

Jefferson County Meat Animal Project Market Animal Record Book

Date Received (For Office Use)

Your Animal's Photo Here

4-H Club or FFA Chapter: _____

Name: _____

Address: _____

Grade: _____ Years in MAP (including this year) _____

BEEF SHEEP SWINE DNA ID Weigh-In

Premise ID: _____

Member Statement:

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

4-H Member's Signature _____ Date: _____

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

Parent/Guardian Signature: _____

MAP Record Book Expectations, Rules and Guidelines:

There is one record book used for beef, sheep and swine. As you complete your record book please make sure that your information reflects your project.

This record book is designed to be a tool for you to work on building skills within your project. The purpose is to help you keep records throughout the process.

- If you identified (tagged/DNA'd) an animal (beef, sheep and swine), you must turn in a record book.
- If you do not show and/or sell an animal at the fair, you must still turn in a Record Book to participate in the MAP project and sale in the following year.
- Record books must be turned in complete. If your record book is deemed incomplete, the MAP Committee will review your record book as a committee. Members who turn in record books that are incomplete will sell at the END OF THE SALE. Examples of incomplete record books may include but are not limited to:
 - a. Must contain all required signatures.
 - b. All information must be completed.
 - c. Written information must legible.
 - d. If you score a 15 or under, your record book will be considered incomplete and reviewed by the committee as a whole.
- Do not add to this book (pictures, news clippings, brochures, etc.). The MAP Record Book should include only the pages provided.
- Do not use page protectors.
- Do not place this Record Book in a binder or any type of cover; the Record Book should be turned in stapled in the left hand corner.
- If you weighed in more than one animal, or more than one species, this Record Book should reflect the expenses and income of the animal sold at the MAP sale.
 - If you participated in more than one species, you only need to complete a record book for the animal that went through the sale.
 - If you did not sell an animal in the sale, you must still complete a record book. Please complete a record book for an animal that you weighed in.
- Your MAP Record Book must be turned in by September 6, 2019.
- Please use the checklist at the back of the book to assist you in completing your record book. Reminder: All sections must be filled out, including signatures. **If any sections are incomplete or signatures are missing, the book will be considered incomplete.**

Record Books for 2018-19 are due September 6, 2019 by 4:00 pm

Project Goals & Planning

Your goal statements reflect something you aim to accomplish within your Meat Animal Project. You may look at the whole project when considering goals; work to write goals that look at the industry and the product you are looking to produce.

Your goals should reflect something you want to accomplish or learn about. Without goals, it is almost impossible to move forward. Your goals can help measure your increased knowledge and skills about the Meat Animal industry.

How to Write a Goal:

Goals have four parts that can be measured or checked:

- 1) **the action:** how you are going to do it;
- 2) **the result:** what you will do;
- 3) **the timetable:** when you plan to have it done;
- 4) **The reason:** why you want to accomplish this goal or what do you want to learn.

For example, "I will train my 4-H market animal to lead before the initial weigh-in for ease of loading and to present my animal in the best condition for county fair."

- 1) "I will train" is the **action** portion of the goal.
- 2) The **result** - "my 4-H market animal to lead,"
- 3) "before weigh-in and county fair" defines the **timetable**.
- 4) The **reason** - "for the ease of loading..."

When writing goals it is also important to analyze the various resources that will be necessary to complete those goals. That is why we ask you to complete a goal table. The goal table allows you to have your goal on one side so that you can easily analyze it to see what you will need to complete that goal. Please see the below goal table for an example.

| My goals for this year: | What I need to do to reach this goal: |
|--|---|
| I will train my 4-H market animal to lead before the initial weigh-in, for ease of load and to present my animal in the best condition for county fair | <ul style="list-style-type: none">- A halter- A parent to help me catch my animal at first.- Watch videos on the best practices to halter break my animal.- Attend showmanship workshops to get techniques from professionals. |

Project Goals & Planning (continued)

Please list at least two goals for your project this year. (Refer to previous page for an example of how to complete the goal table.)

| My goals for this year: | What I need to accomplish these goals: |
|-------------------------|--|
| | |
| | |
| | |

Where will you get your project (bred & owned, breeder)? What factors will you consider when selecting your project (breed, age, price, etc.)?

Please list three potential buyers you plan to approach this year:

1. _____
2. _____
3. _____

Please in a few sentences describe how you plan to approach these buyers:

Project Budgeting

****This page is required for Senior members (grades 9-12). Junior members (grades 3-8) are not required to complete this page.** Senior members are expected to fill out this page AT BEGINNING of project.**

| INCOME (ESTIMATED) | |
|---|-------------|
| MAP Sale Animal Value | |
| Premiums/Awards | |
| Other | |
| Total Income | |
| EXPENSES (ESTIMATED) | |
| Purchase Price of Animal | |
| Feed | |
| | Grain |
| | Hay |
| | Supplements |
| Health Care/Veterinary | |
| Equipment (e.g. feeders, gates, pens) | |
| Grooming Supplies (e.g. clippers, soap) | |
| Fair Entry Fees | |
| Hauling/Transportation | |
| Advertising | |
| Other | |
| Total Expenses | |
| Estimated Profit or Loss (Total Income - Total Expenses) | |

Market Animal Value

Please complete the MAP Project Beginning Animal Inventory for all animals that you weigh-in or identify with WLIC. Estimate the beginning weight if you chose the DNA option.

| MAP Project Beginning Animal Inventory | | | | | | |
|--|----------------------------------|-----|---------------|-----------|-----------------------|------------------------------------|
| Identification of the Animal | | | Date Obtained | | Beginning Information | |
| Animal ID | Description (breed, color, etc.) | Sex | Raised (Born) | Purchased | Starting Weight | Animal Value or Purchase Price (B) |
| | | | | | | |
| | | | | | | |
| | | | | | | |

Please only complete the MAP Sale Animal Results for the animal you sold in the MAP Sale. Note: If you did not sell in the sale, please complete by using one of the animals.

| MAP Sale Animal Results | | | | | |
|-------------------------|--------------|--------------|----------------|-------------------------|----------------------------|
| Animal ID | Final Weight | Market Price | MAP Sale Price | Ending Market Value (A) | Ending Value from Sale (E) |
| | | | | | |

Equations:

Ending Market Value=Final Weight X Market Price.

Ending MAP Value from Sale= Final Weight X MAP Sale Price.

*****Market price per pound value can be obtained in the sale program or on the MAP website*****

Market Animal Care and Management

Your Market Animal requires regular care. Please list the necessary things you did to care for your animal. Some examples include: feeding, grooming, cleaning pens, etc.

| Daily |
|---------|
| |
| Weekly |
| |
| Monthly |
| |

Market Animal Health and Treatment Record

Please record any treatments that are administered to your animal. Treatments include deworming, vaccinations, vitamin injections, antibiotic treatments, mange/lice treatments and other health treatments. **If you did administer health treatments to your animal please complete the below table.**

Also please record any health checkups on this sheet as well.

Please note if you did not administer any health treatments to you animal(s) please check the box below.

I did not administer any health treatments to my animal(s):

| Date | Description | Cost \$ |
|------------------------------|--|----------------|
| <i>Example: July 1st</i> | <i>Health Papers for the County Fair</i> | <i>\$25.00</i> |

| | | |
|--|--|----|
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| Total Health Care Expenses (<i>If any</i>) | | \$ |

Calculate Monthly Costs of Feed

This page provides you with the formula and practice on calculating how much you spend per month on feed. This information is needed to complete page 10.

Grain

$$\frac{\$ \text{ cost of a bag of grain}}{\text{lbs in the bag}} = \frac{\$ \text{ cost per lb}}{\text{cost per lb}}$$

$$\text{lbs of feed fed per day} \times \text{days in the month} = \text{lbs of feed fed per month}$$

$$\frac{\$ \text{ cost per lb}}{\text{cost per lb}} \times \text{lbs of feed fed per month} = \frac{\$ \text{ monthly grain cost}}{\text{monthly grain cost}}$$

Hay (please base off of a 36 lb square bale for a guideline)

$$\frac{\$ \text{ cost of a bale of hay}}{\text{lbs per bale}} = \frac{\$ \text{ cost per lb}}{\text{cost per lb}}$$

$$\text{lbs of hay fed per day} \times \text{days in the month} = \text{lbs of hay fed per month}$$

$$\frac{\$ \text{ cost per lb}}{\text{cost per lb}} \times \text{lbs of hay fed per month} = \frac{\$ \text{ monthly hay cost}}{\text{monthly hay cost}}$$

Supplements (examples include Paylean, minerals, rolled oats, etc.)

$$\frac{\$ \text{ cost of package}}{\text{oz or lb in container}} = \frac{\$ \text{ cost per oz or lb}}{\text{cost per oz or lb}}$$

$$\text{oz or lb fed per day} \times \text{days in the month} = \text{oz or lb fed per month}$$

$$\frac{\$ \text{ cost per oz or lb}}{\text{cost per oz or lb}} \times \text{oz or lb fed per month} = \frac{\$ \text{ monthly supplement cost}}{\text{monthly supplement cost}}$$

Transfer monthly cost and amount fed to corresponding columns on page 10 for each month you fed your project.

Total Monthly Market Animal Feed Record (Use the month that matches your species)

| Feed Types* | (E.g. Grain) | | (E.g. Hay) | | (E.g. Supplements) | | Totals | |
|---------------|--------------|------|------------|------|--------------------|------|--------------|------------|
| | lbs. | cost | lbs. | cost | lbs. | cost | Monthly lbs. | Total Cost |
| SEPT | | | | | | | | |
| OCT | | | | | | | | |
| NOV | | | | | | | | |
| DEC | | | | | | | | |
| JAN | | | | | | | | |
| FEB | | | | | | | | |
| MARCH | | | | | | | | |
| APRIL | | | | | | | | |
| MAY | | | | | | | | |
| JUNE | | | | | | | | |
| JULY | | | | | | | | |
| TOTALS | | \$ | | \$ | | \$ | | \$ |

If you have more than one animal...

When completing this page of the record book if the feed amounts indicated are fed to multiple animals, (For example: If you are buying feed for three steers and not individually feeding those animals.) take the total amounts and divide by the number of animals you are feeding.

Number of animals you are feeding:

Total monthly lbs. for one animal:

Total Cost for one animal:

If your sheet only indicates one animal ignore this column.

NOTE: RECORD FEED AS IT IS FED TO YOUR ANIMAL.

- *Type of feed should be expressed in pounds and include grains, supplements, mixes, hay, silage, etc.
- The estimated value of homegrown feed needs to be included.

Other Expenses: (other than feed and health)

| Item | Date | Cost |
|---|------|------|
| Equipment (i.e. feeders, gates, pens) | | |
| Bedding | | |
| Grooming Supplies (i.e. clippers, soap) | | |
| Fair Entry Fees | | |
| Trucking Fees | | |
| Insurance | | |
| Merchandising/Advertising | | |
| Other | | |
| Total Cost | | |

Total Expenses:

Total Health Expenses: \$_____

(Total Health Expenses is from page 8)

Total Feed Expenses: \$_____

(Total Feed Expenses is from page 10)

Total Other Expenses: \$_____

(Total Other Expenses is from page 11)

Total Expenses (C): \$_____

(Feed + Health + Other = Total Expenses)

Financial Summary (fill out BOTH sections below on the individual animal sold)

A. Market Animal Value

This is the amount of money you would receive if you WERE NOT part of the MAP sale (selling to Equity, slaughter house, private sale, etc.)

Market Value

Market Value _____
(page 6 - Letter A)

Expenses

Cost of your project animal _____
(page 6 - Letter B)

Total Expenses _____
(page 11 - Letter C)

Market Sale Profit or Loss (A - (B + C)) = _____
(Market Value - Total Expense)

B. MAP Sale Animal Value

This is the amount of money you made or lost after your participation in the MAP sale.

MAP Sale and Fair Premium Income

Market Value (above) - Letter A _____

Over Market Bonus at MAP Sale (E-A x ___ lbs) _____
(price per pound at MAP sale - per pound value at fair) x weight at fair

Fair premiums won _____

Other _____

Total Income = _____

Total Expenses (above) - Letter C _____

MAP Sale Profit or Loss _____
(Total Income - Total Expenses)

Market Animal Production Record

| Live Animal Data | | | | | | | | | |
|------------------|--------------------|-----------------------|--|-------------------------|--------------------------------------|---------------------------|--|--|--|
| Animal ID | A Ending Weight | B Beginning Weight | C Total Pounds Gained <i>(A - B = C)</i> | D Total Days on Feed | Average Daily Gain <i>(C ÷ D)</i> | E Total Pounds of Feed | Feed Efficiency (Conversion) <i>(E ÷ C)</i> | Cost per Pound of Gain <i>(Total expenses ÷ Lbs gained)</i> | Break Even Price <i>(Total Expenses ÷ Finished Weight of Animals)</i> |
| | | | | | | | | | |

| Carcass Data | | | | | | | |
|---|----------------|---------------|---|------------------------------|--|-------------|------|
| ** Please complete this section if your animal's carcass was evaluated. Fill in areas where you received data** | | | | | | | |
| Animal ID | Carcass Weight | Quality Grade | Dressing % <i>(Carcass wt ÷ Live wt)</i> | Fat Depth <i>(inches)</i> | Rib-eye Area (REA) <i>(square inches)</i> | Yield Grade | %KPH |
| | | | | | | | |

Average Daily Gain—this is the average amount of weight your project animal will put on each day. It is calculated by subtracting the beginning weight from the ending weight and divide by the number of days the animal has been on feed.

Feed Efficiency—the measure of how well an animal converts the nutrients in the feed they eat into muscle & fat.

Cost per pound of Gain - This is calculated by adding up all the cost associated with raising an animal (feed, equipment, health care etc.), then divide by the total pounds gained.

Dressing Percent—dressing percentage is calculated by dividing the carcass weight by the live weight of the animal, and expressing it as a percentage. This figure represents the meat and skeletal portion of an animal relative to its live weight. The industry is interested in the dressing percentage because it establishes the weight upon which payment is calculated for animals sold on a live weight basis. Dressing percentages are highly variable because they are influenced by factors such as live weight, fat level, age, sex, diet, breed, distance trucked and the type of market where cattle are sold.

Project Reflection

Please respond to the following questions (additional pages can be added).

Remember a MAP project takes place throughout an entire year, not just your county fair exhibit. Answer the questions below to tell us more about your MAP project year.

1. What did you learn in the project this year?

2. Review your goals on page 4. Which goals did you accomplish? How?

3. How well did your strategy work for approaching your buyers? Would you change it?

4. List one thing that went well with your project. Explain.

5. What is one challenge you faced with your project this year?

Pages of this record book have been adapted from:

Virginia Cooperative Extension (*Junior and Senior Market Beef Project*)

<http://ext.vt.edu/4h-youth/youth-livestock/record-books-index.html>

Michigan State University Extension (*4-H Market Animal Project Record Books*)

http://msue.anr.msu.edu/resources/4_h_market_animal_record_book

Record Book Completion Checklist

Please use this checklist as you complete your record book. After you complete the record book, please have your parent/guardian review your book utilizing this checklist to make sure you haven't forgotten anything. Please make sure both the youth and parent/guardian columns are completed when your record book is handed in.

| Youth | Parent/Guardian | Committee | Rank | Evaluated Upon |
|-------|-----------------|-----------|------|--|
| | | | | Page 1: Photo attached |
| | | | | Page 1: All boxes completed |
| | | | | Page 1: Youth signature |
| | | | | Page 1: Parent/Guardian signature |
| | | | | Page 2: I have read and understand this page. |
| | | | | Page 3: I have reviewed and understand how to write goals |
| | | | | Page 4: Two goals are listed |
| | | | | Page 4: Three potential buyers are listed |
| | | | | Page 5: <i>Only</i> Senior members completed in full AT BEGINNING of project |
| | | | | Page 6: Completed in full |
| | | | | Page 7: Completed in full |
| | | | | Page 8: Animal health & treatments are recorded |
| | | | | Page 9: Numbers are consistent; filled out completely |
| | | | | Page 10: Completed for every month I had my project. |
| | | | | Page 11: Completed in full |
| | | | | Page 12: Completed in full |
| | | | | Page 13: Completed in full |
| | | | | Page 14: Answers to every question |