

THE AUCTION BLOCK

Tennessee Auctioneers Association E-Newsletter | TnAuctioneers.com

Inside This Issue:

- 1.....Auctioneer's Day
- 2.... The More Things Change the More Some Things Stay the Same
- 3.....Our Changing Industry and Covid-19 Update
- 4.....Useful Links and Information
- 5.....Scholarship Deadline

Auctioneer's Day April 3rd 2020

Governor Bill Lee has proclaimed Auctioneer's Day in Tennessee to be Friday, April 3rd, 2020. In these times of uncertainty, we are proud to be part of an industry that can support our communities while upholding the highest standards of professionalism in serving the public.



The More Things Change - The More Some Things Stay the Same

Approximately three months ago tonight (this was written on March 31, 2020), most of us were bringing in the New Year, a New Decade actually, with celebration and revelry! Each new year seems to bring a renewal of spirit, a promise of a brighter future, a gift of hope that we can improve on our past and make a better future for ourselves and those who matter to us. Who could have foreseen that a mere three months later, the world as we knew it, had changed to one of complete uncertainty about that future in just about every facet of our lives that is important to us - our health, our business, our community...everything.

But what **hasn't** changed since that New Year's Eve night? Hopefully, we all still have our family and friends, and even more hopefully, all in relatively good health. We all still have that desire to improve on our past by looking to the promise of a brighter future. And even though there are obstacles in our way that we couldn't have possibly imagined on December 31st, **Continued on Page 2*

This newsletter is published by the Tennessee Auctioneers Association as a service to its members and supporters in the auctioneering industry. Suggestions are welcome for articles in future editions.

The More Things Change the More Some Things Stay the Same Continued

we all still need to strive for what we wanted on that New Year's Eve night- to be a better family man/woman, be a better neighbor, be a better business person, be a better **person**.

The auction profession stands out as one of those unique vocations that can actually make a difference in someone's life. We often hold someone's financial future in our hands. When this pandemic finally subsides, there will be people and businesses that will need the services of a good auctioneer.

Don't forget how important you may become to someone trying to reorganize the rest of **their** life. You can be the one who can help them transition into whatever lies ahead for them. Be competent, be professional, be compassionate. You may be the first optimistic voice they have heard in weeks and months. Stay positive. Seek the help of your fellow colleagues. Be the help for your fellow colleagues. And try to be that better person you promised you would be three months ago. We are all in this together.



Our Changing Industry and a Covid-19 Update

In the State of Tennessee, Governor Bill Lee issued an Executive Order to “stay at home” on March 20th. To date, that order is in effect until April 26th, 2020. Here is the link to the original Executive Order <https://sos-tn.gov/files.tnsosfiles.com/forms/exec-order-lee17.pdf>

The TAA Board of Directors want you to know we are here to help you. We had a phone conference on Monday, March 30th to discuss ways to provide our membership with useful and helpful information in this challenging time. Here are some observations from several Board Members.

Phillip Traylor - *Here's what I'm seeing: Contract auctioneers; their normal jobs are all but non-existent. Most auto and equipment contract auctioneers are working 25% of their normal auctions and most all ring-men have no work at all. It is the opportune time for these people to realize how much diversification in our volatile industry really means. Real estate auctions; ours have really slowed and most sellers are looking for advice which is so hard to give. We've never lived through anything like this so it's truly anyone's guess. Will the market be stronger in two months, who knows? Personal property auctions; we have been able to turn the majority of our live auctions into online only sales with relatively good results. We have many small businesses looking for relief and we've been able to provide some cash flow through these online sales.*

Shane McCarrrell - *Here in Clarksville/Montgomery County area we are observing the Governor and Mayor's advice. We have postponed all live auctions and are conducting several online only auctions. Preview and pickup for online auctions have been by appointment only. Attendance and prices online have been a bit lower in certain asset classes but still strong in others. I believe it is truly asset dependent, yes people are bored and cooped up in front of their computers. That boredom has not translated to more money unless the asset is one that is needed not just wanted. *Continued on Page 3**

Our Changing Industry and a Covid-19 Update Continued

James Gary - *It appears in southern Middle Tennessee that most everyone has postponed the majority of live auctions. I think there are some that are still pending. Online auctions still seem to be in progress. I've also been noticing that most, if not all, antique malls and shops are closed and have heard some antique malls are starting online auctions.*

Jay Cash - Fundraising and Benefits

Events on the west coast began cancelling in the masses weeks ago. Up through March 14th events were still taking place throughout Tennessee and Georgia. Once Atlanta started getting cases of Covid-19 fundraising events began dropping left and right. Middle Tennessee followed suit as most all events are postponed or cancelled all together.

Virtual Galas are popping up in certain areas which is essentially a simulcast auction. Some events are exploring a simulcast version of their gala; however, others fear now is not the right time to solicit from donors. Our first virtual gala event in Nashville is scheduled for April 18th. It will be live streamed on multiple platforms, but intricate details are still being finalized.

We are also seeing events postponed well into June. Our events from New York, Connecticut, Georgia, Indiana, Tennessee and Kentucky are rescheduling dates for the fall which is creating a shortage of venues and dates available to conduct their event.

Right now, our advice to development directors and non-profits is that if your organization has an urgent need for funds, reach out to top donors and ask them if they can help. While we hope to get back to normal soon, the future of live event fundraising will change forever.

Eddie Ables - *In the Columbia, Maury County and surrounding counties, "Live Auctions" have stopped and most auctions scheduled for April have been rescheduled. Those companies with online platforms are going forward with auctions. Ea Auctioneers & Auctions have pushed our April auctions to May and hope we get to schedule a date. I have talked with people who attend our auctions as well as others and they agree with not holding any auctions at this time. We are taking it one day and one week at a time. We believe it is best to follow the State, City and County guidelines. The Mule Day Auctioneers Championship has been rescheduled for June 27th. We reached out to the auctioneers and 97% wanted the Championship to be held. That was a good sign for us.*

Just about all the software companies available to Auctioneers are offering a discount for their services. This may be the best time to jump into the online world. However, one shoe does not fit all, just as one platform does not fit all. A software company who primarily sells nice antiques is NOT going to be the best provider for equipment or real estate auctions and vice versa. Talk to a software provider who sells things of like kind. Most importantly, TALK to other auctioneers. Don't be afraid to reach out. For those of you who have been afraid to incorporate an online platform, don't forget that everyone who currently **does** sells online had to learn at some point too! It's not that hard. Don't panic.

Do you want to consider setting up the ability to accept credit cards? Again, TALK to other auctioneers who **do** take credit cards. Do they place spending limits on their customers? Do they have other parameters and guidelines set up in their terms and conditions? Go to their websites and read their terms and conditions, then make your own decision. One day at a time and one thing at a time. Remember, as the old adage goes "How do you eat an elephant? One bite at a time".

What is clear is that over the next few months, we will see many small businesses who have had to close temporarily, not be able to recover and reopen. That's when these small business owners may need us. It's a good idea to get in touch with your local business owners and let them know you are available to help. While we never want to appear to be chasing a bad situation, be the leader in your community and help other people and businesses should they find themselves in that position.

This is a difficult time for everyone and we know we may have to make some difficult decisions and perhaps make changes to our current business model, but we'll be okay. Most importantly, take care of yourself, your families and each other and know we will get through this!

Useful Links and Information

- For information regarding real estate license renewals and continuing education send an email to: trec.info@tn.gov
- Disaster Loan Assistance Application from the U.S. Small Business Administration <https://covid19relief.sba.gov/#/>
- Starting April 3, 2020, small businesses and sole proprietorships can apply for and receive loans to cover their payroll and other certain expenses through existing SBA lenders.
- Starting April 10, 2020, independent contractors and self-employed individuals can apply for and receive loans to cover their payroll and other certain expenses through existing SBA lenders.
- Other regulated lenders will be available to make these loans as soon as they are approved and enrolled in the program. For more information go to www.sba.gov.
- If you are member of the National Auctioneer's Association, go to www.auctioneers.org for information, training sessions, zoom conferences and other business resources.

SMALL BUSINESS PAYCHECK PROTECTION PROGRAM

The Paycheck Protection Program provides small businesses with funds to pay up to 8 weeks of payroll costs including benefits. Funds can also be used to pay interest on mortgages, rent, and utilities.

Fully Forgiven

Funds are provided in the form of loans that will be fully forgiven when used for payroll costs, interest on mortgages, rent, and utilities (due to likely high subscription, at least 75% of the forgiven amount must have been used for payroll). Loan payments will also be deferred for six months. No collateral or personal guarantees are required. Neither the government nor lenders will charge small businesses any fees.

Must Keep Employees on the Payroll—or Rehire Quickly

Forgiveness is based on the employer maintaining or quickly rehiring employees and maintaining salary levels. Forgiveness will be reduced if full-time headcount declines, or if salaries and wages decrease.

All Small Businesses Eligible

Small businesses with 500 or fewer employees—including nonprofits, veterans organizations, tribal concerns, self-employed individuals, sole proprietorships, and independent contractors— are

eligible. Businesses with more than 500 employees are eligible in certain industries.

When to Apply Starting April 3, 2020, small businesses and sole proprietorships can apply. Starting April 10, 2020, independent contractors and self-employed individuals can apply. We encourage you to apply as quickly as you can because there is a funding cap.

How to Apply

You can apply through any existing SBA 7(a) lender or through any federally insured depository institution, federally insured credit union, and Farm Credit System institution that is participating. Other regulated lenders will be available to make these loans once they are approved and enrolled in the program. You should consult with your local lender as to whether it is participating. All loans will have the same terms regardless of lender or borrower. A list of participating lenders as well as additional information and full terms can be found at www.sba.gov.

The Paycheck Protection Program is implemented by the Small Business Administration with support from the Department of the Treasury. Lenders should also visit www.sba.gov or www.coronavirus.gov for more information.

**Scholarship Deadline Extended to April 15, 2020
Go to TnAuctioneers.com and click on
“Membership” tab to download an application.**



President:

Patti Baldini, 615.500.4917
patti@baldiniauction.com

Vice President:

Jay White, 615.444.0909
whiteja@realtracs.com

Treasurer:

James Gary, 615.302.2680
james@garyauction.com

Immediate Past

President:

Bobby Colson, 615.390.3679
bobbycolson@yahoo.com

Executive Director:

Elaine Christian, 918.876.0687
elaine@execman.net

Directors:

Eddie Ables, 931.698.2220
biddernow@gmail.com

Ritchie Broyles, 423.586.6103
info@broylesauction.com

Jay Cash, 615.785.8982
jaycash@me.com

Shane McCarrel, 931.302.4717
Shane@ptauctionteam.com

Phillip Traylor, 931.320.4150
philliptraylor@bellsouth.net