

## FAQS

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I've purchased an animal, now what? You have three options!

- You'll sign a bill of sale, note if you want the animal processed and what processor. OR you can chose to resell the animal OR donate it to charity. Lastly, you'll note how you want to pay that night via cash, check, or credit card.

How will I transport the animal?

- The fair coordinates free trucking on Saturday for processing and resale. Feeder calves can be picked up by buyer on Saturday from 3-4 pm or after 8pm.

What does my contribution support?

- 97% of the total goes directly to our exhibitors to reward them for their hard work. The other 3% covers all fees incurred by the fair for the auction and ensures our future success.

## THE IMPACT YOU'LL MAKE

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- **Support exhibitor's hard work**
- **Keep your dollars local**
- **Support our agricultural industry**
- **Know where your food comes from**
- **Support additional local businesses through packing & process**

If you're not prepared to purchase a full animal, please consider supporting our exhibitors by submitting an add-a-bid form.

*Thank you for your support!*

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# BUY LOCAL, SUPPORT LOCAL

AT THE BERLIN FAIR!





## **FREEZER SPACE**

If you're new to wholesale meat purchasing it's helpful to know how much space you'll need for the animal you purchased. Below is helpful space information. These are estimates. There are many factors that determine the finished packaged meat weight, but this should help you get started.

### Live Weight to Packaged Meat

1,200 lb Market Steer	529 lbs
280 lb Market Hog	147 lbs
110 lb Market Lamb	66 lbs
80 lb Market Goat	48 lbs

\*A good rule of thumb is 1 cubic foot of freezer space per 35 pounds of packaged meat.

## **PROJECT BREAKDOWN**

On average the exhibitor raises their market beef project for 9 to 10 months. This includes hand feeding (twice a day), exercise, and care. A market beef calf is typically purchased between \$1,700 and \$2,500. The cost of feed to finish a market beef is roughly \$1,500 to \$2,000. This number does not include hay, bedding, veterinary care, etc. Between the price of the calf and feed, the exhibitor has made a total investment of \$3,000 to \$4,500. Conservatively, the average financial investment of \$3,600 into a market beef project with an average weight of 1,200 pounds, would place the breakeven point for that exhibitor at \$3.00.



## **NOTE FROM THE PRESIDENT**

This year marks the 50th year of our auction supporting our local youth. We're proud to continue this legacy and to have buyers like you committed to returning year after year. Together we are making a difference not only for the kids who've worked so hard on their project, but also for our local economy. Keeping your dollars local ensures we all continue to thrive. Thank you for your support and partnership as we look forward to our next 50 years.

Joan Kutchin, Fair Board President