



Michigan 4-H Animal Market Project Record Book

2026 U.P. State Fair Version

Senior (17-20 YRS)

SPECIES: **SHEEP** **BEEF** **SWINE** **MEAT GOAT**

NO BINDERS or PAGE PROTECTORS!

All record books must be either in a two-sided folder or stapled.

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 can be picked up outside the species superintendent office in each barn.

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 17, 2026

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

Name _____

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

Club Name _____

Club Leader _____

County _____ **Years in Project** _____

Official Fair Age (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.

PLEASE PRINT OR WRITE CLEARLY.

Animal 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): _____

Transfer this number to page 12-a. If 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) cost _____
- Project animal(s) are bred & owned (from an animal on my family farm)
- Other (please explain): _____

Comments by Leader/Parent(optional): _____

Benefits of Keeping Record

Providing quality care for your animal each day is important and rewarding. Making sure you record the care and medical treatments your animals receive is just as important as giving them the care. List five benefits of keeping records for your market animal project:

1. _____
2. _____
3. _____
4. _____
5. _____

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 marketing strategies you plan to utilize this year:

1. _____

2. _____

3. _____

Anticipated Income from animal(s): _____

Marketing Materials

Please include/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 if you do not have a veterinarian, list information of a veterinarian you would contact for health emergencies.		
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)	

Please use additional sheet if needed.

Herd Health Plan: Production Calendar- Complete this calendar **before** you take possession of your animal to plan how you will manage and care for your animal. Focus on animal care. Include information regarding animal housing, biosecurity protocols, treatment protocols and any notes of feed types you may use. This is a projection. Project your estimated cost.

January	General Management	Feeding	Health
February	General Management	Feeding	Health
March	General Management	Feeding	Health
April	General Management	Feeding	Health

Herd Health Plan: Production Calendar

Month	General Management	Feeding	Health
May			
June	General Management	Feeding	Health
July	General Management	Feeding	Health
August	General Management	Feeding	Health

Inventory of Supplies and Equipment

This is a record of what you have before you start your project, borrow, or utilize from your club. It can include items listed under equipment and supplies in your expenses record.

Expense Record

Record all expenses, including date of purchase, description of the expense, and cost.

Health costs-include vaccinations, medications, treatment for parasite control, and hoof trimming, ,vet fees, cost of any required health tests

Equipment-include blowers, trimming chute, clippers, show sticks, halters, brushes, combs, hoses, feeders, pitchforks, wheelbarrow, stalls, show boxes, fences

Facility costs-include estimated cost of utilities to house your animal, bedding, repairs, housing rent/lease fees

Advertising/Marketing- include cost of buyer's letters, printing, postage, promotion, and buyer gifts

Transportation-include costs to transport the animal to and from weigh-ins, buyer visits, and to the fair

Supplies- include costs for show shampoos, grooming products, clipping/shearing fees, show clothes, stall decorations

Registration/certification fees- include fair fees, fair pass, DNA testing, YQCA certification costs, lost tag fees

date purchased	item description	cost

(add column)

TOTAL EXPENSES*

Transfer this number to
page 12-c



**Feed Record -record grain or complete feed purchased.
(Add additional pages if needed)**

- Record the date feed was purchased.
- Record the commercial name of feed purchased as it appears on the label and record the percentage of crude protein in the feed.
- Record the amount (lbs.) and cost.
- Determine the price per pound of purchased feed for (cost ÷ lbs.).
- If using home-grown feed, the estimated value needs to be included as the cost.

date purchased	feed name	% crude protein	lbs.	price per pound	cost

(add column)

(add column)

TOTAL LBS
PURCHASED

TOTAL
COST

**Feed Record– record any protein supplements or roughage purchased
(Add additional pages if needed)**

- Record the commercial name of the supplement as it appears on the label or the type of roughage.
- Record the date feed was purchased, weight (lbs.), and cost.
- Determine the price per pound of purchased feed for the “price per pound” column. (cost ÷ pounds).
- If using home-grown feed, the estimated value of needs to be included as the cost.

date purchased	supplement/roughage	lbs.	price per pound	cost

(add column)

TOTAL LBS PURCHASED

(add column)

TOTAL COST

Feed Expense Calculations

Total cost of feed purchased

(add total of grain/complete and protein supplements /roughage charts)

(Box 1)

Total pounds of feed purchased
(add total of grain/complete and protein supplements/roughage charts)

(Box 3)

ENDING INVENTORY-calculate the amount of feed left at the end of your project

lbs. left

VALUE
(lbs. left X price per pound)

(Box 2)

(Box 4)

TOTAL POUNDS FED-Subtract the feed left (Box 2) from Total lbs. purchased (Box 3)

(Box 5)

Transfer this to
number to page
12-b

TOTAL AMOUNT SPENT- subtract the value of feed left (Box 4) from total cost of feed purchased (Box 1)

(Box 6)

Weight Record (Add additional pages if needed)

Use one charts for each market animal.

It is recommended to weigh or tape your animal(s) at least once each month or more as appropriate for your species.

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:

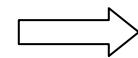
$$\begin{array}{c}
 \text{Market Price*} \quad \text{X} \quad \text{Final Weight (A)} \quad = \quad \$ \quad \text{EXPECTED MARKET INCOME} \\
 \text{*Market Price - is the price you would receive} \\
 \text{under normal sale conditions (such as an auction} \\
 \text{sale yard). These prices are published in} \\
 \text{agriculture newspapers, magazines, or TV and} \\
 \text{radio farm reports and online.} \\
 + \quad \$ \quad = \quad \text{OTHER INCOME **} \\
 \end{array}$$

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 \$		<div style="border: 1px solid black; width: 100px; height: 100px;"></div>
Total Feed Costs Per Animal from Monthly Feed Record Worksheet (box 6 page 10)	b \$		
Total Cost Per Animal from Expenses Record (page 8)	c \$		
TOTAL EXPENSES (a+b+c)	\$		

Total Expenses

Formula to Calculate Your Breakeven Price:

$$\$ \quad \div \quad = \quad \$ \quad$$

Total Expenses

Final Weight of Animal (A)

Breakeven Price
(Price per pound needed to cover expenses)

My Project Efficiency Information

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

1. ÷ =

Total lbs. of Gain (a)
(Page 11) final weight – 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
(Box 6 Page 10 total divided per animal)

Total lbs. of Gain
(a)

Feed Cost per lbs. of Gain

3. ÷ =

Total lbs. of Feed Fed
(Box 5 Page 10 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. Average Daily Gain: _____

2. Feed Cost per lbs. of Grain _____

3. Lbs. of Feed Fed per lbs. of Gain _____

Beginning Project Picture

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

Ending Project Pictures

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 more desirable – a high break even price higher or low break even? Explain why.

2. What does quality animal care involve?

3. The International Association of Fairs and Expositions (IAFE) has a NATIONAL CODE OF SHOW RING ETHICS to reflect the highest standards of honor and dignity for honesty, good sportsmanship, and animal welfare for all exhibitors. List five expectations or prohibited practices from this code.

Project Reflection Bonus Questions:

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

1. Select one of the following animal systems and describe what it does and how it works for your animal species. What are the unique advantages of this system in your animal? Draw a diagram of the system. {skeletal system, digestive tract, circulatory & respiratory system, nervous system, or muscular system}

2. What personal characteristic did you gain as an exhibitor during this project?

3. What does citizenship look like as a youth livestock producer? List some examples.

Use these pages if you need additional space.

Please make sure you indicate which question

n

PAGE	CONTENT	POINTS POSSIBLE	SCORE
Cover	Exhibitor Information	2	
2	Animal Information	2	
2	Benefits of Keeping Records	5	
3	Goals	3	
3	Marketing Strategies	3	
3	Marketing Materials	8	
4	Herd Health Plan	10	
5-6	Herd Health Plan Production Calendar	9	
7	Inventory of Supplies	4	
8	Expenses Record	5	
9- 10	Feed Record	5	
10	Feed Expense Calculations	4	
11	Weight Record	5	
12	Break Even Calculations	8	
13	Project Efficiency Information	10	
14	Project Photos	2	
15	Question 1	5	
15	Question 2	5	
16	Question 3	5	
TOTAL POINTS		100	

BONUS POINTS			
PAGE	CONTENT	POINTS POSSIBLE	SCORE
17	Question 1	5	
17	Question 2	5	
18	Question 3	5	

Total Score _____

Judge's Comments