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

Name: _____________________________________ Date of Birth: ____________________

Species: Beef [ ] Sheep [ ] Swine [ ] Goat [ ]

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: __________

Club Leader 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: ____________________________________________

__________________________________________

__________________________________________
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)

<table>
<thead>
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<th>Feed Types * ⇒</th>
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**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 Expense per animal
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<th>Monthly Total</th>
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<td>MARCH</td>
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<td>JUNE</td>
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</tbody>
</table>

TOTAL EXPENSES (Transfer this number to page 7. c. If this is for more than one animal divide by the number of animals.)
<table>
<thead>
<tr>
<th>Animal ID:</th>
<th>Date</th>
<th>Weight (Beginning)</th>
<th>Weight (Final)</th>
</tr>
</thead>
<tbody>
<tr>
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</tbody>
</table>

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.
My Project Animal:
(Please complete page 7 for each market animal – make additional copies of this form as needed)

<table>
<thead>
<tr>
<th>Ear Tag Number</th>
<th>Sex</th>
<th>Breed</th>
<th>Date Acquired</th>
<th>Beginning Weight</th>
<th>Final Weight (A)</th>
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<tbody>
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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:

\[
\text{Market Price}^* \times \frac{\text{Final Weight (A)}}{\text{Final Weight (A)}} = \text{EXPECTED MARKET INCOME} + \frac{\text{OTHER INCOME}^*}{\text{OTHER INCOME}^*} = \text{Total Expected Income (Add expected market income and other income)}
\]

*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** could include premiums from another show, sale of by-products (wool, eggs, manure, etc.), etc., generated prior to the fair.

My Project Expenses:

<table>
<thead>
<tr>
<th>Value</th>
<th>VALUE</th>
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</thead>
<tbody>
<tr>
<td>Purchased Animal = List Price (page 2) or Raised Animal = List Value at Start of Project</td>
<td>a $</td>
</tr>
<tr>
<td>Total Feed Costs Per Animal From Monthly Feed Record Worksheet (page 4)</td>
<td>b $</td>
</tr>
<tr>
<td>Total Cost From Per Animal Expenses Other Than Feed Worksheet (page 5)</td>
<td>c $</td>
</tr>
</tbody>
</table>

TOTAL EXPENSES \( (a+b+c) \) = $

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

Does this follow industry standards? __________________________________________________

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

Does this follow industry standards? __________________________________________________

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

Does this follow industry standards? __________________________________________________

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

1. ____________________________________________________________________________

2. ____________________________________________________________________________

3. ____________________________________________________________________________
Ending Project Pictures
Take a picture 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 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? ________________
   ______________________________________________________________________________
   ______________________________________________________________________________
   ______________________________________________________________________________
Michigan 4-H Animal Market
Project Record Book Supplement Page

Character

Please answer the following questions according to your assigned age category: Beginners-question 1; Intermediate-questions 1-2; Advance-questions 1-3. Additional pages may be attached as needed.

1. Integrity is always following a code of ethics. List three characteristics an exhibitor with integrity would display at a show or livestock event.

2. What are the six pillars of character? Give an example of how each can be applied to raising or showing livestock.

3. An animal’s conformation does not meet what the judge is looking for at the show. Describe one ethical and one unethical practice that could be used to affect the animal’s conformation.
# My Advanced Market Book Score Sheet

**4-H Member:** __________________________________________

**4-H Club:** __________________________________________

<table>
<thead>
<tr>
<th>Page</th>
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<th>Your Points</th>
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<tr>
<td>1</td>
<td>COVER PAGE</td>
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<td>Completely filled in with guardian and youth signature.</td>
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<td>2</td>
<td>WHY KEEP RECORDS</td>
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<td>3</td>
<td>PROJECT GOALS</td>
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<td>4</td>
<td>MONTHLY FEED RECORD</td>
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<td>5</td>
<td>EXPENSES OTHER THAN FEED</td>
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<td>6</td>
<td>WEIGHT RECORD</td>
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<td>7</td>
<td>MY PROJECT ANIMAL</td>
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<td>8</td>
<td>MY PROJECT EFFICIENCY INFORMATION</td>
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<td>9</td>
<td>PHOTOS OF PROJECT</td>
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<td>11</td>
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**TOTAL Points**

A: 90-100, B: 80-89, C: 70-79

100