



Michigan 4-H Animal Market Project Record Book

2026 U.P. State Fair Version

Intermediate (14-16 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 _____ (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.



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): _____

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 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 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		
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)		

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.

(add column)

(add column)

TOTAL LBS PURCHASED

1000

TOTAL COST

A large, empty rectangular box with a black border, intended for drawing or writing.

Feed Record- record any protein supplements or roughage purchased

- 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.

(add column)

(add column)

TOTAL LBS PURCHASED

1.

TOTAL COST

Figure 1

Feed Expense Calculations

Box 1

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 2

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 3

Box 4

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).

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)

—

=

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)

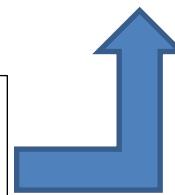
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TOTAL COST OF FEED

Box 1
FEED
EXPENSES

Box 4
VALUE OF ENDING
INVENTORY

Transfer this
number to
page 11-b.



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*

* If this is for more than one animal, divide by the number of animals.

Transfer this number to
page 11-c



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.

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:

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

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

***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.

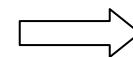
****OTHER INCOME** could include premiums from another show, sale of by-products (wool, manure, etc.) generated prior to the fair

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

$$\text{Total Expenses} \quad \div \quad \text{Final Weight of Animal (A)} \quad = \quad \$ \quad \text{Breakeven Price (price per pound need to cover expenses)}$$

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. Marketing is very important to the successful outcome of your market livestock animal project. List and explain at least one method you can use to convince a prospective buyer to purchase your animal.

2. In the species you show at the fair, what might a judge look for in placing animals during a show?

3. List five important things you need to record when administering medication to an animal.

Project Reflection Bonus Questions:

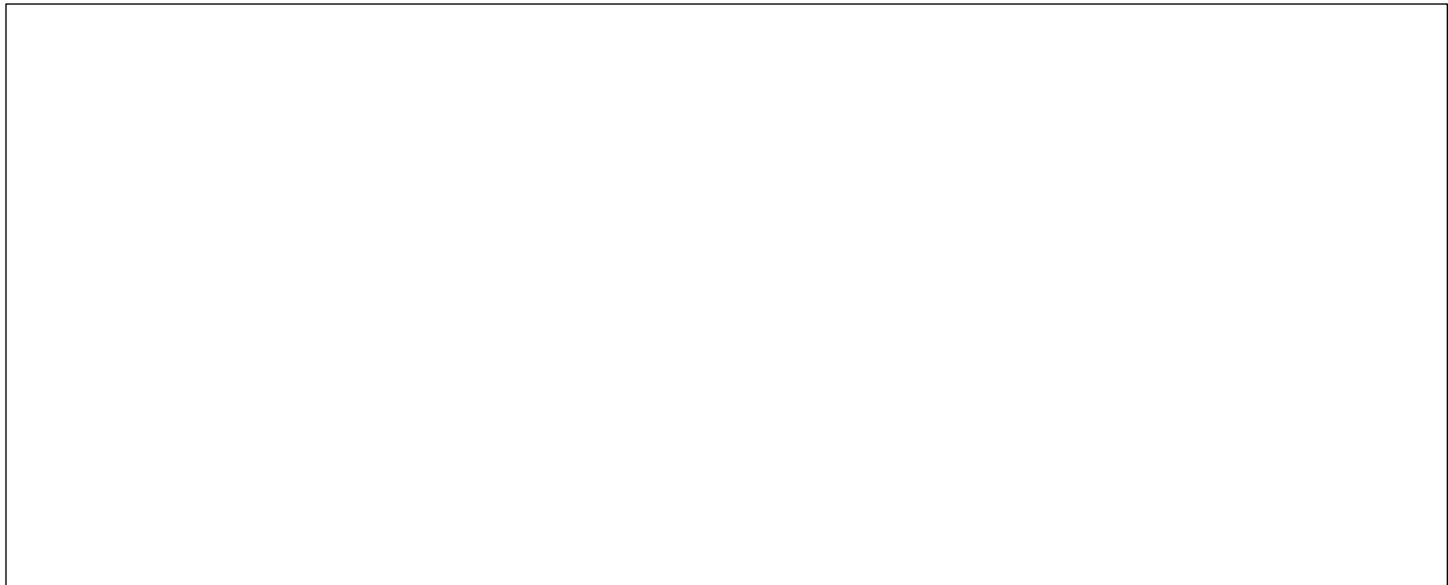
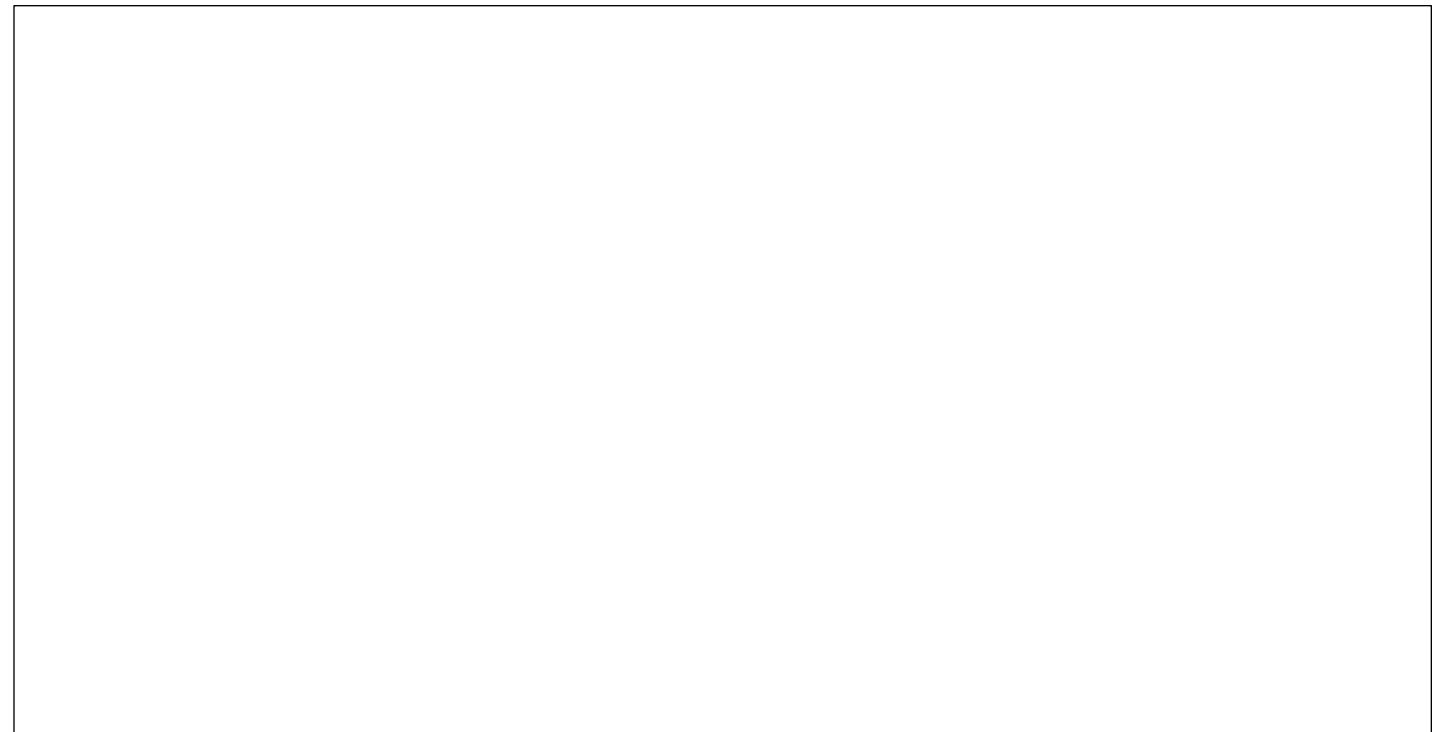
Please respond to the following bonus questions to increase your final score.
(additional pages can be added).

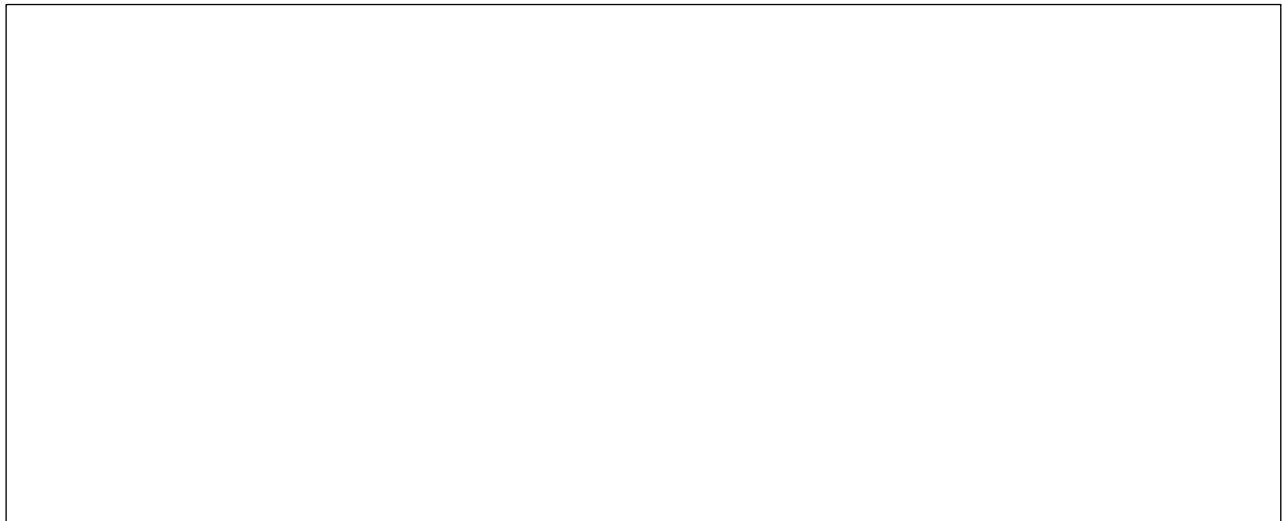
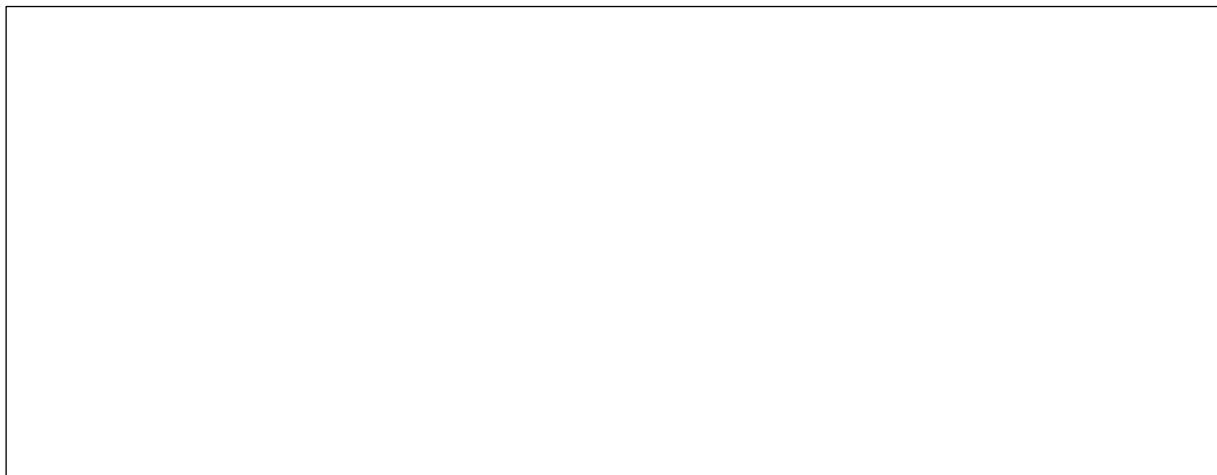
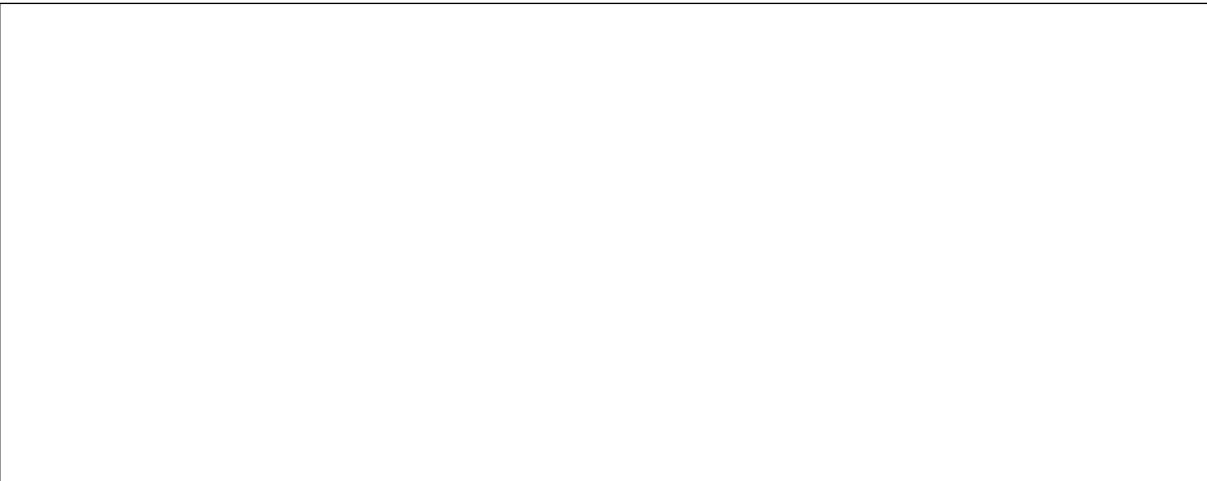
1. What is an antibiotic? What are 3 purposes for a livestock producer to use antibiotics?

2. List four ways disease pathogens can move from one farm to another.

3. Successful salespeople use a technique called an “elevator speech” to pitch their product. Write out the elevator speech you would use to sell your animal to a potential customer.

Use these pages if you need additional space
(Please make sure you indicate which question number)

A large, empty rectangular box with a thin black border, occupying the upper half of the page. It is intended for additional handwritten responses.A large, empty rectangular box with a thin black border, occupying the lower half of the page. It is intended for additional handwritten responses.



Scoring



Intermediate

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



Name _____

Club _____

BONUS POINTS			
PAGE	CONTENT	POINTS POSSIBLE	SCORE
15	Question 1	5	
15	Question 2	5	
16	Question 3	5	

Total Score: _____

Judge's Comments