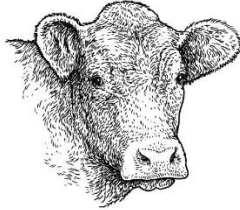


OCEANA COUNTY 4-H MARKET LIVESTOCK
EDUCATIONAL NOTEBOOK/RECORD

STEER PROJECT - 2023

AGES 10 - 11



As a member of the 4-H Market Livestock Steer Project, you are required to submit your records as part of an educational project notebook in order to sell your animal at the 4-H Market Livestock Sale. **This notebook must be shown to the Oceana County 4-H Market Livestock Committee's Weighmaster at the time of weigh-in and then entered by you in the Educational Notebook Division of the Oceana County Fair on Entry day.**

AGE: _____

The age you enter depends on how old you are or will be on January 1, 2023

Number of years in project: _____

Use this sheet as the first page of your project record book. Fill it out completely.
Please print neatly.

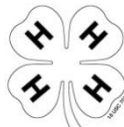
NAME _____

4-H CLUB _____

BREED _____

STEER'S NAME _____

LOCATION WHERE ANIMAL IS RAISED _____



JUDGE'S SCORE/COMMENT SHEET

(PLEASE DO NOT REMOVE, PLACE THIS SHEET IN SHEET PROTECTOR OR GLUE TO COVER). This sheet must be kept free for the judge to write their comments.

This sheet should help each 4-H'er understand their ribbon placing.

A. **Specific educational value or worth**

___ All questions were answered completely

___ All calculations were correct

___ Calculations were incorrect

___ Questions were not answered (missed questions)

B. **Notebook contains all project records**

___ Notebook contained all project records and were fully completed

___ Notebook contained additional project related information (research materials etc.)

___ Project records were incomplete

___ There was no additional project related information

C. **Accuracy, neatness and general appearance**

___ Notebook was neat in appearance (typed/hand printed)

___ Notebook pages were clean and stain free

___ Notebook pages were in order and complete

___ Notebook was difficult to read and messy

___ Notebook had wrinkled and stained pages

Other Comments: _____

4-H MARKET LIVESTOCK STEER NOTEBOOK
AGES 10-11

TABLE OF CONTENTS

Please keep your notebook in Table of Contents order.

- 1) GENERAL GUIDELINE INFORMATION
- 2) JOURNAL OF CARE
- 3) PROJECT INFORMATION
- 4) SPECIFIC PROJECT KNOWLEDGE
 - a) Breed Scramble
 - b) Marketing
 - c) Marketing True & False
 - d) Steer Parts Identification
 - e) Halter Breaking Your Animal
 - f) Retail Cuts
 - g) Wholesale Cuts
- 5) YOUR PROJECT INFORMATION
 - a) Project Progress & Management Report
 - b) 4-H Knowledge
- 6) BUYERS NAMES
- 7) PICTURES OF YOUR PROJECT (1 page)
- 8) CLUB/NON CLUB POINT SHEET

APPENDIXES (OPTIONAL):

- A. PICTURES OF YOUR PROJECT (additional pictures)
- B. FEED INFORMATION (example: feed labels etc.)
- C. ADDITIONAL INFORMATION ABOUT YOUR PROJECT
 - a. Information you found in reference materials
 - b. Information you located off the internet
 - c. Information gathered from your feed representative
 - d. Any other information

*** *Include notes as to why you researched this information and found it valuable, link it to your project if possible.***

Note: Reference materials used for the specific project knowledge include:

- a. Extension publication 4-H 1188 – Your 4-H Market Beef Project
- b. 4-H Market Livestock Beef Project Rules
- c. Kansas State 4-H Online
- d. The Ohio State University Learning Lab Online Site

This record book is part of your 4-H Market Steer Project. By keeping records up-to-date you will be able to see how much progress you make as you set goals and work to accomplish them. Write neatly and clearly. Feel free to add extra pages.

PROJECT PICTURES

Pictures are a required part of this notebook. Taking pictures of your project animal throughout the project will indicate how your animal has grown and developed. Add pictures to your notebook on a separate piece of paper.

SCORING CRITERIA

The following breakdown will be used during the judging process of all market livestock notebooks.

- | | |
|--|------------|
| A. Specific educational value or worth | 30% |
| B. Creative way of showing what has been learned | 10% |
| C. Notebook contains all project records | 50% |
| D. Accuracy, neatness and general appearance | 10% |

The Oceana County 4-H Market Livestock Committee encourages 4-H Leader and parent assistance with your project and project notebook. If you should have any questions, please contact the MSU Extension Office.

I, _____ assisted _____ in
 Parent/Leader/Adult Name 4-Her's Name
 understanding the questions and writing the answers. All answers are those of the 4-Her.

 Signature of person helping with notebook
If written help was needed

JOURNAL OF CARE

The 4-H Market Livestock Committee is **requiring all** 4-H Market Livestock members to complete the “Journal of Care” so the judge may see the time, effort and care you have put into learning about your animal.

*** Include things such as walked, fed, washed, clipped, trimmed, foot care, health practices, medicines, general maintenance (cleaning living & feed area), halter broke, training, had vaccinated, etc. ***

DECEMBER - FEBRUARY

MARCH - MAY

JOURNAL OF CARE (continued)

JUNE - AUGUST

I, _____, do attest and certify that this 4-Her has cared for
(property owner name-please print-if parent put parent's name)

animal in a responsible manner while housed on my property. I also understand that integrity & responsibility are important to this 4-H experience.

Signature of Property Owner or Parent
If housed on own property.

Date

MONTHLY FEED RECORD & EXPENSES (cont.)

Month	Type of feed used- (<i>grain, silage, hay, pasture, etc.</i>)	Supplements (<i>if any used</i>)	Amount (<i>indicate lbs., bales, etc.</i>)	Cost or Value of feed used for the month
February				
March				
April				
May				

MONTHLY FEED RECORD & EXPENSES (cont.)

Month	Type of feed used- (<i>grain, silage, hay, pasture, etc.</i>)	Supplements (<i>if any used</i>)	Amount (<i>indicate lbs., bales, etc.</i>)	Cost or Value of feed used for the month
June				
July				
August				
Column Totals				

Total Feed Costs for Project \$ _____

PROJECT EFFICIENCY INFORMATION

Value of Animal at Time of Purchase = _____

$$\frac{\text{Total lbs. of Gain (from page 4)}}{\text{Days on Feed}} = \text{Average Daily Rate of Gain}$$

$$\frac{\text{Total Feed Cost}}{\text{Total lbs. of Gain}} = \text{Feed Cost per Lbs. of Gain}$$

$$\frac{\text{Total lbs. of feed fed}}{\text{Total lbs. of gain}} = \text{Lbs. of Feed fed per lbs. of Gain}$$

$$\text{Total Feed Expense} + \text{Cost of Animal} + \text{Other Expenses} = \text{Total Project Expense (TE)}$$

Beef animals are sold by the pound at a Large Animal Sale Auction. Find out what bid price (per lb.) you need to get at the Large Market Auction to **break even (BE)** on your market Beef Project.

$$\frac{\text{Total Expenses (TE)}}{\text{Final Weight (FW)}} = \text{Break Even Price (BE)}$$

(or total cost per pound to raise your animal)

What is the current selling price of beef (per lb.)? _____

Where did you find the current selling price? _____
 (if your source was a person, ask them where they got this information)

Would you have been able to make a profit selling on the open market? _____

Why or why not? _____

BREED SCRAMBLE

Unscramble the following popular beef breeds next to the correct description.

N A E I M - U O A N J

Large framed, red and white in color from France. This is the largest French breed of cattle.

D E F R O E H R

White faced, known for their mothering & foraging ability plus their docile disposition. The 2nd most numerous breed in the US.

H L O R A A S C I

Large frame, solid white breed from France. They are known for their fast growth rates.

S N G A U

Solid black polled breed. They are the most numerous cattle in the US and are noted for Quality carcasses.

L T I M S M A N E

White faced, red or yellow breed. They are noted for good milk production. American Versions are black or red with a blazed face.

MARKETING

One of the most important parts of any market animal project is marketing. This includes writing letter, talking to buyers and making sure that you thank previous buyers in a timely fashion.

- What did you do to market your animal this year?
- If you have participated in a market livestock project before, what did you do differently this year?

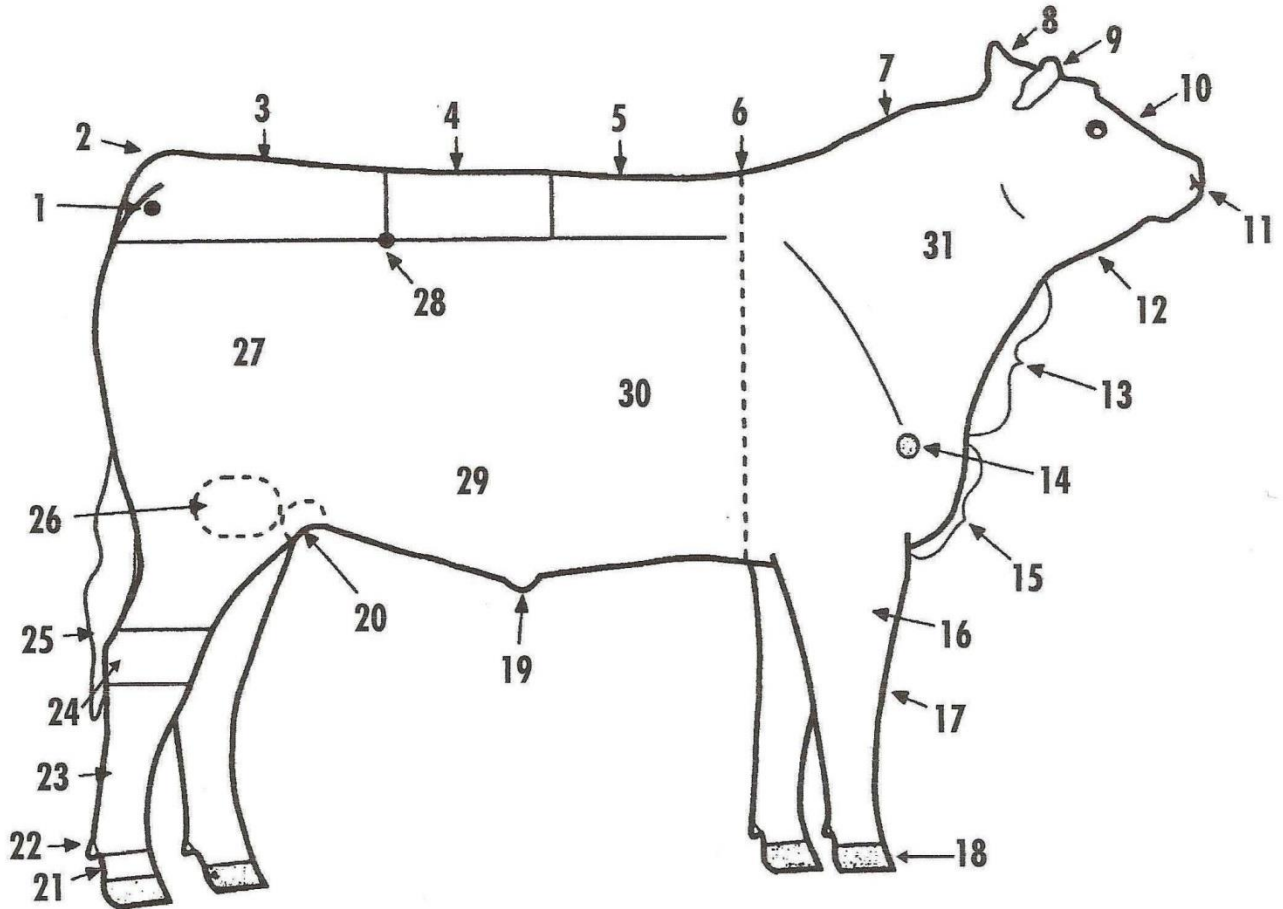
MARKETING TIPS & TRICKS

Answer True or False to the statements below on good marketing practices to use when attracting potential buyers.

It is best to seek potential buyers the week before the auction.	T	F
You should be polite and mindful of potential buyer's time when asking them to be a potential buyer.	T	F
Providing information on the breed of your animal to potential buyers can be helpful.	T	F
Arriving at the potential buyer's place of business at the busiest time of the day is a perfect time to ask them to be potential buyer.	T	F
Sending an introduction letter or note to potential buyers is a good way to make the first contact with potential buyers.	T	F
Being timely in following up with a thank you to the buyer is not necessary. They will see the ad in the newspaper	T	F
Noticing the buyer's that purchased the previous year and the animals they purchased can help in determining who to contact.	T	F
You should stay in touch with potential buyers throughout the duration of your project.	T	F
It is best to have your parents approach potential buyers on your behalf, they are the adults.	T	F
Thanking a buyer for just coming to the auction is not necessary	T	F
A handwritten thank you note on a scrap piece of paper is an excellent way to thank your buyer.	T	F
Thanking the buyer with a small appreciation gift is a good Idea.	T	F
Visiting buyers who previously purchased your animals is not worth your time each year.	T	F
Presenting yourself in a business manner when approaching a buyer to be a potential buyer is a good idea.	T	F

BEEF PARTS

WRITE the numbers that corresponds to the correct part of the animal on the lines below.
 Ages 10-11 – complete 10 parts



- | | | | |
|-------------------------|---------------|--------------------|--------------------|
| _____ throat | _____ crest | _____ knee | _____ cannon |
| _____ neck | _____ face | _____ rib | _____ stifle joint |
| _____ point of shoulder | _____ pin | _____ sheath/navel | _____ forearm |
| _____ loin | _____ muzzle | _____ rear flank | _____ switch |
| _____ hoof | _____ dewlap | _____ ear | _____ tail head |
| _____ heart girth | _____ rump | _____ hook | _____ hindquarter |
| _____ pastern | _____ brisket | _____ dewclaw | _____ belly |
| _____ poll | _____ back | _____ hock | |

References: Ohio 4-H Beef, Sheep, & Swine Selection and Evaluation Book #103R; Beef Learning Laboratory Kit
 Prepared by: Jodi Black, State Extension Association, 4-H/Animal Sciences, and Andrea Aufer, Animal Sciences Student

HALTER BREAKING YOUR PROJECT

Circle the correct answer for each question:

1. Calves need to be broke to lead:
 - A. One week before the show
 - B. One month before the show
 - C. Several months before the show when they are still calves

2. The first step to halter breaking a calf is:
 - A. Letting the calf drag a halter for a week before tying it up
 - B. Tranquilizing the calf
 - C. Buyer batteries for the electric cattle prod

3. The second step to halter breaking is:
 - A. Finding someone that weighs more than the calf to drag the calf around
 - B. Tying the calf up for short periods of time while watching it constantly
 - C. Trading the cattle prod in for a pitchfork

4. The third step in halter breaking is:
 - A. Putting on your spurs and riding the calf around the barn yelling YEEEHAAW!
 - B. Letting your calf run free around the barn and try to at least hold on to the end of the halter
 - C. Leading your calf to feed and water everyday

5. Calves are trained to lead by using a:
 - A. Tractor
 - B. Local body builder
 - C. Patient, calm person

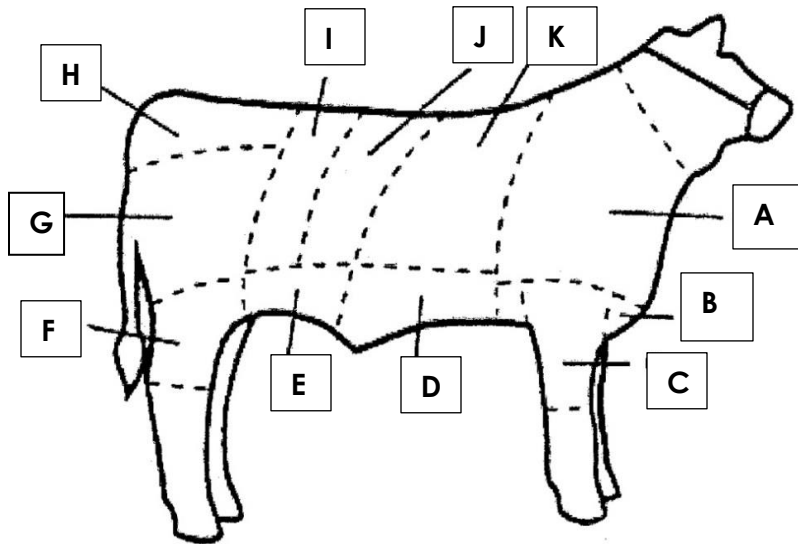
6. When things go wrong:
 - A. Take the calf to the sale barn and get another
 - B. Keep working until things go right
 - C. Lose your temper and hit things

7. To help a calf get used to strange noises at the fair you should:
 - A. Play a radio in the barn
 - B. Yell around them
 - C. Throw firecrackers under them

8. Calves need to wear halters:
 - A. Only long enough to break them to lead and then when you are working with them
 - B. From the time you first catch them to market
 - C. All day because the calf likes it when the halter grows into their nose

9. Calves need to be tied:
 - A. The whole time you own them, so they don't get away
 - B. All day long because they are easier to catch
 - C. A few hours a day but only when you are around to watch them

RETAIL CUTS- WRITE THE CORRECT CUT ON THE LINE IT MATCHES BELOW



WORD BANK

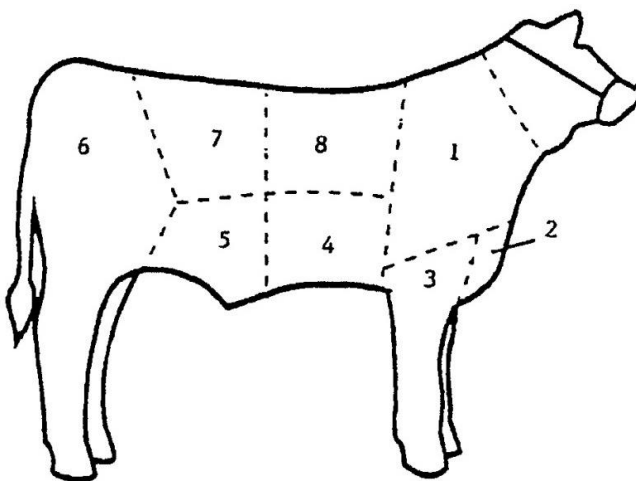
- Brisket
- Chuck Roast
- Flank Steak
- Ground Beef
- Rib Steak
- Round Steak
- Rump Roast
- Short Ribs
- Sirloin Steak
- Stew Beef
- T-Bone Steak

- A. _____
- B. _____
- C. _____
- D. _____
- E. _____
- F. _____

- G. _____
- H. _____
- I. _____
- J. _____
- K. _____

WHOLESALE CUTS OF BEEF

Fill in the name of number that coincides with the correct part.



- _____ Brisket
- _____ Chuck
- _____ Flank
- _____ Loin
- _____ Plate
- _____ Ribs
- _____ Round
- _____ Shank

YOUR PROJECT

(please answer to the best of your ability)

1. What is one interesting thing that happened with your animal this year?

2. What are 2 marketable features of your animal that you would share with potential buyers? _____

3. What feature(s) of your market steer could use improvement? _____

4. Will you participate in the market steer project again? _____

Why or why not? _____

4-H INFORMATION



The 4-H Pledge
(fill in the blanks)

I pledge...

The 4-H MOTTO:

List 1 way that you helped or taught someone this year:

POTENTIAL BUYER'S NAMES

As part of your 4-H Market Livestock Project, you must personally contact at least three potential buyers before the Oceana County Fair. You are encouraged to try to seek at least 1 new buyer that have not been asked or submitted before. **Three different buyers than those of your siblings are required, in the market livestock project.** Please confirm with your buyers their accurate mailing address (example: post office box vs. a street address). The information on page 13 must be completed and taken to the Oceana County MSU Extension Office on or before the due date where it will be **copied** and used to send out letters to your potential buyers. This page will remain in your notebooks. This is a Market Livestock Committee rule. Failure to comply will result in not being able to sell your animal in the 4-H Market Livestock Sale.

4-H MARKET LIVESTOCK POTENTIAL BUYER'S LIST
STEER PROJECT (AGES 10-11)

Name _____ Club _____

Please print business names and complete addresses clearly.

1. Contact Name _____

Business Name _____

Mailing Address _____ City _____ Zip _____

Phone _____ After Hours Phone _____

Mailing Preference (Please Check One): Email _____ Postal Delivery _____

Email _____

Signature _____

2. Contact Name _____

Business Name _____

Mailing Address _____ City _____ Zip _____

Phone _____ After Hours Phone _____

Mailing Preference (Please Check One): Email _____ Postal Delivery _____

Email _____

Signature _____

3. Contact Name _____

Business Name _____

Mailing Address _____ City _____ Zip _____

Phone _____ After Hours Phone _____

Mailing Preference (Please Check One): Email _____ Postal Delivery _____

Email _____

Signature _____

(Must be stamped by the MSU Extension Office)

If you would like to contact additional buyers, you can use this page. If not, please remove this page.

Contact Name _____

Business Name _____

Mailing Address _____ City _____ Zip _____

Phone _____ After Hours Phone _____

Mailing Preference (Please Check One): Email ____ Postal Delivery ____

Email _____

Signature _____

Contact Name _____

Business Name _____

Mailing Address _____ City _____ Zip _____

Phone _____ After Hours Phone _____

Mailing Preference (Please Check One): Email ____ Postal Delivery ____

Email _____

Signature _____

Contact Name _____

Business Name _____

Mailing Address _____ City _____ Zip _____

Phone _____ After Hours Phone _____

Mailing Preference (Please Check One): Email ____ Postal Delivery ____

Email _____

Signature _____

YOUR PROJECT PICTURES

(Please use this page for your project pictures. If you have more than 1 page of pictures please use the appendix section to include those pictures. The judges like if you caption your photos so they know what they are viewing)

NON-CLUB POINTS

8 YEARS OLD & UP MUST COMPLETE- MARKET LIVESTOCK ANIMAL ASSOCIATION PROJECT ATTENDANCE RECORD
(This must be filled out before presenting for signatures at the office.)

MEETING NAME	LOCATION	DATE	POINTS	SIGNATURE OF LEADER, SUPERINTENDENT OR MSU STAFF

Please note: This form must be included with your record notebook and turned into the weigh master on entry day of the Fair. **BEFORE SEEKING SIGNATURES AT MSU EXTENSION – MEETING NAME AND DATE MUST BE COMPLETED.** You need to accumulate **nine (9) points** to be allowed to sell your animal. **Six (6)** of these **nine (9) points** must come from club meetings. The **three (3)** non-club points must be earned from attending various 4-H events and activities. See your leader, the MSUE office, or online at https://www.canr.msu.edu/oceana/oceana_county_4_h/oceana_4_h_market_livestock for a listing of approved nonclub points.

CLUB POINTS

MARKET LIVESTOCK ATTENDANCE RECORD- ALL AGES MUST COMPLETE

MEETING NAME	LOCATION	DATE	POINTS	SIGNATURE OF LEADER, SUPERINTENDENT OR MSU STAFF

Please note: This form must be included with your record notebook and turned into the weigh master on entry day of the Fair. You need to accumulate **nine (9) points** to be allowed to sell your animal. **Six (6)** of these **nine (9) points** must come from club meetings. The **three (3)** non-club points must be earned from attending various 4-H events and activities