



North Florida Commercial Heifer Pen Show and Sale

2025/2026 Rules

The Alachua County Cattlemen's Association in cooperation with UF IFAS Extension is sponsoring a Commercial Heifer Pen Show and Sale. The purpose of the Show and Sale is to provide a real-world cattle project for youth that exposes exhibitors to commercial beef production. This includes purchase or raising, selection, development, breeding, exhibition and marketing of commercial beef heifers.

Important Dates -All subject to change

Date	Event	Location	Time
Wed. Oct. 15, 2025	Nomination Form Due	Email to: LittleSpurRanch@gmail.com or robertcapote@yahoo.com	
Sat. Oct. 25, 2025	Tag In/Validation	UF Beef Teaching Unit	8am-1pm
Sept. 1, 2026	Mkt. Video, Record Book & Catalog Page Due	Record Book PDF Catalog Page PDF Video	Email to Robert or Jesse
Sept. 18, 2026	Heifer Show/Sale Check In	UF Beef Teaching Unit	8am-10am
Sept.18 2026	Heifer Pen Judging	UF Beef Teaching Unit	1pm
Sept. 19, 2026	Lunch	BTU	Noon
Sept.18, 2026	Exhibitor Interviews	UF Beef Teaching Unit- Inside	1pm
Sept.19 2026	Heifer Auction	UF Beef Teaching Unit	1pm

1. This show and sale is limited to exhibitors between the age of 8 and 18 (as of Sept. 1, 2025) who reside in Alachua, Marion, Levy, Gilchrist, Columbia, Union, Bradford, Clay, and Putnam Counties. Participants must also be a member of their local 4H or FFA chapters.
2. The show and sale will be on a Friday & Saturday, September 18 - 19, 2026 at the University of Florida Beef Teaching South Unit.

3. Crossbred heifers are desired but purebred heifers will be permitted to show. Heifers can be homegrown (bred and owned on the exhibitor's family ranch) **or** may be purchased. Purchased heifers must be purchased in the state of Florida. The commercial heifer project will consist of a pen(s) of two heifers.
4. All commercial heifers will be tagged in at the UF Beef Teaching South Unit on October 25th, 2025 (8am-1pm). Exhibitors will be permitted to validate on extra heifer (3 total heifers) per pen. Only two of the three will serve as the "pen" and will be eligible for the show. Exhibitors will also be permitted to show and sale 2 pens (4 head) of heifers. This implies that an exhibitor can validate as many as 6 heifers but will only be able to show and sell 4 head (2 pens). *Unless the maximum number of heifers exceed 100 head total, at that point exhibitors may be limited to 1 pen of 2 heifers. In addition, there will be a minimum of 20 heifers for the show /sale to be conducted. Alternate heifers are allowed in the event if one heifer does not become pregnant or if one heifer grows at a more rapid rate and would subsequently affect the uniformity of the pen.
5. **Each heifer validated will have a non-refundable fee of \$25/head, due on Oct.25, 2025 (Tag In). If an exhibitor validates two pens of heifers, then separate record books, interviews and videos will be required for each pen of heifers.**
6. It is suggested that all heifers validated should be calfhood vaccinated against brucellosis prior to check in. Heifers should receive this between 4-12 months. Heifers should be approximately 12-18 months old at check in time. Any heifer with the first set of permanent incisors erupted (>24 months of age) will be ineligible and will not be validated.
7. At validation, heifers will receive an Electronic ID tag, a modified live 4 way viral leptovibrio vaccine, blackleg, dewormer and be weighed and mouthed for age (vaccines and dewormer will be optional and heifers already having an 840 electronic tag will not be retagged). Heifers will be photographed at check in. In addition, a DNA sample will be obtained for validation if there are any discrepancies. All will be provided at no cost to participants. It is recommended that all heifers be polled or dehorned prior to check in. A minimum weight of 550lbs will be enforced.
8. Exhibitors must own and care for their heifers from the tag in through the show date. Heifers can not be added or switched after the validation date.
9. All commercial heifers must be pregnancy checked by a licensed veterinarian. Pregnancy status must be done within 30 days of the sale and must be listed on the certificate of veterinary inspection that must accompany the heifers at sale check in. Pregnancy detection can be done via rectal palpation, ultrasound or blood test. **No open heifers will be allowed to show or sale.** Heifers should be bred to calve between Nov 1, 2025 and March 31, 2026. This means heifers should be bred in February, March, April, May or June. Heifers can be bred via AI or natural service.
10. Check in for the show and sale will be on September 18, 2026 8-10am. Pens will be preassigned. Exhibitors will be responsible for seeing that heifers are fed and watered appropriately during the entire event. Exhibitors will be required to clean their assigned pen prior to leaving the sale.
11. Heifer classes will be sorted into homegrown (bred and owned) or purchased. Heifers are not permitted to have halters and will not be lead at any time at the Beef Teaching Unit.
12. Ideally, actual heifer birthdate would be known but birth month is acceptable.

13. Heifers can be washed before coming to the sale and clipping their head and neck is acceptable but should be done prior to arrival. **Clippers are not allowed on site. No fitting chutes, fans, and grooming supplies will be allowed at the site. No adhesives, oils, coloring, powers or paint is allowed on heifers. Washing facilities are also not available. A sponge and bucket of water for light touch up is ALL that is permissible.**
14. It is recommended that heifers be similar in type and color. Heifers that are the same color will be perceived as being more uniform. More importantly, heifers that are similar in frame size, weight, condition score and Brahman percentage are deemed more uniform and should bring greater return in the sale.
15. A pen of 2 heifers will be judged on a 100 point scale. Heifers will be loose in the pen and not tied. Three judges (2 commercial cattlemen and one university person) will serve as the expert panel. Judges may be permitted to walk heifers in an alley if there is a question about structure. Judges will not share scores and will make independent evaluations of the pens of heifers. Final pen score will be based on an average of all three judges scores. Heifer judging will take place on the afternoon and evening of September 2026 (TBD). Exhibitors will not be permitted to be in the pen area while judging is being performed. There will be no harassment of judges, committee or show board members at any time. The decision of the judges will be final.
16. Heifer score will comprise 50% of the total score for the commercial heifer show and sale.
17. Heifer judging will be based on the following scoring system
- | | |
|--------------------------------------|---------------|
| a. Quality, Conformation | 20 pts |
| b. Structural Soundness | 20 pts |
| c. Adaptability/breed type/hair coat | 20 pts |
| d. Temperament | 20 pts |
| e. Frame size for age | 10 pts |
| f. Uniformity | <u>10 pts</u> |

Total Points 100 pts

18. Each exhibitor must complete a record book on their commercial heifer project. **If two pens of heifers are entered, two record books should be turned in.** A fillable record book is available at <https://alachuacounty cattlemens.com/>. The record book should include the following information. Record book will be 15% of the total project score. Record books will be scored by the following system. **Record Books will be due online on September 1, 2026, save as PDF email to Robert or Jesse.**
- | | |
|--|--------|
| a. Accuracy of information/ calculations | 40 pts |
| b. Project story including heifer selection and breeding | 25 pts |
| c. Catalog Page | 20 pts |
| d. Photographs | 15 pts |
19. A short video of the exhibitor and heifers should be made and emailed to Jess or Robert. Videos should have the exhibitor telling their name, where they are from, school, and a brief discussion of their heifers breed, age, pregnancy status, and sire of the heifer's calf. After the brief introduction (15 seconds) there should be 30 seconds of video showcasing the heifers. This video would ideally be in the pasture or a small pen.
Videos must be 30

seconds minimum and one minute maximum. The video will be used for marketing purposes and WILL BE THE VIDEO USED DURING THE SALE. These videos should be done by the exhibitors. Marketing video will make up 15% of the total score. Scoring will be done by IFAS professionals with previous experience in cattle marketing.

20. A marketing interview will be conducted with each exhibitor on September 18, 2026 at 1pm. The interview will be judged by a panel of three people who may be different from those who judged the cattle. Exhibitors do not have to wear their 4H or FFA attire but should be dressed professionally. Exhibitors will be given a chance to showcase their heifers and will be asked a series of questions by the judges. This will be done while standing next to their pen of heifers so references to the heifers can be made if necessary. No parents or other exhibitors will be allowed in the pen area while interviews are being conducted. The marketing interview will be 20% of the total score for the project.
21. Exhibitors will be required to be at their pen from 9am to Noon on the day of the sale to answer questions from potential buyers.
22. Total Score for the entire project is as follows.
 - a. Heifer pen score (average of 3 judges) 50%
 - b. Marketing interview "sell us your pen" 20%
 - c. Marketing video 15%
 - d. Record book 15%
23. Awards will be given to the highest placing pen of heifers, interview, video, and record book.
24. The champion pen of heifers will be based on a total score of the project.
 - a. Sale order will be based on a total score not just the heifer pen score.
 - b. The top homegrown pens based on total score will sell first in the sale.
 - c. The top purchased pens will sell after the homegrown lots. The remaining homegrown and purchased heifer sale order will be established based on TOTAL score.
 - d. **A 5% commission will be deducted from the final sale price of the pen.**
 - e. **\$2/pen will be collected for the beef checkoff.**
 - f. Commercial heifers will be sold on a per head basis and pen total will be per head price times 2.
 - g. **All Cattle will sell. "No Sale" of heifers will not be allowed.**
25. The Alachua County Commercial Heifer Committee and the University of Florida/IFAS personnel reserves to disqualify a pen and or exhibitor at their discretion.
26. The Alachua County Commercial Heifer Committee and the University of Florida/IFAS personnel act as agents only for the exhibitors. All guarantees are between buyers and sellers.
27. All heifers must be loaded out immediately after the sale.
28. **Grievances:** All grievances must be brought before the grievance committee (Pen Heifer show/sale committee) and all decisions of that committee will be final. Each grievance requires a \$200 fee, cash only, non-refundable.

North Florida Commercial Heifer Show and Sale

2026 Show and Sale

Nomination form and Breeders Certificate

(Fill this form out even if heifers are homegrown)

Due October 15, 2025

Email to: sanders1@ufl.edu or robertcapote@yahoo.com

Exhibitors Name_____

Breeders Name_____

Breeders Address_____

Actual Birthdate or Month of Birth of heifers_____

If Heifers are Purchased, Date Purchased_____

I state that these heifers were born in the state of Florida.

Breeders Signature_____

4-H Extension Agent or FFA advisor signature_____

4-H Extension Agent or FFA Advisor PRINT _____

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Sheet A: Validation/Tag IN

Date_____

Premise ID_____

Heifer #1 EID_____Birth Date_____Weight_____

Heifer #2 EID_____Birth Date_____Weight_____

Heifer #3 EID_____Birth Date_____Weight_____

(Only two heifers are required at validation)

(Birth month is acceptable)

Check one of the following

Homegrown _____ Purchased_____

Exhibitor Name_____

Exhibitor Date of Birth_____

Address_____

Phone_____

Exhibitor Email_____

Emergency Contact Name_____Emergency Contact Phone_____

Exhibitors Signature_____

Heifer Value at Validation (to be determined at validation/weigh in)

Heifer fair market value _____\$/lb

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Sheet A- Save as a PDF and email Jesse or Robert email on front page of rules. Record Book will be based on 300 days (Oct. 2025-Aug. 2026)

Heifer Story

Include a discussion of breed of heifers, what you fed them, how and to which sires you bred them to, and marketing your heifers.

Expense Sheet B: Veterinary Expenses

For all expenses be sure to include the cost for just two heifers. If three heifers were validated, prorate the cost for just two heifers.

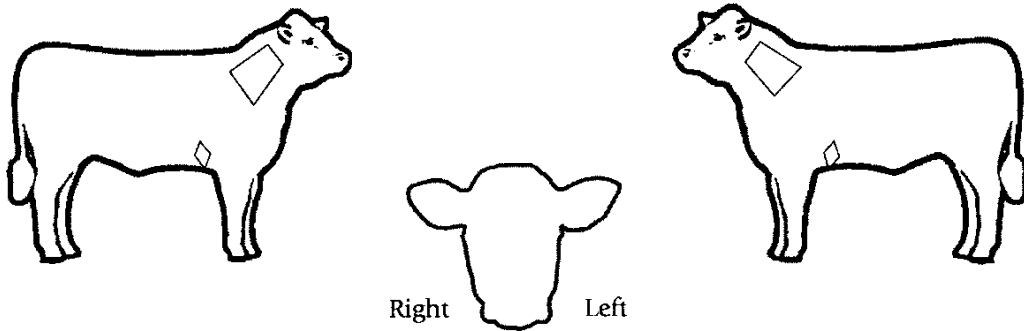
Date	Description	Amount	Cost
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
Total Veterinary Expenses			\$

Be sure to include cost of certificate of Veterinary Inspection in addition to pregnancy testing. Additional medications/dewormers should be listed.

GROUP PROCESSING/TREATMENT MAP

Name/Ranch _____ Premise# _____
 Address _____ Phone# _____
 City _____ State _____ Zip _____
 Group/Description: _____ ID/Brand: _____
 Processing Date: _____ Calving Season Date: _____ Pen/Pasture#.: _____
 Class: *Sf Hf* Bulls *f* Cows _____ Age: _____ Weight: _____ Hd processed: _____
 Other Management: Castrate _____ Dehorn _____ Other _____ Crew: _____
 Booster/Reprocess Date: _____

When possible select SQ products and never give injection in the rear leg or top butt.
 Indicate site of treatment with the corresponding # from table.



Site#	Product and Company	Lot or Serial#	Exp Date	ROA*	Dose	Booster Date	Withdrawal Date
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							

*ROA - Route of Administration (SQ, IM, IV, IN, topical, oral)

Soonest date this group of animals can be sold/marketed _____

Comments:

Expense Sheet C: Feed Expenses

For all expenses be sure to include the cost for just two heifers. If three heifers were validated, prorate the cost for just two heifers.

[illegible]

Expense Sheet D: Hay/Pasture Expenses

For all expenses be sure to include the cost for just two heifers. If three heifers were validated, prorate the cost for just two heifers.

Date	Description of hay/pasture	Units Purchased	Price/cwt or Price/unit	Cost
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
Total Hay/Pasture Expenses				\$

For pasture cost use a time period of 11 months @ \$40/acre yearly lease rate.

Example calculation.

11 months=90% of a year

$$90\% * \$40/\text{acre} = \$36/\text{acre}$$
$$\$36/\text{acre} * 3 \text{ acres/heifer} = \$108/\text{head}$$

\$108/head*2 heifers/pen=\$216/pen pasture grazing cost.

Expense Sheet E: Other Expenses

For all expenses be sure to include the cost for just two heifers. If three heifers were validated, prorate the cost for just two heifers.

[illegible]

Be sure to include validation expense @25\$/heifer*2 heifers

Overall Summary of Expenses

	Pen Basis	Per Head Basis
A. Initial Value of Heifers		
B. Veterinary Expenses		
C. Feed Expenses		
D. Hay/Pasture Expenses		
E. Other Expenses		
F. Total Cost of Raising Heifers (B+C+D+E)		
G. Cost Per Day (F/300 days)		
H. Total Project Cost (F +A)		
I. Estimated Total Sales Price		
J. Expected Profit of Loss (H-I)		

Heifer Pregnancy Status

Heifer #1 EID _____ Preg/Open Estimated Calving Month _____

Heifer #2 EID _____ Preg/Open Estimated Calving Month _____

Heifer #3 EID _____ Preg/Open Estimated Calving Month _____

What bull(s) are heifers bred too:

Breed _____

AI or Natural Service

If AI what are AI dates _____

Sire Name _____

Sire Registration # _____

Sire BW EPD _____

Pregnancy was determined via (check one) ☐ Rectal Palpation ☐ Ultrasound ☐ Blood Test

_____ Date _____

Veterinary Signature

Catalog Page Template

PHOTO

Heifer EID _____ Estimated Calving Date _____

Heifer EID _____ Estimated Calving Date _____

Approximate heifer age _____

Heifer breed or cross _____

Please Answer if Applicable

What bull(s) are heifers bred to:

Breed _____

AI or Natural Service

If AI what are AI dates _____

Sire Name _____

Sire Registration # _____

Sire BW EPD _____