



Dear Junior Livestock Auction Buyers,

On behalf of the Eastern Sierra Tri-County Fairgrounds, the Junior Livestock Auction Committee, our exhibitors, and their families, we sincerely thank you for your continued support of our livestock show and sale. Your participation in the auction directly supports the hard work, dedication, and agricultural education of local youth throughout our region.

Every exhibitor who participates in the show and auction has spent months caring for, feeding, training, and taking responsibility for their project. Through this experience, these young people develop leadership, work ethic, financial responsibility, communication skills, and pride in their accomplishments. None of these opportunities would be possible without buyers like you.

As Interim CEO of the fairgrounds, I would like to address the commission fee withheld from each animal sold at the Junior Livestock Auction. We understand that buyers and the public value transparency, and we believe it is important to explain how these funds are used to support and sustain the Junior Livestock Program.

A sales commission is standard practice at Junior Livestock Auctions throughout California. In fact, the commission at the Tri-County Fairgrounds, set at 5%, is at the lower end compared to similar fairs, where commissions often range from 6% to 10%. These funds help cover the operational costs necessary to conduct a professional and successful show and auction, including:

- Livestock superintendent and clerks
- Auctioneers
- JLA equipment and maintenance
- Administrative costs
- Advertising and promotion
- Calibration of livestock scales
- Awards, including ribbons, banners, and buckles
- Trucking expenses

Historically, the Tri-County Fairgrounds operated under a flat-fee commission structure. With a flat fee, the percentage paid would vary depending on the dollar amount received on a sale. While that structure varied by species, it averaged approximately 5% across most livestock projects, with steer projects often paying significantly less. Beginning in 2025, a 5% commission was implemented to create a more equitable and sustainable system for all.

18th District Agricultural Association – Eastern Sierra Tri-County Fairgrounds
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In prior years, the fairgrounds did not fully recover the operational costs associated with hosting the livestock show and sale. In 2025, the 5% commission covered approximately 46% of the total event expenses. The remaining revenue came from sponsorships, entry fees, RV camping, and other miscellaneous sources. At the conclusion of the 2025 livestock show and sale, the fairgrounds realized a modest positive reserve of approximately \$3,500. It is also important to note that the fairgrounds absorb additional overhead expenses not reflected in the livestock event budget, including electricity, liability insurance, and facility-related operational costs.

Since taking on leadership of the fairgrounds, I have worked closely with the Junior Livestock Auction Committee to maintain transparency regarding the financial operations of the livestock show and sale. The fairgrounds maintain a separate Junior Livestock bank account, and any reserve funds are dedicated solely to supporting future livestock program expenses and improvements to livestock facilities.

The Junior Livestock Auction Committee greatly appreciates your investment in our local youth and agricultural community. Your generosity makes a lasting impact on the lives of our exhibitors and helps preserve the tradition of agricultural education in the Eastern Sierra region. I hope to see you on Saturday, June 27, 2026, at the Junior Livestock Auction to support the youth exhibitors.

Thank you again for your continued support of the Eastern Sierra Tri-County Fair Junior Livestock Show and Auction.

Sincerely,



Mike Francesconi
Interim CEO
Eastern Sierra Tri-County Fairgrounds