AGE 16 – 19

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 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: _____

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										$
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.)

Weight Record (Add additional pages if needed)

It is recommended to weigh your animal(s) at least once each month or more as appropriate for your species.
Use one of the charts below for each market animal.

Animal ID: _____	
Date	Weight
(Beginning)	
(Final)	

Animal ID: _____	
Date	Weight
(Beginning)	
(Final)	

Animal ID: _____	
Date	Weight
(Beginning)	
(Final)	

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:

_____ X _____ = $_____

Market Price* Final Weight (A) 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.

+ $_____ =

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:

$_____ ÷ _____ = $_____

Total Expenses | Final Weight of Animal (A) | Breakeven Price (Price per pound needed to cover expenses)

My Project Efficiency Information (Please complete page 9 for <u>one</u> market animal)

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

1.	_____	÷	_____	=	_____
	Total lbs. of Gain (a) (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.	_____	÷	_____	=	_____
	Total Feed Cost (Page 4 total divided per animal)		**Total lbs. of Gain** (a)		**Feed Cost Per lbs. of Gain**
3.	_____	÷	_____	=	_____
	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? 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" (page 7). 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?

_____

_____

_____

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