



# Central WI State Fair Market Sale

## Project Record Book

### Advanced Market Record Book

### Ages 15+ (as of Jan 1)



Name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Species:

- Beef
- Sheep
- Swine

Year (ex: 2020) \_\_\_\_\_

Age (as of Jan 1st) \_\_\_\_\_

Is this your first year in this project? Yes \_\_\_\_ No \_\_\_\_\_

If no, how many years have you been doing this 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: \_\_\_\_\_

**RECORD BOOKS ARE TO BE SUBMITTED NO LATER THAN FRIDAY NIGHT OF THE CENTRAL WI STATE FAIR.**

### *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 project leader.

PLEASE PRINT OR WRITE CLEARLY.

### **Project Information**

(Submit one completed record book for each market species.)

Name and/or description of animal: \_\_\_\_\_

Breed: \_\_\_\_\_

Identification (ear tag number): \_\_\_\_\_

Estimated Birth date of animal: \_\_\_\_\_

Date of ownership or purchase date: \_\_\_\_\_

Estimated beginning value of animal: \_\_\_\_\_

Please tell us about your project animal:

Purchased my project animal

Project animal was bred & owned (from an animal on my family farm)

Other (please explain): \_\_\_\_\_

### **This Year's Project Goals**

Complete this portion of the record book pre-project for once animals are purchased.

Date this page completed: \_\_\_\_\_

Please explain three goals that you have for you animal 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. \_\_\_\_\_

**Monthly Feed Record Worksheet** *Please complete for months you owned your animal.*

Feed Types=>										
	lbs.	cost	lbs.	cost	lbs.	cost	lbs.	cost	Monthly lbs.	Total Cost
SEPT										\$
OCT										\$
NOV										\$
DEC										\$
JAN										\$
FEB										\$
MAR										\$
APR										\$
MAY										\$
JUNE										\$
JULY										\$
AUG										\$
<b>TOTALS</b>		\$		\$		\$		\$		\$
<p><b>NOTE: RECORD FEED AS IT IS FED TO YOUR ANIMAL.</b>                      -Type of feed should be expression pounds &amp; include grains, supplements, mixes, hay, silage, etc.                      -The estimated value of homegrown feed news to be included.</p>									 Add Column	 Add Column

**Expenses Other Than Feed Worksheet**

*Optional/for personal use*

	<b>Veterinary Charges</b>	<b>Medication</b>	<b>Bedding</b>	<b>Equipment</b>	<b>Registration Fees</b>	<b>Trucking</b>	<b>Housing rent/lease</b>	<b>Clipping/shearing fees</b>	<b>Interest paid</b>	<b>Advertising/Marketing</b>	<b>Buyer Thank you</b>	<b>Miscellaneous</b>	<b>Monthly Totals</b>
SEPT													\$
OCT													\$
NOV													\$
DEC													\$
JAN													\$
FEB													\$
MAR													\$
APR													\$
MAY													\$
JUNE													\$
JULY													\$
AUG													\$
<b>TOTALS</b>													\$

**Weight Record**

*optional/for personal use*

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 as needed)**

Ear Tag Number	Sex	Breed	Date Acquired	Beginning Weight est.	Final Weight (A)

**My Estimated Project Income:**

\*This is the price you would receive under normal sale conditions (such as an auction sale yard). This will be announced the week of the fair.

$$\underline{\hspace{2cm}} \times \underline{\hspace{2cm}} = \$ \underline{\hspace{2cm}}$$

Market Price per lb\*                      Final Weight (A)                      Expected Market Income

$$\underline{\hspace{2cm}} \div \underline{\hspace{2cm}} = \$ \underline{\hspace{2cm}}$$

Actual Sale Price                      Final Weight (A)                      Price Per Pound

**My Project Expenses:**

**VALUE**

Purchase Price (Page 2) or Raised Animal List Value @ start	(a)	\$
Total Feed Costs Per Animal From Monthly Feed Record Wkst (page 4)	(b)	\$
Total of Other Expenses (vet, meds, housing, etc.)	(c)	\$
<b>TOTAL EXPENSES (a+b+c)</b>		\$

**Formula to Calculate Your Breakeven Price:**

$$\frac{\$ \underline{\hspace{2cm}}}{\text{Total Expenses}} \div \frac{\$ \underline{\hspace{2cm}}}{\text{Final Weight (A)}} = \$ \underline{\hspace{2cm}}$$

Breakeven Price  
(Price per pound needed to cover expenses)

<b>My Actual Project Income:</b>	
Actual Sale Price	\$ <u>                    </u>
- Project Expenses	\$ <u>                    </u>
<b>Actual Profit</b>	\$ <u>                    </u>

**My Project Efficiency Information (Please complete for 1 animal)**

Complete the information below based on one of your market animals raised.

1.  $\frac{\text{Total lbs. Of Gain (a)}}{\text{(Pg 7 final-beginning)}} + \frac{\text{Days on Feed}}{\text{(date of purchase to sale date)}} = \frac{\text{Average Daily Gain}}{\text{(Amount of weight animal gained each day)}}$

2.  $\frac{\text{Total Feed Cost}}{\text{(Pg 4 or pg 7 (b) total divided per animal)}} / \frac{\text{Total lbs. of Gain (a)}}{\text{(a)}} = \frac{\text{Feed Cost Per lbs of Gain}}{\text{(a)}}$

3.  $\frac{\text{Total lbs. Of Feed Fed}}{\text{(pg 4 total divided per animal)}} / \frac{\text{Total lbs. Of Gain (a)}}{\text{(a)}} = \frac{\text{Lbs. of Feed Fed per lbs. of Gain}}{\text{(a)}}$

Why is it important to calculate each of the factors above when raising animals?

1. Average Daily Gain:

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2. Feed Cost per lb of Gain:

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

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## **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

1. What did you learn in the project this year?

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2. What did you feed your animal(s) and why?

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3. What techniques did you use to aid in marketing your animal(s)?

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4. What management strategies did you put in place to help keep your animal(s) healthy?

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5. What is the definition of “breakeven price” (pg 7) for this project? What can be done to improve the “breakeven price”?

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6. What have you done to help other members of your organization be successful in this project?

- \_\_\_\_\_
- \_\_\_\_\_

**Judge's Comments:**

*For judge's use only*

Please respond to the following statements to provide feedback to the youth.

The market animal(s) project owner did the following items well:

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Areas to improve include:

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Additional comments:

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Judging Results (OFFICE USE ONLY)

Ribbon Award: 1st 2nd 3rd 4th