



## 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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- 2.) 

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- 3.) 

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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.**

Date	Description	Check all that are appropriate				
		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 2 <sup>nd</sup> in my class				X	

## 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):

<b>TAG NUMBER</b>	<b>SPECIES</b>	<b>ESTIMATED BIRTH DATE</b>	<b>Bred &amp; Owned Yes or No</b>	<b>Purchase Cost of Animal (For B&amp;O find the fair market value)</b>

**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)

Date	Description of Activity	Product Used	Dosage	Withdrawal Days

**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\*\*

<b><u>Feed Types</u> →</b>										
<b><u>Month</u></b> <small>(write in the months)</small>	<b><u>Pounds</u></b>	<b><u>Cost</u></b>	<b><u>Pounds</u></b>	<b><u>Cost</u></b>	<b><u>Pounds</u></b>	<b><u>Cost</u></b>	<b><u>Pounds</u></b>	<b><u>Cost</u></b>	<b><u>Monthly lbs.</u></b>	<b><u>Total Cost</u></b>
<b><u>TOTALS</u></b>										

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

# Income

<b>Species</b>	<b>Tag ID</b>	<b>Final Weight</b>	<b>Price per Pound</b>	<b>Premiums (located on page 21)</b>	<b>Other Income</b>	<b>Total Income</b>
<b>TOTAL INCOME</b>						



# Expenses

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

# NET PROFIT/LOSS

Species	Tag ID	Income – Expenses	Total
<b>TOTAL Net Profit/Loss</b>			

# 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.

$$\text{ADG} = \text{End Weight} - \text{Beginning Weight} / \text{Days on Feed}$$

**\*\* Example can be found on page 20\*\***

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

Species: \_\_\_\_\_

**Calculate**

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

Final Weight: \_\_\_\_\_

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

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

Species: \_\_\_\_\_

**Calculate**

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

Final 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.**

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**

Buyer	Tag Number & Species	Date Thank You Letter was Sent

## **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**



## 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 <u>(to get full points please attach ONE copy of your buyers letter and thank you note)</u> Page 13 - Buyer Information	
25 points	Page 16-Production Records, calculations or project knowledge	
10 points	Page 17 - Project photos	
<b>TOTAL POINTS</b>		

<u>Awards</u>		
<b>Blue</b>	<b>150-140 points</b>	
<b>Red</b>	<b>139-130 points</b>	
<b>White</b>	<b>129-120 points</b>	
<b>Participation</b>	<b>119-below</b>	

**Judges Comments:**

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## 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.

$$\text{ADG} = \text{End Weight} - \text{Beginning Weight} / \text{Days on Feed}$$

Example: Market Lamb

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

$$\text{ADG} = (120-75) = 45$$

$$\text{ADG} = 45\text{lbs. gained}/60 \text{ days on feed}$$

$$\text{ADG} = 0.75\text{lbs per day}$$

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

$$\text{FC} = \text{Total pounds of feed} / \text{Total weight gained}$$

Example: Market Goat Project

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

$$\text{FC} = 150\text{lbs of feed eaten} / 50\text{lbs gained}$$

$$\text{FC} = 3\text{lbs of feed for each pound gained}$$

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

$$\text{Feed Cost per lb of gain} = \text{Total cost of Feed the animal ate} / \text{pounds the animal gained}$$

Example: Market Hog Project

- Your pig ate 15 bags of feed at \$20.00/bag (\$300.00)
- The pig gained 200lbs

$$\text{Feed Cost per lb of gain} = \$300 / 200\text{lbs.} = \$1.50 \text{ per pound of gain}$$

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

$$\text{Break Even Cost} = \text{Total Cost of all Inputs} / \text{Sale Weight}$$

Example: Market Lamb Project

- 125 lb Market Lamb
- Total cost for project \$693.00

$$\text{Break Even Costs} = \$693.00/125\text{lbs}$$

$$\text{Break Even Costs} = \$5.54 \text{ per lb}$$

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

$$\text{ECW} = \text{live weight} \times \text{dressing \% (use average for the species)}$$

Dressing Percentage Averages

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

Example: Market Hog Project

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

$$\text{ECW} = 265 \times 70\%$$

$$\text{ECW} = 265 \times .70$$

$$\text{ECW} = 185.50\text{lbs}$$

**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.

$$\text{Ratio} = (\text{individual animal value for trait} \div \text{group average for trait being measured}) \times 100$$

Example: Beef Project – Average Daily Gain

- 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

$$\text{Ratio} = 2.85 \text{ ADG} \div 3.05 \text{ ADG}$$

$$\text{Ratio} = .9344 \times 100$$

$$\text{Ratio} = 93.44$$

**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

**Entry Fees**

- \$15.00 per steer
- \$10.00 per Hog, Lamb, & Goat

**Carcass Contest - \$5.00 pre head**

Class Premiums					
1 <sup>st</sup> Place	2 <sup>nd</sup> Place	3 <sup>rd</sup> Place	4 <sup>th</sup> Place	5 <sup>th</sup> Place	All Others
\$15.00	\$13.00	\$11.00	\$9.00	\$7.00	\$5.00