



Michigan 4-H Animal Market Project Record Book 2023 U.P. State Fair Version Advanced (14-19 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 14, 2023

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. _____

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)

**JUDGING RESULTS
(OFFICE USE ONLY)**

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!****



Michigan State University Extension programs and materials are open to all without to race, color, national origin, gender, gender identity, religion, age, height, weight, disability, political beliefs, sexual orientation, marital status, family status or veteran status.

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* ⇒									Monthly lbs.	Total Cost
	lbs.	cost	lbs.	cost	lbs.	cost	lbs.	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
--	---

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 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)

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:

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

*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.

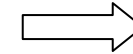
$$+ \$ \text{OTHER INCOME}^{**} =$$

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 Per Animal from Expenses Other Than Feed Worksheet (page 5)	c \$
TOTAL EXPENSES (a+b+c)	\$



Total Expenses

Formula to Calculate Your Breakeven Price:

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

Total Expenses

Final Weight of Animal (A)

Breakeven Price
(Price per pound needed to cover expenses)

My Project Efficiency Information

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

1. $\frac{\text{Total lbs. of Gain (a)}}{\text{Days on Feed}}$ = $\frac{\text{Average Daily Gain}}$
(Page 6 final weight – beginning weight) (Date of purchase - estimated sale date) (Amount of weight animal gained each day)
2. $\frac{\text{Total Feed Cost}}{\text{Total lbs. of Gain (a)}}$ = $\frac{\text{Feed Cost per lbs. of Gain}}$
(Page 4 total divided per animal)
3. $\frac{\text{Total lbs. of Feed Fed}}{\text{Total lbs. of Gain (a)}}$ = $\frac{\text{Lbs. of Feed Fed per lbs. of Gain}}$
(Page 6 total divided per animal)

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

1. Average Daily Gain: _____

2. Feed Cost per lbs. of Grain _____

3. Lbs. of Feed Fed per lbs. of Gain _____

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. What are carbohydrates? What feed or feeds provide the largest amount(s) of carbohydrates in your feed ration?

2. What role do vitamins play in raising livestock? Explain why vitamins A and D are important to your animal.

3. Analyze your daily gain records. Analyze your feed records. What conclusions can you arrive at by comparing the two records? List and explain what factors have influenced your average daily gain.

4. What is the approximate industry standard weight range for a market ready animal? Name a characteristic of your market animal that may influence how you finish your animal for market and cause you to adjust the animal's target weight.

5. What personal characteristic did you gain as an exhibitor during this project?

6. What is drug residue? Why is it important to abide by withdrawal time (withholding period) for medication you administer to animals?

7. It is every animal owner's responsibility to assure that proper management and welfare are at the core of animal care. List 5 of the 10 Good Production Practices (GPPs) that relate to food safety and protection as a part of "Assuring Quality Care for Animals".

8. What are two supplements you can feed your animal(s) and why would you utilize them?

9. Describe the positive and negative effects of having corn or feed containing corn in your rations.



Scoring



Advanced

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

Name _____

Club _____

Judge's Comments