



Michigan 4-H Animal Market

Project Record Book

Advanced Market Record Book
5th year and above

Name: _____ Date of Birth: _____

Species: Beef [] Sheep [] Swine [] Goat []
Feeder Calf [] Poultry [] Rabbit [] Other []

Year (example: 2015): _____ Age (as of Jan 1st): _____

Is this your first year in project? Yes _____ No _____

If No, how many years have you been doing project: _____

Club Name: _____

Project Leader: _____

Signature

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: _____

Check with your local 4-H staff to determine when your record book needs to be submitted and any additional guidelines or rules for completion.

****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: _____

Estimated beginning value of animal(s): _____

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. _____

Please list three marketing 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

TOTAL FEED COST

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

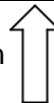
Expense Categories	Veterinary Charges	Medication/Insecticides	Bedding	Equipment	Registration Fees	Trucking/Transportation	Housing rent/Leasing fees	Clipping/Shearing fees	Interest paid (if \$ borrowed)	Advertising/Marketing	Buyer Recognition	Miscellaneous(specificity)	Miscellaneous (specify)	Monthly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

TOTAL EXPENSES

_____ Number of animals reflected on this chart.

(Transfer this number to page 8 – c. If this is for more than one animal, divide by the number of animals.)

\$_____ Total Expense per animal



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:

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

***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.

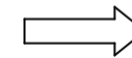
$$+ \$ \text{OTHER INCOME}^{**} =$$

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)	\$



Total Expenses

Formula to Calculate Your Breakeven Price:

$$\frac{\$ \text{Total Expenses}}{\text{Final Weight of Animal (A)}} = \$ \text{Breakeven Price (Price per pound needed to cover expenses)}$$

My Project Efficiency Information (Please complete page 9 for one market animal)

Complete the information below based on one of your market animal(s) raised.

1. $\frac{\text{Total lbs. of Gain (a)}}{\text{Days on Feed}}$ = $\text{Average Daily Gain}$
(Page 6 final – beginning weight) (Date of purchase estimated sale date) (Amount of weight animal gained each day)

2. $\frac{\text{Total Feed Cost}}{\text{Total lbs. of Gain (a)}}$ = $\text{Feed Cost Per lbs. of Gain}$
(Page 4 total divided per animal)

3. $\frac{\text{Total lbs. of Feed Fed}}{\text{Total lbs. of Gain (a)}}$ = $\text{Lbs. of Feed Fed per lbs. of Gain}$
(Page 6 total divided per animal)

Why is it important to calculate each of the factors above when raising animal(s)?

1. _____
2. _____
3. _____

Project Reflection:

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

1. What did you learn in the project this year? Where or how? _____

2. What was one supplement you fed your animal(s) and why? _____

3. What strategies did you utilize in marketing your animal(s)? _____

4. Compare your “breakeven price” (page 7) to your “expected market income” (page7).
What can be done to improve the “breakeven price?”

5. What management strategies did you implement to improve animal health and well-being?

6. What have you done to help other members be successful in this project?



ADDITIONAL RECORD BOOK PROJECT REQUIREMENTS

You may need to utilize books, online research, or other materials to complete your project.

Junior Member (age 9-13) – MUST CHOOSE 2 ITEMS FROM LIST BELOW

4-H Pledge worksheet

Crossword puzzle, specie-specific

Diagram parts of the animal

Diagram retail meat cuts and where they come from on the animal

Create a weight chart for your animal showing monthly weight gain for large livestock or weekly gain for small livestock.

Create a pedigree or lineage chart for your animal.

Create a chore chart of daily, weekly, and monthly chores necessary to care for your animal.

Create flock or herd record (beginning number, losses, illnesses, weights, etc.)

Draw a scale model picture of your animal housing.

Another project of your own creation which illustrates knowledge of your project.

Senior Member (age 14-19) – MUST CHOOSE 3 ITEMS FROM LIST BELOW

Summary of common diseases of the breed and prevention/remedies.

Summary of products and by-products which come from project animal.

Choose a 4-H Life Skill and write about how involvement in this project has helped you improve in this area.

Create a weight chart for your animal showing monthly weight gain for large livestock or weekly gain for small livestock.

Write an essay on feed and housing practices and how they have improved, changed, etc.

Interview someone who raises the project animal for a living and determine if it is a viable career choice for young people in agriculture. Provide a written summary in your record book.

Create a flock or herd record and analyze how different feeding, watering, shelter, etc. affect the animals. Make recommendations for a healthy project. (Can be based on what you have learned over the years in 4-H or from information gathered from various sources.)

Create a resource guide for younger 4hers, guiding them to information which will help them complete their record books in the future.

Develop a service project for 4-H and report on what you did and its impact on the community.

List judging criteria and define what the judge might be looking for. Illustrate how well your project animal may be judged based on what you've learned.

Research the pedigree of your market animal and analyze what characteristics have been passed on to your animal from other generations and why that makes it a good 4-H prospect.

Start a Barn Journal from day one of your project, to detail feed, water, bedding, behavior, training, and other factors in the health of your animal. Include the journal in your record book with an analysis of how the journal helped you make decisions about the care and preparation of your animal at the fair.

Another project of your own creation which illustrates knowledge of your project.

Knowledge and Skills I Gained

There are many things to learn in 4-H. Check each item below that you learned or improved in 4-H during the past year.

I learned or improved my ability to...

HEAD (*Independence*)

- try something new
- set goals for myself
- plan a project
- keep myself organized
- keep track of finances
- keep records of my work
- gain knowledge of my project
- get more information about something I am interested in
- use resources wisely
- participate in a business meeting
- run a business meeting
- make wise choices and decisions
- solve problems
- learn from my mistakes
- understand that it's ok to change my mind if I need to
- pay attention to instructions

HEART (*Belonging*)

- speak confidently in front of a group
- give a public presentation
- share my feelings or point of view
- make myself understood without bullying or being loud
- listen to other people
- respect someone else's feelings
- resolve differences of opinion
- appreciate my cultural heritage
- accept people who are different from me
- get along with other kids
- make others feel welcome
- stand up for others
- make new friends
- appreciate the importance of friendships in my life

HANDS (*Generosity*)

- work with others
- work within a group
- work within a committee
- work with adults
- get past differences to reach a goal
- help others succeed
- make something with my hands
- explore a career interest
- follow directions
- lead others
- find ways to make a positive contribution to society
- understand the importance of community service
- see that my efforts can make a difference
- take the initiative to start something on my own


HEALTH (*Mastery*)

- understand my strengths and weaknesses
- finish something I started
- be proud of my accomplishments
- accept change
- see that my character can effect a situation
- take responsibility for my own words and actions
- deal with winning and losing gracefully
- be careful and practice safety
- appreciate the importance of good health
- stay healthy
- feel good about myself

Other: _____

I pledge...

my *head* to clearer thinking,
 my *heart* to greater loyalty,
 my *hands* to larger service, and
 my *health* to better living for
 my *club*, my *community*,
 my *country*, and my *world*.



Judge's Comments:

Please respond to the following statements to provide feedback to the youth.

The market animal(s) project owner did the following items well: _____

Areas to improve include: _____

Additional comments: _____

Judging Results (OFFICE USE ONLY)

Ribbon Award:

A

B

C

My 4-H Project Record Book Score Sheet:

4-H Member: _____

4-H Club: _____

		Possible Points	Your Points
	COVER SHEET	10	
	All information is neat and complete.		
	WHY KEEP RECORDS	10	
	Leader signed book.		
	PROJECT INFORMATION	15	
	All information is neat and complete. All questions are answered.		
	4-H PROJECT GOALS	15	
	Information complete on animal.		
	4-H PROJECT PHOTOGRAPHS	10	
	Includes beginning and final photograph of project animal. Points are at Judge's discretion.		
	PROJECT FEED RECORD AND EXPENSES	20	
	Questions answered, tables filled out.		
	PROJECT RELECTION	10	
	Questions answered.		
	4-H PROJECT EXPERIENCES	10	
	All information is neat.		
	EXTRA CREDIT - Projects not required - Points are at Judge's Discretion	Up to 20	
	TOTAL Points A: 100-85, B: 84-75, C: 74-60, No Rating: 59-0	100	

****According to the 4-H Market Livestock Program rules, you MUST receive at least a grade of B (75-100) to sell your animal at auction**

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