



Michigan 4-H Animal Market Project Record Book 2022 U.P. State Fair Version Intermediate (11-13 YRS)

SPECIES: SHEEP [] BEEF [] SWINE [] MEAT GOAT []

IMPORTANT: In order to participate in the junior market livestock sale, exhibitors are required to submit a completed market livestock record book and achieve a minimum score of 40 in the scoring rubric.

After the records have been judged, they should be picked up at the beef show arena at 1:00 p.m., Friday, August 19th. Books not collected at this time will be left at the species superintendent office.

PLEASE TYPE, PRINT, OR WRITE CLEARLY.

The record book needs to be completed by the exhibitor.

ALL MARKET RECORD LIVESTOCK BOOKS ARE DUE by 1:00 PM EDT: Monday, August 15, 2022

NAME AND EXHIBITOR NUMBER MUST BE PRINTED LEGIBLY ON THE FRONT COVER OF THE MARKET LIVESTOCK RECORD BOOK

Name _____

U.P. State Fair Exhibitor No. _____
YOUR EXHIBITOR NUMBER IS THE FIRST INITIAL OF YOUR LAST NAME FOLLOWED BY THE LAST FOUR DIGITS OF YOUR SOCIAL SECURITY NUMBER.

EXHIBITOR CELL PHONE NUMBER _____
(best # to reach you during fair week)

Club Name _____

Club Leader _____

County _____ **Years in Project** _____

Official Fair Age _____ (Fair age is the exhibitor’s age on January 1 of the year of the fair)

Name: _____ Date of Birth: _____

I hereby certify that, as the exhibitor of this project, I have personally been responsible for the care of this animal, record keeping, and have completed this record book. I am aware that this record book may be on display during the auction and/or fair, and thus all content will be appropriate.

Youth Signature: _____ Date: _____

I, the parent/guardian, certify that my son/daughter has completed this project and completed this record book and will comply with all rules and regulations. I give permission for this record book to be displayed to the public and will ensure that all content is appropriate.

Parent/Guardian Signature: _____ Date: _____

****RECORDS START WITH POSSESSION OF YOUR ANIMAL(S) AND END WITH FAIR WEEK ESTIMATES!****

Why Keep Records?

By keeping records, you will be able to see how much progress you make this year and over the course of your 4-H career as you set goals and work to accomplish them.

Good records will:

- Help you learn about animals, their rate of growth, the feed they require, the cost of the feed they require and their habits.
- Increase understanding of your project's financial outcome.
- Assist you in gathering information to market your animal.
- Improve your management practices.
- Keep track of your project activities and learning experiences.
- Allow you to better plan for future livestock projects.

If you have questions or need help on this record book, please contact your leader, parent/guardian, or County MSU Extension Office.

PLEASE PRINT OR WRITE CLEARLY.

Project Information (Submit one completed record book for each market species)

Name and/or description of animal(s): _____

Breed(s): _____

Identification of animal(s) (Tattoo/Ear tag/Fair tag number): _____

Estimated Birth date of animal(s): _____

Date of ownership or purchase date: _____

Price or estimated beginning value of animal(s): _____

(Transfer this number to page 7 – a. If this is for more than one animal, divide by the number of animals.)

Please tell us about your project animal (check all that apply):

- Purchased my project animal(s)
- Project animal(s) are bred & owned (from an animal on my family farm)
- Other (please explain): _____

Comments by Leader/Parent (optional): _____

This Year's Project Goals

Complete this portion of the record book pre-project or once animals are purchased.

Date this page completed: _____

Please explain three goals that you have for your animal(s) project:

1. _____

2. _____

3. _____

Please list three potential buyers you plan to approach this year:

1. _____
2. _____
3. _____

Please list three communication strategies you plan to utilize this year:

1. _____
2. _____
3. _____

Anticipated income from animal(s): _____

Monthly Feed Record Worksheet (Add additional pages if needed)

Feed Types*										
	lbs.	cost	lbs.	cost	lbs.	cost	lbs.	cost	Monthly lbs.	Total Cost
SEPT										\$
OCT										\$
NOV										\$
DEC										\$
JAN										\$
FEB										\$
MARCH										\$
APRIL										\$
MAY										\$
JUNE										\$
JULY										\$
AUG										\$
TOTALS		\$		\$		\$		\$		\$

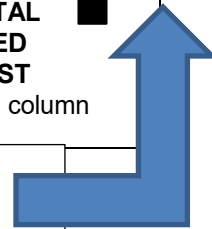
NOTE: RECORD FEED AS IT IS FED TO YOUR ANIMAL.

*Type of feed should be expressed in pounds and include grains, supplements, mixes, hay, silage, etc.
The estimated value of homegrown feed needs to be included.

_____ Number of animals reflected on this chart.

TOTAL FEED
add column

TOTAL FEED COST
add column



(Transfer this number to page 7 – b.
If this is for more than one animal,
divide by the number of animals.)

Expenses Other Than Feed Worksheet (Add additional pages if needed)

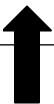
Expense Categories	Veterinary Charges	Medication/ Insecticides	Bedding	Equipment	Registration Fees	Trucking/ Transportation	Housing rent/ Leasing fees	Clipping/ Shearing fees	Interest paid (if \$ borrowed)	Advertising/ Marketing	Buyer Recognition	Miscellaneous (specify)	Miscellaneous (specify)	Monthly Total
SEPT														\$
OCT														\$
NOV														\$
DEC														\$
JAN														\$
FEB														\$
MARCH														\$
APRIL														\$
MAY														\$
JUNE														\$
JULY														\$
AUG														\$
TOTALS														TOTAL \$

_____ Number of animals reflected on this chart.

\$ _____ Total Expense per animal

TOTAL EXPENSES:

(Transfer this number to page 7 – c.
If this is for more than one animal,
divide by the number of animals.)



My Project Animal:

(Please complete page 7 for each market animal – make additional copies of this form as needed)

Ear Tag Number	Sex	Breed	Date Acquired	Beginning Weight	Final Weight (A)

NOTE: The final weight can be determined by weight tape, scale at home or at the fair. This can allow the exhibitor to complete record book prior to the fair.

My Estimated Project Income:

$$\frac{\text{Market Price}^*}{\text{Final Weight (A)}} \times = \$ \frac{\text{EXPECTED MARKET INCOME}}$$

***Market Price** - is the price you would receive under normal sale conditions (such as an auction sale yard). These prices are published in agriculture newspapers, magazines, or TV and radio farm reports and online.

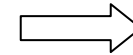
$$+ \$ \frac{\text{OTHER INCOME}^{**}}{=} \text{Total Expected Income}$$

Total Expected Income
(Add expected market income and other income)

****OTHER INCOME** could include premiums from another show, sale of by-products (wool, eggs, manure, etc.), etc., generated prior to the fair.

My Project Expenses:

	VALUE
Purchased Animal = List Price (page 2) or Raised Animal = List Value at Start of Project	a \$
Total Feed Costs Per Animal From Monthly Feed Record Worksheet (page 4)	b \$
Total Cost From Per Animal Expenses Other Than Feed Worksheet (page 5)	c \$
TOTAL EXPENSES (a+b+c)	\$



Formula to Calculate Your Breakeven Price

$$\frac{\$ \text{Total Expenses}}{\text{Final Weight of Animal (A)}} = \$ \text{Breakeven Price}$$

Total Expenses Final Weight of Animal (A) Breakeven Price
(Price per pound needed to cover expenses)

Total Expenses

Beginning Project Picture

Take a photo of your project animal(s). Date of photo: _____

Ending Project Pictures

Take a photo of your project animal(s) at the end of your project. This will help indicate how your animal(s) have grown and developed.

Date of ending photo: _____

Project Reflection:

Please respond to the following questions (additional pages can be added).

1. Marketing is very important to the successful outcome of your project. List and explain three (3) methods to attract a prospective buyer to purchase a market animal.

2. There are 2 main groups of carbohydrates. What are they and what does each do for your animal?

3. In the species you show at the fair, what might a judge look for in placing animals during a show?

4. What are the six pillars of character? Give an example of how each can be applied to raising or showing livestock.

5. What is an antibiotic? What are 3 purposes for a producer to use antibiotics?

6. What criteria did you use when selecting your market livestock animal before purchasing?

7. What management strategies did you put in place to keep your animal healthy?

8. Integrity is always following a code of ethics. List three (3) characteristics an exhibitor with integrity would display.

9. What are indicators that your animal is sick or unhealthy? List 3 things you would do to determine what actions you should take (i.e.- treatment, contact a vet)

10. Successful salespeople use a technique called an “elevator speech” to pitch their product. Write out the elevator speech you would use to sell your animal to a potential customer.

Scoring



Intermediate

PAGE	CONTENT	POINTS POSSIBLE	SCORE
Cover	Exhibitor Information	2	
2	Animal Information	2	
3	Goals	3	
3	Potential Buyers	3	
3	Communication Strategies	3	
4	Feed Record	8	
5	Expenses Record	8	
6	Weight Record	8	
7	Break Even Calculations	9	
8	Project Photographs	4	
9	Question 1	5	
9	Question 2	5	
9	Question 3	5	
10	Question 4	5	
10	Question 5	5	
10	Question 6	5	
11	Question 7	5	
11	Question 8	5	
11	Question 9	5	
12	Question 10	5	
	TOTAL POINTS	100	



Name _____

Club _____

Judge's Comments