Members showing a dairy beef market project must complete this record book.

Name:_____________________________________________________________

Address:________________________________________________________________

4-H Club:___________________________________________________________

4-H Leader:________________________________________________________________

Age (as of 1/1):______________ Years in 4-H Dairy Beef Project:___________
WHY KEEP RECORDS?

Keeping records on your project can be interesting and fun - not dull or boring.

Good records will:

- Help you learn about animals, their rate of growth, the feed they require, the cost of the feed and their habits.
- Help you plan future projects.
- Let you know if you made or lost money and how much.
- Improve your management practices.
- Give you a record of your project activities.

Keep this record as part of your Personal 4-H Records. This information is helpful for you to plan future year’s market projects, as well as if you ever apply for 4-H awards or a 4-H scholarship.

Remember - Records are no better than what YOU put into them!

I understand that this is a completed Dairy Beef Market Project Record Book as required.

4-H’ers Signature: ________________________________

4-H Leader’s Signature: ________________________________

Objectives To let 4-H Members:

- Experience the obligation and responsibility required in a livestock enterprise.
- Experience and cope with the “values” and “attitudes” of responsibility, in a relatively unsupervised environment. Supervision will be on a periodic basis.
- Contribute to the family table with meat, or to experience the marketing process and system, through sale of the product.
- Experience competition through showing the animal at local area organization sponsored shows, the fair and state-wide shows.

MSU Mecosta Extension
14485 Northland Drive
Big Rapids, MI 49307
http://msue.anr.msu.edu/county/info/mecosta
Phone: (231) 592-0795
My Market Dairy Beef Steer Project Animal

Ear Tag Number: ____________
Breed: _____________________

<table>
<thead>
<tr>
<th>Purchased (P) or Raised (R)</th>
<th>Beginning Weight (A)</th>
<th>Finished Weight (B)</th>
<th>Amount of Gain (Gain=B-A)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price/Value</td>
<td>Date _________</td>
<td>Ex: B=1200 lbs.</td>
<td>Ex: 1200-500= 700 lbs.</td>
</tr>
<tr>
<td>Ex: P $600.00</td>
<td>Method ____________  (tape, scale, or estimate)</td>
<td>Ex: A=500 lbs. 12/01/11 Scale</td>
<td></td>
</tr>
</tbody>
</table>

For Price/Value, use either the purchase price or the market value of the animals at the time of your weight measurements.

Your Market Dairy Beef Steer Project Break Even Price

4-H animals are sold by the pound at our Junior Livestock Auction. Find out what bid price (per pound) you need to get at the Junior Livestock Sale to break even on your 4-H Market Steer Project.

Expenses on Market Animal: ________________ (pg. 5)
Purchase Price of Animal: (P or R) + ________________ (written above)
TOTAL PROJECT EXPENSES: $ ________________ = TPE
Finished Weight of Animal: ________________ = FW
Break Even Price (BEP) = TPE / FW = ________________ cost per pound
Current Market Value (CMV) = ________________ per pound

(Total Project Expenses (TPE) divided by your Finished Weight (FW), equals your (BEP), cost per pound to raise your market animal.)

Example: TPE = $1300.00  FW = 1200 lbs  Calculate $1300 ÷ 1200 = $1.08 cost per lb.
In this section, you will calculate your cost to feed your project animal. Record by months the amounts of feed purchased, weeded out, or fed during each month. Brand names do not matter, but content and cost do. Home grown feed should be listed according to fair market value.

This report should be for the animal you are planning to take to fair.

In this section, you will calculate your cost to feed your project animal. Record by months the amounts of feed purchased. Weighed out or fed during each month. Feed names do not matter, but content and cost do.

<table>
<thead>
<tr>
<th>Feed Type</th>
<th>December</th>
<th>January</th>
<th>February</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>Monthly Feed Costs</th>
</tr>
</thead>
<tbody>
<tr>
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<td>Grain:</td>
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<td></td>
<td></td>
<td></td>
<td>Monthly Cost:</td>
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<tr>
<td>Pounds used</td>
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<td>Cost of Feed (per lb)</td>
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<td>Concentrates:</td>
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<td></td>
<td>Monthly Cost:</td>
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<td>Pounds used</td>
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<td>Cost of Feed (per lb)</td>
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<td>Monthly Cost:</td>
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<td>Pounds used</td>
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</tr>
<tr>
<td>Cost of Feed (per lb)</td>
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</tr>
</tbody>
</table>

Find the sum of your monthly total feed costs to get your total feed costs.
### My 4-H Project Expenses

In this section, you will calculate your cost to prepare your market project for the fair and auction.

<table>
<thead>
<tr>
<th>Expense Items</th>
<th>December</th>
<th>January</th>
<th>February</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>Leave</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Check - Off</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
</tr>
<tr>
<td>- Fur Priting *</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
</tr>
<tr>
<td>** Marketing of Animal ** (FW x market price x 0.04)</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
</tr>
<tr>
<td>(Sale Commission)</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
</tr>
<tr>
<td>Trucking (from fair unless paid someone to transport animal)</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
</tr>
<tr>
<td>Ear Tag (paid at registration)</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
</tr>
<tr>
<td>Monthly Totals</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
<td>Leave</td>
</tr>
</tbody>
</table>

* Amounts are reported in the Pre Fair Newsletter

** Finished Weight (FW) x market price (posted in barn fair week) x 0.04 (commission rate)

Example: 1200 lbs x $1.30 x 0.04 = $62.40
My 4-H Market Dairy Beef Project Photographs

Be creative. The more photographs the better, but a completed record book should at least have a beginning photograph and a finished picture. You are encouraged to be in the photo with your project animal and include additional photographs. You should also include captions on your pictures that at least include the date of the photograph. You may use additional pages.
My 4-H Market Dairy Beef Project Feed Ingredients

Attach a Feed Ingredients Slip/Nutritional Analysis from each of your feed sources. If the feed is mixed in a mill, ask the mill operator for a list of ingredients. If a slip is not available, please describe your feed sources as best as possible.
My 4-H Dairy Beef Market Project Experiences

This is what I learned in my Dairy Beef Project this year:__________________________
______________________________________________________________________
______________________________________________________________________
______________________________________________________________________

This is what I enjoyed most about this project:_______________________________
______________________________________________________________________
______________________________________________________________________
______________________________________________________________________

My biggest challenge was:_______________________________________________
______________________________________________________________________
______________________________________________________________________
______________________________________________________________________

Next year in the Dairy Beef Project, I plan to:______________________________
______________________________________________________________________
______________________________________________________________________
______________________________________________________________________
Project Knowledge

Answer the following questions:

1. Name a parasite that may affect cattle and how to rid it: ______________________
   ______________________

2. What is the average dressing percent for a market steer? ______________________
   ______________________

3. What is the most important thing to feed your cow each day? ______________________
   ______________________

4. Name the 5 quality grades of market animals: ______________________
   ______________________
   ______________________
   ______________________
   ______________________
   ______________________

5. Name 3 examples of feed ingredients used as a protein source in a ration: _______
   ______________________
   ______________________
   ______________________

6. Why is marbling important to a piece of meat? ______________________
   ______________________
   ______________________

7. Given your BEP and CMV, would you be able to make a profit and why? _______
   ______________________
   ______________________
   ______________________

8. What are some ways you could reduce your BEP? ______________________
   ______________________
   ______________________
   ______________________

9. Describe at least 5 steps you completed to get your animal ready for show: _____
   ______________________
   ______________________
   ______________________
   ______________________
   ______________________
Wholesale Cuts of a Market Steer

Name the cuts of meat below.

1. ____________________________
2. ____________________________
3. ____________________________
4. ____________________________
5. ____________________________
6. ____________________________
7. ____________________________
8. ____________________________
9. ____________________________
10. ____________________________
11. ____________________________
# My 4-H Dairy Beef Market Project Record Book Score Sheet

4-H Member: ___________________________________________________________

4-H Club: ___________________________________________________________

<table>
<thead>
<tr>
<th>Page</th>
<th>Description</th>
<th>Possible Points</th>
<th>Your Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>COVER SHEET</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>All information is completed.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>WHY KEEP RECORDS</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Leader signed book.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3 - 5</td>
<td>PROJECT RECORDS AND EXPENSES</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td></td>
<td>All information is neat and complete. All questions are answered.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>4-H PROJECT PHOTOGRAPHS</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Includes photographs of project animal(s). Captions included with pictures</td>
<td></td>
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<tr>
<td>7</td>
<td>FEED RECORD</td>
<td>10</td>
<td></td>
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<td></td>
<td>All information is neat and complete.</td>
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<tr>
<td>8</td>
<td>PROJECT EXPERIENCES</td>
<td>10</td>
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<td>All information is neat and complete.</td>
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<tr>
<td>9</td>
<td>PROJECT KNOWLEDGE</td>
<td>20</td>
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<td>All information is neat and complete.</td>
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<tr>
<td>10</td>
<td>WHOLESALE CUTS</td>
<td>10</td>
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<tr>
<td></td>
<td>All information is neat and complete.</td>
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<td></td>
<td><strong>Total Points</strong></td>
<td><strong>100</strong></td>
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<tr>
<td></td>
<td><strong>A: 100-90; B: 89-80; C: 79-70; DQ: Under 69</strong></td>
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</tbody>
</table>