AUGUSTA COUNTY 4-H & FFA
MARKET ANIMAL SHOW & SALE

2027 Market Animal Show Record Book

Species: (circle all that apply) Cattle Hog Lamb Goat

SENIOR RECORD BOOK

(16-19 years-old by Sep. 30, 2027)

Exhibitor Information

Name: _____ **Birthdate:** _____

Parents/Guardians: _____

4-H Club/FFA Chapter: _____ **Club Leader/FFA Advisor**_____

School: _____ **Grade in School** _____

Member Statement:

I hereby certify that I have personally kept records on this project and have personally completed this record book.

4-H / FFA Member's Signature: _____ Date: _____

Record Approval: The 4-H/FFA member has completed this record book to a satisfactory level.

Parent/Guardian Signature: _____ Date: _____

4-H Leader/FFA Advisors Signature: _____ Date:_____

All record books are due by 5 p.m. Friday May 21st, 2027 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 <u>ONE</u> completed record book for each exhibitor.

Project Planning

This page should be completed at the start of your project and shared with your 4-H Leader/FFA Advisor. You should answer in complete sentences and create S.M.A.R.T. goals for full points.

What do you want to learn this year?

_____

_____

What do you hope to accomplish?

_____

_____

What new activities do you want to try this year? (Examples: Contests, Shows, workshops and ext.)

_____

_____

What factors will you consider when selecting your project (breed, age, price, etc….)

_____

_____

Where did you get your project animal(s) from? Reasons for selecting that breeder, farm, or sale?

_____

_____

_____

How much do you expect to spend on your project?

- Purchase price or value of the animal(s) $_____
- Cost of Feed $ _____
- Cost of Supplies $_____
- Other Cost $_____
- **Expected Total Expenses** $_____

How will you pay for your project animal and expenses?_

_____

4-H & FFA Participation/Activities/Educational Events/Awards

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

Number of club meetings held:_____ **Number you attended_____**

Did you hold an officer position in your 4-H or FFA Club? ☐ Yes ☐ No

If Yes, what position did you hold? _____

		Check all that apply				
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

Animal Information

Please complete for ALL of your animals.

MAS Tag #	Species	Breed	Est. Birth Date	Bred & Owned?	Purchase Cost of Animal (for B&O find the fair market value)

Health Treatment Record

This should include a record of any health-related activities

Deworming	Vaccinations	Vitamin Injections
Antibiotic Treatments	Mange/Lice Treatments	Other Health Treatments

Routes of Admininstration: IM = Intramuscular, SQ = Subcutaneous, T = Topical, ID = Intradermal, IN = Intranasal, O = Oral, IV = Intravenous

Make sure you list the products that were given at nominations. These will be listed on the website after nominations. If your animal did not receive vaccinations at nominations, please note that.

Animal ID	Date	Condition Being Treated	Treatment Administered	Withdrawal Time (On Label)
			Product Used: Dose: Route of Administration:	
			Product Used: Dose: Route of Administration:	
			Product Used: Dose: Route of Administration:	
			Product Used: Dose: Route of Administration:	
			Product Used: Dose: Route of Administration:	
			Product Used: Dose: Route of Administration:	
			Product Used: Dose: Route of Administration:	
			Product Used: Dose: Route of Administration:	

I certify that I produced this animal, it was not fed any prohibited feedstuffs and I have listed **ALL** products and treatments they received while in my care.

Youth Signature: _____ Parent/Guardian Signature: _____

How to Calculate Monthly Cost of Feeds

(complete this page for one animal)

Grain

Cost of a bag of grain: $ _____ / _____ lbs in the bag = $ _____ per lb

Amount fed: _____ lbs per day X _____ days (in month) = _____ lbs

Monthly cost of grain: $ _____ X _____ lbs = _____(monthly cost of grain)

(cost per lb grain) X (total amount fed)

Hay

Cost of a bale of hay: $ _____ / _____ lbs per bale = $ _____ per lb

Amount fed: _____ lbs per day X _____ days (in month) = _____ lbs

Monthly cost of hay: $ _____ X _____ lbs = _____(monthly cost of hay)

(cost per lb of hay) X (total amount fed)

Supplements

Cost of package: $ _____ / _____ oz or lbs per container = $ _____ per oz or lb

Amount fed: _____ oz or lbs per day X ____ days (in month) = _____ oz or lbs

Monthly cost of Supplements: $ _____ X _____ oz or lbs = _____(monthly cost of supplement)

(cost per lb of hay) X (total amount fed)

Daily/Monthly Feed Record

Please complete this page for one of your animals. All feed that was fed should be represented here. That includes, but is not limted to: hay, grain, supplements, minerals, etc.). Most feed amounts should be represented in lbs. Hay can be listed as bales.

Feed Types:										
Month (write in)	**Amt. Fed Daily**	**Amt. Fed Monthly**	**Amt. Fed Daily**	**Amt. Fed Monthly**	**Amt. Fed Daily**	**Amt. Fed Monthly**	**Amt. Fed Daily**	**Amt. Fed Monthly**	**Amt. Fed Daily**	**Amt. Fed Monthly**
FEED TOTALS										

Feed Expense Record

Please record all feed purchased for your animals this year. This should include, but is not limited to: grain, hay, supplements, etc. Attach additional pages as necessary.

Date	Type of Feed (grain, hay, pasture, silage, mineral, supplement, etc.)	Amount Purchased (lbs,bales, etc.)	Cost
	TOTALS		

Other Expense Record

Record all non-feed expenses here. These could include, but are not limited to: health costs, equipment, hauling fees, etc. Attach additional pages as necessary.

Date	Item	Item Description (for ex: equipment, health, hauling fees)	Cost
		TOTAL	

MAS Expense Record

Record all Market Animal Show related expenses here. Complete one row for each animal shown at MAS this year. Fees can be found in the back of the book & on the MAS website.

Tag ID	Commission Fee	Check Off Fee	Nomination Fee	Carcass Contest Fee	Total MAS Fees per Animal
				TOTAL	

Income Record

Record all income here. Complete one row for each animal shown at MAS this year. Premium amounts can be found in the back of the book.

Tag ID	Final Weight	Price per Pound	Premiums	Other Income (add-on's, etc.)	Total Income per Animal
				TOTAL	

Project Financial Summary

Project Financial Summary	
Income	
Total Income from Income Record	**$**
Any additional miscellaneous income	**$**
Total Income	**$**
Expenses	
Purchase price of animals at beginning of project	**$**
Feed Expenses	**$**
Other Expenses	**$**
MAS-related Expenses	**$**
Total Expenses	**$**
Total Income - Total Expenses	**$**

Questions

1. Did you earn a profit or take a loss?

2. If you earned a profit, what will you do with the money?

3. What is the current market value of your animal(s)? Please list the market price/lb for each of your animals below (the VDACS website is a good resource for this). How does that compare to the price/lb you received at the sale?

Live Animal Data

Pick two of your market animals and fully complete the table for those animals.

Live Animal Data							
Animal ID	**A** **Ending Weight**	**B** **Beginning Weight**	**C** **Total Pounds Gained** *(A— B = C)*	**D** **Total Days on Feed**	**Average Daily Gain** *(C ÷ D)*	**E** **Total Pounds of Feed the animal ate**	**Feed Efficiency (Conversion)** *(E ÷ C)*

Livestock Marketing

List five potential buyers you visited or sent letters to.

Please attach one copy of your buyer letter.

1	Name of Business or Buyer: _____ Letter sent? No Date: _____ Visited? No Date: _____
2	Name of Business or Buyer: _____ Letter sent? No Date: _____ Visited? No Date: _____
3	Name of Business or Buyer: _____ Letter sent? No Date: _____ Visited? No Date: _____
4	Name of Business or Buyer: _____ Letter sent? No Date: _____ Visited? No Date: _____
5	Name of Business or Buyer: _____ Letter sent? No Date: _____ Visited? No Date: _____

Buyer Information

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

Please attach one copy of a thank you card that you sent to a buyer.

Buyer	Tag Number & Species	Date Thank You Letter was Sent

Project Reflection

Directions: To receive the most points, answers should be well thought-out with complete sentences and correct grammar.

1.) Share an example of when something went wrong (like broken equipment, sick animal, etc.) during this year's livestock project. How did you solve the problem?

2.) What did you feed your animals this year and why?

3.) Think about one of your animals this year. What is one thing you'd change about that animal to make it more competitive and why?

4.) What is the definition of "breakeven price"? What can you do to help improve your breakeven price?

5.) What is one life skill you learned from this year's project and how will that skill help you in the future?

6.) Name one person who positively impacted your livestock project this year. This person could be a parent/guardian, teacher, club leader, fellow exhibitor, etc. How did they help you and why are you thankful for them? (Also, take time to write them a thank you note. It won't get you extra points here, but they will surely appreciate it.)

7.) How has your time in FFA and/or 4-H impacted your life? What have you learned, what opportunities have you had, and how will this help you in the future?

8.) Imagine you are speaking with someone who knows nothing about livestock or agriculture. What would you want them to know about agriculture, the livestock industry, and/or 4-H and FFA?

Project Photos

Please include at least two photos.

Record Book Rubric - Senior

Total Amount you can receive	Description	Total points awarded
10 points	This year's project goals (To receive full points, you must have complete sentences)	
10 points	Activities Page (To receive full points, you must list 6 things)	
10 points	Animal Information	
10 points	Health Records	
10 points	How to Calculate Monthly Cost of Feed	
10 points	Daily/Monthly Feed Records	
10 points	Income/ Expenses	
15 points	Project Financial Summary	
15 points	Live Animal Data	
10 points	Livestock Marketing **(to get full points please attach ONE copy of your buyers' letter and ONE thank you note)** Buyer Information	
25 points	Project Reflection (To receive the most points, answers should be well thought-out with complete sentences and correct grammar)	
10 points	Project photos (To receive full points you must have at least two pictures)	
5 points	Overall Neatness and Organization	
TOTAL POINTS		

Awards		
Blue	**150-140 points**	
Red	**139-130 points**	
White	**129-120 points**	
Participation	**119-75 points**	
Incomplete	**74-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

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

ADG = (120-75) = 45

ADG = 45lbs. gained/60 days on feed

ADG = 0.75lbs per day

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

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

FC = 150lbs of feed eaten / 50lbs gained

FC = 3lbs of feed for each pound gained

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)
- The pig gained 200lbs

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

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

Example: Market Lamb Project

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

Break Even Costs = $693.00/125lbs

Break Even Costs = $5.54 per lb

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%

Example: Market Hog Project

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

ECW = 265 X 70%

ECW = 265 X .70

ECW = 185.50lbs

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

• 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

Ratio = 2.85 ADG ÷ 3.05 ADG

Ratio = .9344 x 100

Ratio = 93.44

Sale Commission Fee – All Species $5.00

Promotion & Research (Check Off's)

- **$1.00 Steers – Beef Check Off**
- **Lamb – check sale info**
- **$0.004 X gross weight of Hog**

Entry Fees

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

Carcass Contest - $10.00 per head

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