Michigan 4-H Animal Market
Project Record Book
Senior Market Record Book

Name: ____________________________  Date of Birth: ______________

Species: ____________________________  ____________________________  ____________________________
  Swine [ ]  Duck [ ]
  Lamb [ ]  Goose [ ]
  Goat [ ]  Pheasant (2) [ ]
  Rabbit (3) [ ]  Quail (4) [ ]
  Stewer Rabbit [ ]  Cornish (3) [ ]
  Turkey [ ]  Broiler (2) [ ]
  Goose [ ]  Duck [ ]
  Pheasant (2) [ ]
  Quail (4) [ ]
  Cornish (3) [ ]
  Broiler (2) [ ]
  Goose [ ]  Duck [ ]

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: _______________________________________________________

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: ____________

Record books must be turned in to the Alpena MSU Extension office by September 1st of every year. If they are not turned in you are ineligible to sell in next year’s market sale. Market sale checks will be given when record books are turned in.

**RECORDS START WITH POSSESSION OF YOUR ANIMAL(S)
AND END WITH THE MARKET SALE!!**

MSU is an affirmative-action, equal-opportunity employer. Michigan State University Extension programs and materials are open to all without regard 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 Number(s)/Color): ____________________________

Exact or 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): ________________________________

___________________________________________ ______________________

___________________________________________ ______________________
Selecting Market Animal Project(s)

Why did you pick your market animal? ___________________________________________

_________________________________________

_________________________________________

_________________________________________

Journal of Animal Care

Please complete a journal entry for each month you cared for your animal. You only need to complete a journal entry for each month the animal was in your ownership. For instance, if you raised a rabbit you would not need to start filling out a journal entry until May (since max age of rabbits is 12 weeks).

Completing journal entries will help show the time and effort you invested in your animal. Please note it is assumed that you walked and fed your animal, but what additional things have you done? Such as: washed, clipped, trimmed, foot care, health practices, medicines, halter breaking, training, had vaccinated, etc.

MARCH:

_________________________________________

_________________________________________

_________________________________________

_________________________________________

_________________________________________

_________________________________________

_________________________________________

_________________________________________

APRIL:

_________________________________________

_________________________________________

_________________________________________

_________________________________________

_________________________________________

_________________________________________

_________________________________________
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. ____________________________________________________________________
   ____________________________________________________________________
   ____________________________________________________________________

As part of a 4-H market animal project you need to personally contact potential buyers for our market animal sale.

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

1. ____________________________________________________________________
2. ____________________________________________________________________
3. ____________________________________________________________________
4. ____________________________________________________________________
5. ____________________________________________________________________
6. ____________________________________________________________________

Please list two new buyers you plan to approach this year:

1. ____________________________________________________________________
2. ____________________________________________________________________

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)**

<table>
<thead>
<tr>
<th>Feed Types* ⇒</th>
<th>lbs.</th>
<th>cost</th>
<th>lbs.</th>
<th>cost</th>
<th>lbs.</th>
<th>cost</th>
<th>lbs.</th>
<th>cost</th>
<th>Monthly lbs.</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEPT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>OCT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NOV</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DEC</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JAN</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FEB</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MARCH</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>APRIL</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MAY</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JUNE</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JULY</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AUG</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTALS</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**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)

<table>
<thead>
<tr>
<th>Expense Categories</th>
<th>Veterinary Charges</th>
<th>Medication/Insecticides</th>
<th>Bedding (sawdust, straw, etc)</th>
<th>Equipment</th>
<th>Registration Fees (fairs, etc)</th>
<th>Trucking/Transportation</th>
<th>Housing rent/Leasing fees</th>
<th>Clipping/Sheering fees</th>
<th>Interest paid (if $ borrowed)</th>
<th>Advertising/Marketing</th>
<th>Buyer Recognition</th>
<th>Miscellaneous Specify:</th>
<th>Miscellaneous Specify:</th>
<th>Monthly Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEPT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>OCT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>NOV</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>DEC</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>JAN</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>FEB</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>MARCH</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>APRIL</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>MAY</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>JUNE</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>JULY</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>AUG</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td><strong>$</strong></td>
</tr>
</tbody>
</table>

_____ 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.)
It is recommended to weigh your animal(s) at least once each month or more as appropriate for your species (this can be done for smaller market animals). Use one of the charts below for each market animal. The beginning weight will be determined at the December weigh-in for steers and spring weigh-in for other large animals. If a beginning weight is not conducted on a large animal (such as a feeder calf or swine) please estimate the beginning weight. The final weight will be determined at the weigh-in the week of fair. For small animals that do not have a beginning weigh-in you please estimate your animals beginning weight or use a scale at your house.

| Animal ID: ______________ |
| Date | Weight |
| (Beginning) |
| | |
| | |
| | |
| | |
| | |
| Fair Weigh-in (Final) |

| Animal ID: ______________ |
| Date | Weight |
| (Beginning) |
| | |
| | |
| | |
| | |
| | |
| Fair Weigh-in (Final) |

| Animal ID: ______________ |
| Date | Weight |
| (Beginning) |
| | |
| | |
| | |
| | |
| | |
| Fair Weigh-in (Final) |
**My Project Animal(s):** Only list the animal(s) you marketed! If you marketed (2) of the same species you only have to fill out (1) record book

<table>
<thead>
<tr>
<th></th>
<th>Ear Tag Number</th>
<th>Sex</th>
<th>Breed</th>
<th>Date Acquired</th>
<th>Beginning Weight - pg. 6</th>
<th>Final Weight – pg. 6 (A)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project (1)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Project (2)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

NOTE: The beginning weight will be determined at the December weigh-in for steers and spring weigh-in for other large animals. If a beginning weight is not conducted on a large animal (such as swine) please estimate the beginning weight. The final weight will be determined at the weigh-in the week of fair. For small animals that do not have a beginning weigh-in you please estimate your animals beginning weight.

**My Market Project Income:**

Project (1)

\[
\text{Market Income (Total Price Animal Sold For)} + \text{OTHER INCOME} = \text{Total Income Project (1)}
\]

\[\text{(price per pound x final wt of animal or price for pen/ by the head)}\]

Project (2) – Only applicable if you sold more than (1) of the same species

\[
\text{Market Income (Total Price Animal Sold For)} + \text{OTHER INCOME} = \text{Total Income Project (2)}
\]

\[\text{(price per pound x final wt of animal or price for pen/ by the head)}\]

**OTHER INCOME** could include premiums from another show, sale of by-products (wool, eggs, manure, etc.), etc., generated prior to the fair for that specific animal.
## My Project Expenses:

<table>
<thead>
<tr>
<th></th>
<th>PROJECT (1)</th>
<th>PROJECT (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchased Animal = List Price (page 2) or Raised Animal = List Value at Start of Project</td>
<td>a $</td>
<td>a $</td>
</tr>
<tr>
<td>Total Feed Costs Per Animal From Monthly Feed Record Worksheet (page 4) (total feed cost divided by number of animals)</td>
<td>b $</td>
<td>b $</td>
</tr>
<tr>
<td>Total Cost From Per Animal Expenses Other Than Feed Worksheet (page 5)</td>
<td>c $</td>
<td>c $</td>
</tr>
<tr>
<td>TOTAL EXPENSES (a+b+c)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Project (1)

\[
\frac{\text{Project (1) Total Income (pg 7)}}{\text{Project (1) Total Expenses}} = \text{Total Net Profit or Loss Project (1)}
\]

### Project (2) – Only applicable if you sold more than (1) of the same species

\[
\frac{\text{Project (2) Total Income (pg 7)}}{\text{Project (2) Total Expenses}} = \text{Total Net Profit or Loss Project (2)}
\]

## Formula to Calculate Your Breakeven Price

### Project (1)

\[
\frac{\text{Project (1) Total Expenses}}{\text{Project (1) Final Weight - lbs (pg. 6)}} = \text{Project (1) Breakeven Price}
\]

### Project (2) – Only applicable if you sold more than (1) of the same species

\[
\frac{\text{Project (2) Total Expenses}}{\text{Project (2) Final Weight - lbs (pg. 6)}} = \text{Project (2) Breakeven Price}
\]
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. \( \frac{\text{Total lbs. of Gain (a)}}{\text{Days on Feed}} \) = \( \text{Average Daily Gain} \)
   - Total lbs. of Gain (Page 6 final – beginning weight)
   - Days on Feed (Date of purchase estimated sale date)
   - Average Daily Gain (Amount of weight animal gained each day)

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

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

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? Be specific __________________________

_________________________________________________

_________________________________________________

_________________________________________________

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(s)” (page 7) to your “project income(s)” (page 6). 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?

_________________________________________________

_________________________________________________
Supporting Documents

Please attach any supporting documents to this page. Add pages as needed. Supporting documents may include (but not limited to) the following:

- Pictures of your market project(s) – such as a beginning and end picture so the growth of the animal(s) can be seen, and additional pictures of your project
- Feed Receipts
- Feed Tags
- Project Expense Receipts (pen supplies, straw, heating lamp, show brush, cane, etc)
- News Articles
- Veterinary Costs
- Market Sale Buyers Invite
- Others?
Please attach any additional pictures or documentation to this page
Judge’s Comments:
(To be filled out by record book judge)

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