



# West Virginia 4-H Market Livestock Intermediate Record Guide – Ages 11-13

Name: \_\_\_\_\_ Age (as of Jan. 1): \_\_\_\_\_

Club Name: \_\_\_\_\_

Project Leader/Helper: \_\_\_\_\_

Submit one completed record guide for each market animal species (e.g. one for market lamb, one for market goat, etc.). If you have multiple market animals that are the same species, complete one record guide and include all of the information for all the animals in that species (e.g., two market lambs in one record guide).

Project:    \_\_\_ Market Beef            \_\_\_ Market Lamb            \_\_\_ Market Hog  
              \_\_\_ Feeder Calf            \_\_\_ Market Goat            \_\_\_ Market Poultry  
              \_\_\_ Market Rabbit        Other \_\_\_\_\_

Is this your first year in this project?    \_\_\_ Yes    \_\_\_ No

If no, how many years have you been doing this project? \_\_\_\_\_

Date Animal Husbandry and Quality Assurance training completed: \_\_\_\_\_

**Please include a copy of your Animal Husbandry and Quality Assurance training certificate with your livestock project records. You only need to include one copy if you have more than one livestock project.**

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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 guide. I am aware that this record book may be on display and thus all content will be appropriate for all audiences.

Youth Signature: \_\_\_\_\_ Date: \_\_\_\_\_

I, the parent/guardian, certify that my son/daughter has completed this project and record guide and will comply with all rules and regulations. I give permission for this record book to be displayed and will ensure that all content is appropriate for all audiences.

Parent/Guardian Signature: \_\_\_\_\_ Date: \_\_\_\_\_

*Check with your local WVU Extension office to determine when your record book needs to be submitted and any additional guidelines or rules for completion.*

**RECORDS START WITH POSSESSION OF YOUR PROJECT ANIMAL(S)**

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# Market Animal Project Score Sheet

If you are taking this project without an animal, check with your Extension agent for approval. It is suggested that the self-determined project be used with the National 4-H Curriculum project book as a resource for the desired species. Consult with your Extension agent to plan your project work.

If you elect to do additional “More Challenges” activities in your project book (National 4-H Curriculum), please check the seven activities you want to be graded on. Record in a notebook the what, when, where and how you accomplished each selected “More Challenges” activity. Include your notebook with your project book for grading.

Project Book	Possible	Points
Complete seven activities in the <i>Achievement Program of the National 4-H Curriculum Project Book</i> . (Each activity is worth 5 points.)	___ 35 ___	_____
Complete Planning Guide in <i>National 4-H Curriculum Project Book</i>	___ 5 ___	_____
<b>Market Animal Record Guide</b>		
Cover	___ 1 ___	_____
Project Information	___ 2 ___	_____
Project Goals	___ 2 ___	_____
Beginning Project Picture(s)	___ 1 ___	_____
Expense Record	___ 2 ___	_____
Animal Health Record	___ 2 ___	_____
Ending Project Picture(s)	___ 1 ___	_____
Market Animal Performance	___ 2 ___	_____
Financial Summary	___ 2 ___	_____
Market Price Comparison	___ 2 ___	_____
Project Reflection	___ 3 ___	_____
<b>Activity Record</b>	___ 20 ___	_____
<b>Exhibit Score</b>	___ 20 ___	_____
<b>Total Score</b>	___ 100 ___	_____



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## Why Is Biosecurity Important?

Biosecurity means doing everything possible to protect the health of livestock by preventing the transmission of disease. An outbreak of animal disease not only could harm your poultry or livestock, but it also could affect nearby animals and quickly spread through your area. The economic consequences of a disease outbreak could be devastating. Taking commonsense precautions to prevent disease from coming onto your farm is the best investment you can make. The West Virginia Commissioner of Agriculture strongly urges you to evaluate your disease prevention practices and develop habits that will protect you, your farming operation and the public.

Make these simple steps part of your daily routine to decrease the risk of your poultry and livestock getting sick.

- Restrict vehicle traffic on the farm and direct routes.
- Schedule and accompany all farm visitors. Limit areas to be visited.
- Know each visitor’s exposure to animals for the past four days.
- Provide protective clothing and/or footwear for visitors. Footbaths are optional.
- Maintain a log of visitors and vehicles that enter the farm.
- Wear clean, disinfected boots when visiting other farms and stockyards. Sanitize all equipment and trailers between visits.
- Do not feed ruminant animals feeds containing animal by-products.
- Isolate all new animals by at least 300 yards from your other animals for 21 days. Test them before they enter the herd. Maintain strict entry and exit sanitation for all personnel in the isolation area.
- Remove and promptly dispose of fallen animals (bury, compost, incinerate or have removed.)
- Keep pets out of confined feeding facilities.
- Be aware of all wildlife and pet movements, when possible.
- Ban all known foreign food and food products from the farm.
- Control rodents and flies thoroughly.
- Report all suspicious activity and events to local authorities.

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## Emergency Contact Information

West Virginia Department of Agriculture (Commissioner of Agriculture) ..... 304-558-2201  
APHIS Veterinary Service ..... 866-873-2824  
APHIS Website ..... [www.aphis.usda.gov](http://www.aphis.usda.gov)

## 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 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 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 guide, please contact your leader, parent/guardian or county WVU Extension office.

All records and answers to questions are expected to be in the 4-H member’s handwriting.

Please print or write clearly.

## Project Information

Animal ID	Breed	Sex	Date of Birth	Date Added to Your Herd/Flock	Date Sold or Left Herd/Flock	Actual or Estimated Value <sup>1</sup>

<sup>1</sup>An animal’s value is what it would be worth if you sold it – home-raised animals have value. For purchased animals, this would be the purchase price.

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# This Year's Project Goals

Complete this page of the record guide pre-project or immediately after animals are purchased.

Date this page was completed: \_\_\_\_\_

Please explain three goals that you have for your market animal(s) project. Begin by asking yourself, "What do I want to accomplish this year by taking this project?" Once you decide on your goals, then plan a to-do list. Some examples of goals are: "I want to learn to clip and fit a steer for show," "I want to learn to trim the hooves of my goat," "I want to improve my showmanship skills."

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

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

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Please list three marketing strategies you plan to use this year:

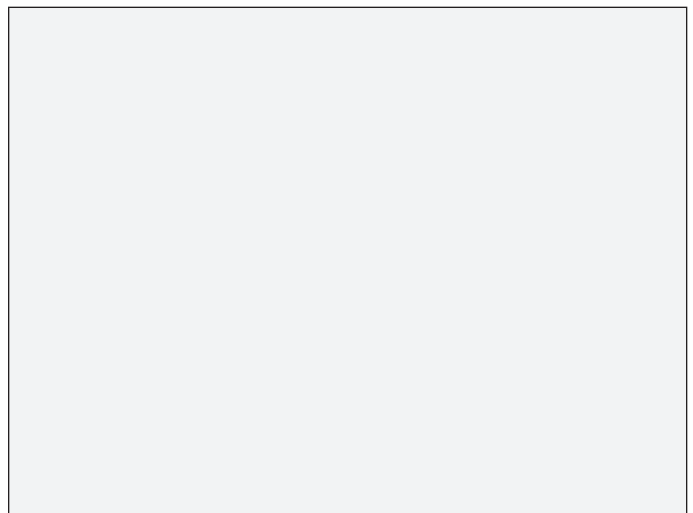
1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

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## Beginning Project Picture

Take a picture of your project animal(s) at the beginning of your project and include it here.

Date of photo: \_\_\_\_\_



# Expense Record

Start your records as soon as your animal is purchased or when you start feeding your project animal(s). Record expenses as they occur. List the amount of each purchase in one of the last four columns of the following table. Add extra pages if necessary. Feed should include grains, supplements, mixes, hay, silage, etc. The estimated value of homegrown feed and pasture needs to be included. Health should include vaccines, dewormers, treatments, veterinary charges, etc. Don't forget to include bedding, consignment fees, trucking/transportation, clipping/shearing fees, interest, advertising/marketing costs, sales commission and buyer recognition.

Date	Description	Feed	Health	Equipment	Misc.
Ex. 5/11	50 lbs. of steer feed	\$9.42			
	Balance to carry forward to the top of the next page.				

## Expense Record (cont.)

Date	Description	Feed	Health	Equipment	Misc.
	Balance carried forward from the previous page				
	Expense Totals (by category)				

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

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## Animal Health Record

Record all health management practices and/or treatments given to your project animal(s). This should include any vaccinations, treatment of diseases, deworming, etc.

Date	Animal ID	Condition/Problem	Treatment or Vaccine	Route (IM, SQ, Poured, etc.)	Withdrawal Time

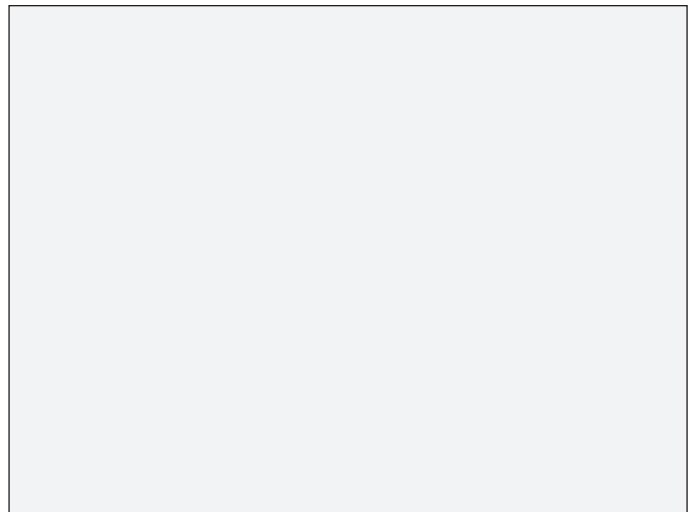
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## Ending Project Picture

Take a picture of your project animal(s) at the end of your project and include it here. This will help show how your animal(s) have grown and developed.

Date of ending photo:

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# Market Animal Performance

Weights for large animals (beef, hogs, lambs, goats) can be determined by weigh tape, scale at home, at fair weigh-in or final fair weight.

## Average Daily Gain

**Average Daily Gain (ADG)** is an important measure of animal performance. To calculate ADG for each of your project animals, use the information in the following table:

$$\text{ADG} = \text{Total Gain} \div (\text{Days on Feed})$$

ID	Beginning Weight	Date of Beginning Weight	Final Weight	Date of Final Weight	Total Gain	Average Daily Gain (ADG)

## Calculate Your Breakeven Price

Breakeven price is an important measure for anyone who wants to sell livestock for a living. Breakeven price is the price per pound needed to cover your expenses.

$$\begin{array}{c}
 \$ \underline{\hspace{2cm}} \\
 \text{Total Expenses}
 \end{array}
 \div
 \begin{array}{c}
 \underline{\hspace{2cm}} \\
 \text{Final Weight} \\
 \text{of Animal}
 \end{array}
 =
 \$ \underline{\hspace{2cm}} \\
 \text{Breakeven Price}$$

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# Financial Summary

## Income

Price received for animals sold \_\_\_\_\_

Value of animals on hand \_\_\_\_\_

Premiums/show awards \_\_\_\_\_

Other \_\_\_\_\_

**TOTAL INCOME** \_\_\_\_\_

## Expenses

Cost or value of project animal(s) \_\_\_\_\_

Feed \_\_\_\_\_

Health \_\_\_\_\_

Equipment \_\_\_\_\_

Miscellaneous \_\_\_\_\_

**TOTAL EXPENSE** \_\_\_\_\_

**PROFIT/LOSS** (*Total Income minus Total Expense*) \_\_\_\_\_

## Comparison of Market vs. Fair Sale Prices

The purpose of this activity is to evaluate your project based on actual market animal prices that are received in local livestock markets. Record "N/A" if you did not sell a market animal at a special sale for market livestock at the county or state fair.

How much did you sell your animal(s) for at the county and/or state fair? A \_\_\_\_\_

What is the floor-price/market price/lb. for your project animal? B \_\_\_\_\_

How much does your animal weigh? C \_\_\_\_\_

What is the market value of your project? (B × C) D \_\_\_\_\_

What is the difference between the market value of your project and the price received at the county and/or state fair? (A – D) E \_\_\_\_\_

Most likely, you sold your animal at a higher price at your county and/or state fair than your animal would have sold for at a local livestock market. Be sure to thank your buyers for that extra support they gave.



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# Project Reflection

1. What did you learn during the project this year? \_\_\_\_\_

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2. What did you feed your animal(s) and why? \_\_\_\_\_

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3. What management strategies did you put in place to help keep your animal(s) healthy? \_\_\_\_\_

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4. What is the definition of "breakeven price" for this project? What can be done to improve the breakeven price?

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5. What techniques did you use to aid in marketing your animal? \_\_\_\_\_

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6. List one thing that went well and one thing that you could improve on in the future. \_\_\_\_\_

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## Project Reflection (cont.)

7. How do you think a consumer would view the way your project animal is housed, handled and fed? \_\_\_\_\_

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8. How did your animal's ADG compare with industry averages? \_\_\_\_\_

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