

Gladwin County 4-H

(Name)

(4-H Club)

Beef Market Records

Junior Book (Ages 12-15)

Date: _____

Is this your first year in the beef project?

☐

Yes

☐

No

If no, how many years have you been in the project?

Why do we 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, 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.

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: _____

I, the parent/guardian, certify that my child 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 Signature: _____

***Records start with possession of your animals and
end with fair week estimates***

Your 4-H Story

Tell us your 4-H story! How long have you been in 4-H? What clubs have you been a part of? Besides fair, what other programs (local and statewide) have you attended? What is your favorite part of 4-H?

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4-H Information

Keep track of your club meetings and county wide events you have participated in.
Put a check mark in the appropriate month.

Description	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Club Meetings (list)												
General Meetings (list)												
County Events: (list)												
State Events: (list)												
Community Service: (list)												
Committees: (list)												
Other: (list)												

Examples: Shows, Clinics, Workshops, etc.

Sheep Project Information

Steer

Animal Name: _____

Breed: _____

Animal Identification (farm tag/fair tag/etc.):

Animal Birthdate: _____

Please select one:

☐

Purchased my project animal

☐

Project animal bred & owned on family farm

Est. Beginning Value of Steer: _____

Prospect

Animal Name: _____

Breed: _____

Animal Identification (farm tag/fair tag/etc.):

Animal Birthdate: _____

Please select one:

☐

Purchased my project animal

☐

Project animal bred & owned on family farm

Est. Beginning Value of Prospect: _____

Project Goals

Date Page Completed (before fair): _____

Please list three goals you would like to accomplish this year with your sheep project.

1

2

3

Marketing Your Beef Project

The sale price for most animals at the auction reflects the amount of effort put into marketing your project animal(s). Contacting potential buyers before the sale is essential to making the most out of your livestock project.

Activity:

Create a buyer letter and include a copy in your record book with the name and address of the potential buyer you sent it to. Please use proper business letter format (can be typed, but require a signature).

Tips

Introduction

- Use a proper business heading including the date and name of business or person
- Include info about yourself (club, age, grade, etc.)
- Introduce what you've learned through your project

Body

- Talk about your project (name, species, breed)
- Talk about how you have worked with your animal/things you've learned
- Talk about how you have raised your project animals and where you got them from

Closing

- Add necessary information about location/dates/times of the fair and the auction
- Inform the potential buyer where they go to register as a buyer
- Use a professional signature line, such as "sincerely," and include your name (not typed) legibly below

Key Points

- Consider including a picture of you and your project in the letter
- Personalize the letter to each buyer. Do not use broad phrases such as "Dear Buyer"
- Express gratitude to your potential buyers and be sincere
- Don't forget to write a thank you not to your buyers after auction!

Buyer Letter Delivery Chart

Please list all of the places that you sent or delivered your buyer letters to. Fill out the date they were sent or delivered and whether or not you greeted the potential buyers in person.

Business Name:

Date:

Delivery Method:

[illegible]

Monthly Feed Record Worksheet

Feed Types*	Amount		Cost	Amount		Cost	Amount		Cost	Amount		Cost	Total Monthly Cost
September													
October													
November													
December													
January													
February													
March													
April													
May													
June													
July													
August													
Totals			\$			\$						\$	\$
Note: RECORD FEED AS IT IS FED TO YOUR ANIMAL. *Type of feed should be expressed in appropriate forms of measurement and include Grains, Supplements, mixes, hay, ect. Please estimate the value of homegrown feed.													
Number of animals reflected in this Chart: _____												Cost Per Animal: _____	
Calculation: Total Feed Cost ÷ Number of Animals = Total Cost Per Animal													

Nutrition

Select one nutrient in your project animal's feed and explain why it's important for your animal's health.

Attach one of your animal's
feed tag/labels here

Non-Feed Expense Worksheet Year: _____

Expense Categories	Veterinary Charges	Medication / Parasite control	Bedding	Registration / association Fees (Specify)	Show Fees and Expenses	Clipping/ Shearing and hoof care Expenses	Breeding Expenses	Other Expenses (specify)	Monthly Total
September									\$
October									\$
November									\$
December									\$
January									\$
February									\$
March									\$
April									\$
May									\$
June									\$
July									\$
August									\$
Totals									Total Expenses \$

Number of animals reflected on this chart: _____

Total Expense per animal: _____

Calculation: Total Expenses ÷ Number of Animals = Total Expense Per Animal

Weight Record

It's recommended that you weigh your animals at least once each more or more as appropriate for your species. Use the charts below to log your project's weight(s). The last weigh-in on the chart should be the final weight of your animal as recorded by the fair.

Steer

[illegible]

Prospect

[illegible]

Expense Summary

Let's calculate the expenses for **one** of your animals! Expenses calculated here occurred between the following dates: (start date) _____ and (end date) _____.

Purchase Price of Beef Project: _____

Total Feed and Supplement Cost: _____
(Found on the monthly feed record sheet)

Total Expenses other than Feed: _____
(Found on the monthly non-feed record sheet)

Add purchase price, feed expenses, and non-feed expenses to get your total expenses: _____

Activity: Let's calculate the price per pound needed to cover your expenses!

_____ ÷ _____ = _____ per pound
(total expenses) (weight)

In what ways could you reduce your expenses to help next years project become more profitable?

Calculations

Please fill out for one steer/prospect.

Rate of Gain:

$$\begin{array}{rcccl} \underline{\hspace{2cm}} & - & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Current Weight} & & \text{Beginning Weight} & & \text{Total Weight Gained} \\ \\ \underline{\hspace{2cm}} & / & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Total Weight} & & \text{Total Days in} & & \text{Daily Rate of} \\ \text{Gained} & & \text{Feeding Period} & & \text{Gain (R.O.G)} \end{array}$$

Projected Weight:

$$\begin{array}{rcccl} (\underline{\hspace{2cm}} \times \underline{\hspace{2cm}}) & + & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Days} & & \text{Daily} & & \\ \text{Left} & & \text{R.O.G} & & \text{Projected} \\ & & & & \text{Weight} \end{array}$$

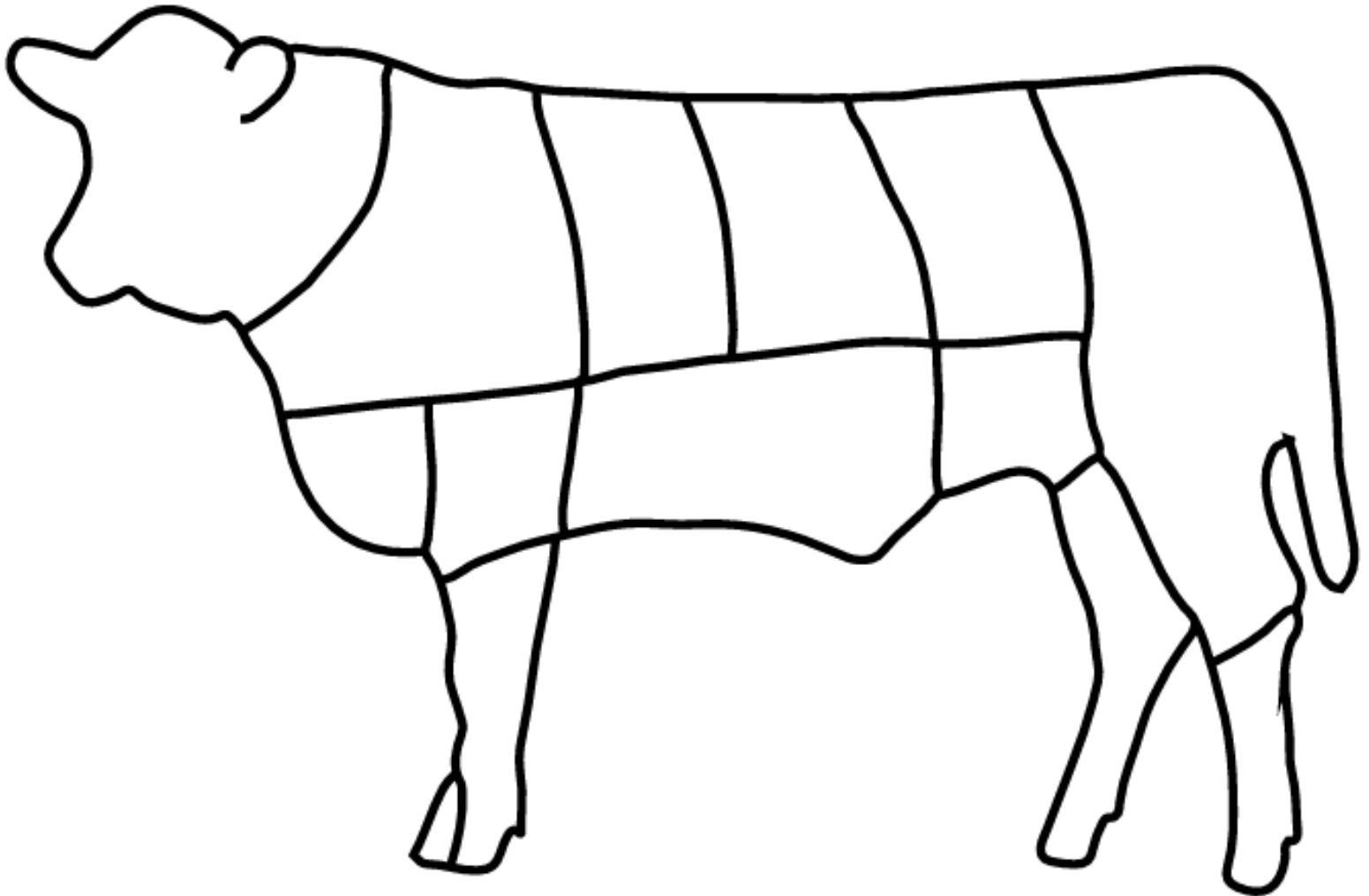
Projected Income:

$$\begin{array}{rcccl} \underline{\hspace{2cm}} & \times & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Current Weight} & & \text{Market Price/lb} & & \text{Gross Income} \\ \\ \underline{\hspace{2cm}} & - & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Gross Income} & & \text{Expenses} & & \text{Net Income} \end{array}$$

How does the Gladwin County Fair Youth Auction differ from typical market livestock auctions? Why do we typically earn well above market price per lb?

Parts of a Steer

It's important to know the basic parts of the market animal that you will be selling, and in the case of a showmanship tie, a judge may ask you to point out some of these parts! Using the diagram below, label the following parts of the steer:



Chuck

Round

Foreshank

Short Loin

Rib

Sirloin

Brisket

Short Plate

Flank

Showmanship Questions

List 3 qualities of an effective showperson:

1) _____

2) _____

3) _____

List 3 qualities of an ineffective showperson:

1) _____

2) _____

3) _____

What breed of beef did you select for this years project(s) and why? _____

How did you prepare you beef project(s) for the show arena? What went into working with your animals? _____

How did you select this particular beef for this years project? _____

Who has influenced you the most this year in this project and why? _____

Conclusion

At the beginning of the book, you were asked to list 3 goals you would like to accomplish with your project. Now, reflect on those. Did you accomplish your goals? What would you change for next years project?

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Conclusion

What is one thing you've learned while completing your project this year?

What is one good practice you will continue doing in following years?

If it's not your first year in the project, how did this years outcome compare to previous years?

What is one piece of advice you'd give someone who may want to start in this project area?

Photos!

This is your chance to showcase your project! At the very minimum, please include a photo from the beginning of the project at the end of the project. Ultimately, those with the highest scoring books will take the most time with these pages--- make them into a scrapbook or a journal! Let your creativity shine! Attach as many additional pages as you need.