



**Michigan 4-H Animal Market Project
Record Book
2024 U.P. State Fair Version
Intermediate
(11-13 YRS)**

SPECIES: SHEEP [] BEEF [] SWINE [] MEAT GOAT []

IMPORTANT: In order to participate in the junior market livestock sale, exhibitors are required to submit a completed market livestock record book and achieve a minimum score of 40 in the scoring rubric.
 After the records have been judged, they should be picked up at the beef show arena at 1:00 p.m., Friday of the fair. Books not collected at this time will be left at the species superintendent office.
PLEASE TYPE, PRINT, OR WRITE CLEARLY.
 The record book needs to be completed by the exhibitor.

ALL MARKET RECORD LIVESTOCK BOOKS ARE DUE by 1:00 PM EDT: Monday, August 12, 2024

NAME AND EXHIBITOR NUMBER MUST BE PRINTED LEGIBLY ON THE FRONT COVER OF THE MARKET LIVESTOCK RECORD BOOK

Name _____

U.P. State Fair Exhibitor No. _____

EXHIBITOR CELL PHONE NUMBER _____
 (best # to reach you during fair week)

Club Name _____

Club Leader _____

County _____ **Years in Project** _____

Official Fair Age ____ (Fair age is the exhibitor’s age on January 1 of the year of the fair)

Name: _____

Date of Birth: _____

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: _____

****RECORDS START WITH POSSESSION OF YOUR ANIMAL(S) AND END WITH FAIR WEEK ESTIMATES!****



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/Fair tag number): _____

Estimated Birth date of animal(s): _____

Date of ownership or purchase date: _____

Price or estimated beginning value of animal(s): _____

(Transfer this number to page 11– a. If this is for more than one animal, divide by the number of animals.)

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. _____

Anticipated income from animal(s): _____

Marketing Materials

please attach any marketing materials you utilized during your project (buyers letters, social media posts, elevator pitches, flyers, etc.)

Herd Health Plan

Project Owner Information		Physical Address where animal is housed
Name		
Phone		
	purchase price or estimated value of the animal	
Breeder		
Veterinarian Contact Information		
Name		
Phone		
Address		

What is the target weight for your animal?	
Describe your animal housing/barn/facility	
List 5 biosecurity protocols you have implemented in your plan	
What did you do to keep your animal healthy? (Consider the Five Freedoms of Animal Welfare)	

Feed Expense Calculations

FEED EXPENSES

Add the total cost of all your feed records.
If this is for more than one animal, divide by the number of animals.

Box 1

TOTAL LBS. OF FEED PURCHASED

Add the total weight of all your feed records.
If this is for more than one animal, divide by the number of animals.

Box 2

ENDING INVENTORY

Calculate the amount of feed left at the end of your project and its approximate value (price per pounds X remaining lbs. of feed)

Box 3

Box 4

FEED LEFT ON
HAND (LBS.)

VALUE

TOTAL POUNDS FED

Subtract the FEED LEFT ON HAND (Box 3) from TOTAL LBS OF FEED PURCHASED (Box 2)

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Box 2
TOTAL LBS OF
FEED PURCHASED

Box 3
FEED LEFT ON HAND

TOTAL
POUNDS
FED

TOTAL COST OF FEED

Subtract the value of ENDING INVENTORY (Box 4) from FEED EXPENSES (Box 1)

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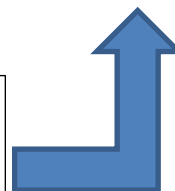
=

TOTAL COST OF FEED

Box 1
FEED
EXPENSES

Box 4
VALUE OF ENDING
INVENTORY

Transfer this
number to
page 11– b.



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)	

My Project Animal:

(Please complete page 11 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:

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

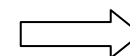
***Market Price** - is the price you would receive under normal sale conditions (such as an auction sale yard). These prices are published in agriculture newspapers, and online.

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

Total Expected Income
(Add expected market income and other income)

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 Feed Expense Calculations (page 7)	b \$
Total Cost from Per Animal Expenses (page 9)	c \$
TOTAL EXPENSES (a+b+c)	\$



Total Expenses

Formula to Calculate Your Breakeven Price

Breakeven Price (price per pound need to cover expenses)

$$\frac{\text{Total Expenses}}{\text{Final Weight of Animal (A)}} = \$$$

Beginning Project Photo

Take a photo of your project animal(s). Date of photo: _____

Ending Project Photo

Take a photo 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 is the definition of "breakeven price" for this project? What can be done to improve the breakeven price?

2. Describe a disease that can have an effect on your animal. What are your treatment options?

3. What does quality animal care involve?

Project Reflection Bonus Questions:

Please respond to the following bonus questions to increase your final score.
(additional pages can be added).

1. Based on your experiences this year, in your market animal project, what would you do the same? What would you do differently and why?

2. Research a leadership or service organizations for you or your animal such as Michigan Sheep Breeders, Michigan Pork Producers, Michigan Junior Livestock Society, Michigan Junior Angus Association, etc? What is their purpose or mission?

3. What is meant by a withholding period for medication you administer to your animals and why is it important?

Scoring



Intermediate

PAGE	CONTENT	POINTS POSSIBLE	SCORE
Cover	Exhibitor Information	2	
2	Animal Information	2	
3	Goals	3	
3	Potential Buyers	3	
3	Communication Strategies	3	
3	Marketing Materials	8	
4	Herd Health Plan	12	
5 & 6	Feed Record	8	
7	Feed Expense Calculations	8	
8	Inventory of Supplies	4	
9	Expenses Record	8	
10	Weight Record	8	
11	Break Even Calculations	12	
12	Project Photos	4	
13	Question 1	5	
13	Question 2	5	
13	Question 3	5	
TOTAL POINTS		100	



Name _____

Club _____

BONUS POINTS			
PAGE	CONTENT	POINTS POSSIBLE	SCORE
14	Question 1	5	
14	Question 2	5	
14	Question 3	5	

Judge's Comments