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**2020-2021 Market Animal Show Record Book**

**Species: (circle all that apply)** Steer Hog Lamb Goat

**Division: (circle your age division)**

Junior (9-11 as of Sept.30, 2021)

Intermediate (12-13 as of Sept.30, 2021)

Senior (14-19 as of Sept.30, 2021)

**Exhibitor Information**

**Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Birthdate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Parents/Guardians: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**4-H Club/FFA Chapter: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Club Leader/FFA Advisor\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**School: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Steer, Lamb, and Hog record books are due by 5 p.m. Monday May 17th, 2021 at the Extension Office.**

**Goat record books are due by 5 p.m. Monday August 16th, 2021 at the Extension Office.**

**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/FFA 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, agricultural educator, or extension office.

PLEASE PRINT OR WRITE CLEARLY.

**Project Information**

**Submit ONE completed record book for each exhibitor.**

**This Year’s Project Goals**

**What is one goal you have for yourself for this year’s project?**

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**If you participated in Market Animal show last year, what is an area you would like to improve on this year?**

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**Please list three marketing strategies you plan to use this year:**

1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
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**4-H & FFA Participation/Activities/Educational Events/Awards**

**List at least six learning experiences in which you have participated in this year**. Examples include, but are not limited, to 4-H/FFA meetings, educational programs at club meetings, workshops/clinics, leadership workshops, Camps/Conventions, contest, awards, other livestock shows, etc.

**Due to COVID, the requirement for 6 educational hours has been suspended for the 2021 shows. However, exhibitors must be actively enrolled in 4-H or FFA and be in good standing with their 4-H Club or FFA Chapter.**

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|  |  | Check all that are appropriate | | | | |
| Date | Description | Club/Chapter | Unit/County | District | State | National |
| March 17, 2020 | Example: Market Animal Show Workshop @ Buffalo Gap High School |  | x |  |  |  |
| April 7, 2020 | Example: Chuchville Livestock 4-H April Club Meeting | x |  |  |  |  |
| January 28.2020 | Example: VCCP placed 2nd in my class |  |  |  | x |  |
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**Animal Information**

Name and/or description of animal(s): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Breed(s): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Identification of animal(s) (Tattoo/Ear tag/Fair tag number):

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| --- | --- | --- | --- | --- |
| **TAG NUMBER** | **SPECIES** | **ESTIMATED**  **BIRTH DATE** | **Bred & Owned**  **Yes or No** | **Purchase Cost of Animal**  **(For B&O find the fair market value)** |
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| **Date** | **Description of Activity** | **Product Used** | **Dosage** | **Withdrawal Days** |
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**Production Records, Calculations, or Project Knowledge**

**Health Record**

This should include a record of any health-related activities (de-worm, vaccinate, or use of veterinarian services for any other reason). This should include what you used, how much you used, and what you used it for. Include well animal care. Fill in all applicable information.

**List the products that were given at nominations.**

(the list of products will be posted on the Market Animal Show website)

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| **Monthly Feed Record**  \*\* Type of feed should be expressed in pounds, if you are including hay you can write the number of bales per month\*\* | | | | | | | | | | |
| **Feed Types 🡪** |  | |  | |  | |  | |  |  |
| **Month**  (write in the months) | **Pounds** | **Cost** | **Pounds** | **Cost** | **Pounds** | **Cost** | **Pounds** | **Cost** | **Monthly lbs.** | **Total Cost** |
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| **TOTALS** |  |  |  |  |  |  |  |  |  |  |

**Number of animals reflected on the chart: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| **Income** | | | | | | |
| **Species** | **Tag ID** | **Final Weight** | **Price per Pound** | **Premiums**  **(located on page 21)** | **Other Income** | **Total Income** |
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| **TOTAL INCOME** | | | | | |  |

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| **Expenses** | **TOTAL Expenses** |  |  |  |  |  |  |  |
| **Other Cost** |  |  |  |  |  |  | **TOTAL EXPENSES** |
| **Vet/Health Cost** |  |  |  |  |  |  |
| **Feed Cost** |  |  |  |  |  |  |
| **Carcass Contest** |  |  |  |  |  |  |
| **Check Off, Commission, & Entry Fee**  **(Located on Page 21)** |  |  |  |  |  |  |
| **Cost of Animal** |  |  |  |  |  |  |
| **Tag ID** |  |  |  |  |  |  |
| **Species** |  |  |  |  |  |  |

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| **NET PROFIT/LOSS** | | | |
| **Species** | **Tag ID** | **Income – Expenses** | **Total** |
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| **TOTAL Net Profit/Loss** | | |  |

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| **Average Daily Gain**  **Days on Feed for Steers – November 7, 2020 – April 28, 2021**  **Days on Feed for Lambs & Hogs – February 20, 2021 –April 28, 2021**  **\*\*For Lambs & Hogs beginning weight just use an estimated weight of your animal on February 20, 2021\*\*** |
| **Average Daily Gain (ADG):** The average amount of weight an animal has gained each day for a given period of time that the animal has been on feed.  **ADG = End Weight – Beginning Weight / Days on Feed**  **\*\* Example can be found on page 20\*\*** |

**Pick TWO of your animals and calculate their Average Daily Gain**

Species: \_\_\_\_\_\_\_\_\_\_\_\_\_ **Calculate**

Tag ID: \_\_\_\_\_\_\_\_\_\_\_\_

Finial Weight: \_\_\_\_\_\_\_\_\_\_\_\_

Beginning Weight: \_\_\_\_\_\_\_\_\_\_\_\_\_

Days on Feed: \_\_\_\_\_\_\_\_\_\_\_\_\_

Species: \_\_\_\_\_\_\_\_\_\_\_\_\_ **Calculate**

Tag ID: \_\_\_\_\_\_\_\_\_\_\_\_

Finial Weight: \_\_\_\_\_\_\_\_\_\_\_\_

Beginning Weight: \_\_\_\_\_\_\_\_\_\_\_\_\_

Days on Feed: \_\_\_\_\_\_\_\_\_\_\_\_\_

**Livestock Marketing**

List five potential buyers you went and visited or sent letters to.

**Please attach one copy of a thank you note and one copy of your buyer letter.**

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| --- | --- |
| 1 | Name of Business or Buyer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Letter sent? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_  Visited? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| 2 | Name of Business or Buyer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Letter sent? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_  Visited? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| 3 | Name of Business or Buyer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Letter sent? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_  Visited? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| 4 | Name of Business or Buyer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Letter sent? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_  Visited? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| 5 | Name of Business or Buyer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Letter sent? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_  Visited? Yes or No Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

**Buyer Information**

**Please list the buyers who purchased your animals at the sale**

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| Buyer | Tag Number & Species | Date Thank You Letter was Sent |
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**Section 8: Production Records, Calculations or Project Knowledge**

There are a number of templates and worksheets available at the end of this guide, plus additional resources online and from your local Extension office.

**Junior Record Book- (pick one)**

• Draw your species of animal and label parts

• Short report (5 - 10 sentences) about a breed of animal

• Pedigree diagram (Please go back at least 2 generations. Include a short report on why you think knowing your animal’s pedigree is important.)

• Feed tag with parts labeled (crude protein level, production level or type of animal, main ingredient, medicated – yes or no, withdrawal time if applicable, active drug ingredient if medicated)

• Animal Health Care and Treatment plan

**Intermediate Record Book- (pick one)**

• Short report on a disease that may affect your animal. Include information of cause, symptoms and treatments.

• Drug Label identification: Provide a copy of a label from a medication you gave your animal and label the parts (include drug name, approved uses, animal species and class, withdrawal time, storage requirements, route of administration, dosage, active ingredients, cautions and warnings)

• List five nutrients your animal needs and how you provided those nutrients

• Draw & Label your animal’s digestive system

• Wholesale cuts of meat from your species. Include a labeled image; not just an image printed from a website. Also include ideal carcass characteristics for your species (dressing percentage, backfat thickness, quality grades, etc.)

• Break Even Cost Calculation (show your work)

• Feed Conversion Calculation (show your work)

• Feed Cost per Pound of Gain Calculation (show your work)

• Estimated Carcass Weight

**Senior Record Book- (pick one)**

• List and photos of 10 retail cuts from your species and which wholesale cut they come from

• A description of your biosecurity plan for your farm/animal projects

• A description of your farm emergency plan

• EPD’s - what are they and how you use them when making breeding decisions with your project animals

• Marketing plan for your project animals. Your plan should include current market price (can be found on the VDACS website; **not** what you usually get for your animal at our Sale), break-even cost, potential buyers, what you’re selling (species, breed, how many), market strategies (buyer letters, social media, etc.), goals (how much would you like to get for your animal and why?).

• Breeding/Reproductive Record for your project animals

• Performance Ratio Calculation (show your work)

**Section 8: Production Records, Calculations or Project Knowledge**

If you need more space use additional sheet and attach to this page

**Pick one of the topics above from your age division and complete it here.**

**Project Photos**

**\*\* you need to have a before and after pictures of your animals.\*\***

**Project Photos**

**Record Book Rubric**

|  |  |  |
| --- | --- | --- |
| Total Amount you can receive | Description | Total points awarded |
| 10 points | Page 3- This year’s project goals |  |
| 15 points | Page 4 – Activities Page |  |
| 10 points | Page 5- Animal Information |  |
| 10 points | Page 6 – Health Records |  |
| 10 points | Page 7 – Monthly Feed Records |  |
| 30 points | Page 8 – Income  Page 9 – Expenses  Page 10 – Net Profit/Loss |  |
| 20 points | Page 11 – Average Daily Gain |  |
| 10 points | Page 12- Livestock Marketing  **(to get full points please attach ONE copy of your buyers letter and thank you note)**  Page 13 - Buyer Information |  |
| 25 points | Page 16-Production Records, calculations or project knowledge |  |
| 10 points | Page 17 - Project photos |  |
| **TOTAL POINTS** | |  |

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| --- | --- | --- |
| **Awards** | | |
| **Blue** | **150-140 points** |  |
| **Red** | **139-130 points** |  |
| **White** | **129-120 points** |  |
| **Participation** | **119-below** |  |

**Judges Comments:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Production Calculations**

**Average Daily Gain (ADG):** The average amount of weight an animal has gained each day for a given period of time that the animal has been on feed.

**ADG = End Weight – Beginning Weight / Days on Feed**

Example: Market Lamb

ADG = (120-75) = 45

ADG = 45lbs. gained/60 days on feed

ADG = 0.75lbs per day

* 120 lb. end weight
* 75 lb. beginning weight
* 60 days on feed

**Feed Conversion (FC):** The amount of feed required for each pound of an animal gains.

**FC = Total pounds of feed / Total weight gained**

Example: Market Goat Project

FC = 150lbs of feed eaten / 50lbs gained

FC = 3lbs of feed for each pound gained

* Goat ate 150 lbs. of feed (hay, grain, etc.)
* The goat gained 50 lbs. while on feed

**Feed Cost Per Pound of Gain:** The amount it costs for each pound gained by an animal

**Feed Cost per lb of gain = Total cost of Feed the animal ate / pounds the animal gained**

Example: Market Hog Project

* Your pig ate 15 bags of feed at $20.00/bag ($300.00)

Feed Cost per lb of gain = $300 / 200lbs. =$1.50 per pound of gain

* The pig gained 200lbs

**Break Even Cost:** the total amount of money an animal must be sold for to cover all the costs associated with raising the animal.

**Break Even Cost = Total Cost of all Inputs / Sale Weight**

Example: Market Lamb Project

Break Even Costs = $693.00/125lbs

Break Even Costs = $5.54 per lb

* 125 lb Market Lamb
* Total cost for project $693.00

**Estimated Carcass Weight (ECW):** How much your animal’s carcass is expected to weigh once the animal has been processed.

**ECW = live weight X dressing % (use average for the species)**

Dressing Percentage Averages

* Hogs – 70%
* Steers – 60%
* Lambs – 50%
* Goats – 45%

ECW = 265 X 70%

ECW = 265 X .70

ECW = 185.50lbs

Example: Market Hog Project

* Live weight – 265lbs
* Average Dressing Percent for hogs =70%

**Performance Ratio:** a measure of how your animal’s performance for a given trait compares to the average performance of the group for that trait. You could do this for ADG (average daily gain) or carcass traits if your fair collects carcass data. Briefly explain what the number means.

**Ratio = (individual animal value for trait ÷ group average for trait being measured) x 100**

Example: Beef Project – Average Daily Gain

Ratio = 2.85 ADG ÷ 3.05 ADG

Ratio = .9344 x 100

Ratio = 93.44

• Your animal’s ADG value = 2.85 lbs/day

• Group average for ADG = 3.05 lbs/day

• This means your animal performed 6% below the other animals in the group

**Entry Fees**

* **$15.00 per steer**
* **$10.00 per Hog, Lamb, & Goat**

**Carcass Contest - $5.00 pre head**

**Sale Commission Fee – All Species $5.00**

**Promotion & Research (Check Off’s)**

* **$1.00 Steers – Beef Check Off**
* **$0.50 Lamb**
* **$0.004 X gross weight of Hog**

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| Class Premiums | | | | | |
| 1st Place | 2nd Place | 3rd Place | 4th Place | 5th Place | All Others |
| $15.00 | $13.00 | $11.00 | $9.00 | $7.00 | $5.00 |