

SOUTHEAST TENNESSEE HEIFER PROGRAM



Woods,* H.T. hwoods1@utk.edu

Extension Agent, University of Tennessee Extension, McMinn County, Athens, Tennessee 37303

Program Facts:

- The Southeast Tennessee Heifer Program has been conducted by Agents for the past fourteen years.
- Agent's utilize farm visits and group meetings to conduct the yearly program to teach beef producers/consigners the knowledge needed to improve their herd genetics by selecting and raising quality replacement heifers for the program.
- Agent along with local stockyards and cattlemen association's conducts the Southeast TN Heifer Sale at the conclusion of the yearly program to teach area beef producers the knowledge needed such as utilizing EPD's to improve herd genetics by selecting and purchasing quality replacement heifers at the sale each fall.
- The program offers premium heifers to area producers to add superior genetics to their herds and allows local producers a cooperative effort to market their quality animals.
- Over the past fourteen years, bred heifers have averaged \$1,513, open heifers averaged \$1,178 and first calf heifer pairs averaged \$1,687 which is a significant premium compared to similar marketing opportunities available regionally.
- Over the past fourteen years, the sales have grossed an average of \$113,177, these dollars have economically benefited local consignors and the area.
- To participate in the program, participants pay a fee of \$50 per head which includes all advertising, printed catalog and materials for the sale at the conclusion of the program.
- This is a self-funded program, fees obtained from the sale have been used to conduct and provide operating and travel funds for the program.
- Total fees for the past fourteen years has totaled \$19,644.

Audience:

- Area Beef Producers
- 529 Beef Cattle Farms
- 12,810 Beef Cows
- \$9 Million in Beef Sales per year
- Average Farm Size – 123 Acres
- 64,153 Acres in Pasture and Hay
- Average Herd Size – 22 Cows



Total Economic Benefit
\$1,455,825



2019 Southeast TN Heifer Sale



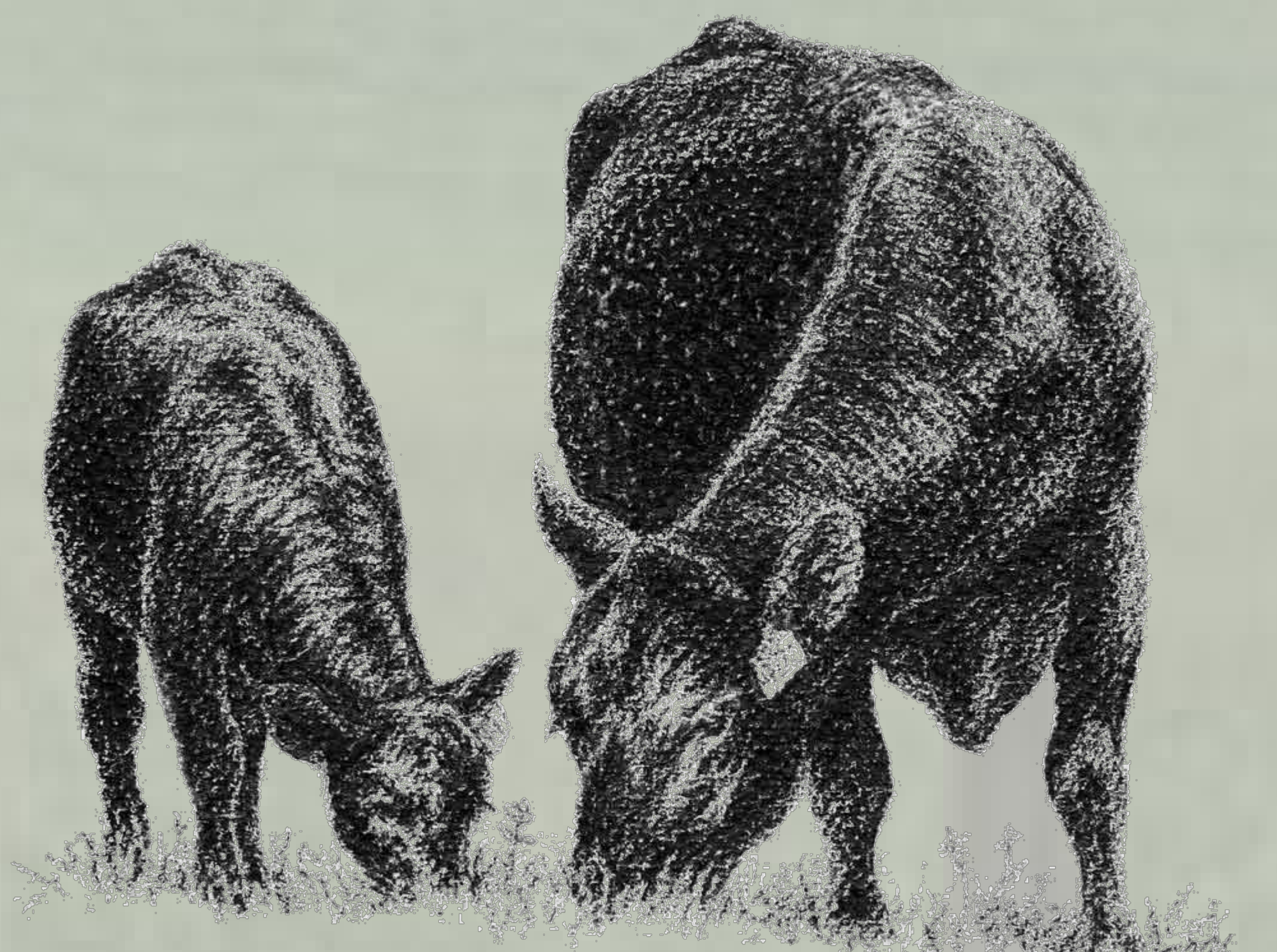
Friday, October 25th
Starting at 7:00 PM at

ATHENS STOCKYARD

*Bred, First Calf, Open Heifers. Bulls
Consignments Welcomed! (Entries Due September 1st)*

Contact:
McMinn County Extension @ 423-745-2852
Meigs County Extension @ 423-334-5781
Sale Barn @ 423-745-3582 or 866-796-0625

Programs in agriculture and natural resources, 4-H youth development, family and consumer sciences, and resource development.
University of Tennessee Institute of Agriculture, U.S. Department of Agriculture and county governments cooperating.
UT Extension provides equal opportunities in programs and employment.



Programs in agriculture and natural resources, 4-H youth development, family and consumer sciences, and resource development.
University of Tennessee Institute of Agriculture, U.S. Department of Agriculture and county governments cooperating.
UT Extension provides equal opportunities in programs and employment.