



**Michigan 4-H Animal Market Project  
Record Book  
2023 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, August 19<sup>th</sup>. 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 14, 2023**

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!\*\***

## 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 7 – 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): \_\_\_\_\_

## Monthly Feed Record Worksheet (Add additional pages if needed)

Feed Types*										
	lbs.	cost	lbs.	cost	lbs.	cost	lbs.	cost	Monthly lbs.	Total Cost
SEPT										\$
OCT										\$
NOV										\$
DEC										\$
JAN										\$
FEB										\$
MARCH										\$
APRIL										\$
MAY										\$
JUNE										\$
JULY										\$
AUG										\$
<b>TOTALS</b>		\$		\$		\$		\$		\$

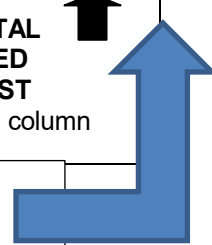
**NOTE: RECORD FEED AS IT IS FED TO YOUR ANIMAL.**

\*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 FEED**   
add column

**TOTAL FEED COST**   
add column



(Transfer this number to page 7 – b.  
If this is for more than one animal,  
divide by the number of animals.)

## Expenses Other Than Feed Worksheet (Add additional pages if needed)

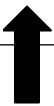
Expense Categories	Veterinary Charges	Medication/ Insecticides	Bedding	Equipment	Registration Fees	Trucking/ Transportation	Housing rent/ Leasing fees	Clipping/ Shearing fees	Interest paid (if \$ borrowed)	Advertising/ Marketing	Buyer Recognition	Miscellaneous (specify)	Miscellaneous (specify)	Monthly Total
SEPT														\$
OCT														\$
NOV														\$
DEC														\$
JAN														\$
FEB														\$
MARCH														\$
APRIL														\$
MAY														\$
JUNE														\$
JULY														\$
AUG														\$
<b>TOTALS</b>														<b>TOTAL</b> \$

\_\_\_\_\_ Number of animals reflected on this chart.

\$ \_\_\_\_\_ Total Expense per animal

TOTAL EXPENSES:

(Transfer this number to page 7 – c.  
If this is for more than one animal,  
divide by the number of animals.)



### **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)	

Animal ID: _____	
Date	Weight
(Beginning)	
(Final)	

## 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:

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

\***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, magazines, or TV and radio farm reports and online.

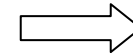
$$+ \$ \text{OTHER INCOME}^{**} =$$

**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) <b>or</b> Raised Animal = List Value at Start of Project	a \$
Total Feed Costs Per Animal From Monthly Feed Record Worksheet (page 4)	b \$
Total Cost From Per Animal Expenses Other Than Feed Worksheet (page 5)	c \$
<b>TOTAL EXPENSES (a+b+c)</b>	<b>\$</b>



## Formula to Calculate Your Breakeven Price

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

Total Expenses                      Final Weight of Animal (A)                      Breakeven Price  
(Price per pound needed to cover expenses)

**Total Expenses**



## **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 can an exhibitor do to reduce animal stress on their market livestock project?

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2. Name three major ingredients of your animal's rations. What does each one provide for your animal?

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3. What qualities of the breed you selected make it a good market animal?

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4. An animal's conformation does not meet what the judges want. Describe one ethical and one unethical practice that could be used to affect the animal's conformation.

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5. List three things that indicate your project animal is market-ready.

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6. What is the goal weight of your project animal? Explain why goal weight is important and what action(s) you took to accomplish that goal.

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

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8. Describe one of the concepts in the three circle model of animal welfare.

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9. List one thing that went well and one thing you could improve on in the future.

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# 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	
4	Feed Record	8	
5	Expenses Record	8	
6	Weight Record	8	
7	Break Even Calculations	9	
8	Project Photographs	4	
9	Question 1	5	
9	Question 2	5	
9	Question 3	5	
10	Question 4	5	
10	Question 5	5	
10	Question 6	5	
11	Question 7	5	
11	Question 8	5	
11	Question 9	5	
12	Question 10	5	
	<b>TOTAL POINTS</b>	<b>100</b>	



Name \_\_\_\_\_

Club \_\_\_\_\_

**Judge's Comments**