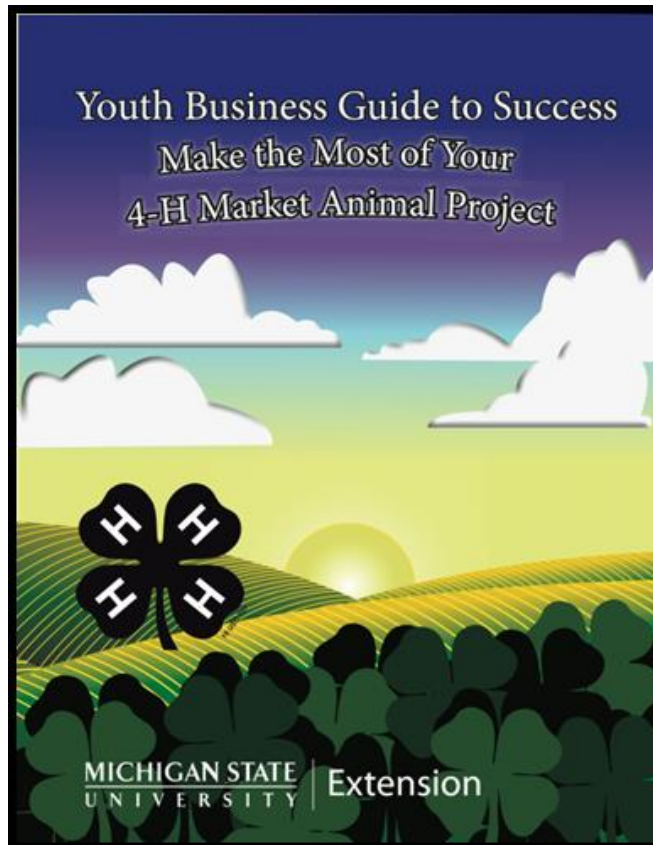


This image of a bad record book example is intended to be used with the Youth Business Guide to Success: Make the Most of Your 4-H Market Animal Project curriculum.



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# Michigan 4-H Animal Market Project Record Book

## Intermediate Market Record Book

Name: PJ Date of Birth: 8-17

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

Year (example: 2015): 2015 Age (as of Jan 1<sup>st</sup>): 13

Is this your first year in project? Yes  No

If No, how many years have you been doing project: 3

Club Name: Super Animal Club

Project Leader: Ben Wilson

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: Patrick James Smith Date: April 5, 2015

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: Mrs. Rebecca Smith Date: August 17

**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!\*\***

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## 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. Make Money
2. grow a fat goat
3. to have fun!

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

1. Grandma Smith
2. Grandpa Olsen
3. Tea Olsen

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

1. phone
2. email
3. \_\_\_\_\_

Anticipated Income from animal(s): \$ 1000 !

## Beginning Project Picture

Take a picture of your project animal(s). Date of photo: \_\_\_\_\_

**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	<del>8.00</del>		30.00											\$
OCT														\$
NOV														\$
DEC												25.00		\$
JAN														\$
FEB														\$
MARCH													10.00	\$
APRIL	<del>8.00</del>	8.00												\$
MAY														\$
JUNE														\$
JULY				10.00										\$
AUG										.50	5.00			\$
<b>TOTALS</b>														<b>TOTAL \$ 75.50</b>

1 Number of animals reflected on this chart.

\$ 75.50 Total Expense per animal

**TOTAL EXPENSES**  
 (Transfer this number to page 8 - 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)
		Boer	March 3	30	97

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:

$$\frac{1.30}{\text{Market Price}^*} \times \frac{97}{\text{Final Weight (A)}} = \$ \frac{126.10}{\text{EXPECTED MARKET INCOME}}$$

\*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.

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

**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 \$	60
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 \$	75
<b>TOTAL EXPENSES (a+b+c)</b>	<b>\$</b>	<b>135</b>



135

**Total Expenses**

## Formula to Calculate Your Breakeven Price

$$\frac{\$ 135}{\text{Total Expenses}} \div \frac{97}{\text{Final Weight of Animal (A)}} = \$ \frac{1.39}{\text{Breakeven Price (Price per pound needed to cover expenses)}}$$