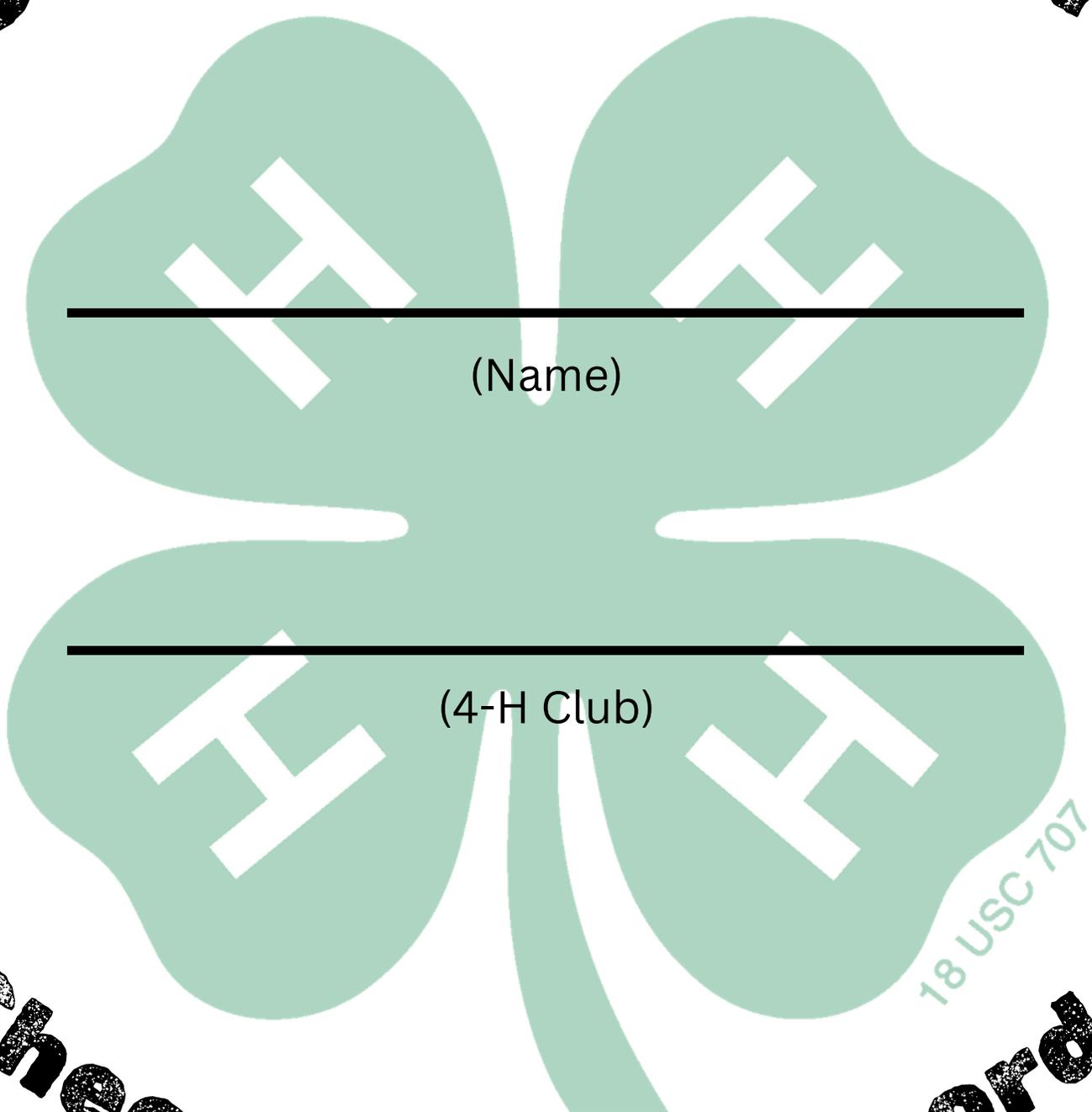


# Gladwin County 4-H



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(Name)

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(4-H Club)

18 USC 707

# Sheep Market Records

Senior Book (Ages 16-19)

Date: \_\_\_\_\_

Is this your first year in the sheep 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\***



# 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

## Sheep #1

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 Swine #1:  
\_\_\_\_\_

## Sheep #2

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 Swine #2:  
\_\_\_\_\_

**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 Sheep 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

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### 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!



# Monthly Feed Record Worksheet

Feed Types*	Amount		Cost		Amount		Cost		Total Monthly Cost
	Amount	Cost	Amount	Cost	Amount	Cost	Amount	Cost	
September									
October									
November									
December									
January									
February									
March									
April									
May									
June									
July									
August									
<b>Totals</b>		\$		\$		\$		\$	

**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.

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

# Non-Feed Expense Worksheet Year: \_\_\_\_\_

<b>Expense Categories</b>	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)	<b>Monthly Total</b>
September									\$
October									\$
November									\$
December									\$
January									\$
February									\$
March									\$
April									\$
May									\$
June									\$
July									\$
August									\$
<b>Totals</b>									<b>Total Expenses \$</b>

Number of animals reflected on this chart: \_\_\_\_\_

Total Expense per animal: \_\_\_\_\_

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



# 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 (1) Sheep: \_\_\_\_\_

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!

$$\frac{\text{_____}}{\text{(total expenses)}} \div \frac{\text{_____}}{\text{(weight)}} = \text{_____ per pound}$$

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

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# Calculations

Please fill out for one sheep. If you choose to do your other sheep project, please attach additional sheets.

## Rate of Gain:

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

## Projected Weight:

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

## Projected Income:

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

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?

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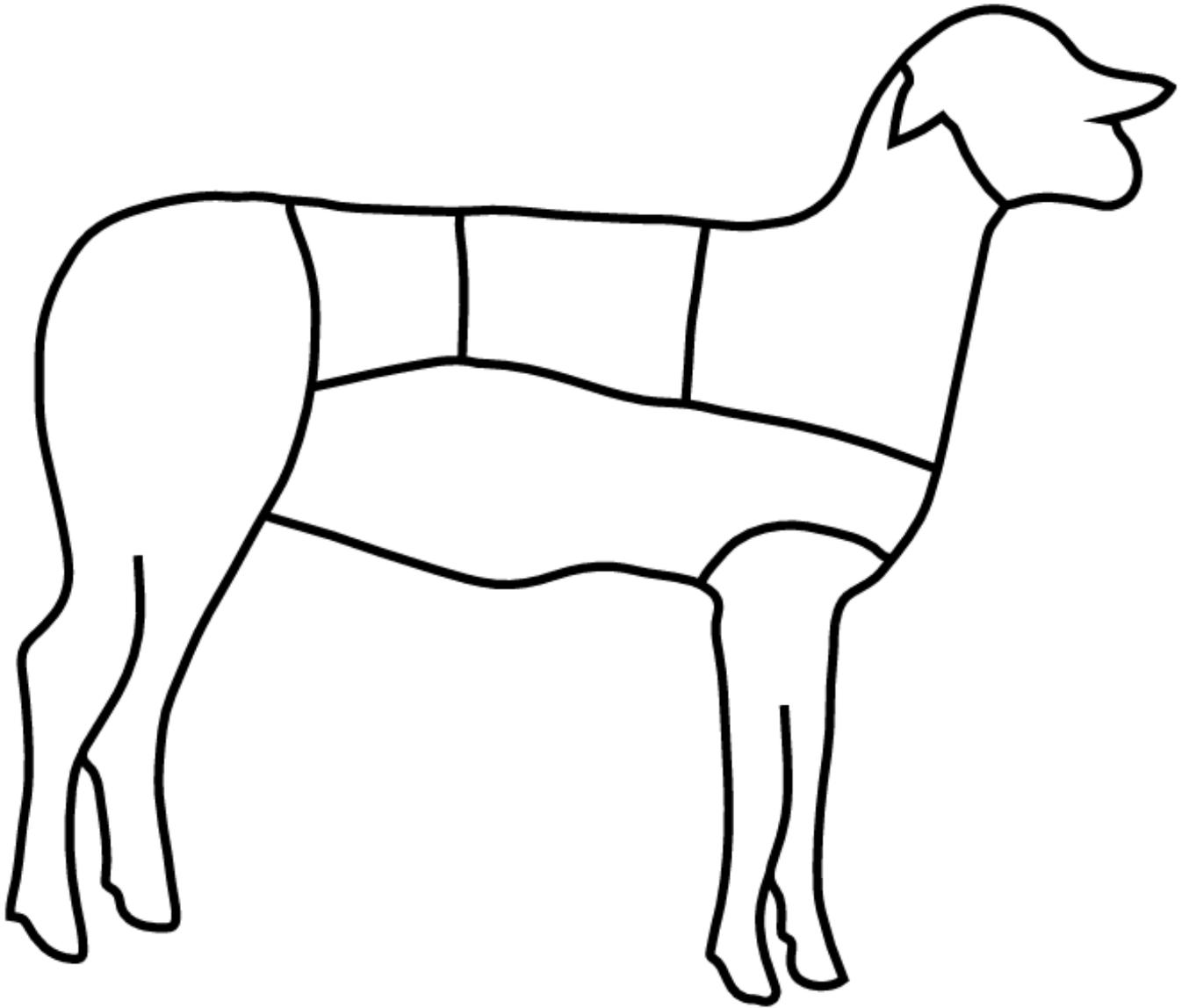
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# Parts of a Sheep

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 lamb:



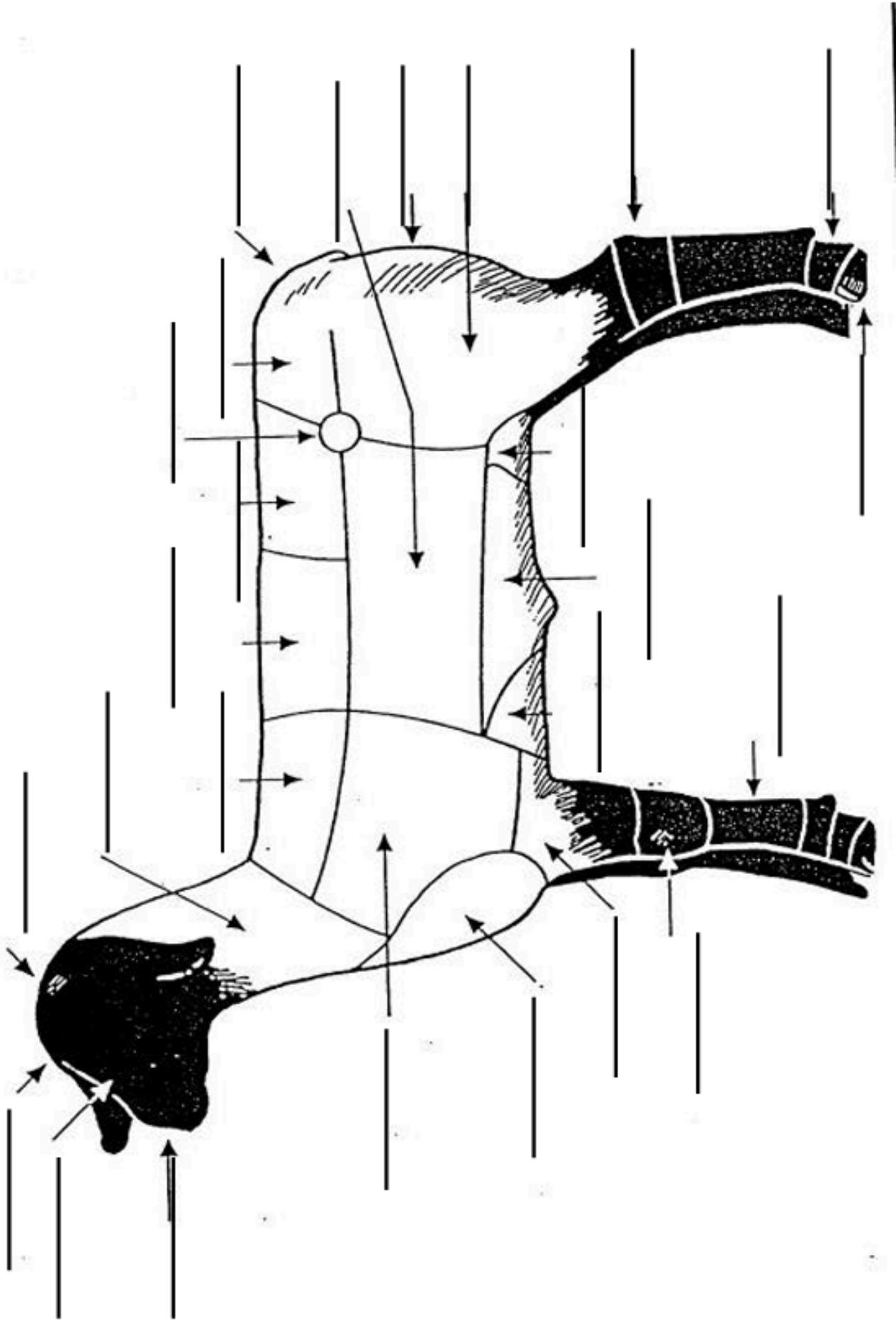
**Leg**

**Loin**

**Rack**

**Breast**

**Shoulder**



**Body Parts:** Write in the name of each body part on the line. Please write legible and use correct names of parts.

**Diseases: List 5 diseases and the signs and symptoms of each**

Name of Disease:

Signs and symptoms:

- |    |       |       |
|----|-------|-------|
| 1. | _____ | _____ |
| 2. | _____ | _____ |
| 3. | _____ | _____ |
| 4. | _____ | _____ |
| 5. | _____ | _____ |

**By-Products: List 5 by-products and where they come from**

By-Product:

Source:

- |    |       |       |
|----|-------|-------|
| 1. | _____ | _____ |
| 2. | _____ | _____ |
| 3. | _____ | _____ |
| 4. | _____ | _____ |
| 5. | _____ | _____ |

**Retail Cuts: List 6 retail cuts and where they come from**

Retail Cut:

Source:

- |    |       |       |
|----|-------|-------|
| 1. | _____ | _____ |
| 2. | _____ | _____ |
| 3. | _____ | _____ |
| 4. | _____ | _____ |
| 5. | _____ | _____ |
| 6. | _____ | _____ |

**Breeds: List 5 Breeds and where they originated from**

Breed:

Originated from:

- |    |       |       |
|----|-------|-------|
| 1. | _____ | _____ |
| 2. | _____ | _____ |
| 3. | _____ | _____ |
| 4. | _____ | _____ |
| 5. | _____ | _____ |

# 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 sheep did you select for this years project(s) and why? \_\_\_\_\_

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

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How did you select this particular sheep for this years project? \_\_\_\_\_

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

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# Conclusion

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

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

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

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

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# 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.