



## The economic impact of the Florida Bull Test in the Southeastern U.S. – second part

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The latest edition of the Florida Bull Test Sale, which took place at the North Florida Research and Education Center in Marianna, FL in January 18, 2020, marked the 20<sup>th</sup> edition of this event. The sale was extremely well attended, and bull consignors, buyers and producers gathered to witness the ***57 bulls featured in the sale, which grossed \$159,900, with an average of \$2,805 per lot, \$201 more than the average sale price of the bulls on the previous year sale.*** In celebration of the 20<sup>th</sup> anniversary, the members of the first Bull Test Committee were recognized, and a survey of bulls test buyers and consignors was conducted to assess the impact of this Extension program in the region, as well as to identify new opportunities.

### The 2020 Florida Bull Test Survey

When potential buyers were asked about the expected improvements when purchasing a bull in the Florida Bull Test (Fig. 1), the majority (32%) indicated that the performance of calves would be increased. The second most popular response (29%) was that improvements in the genetics of the cow herd would be expected when buying bulls from the Florida Bull Test. Improvement in feed efficiency was ranked as the third most popular expectation by 18% of the potential buyers (Fig. 1).

### The Test and Annual Sale

The Florida Bull Test consists of two phases: 56 days at the Feed Efficiency Facility (FEF) during which individual feed intake is recorded, and 56 days on pasture where they continue receiving free-choice access to the same diet that was previously provided at the FEF. At the end of the test, an overall ranking is established based on an index that includes average daily gain (ADG) and weight per day of age (WDA). Additionally, bulls are ranked based on feed efficiency measured as RFI, which is the difference between actual and expected feed intake based on the bull's weight and ADG. Therefore, the more negative the RFI number, the more efficient the bull is. ***The Florida Bull Test Sale will be held on January 16, 2021*** at the North

Florida Research and Education Center in Marianna, FL. Due to the restrictions imposed by the current COVID-19 situation, the plan is to have an in-person sale with a maximum of 50 people inside the Beef Unit pavilion in order to comply with University of Florida guidelines for the current phase of the pandemic. Because of this, only preregistered buyers will be allowed inside the Beef Unit pavilion, and mandatory mask wearing, and social distancing will be enforced. As in previous years, we will feature online bidding via Cattle in Motion, and an online catalog will be available in early December. Viewing of bulls will be available by appointment, beginning on January 4, 2021. Call 850-526-1621 to make an appointment to view the bulls. To preregister as a buyer to attend the sale in person, call 850-526-1613. For more information or to access the results from past tests, visit the webpage of the Florida Bull Test: <https://go.ufl.edu/flbulltest>

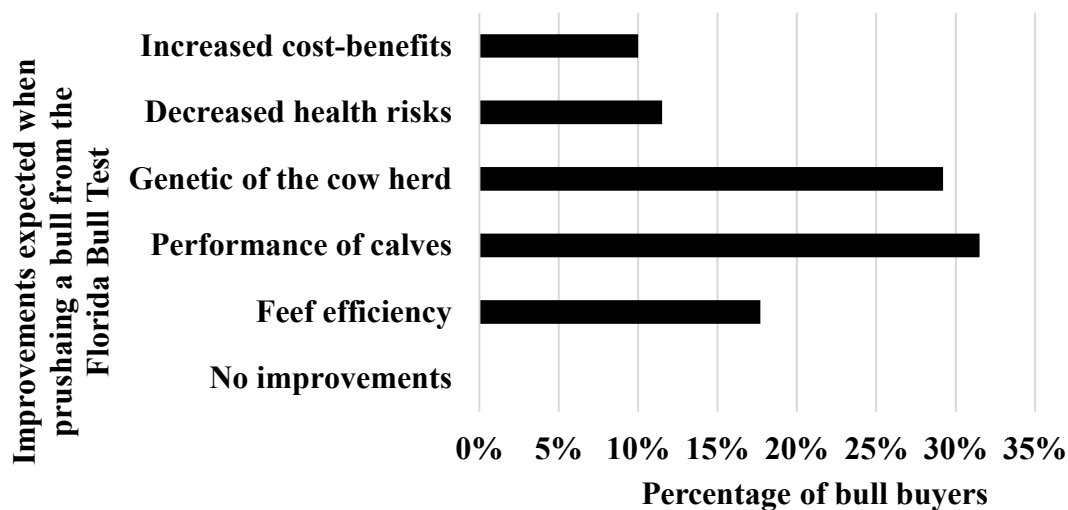


Figure 1. Expected improvement to operation by potential bull buyers when purchasing a bull from the Florida Bull Test.

The Florida Bull Test Sale is held on the third Saturday in January of each year.