



# Michigan 4-H Animal Market Project Record Book

## Advanced Market Record Book

Name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

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

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

Is this your first year in project? Yes \_\_\_\_\_ No \_\_\_\_\_

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

Club Name: \_\_\_\_\_

Project Leader: \_\_\_\_\_

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!\*\***

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## 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										\$
<b>TOTALS</b>		\$		\$		\$		\$		\$

**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.

<b>TOTAL FEED</b> add column	<b>TOTAL FEED COST</b> add column
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## 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														\$
<b>TOTALS</b>														<b>TOTAL</b> \$

\_\_\_\_\_ 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:

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

\***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.

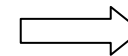
$$+ \$ \text{OTHER INCOME}^{**} =$$

**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) <b>or</b> 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 \$
<b>TOTAL EXPENSES (a+b+c)</b>	<b>\$</b>



**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? \_\_\_\_\_

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

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

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

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

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

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**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:** \_\_\_\_\_

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**Areas to improve include:** \_\_\_\_\_

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**Additional comments:** \_\_\_\_\_

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Judging Results (OFFICE USE ONLY)	Ribbon Award:	A	B	C
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