PHILOSOPHY AND GOALS OF THE
4-H LIVESTOCK PROGRAM

“The purpose of the 4-H Livestock Program is to provide young people an opportunity to participate in a series of activities designed to improve citizenship, sportsmanship, character, competitive spirit, discipline, responsibility and livestock knowledge, while creating an atmosphere of personal development and awareness of life around us.”

The goals and implications of the above statement is life changing. Leadership does not anticipate that youth would progress at the same rate in all these objectives. However, given the proper motivation and guidance by the leaders, parents and 4-H agent, there will be progressive improvements in the youth’s development. Simply having a youth recognize the opportunity for growth and personal potential is a significant accomplishment.

Most 4-H youth participating in a livestock project will already have an interest in the animal. It is leadership’s responsibility to utilize this interest to accomplish the livestock project’s objectives through training and guidance.

The purpose of the Market Project is to acquire knowledge in market animal production through the purchase, care, record keeping and preparation for sale. The youth must learn the skills to identify the types and grades of market animals. They must employ efficient methods of marketing; understand the business aspects and economics of market production through the purchase of the animal, feed, maintenance of housing facilities and veterinary care.

The purpose of all livestock projects, both market and non-market, is to further the education and development of the child.

There are more than 360 projects in 4-H, and all have the common goals of making better citizens of youth, increasing their knowledge in a subject area, enabling them to develop integrity, sportsmanship, and cooperation along with leadership abilities. It is the goal of the 4-H Youth Development program to inspire youth to explore all their areas of interest.

This record book may also be used by FFA Youth in exhibiting their livestock project. It is the FFA advisor’s responsibility to assist the youth to accomplish the livestock project’s objectives.

It also should be noted that the Livestock Show and Sale is not the major objective of this program but only the project’s conclusion. It must be understood that our first and most important objective in the 4-H program is the education and development of the child.
REQUIREMENTS OF YOUR LIVESTOCK PROJECT:

Club Requirements:

• Maintain records throughout the project and complete your Record Book
• Complete two Workshop Trainings – *Ethics Training is required every 3 years*
• Complete at least four (4) hours of Community Service
• Attend at least two-thirds of your Club meetings
• Be in Good Standing as a 4-H Club Member
• Help with any events or fundraisers with your Club
• Any additional activities set forth by the Club Leader (*ex. Participate in County Events*)

Fair Livestock Exhibitor Requirements:

• Maintain active Ethics Certification Status
• Meet all required deadlines
• Submit a copy of your Report Card to fair office
• Submit a copy of ‘Buyers Letter’ and six new addresses to fair office
• Attend Mandatory Fair Set-Up Workday and Tear-Down Workday
• Attend Mandatory Exhibitors’ Meeting
• Must work ‘Barn Duty’ on the specified day
• Must participate in the Livestock Show
• Commit to the Showmanship Event once you sign-up
• Write ‘Thank You’ notes to Buyer and Sponsors who contributed to your project
Martin County 4-H
Market Project Book

Photo of Exhibitor
with their Market Project

Ear Tag #: ______________  CHECK: □ Steer or □ Swine  Ethics Certificate #: ______________________

Member Name:__________________________________________________________

4-H Club: ___________________________ 4-H Club Leader: ______________________

Or FFA Advisor ___________________________ School: ______________________

Number of years in 4-H/FFA ______________________ Birth Date: ______________________

I am a: □ Junior I (8-10) □ Junior II (11-13) □ Senior (14-18) as of 9/1.

Parent Guardian Name: ____________________________________________________

Address: __________________________________________________________________

City, State, Zip: __________________________________________________________

Phone # (s): _____________________________________________________________

Email: __________________________________________________________________
Market Record Book
Steer and Swine

Introduction

This Project Record Book has been created specifically for 4-H members enrolled in a Beef or Dairy Heifer 4-H project. Keeping a record book is an important part of the project. It will help you set goals for the project year, record your accomplishments, and provide a place to keep important records on your Heifer.

Purpose of a 4-H Animal Science Project

The purpose of a 4-H Market animal science project is to achieve the following:

- To acquire an understanding of the animal industry by preparing for, purchasing, caring for, and keeping records on one or more head of animals.
- To be able to identify the types and breeds of animals and employ efficient methods of production and marketing.
- To understand the business aspects and economics of purchasing animals, feed, facilities, and equipment for an animal science project.
- To develop integrity, sportsmanship, and cooperation.
- To develop leadership abilities, build character, and become responsible citizens.

Why complete a record book?

A record book is not meant to be a chore. Instead, it is a way for you to learn about your project, as well as other valuable skills such as setting goals, collecting information, evaluating information, tracking costs and expenses, organization, and others.

SUGGESTION: A practice book may be kept during the duration of the project with a final book turned in at your animal’s entry to the fair.

NOTE: This book may be used by FFA Exhibitors
Youth Animal Project Agreement
Form signed at the beginning of the project.

The Exhibitor is responsible for caring for the animal, which will include feeding, deworming, providing fresh clean water, providing suitable housing, washing, and showing. The Exhibitor will use this project as an educational tool to learn skills needed in the livestock industry. The project will also help the Exhibitor to accept success and failure as a learning experience. The Exhibitor will keep accurate records on the animal.

I accept and understand these responsibilities

______________________________________________________________  _______________________
Exhibitor’s Signature  Date

The parents are responsible for providing financial help if needed, along with assistance and encouragement while the Exhibitor is raising the animal.

We accept and understand these responsibilities.

______________________________________________________________  _______________________
Parent(s)/Legal Guardian Signature  Date

The 4-H Leader is responsible for visiting the Exhibitor and the animal to give assistance when needed.

I accept and understand these responsibilities.

______________________________________________________________  _______________________
Parent(s)/Legal Guardian Signature  Date

MARKET ANIMAL DRUG STATEMENT

This is to acknowledge that I have been advised that the presence of any drug, antibiotic, or biological residue in my steer/swine at slaughter will result in the condemnation of the carcass and forfeiture of all sale proceeds and premiums.

I hereby certify that any drug, antibiotic, or biological residue which may have been administered by myself, or any other person, was done so in strict compliance with the manufacturers label requirements or as prescribed by a veterinarian.

______________________________________________________________  _______________________
Signature of Exhibitor  Date

______________________________________________________________  _______________________
Signature of Parent/Guardian  Date
Completing your Record Book

Cover Page
Please fill out all information on the provided cover page. Be sure to affix a picture of yourself and/or project.

4-H Report
Please complete the included 4-H Report Form. Take some time to think back over the past year’s 4-H activities and put some thought into your answers. Be as specific and thorough as possible in completing this form.

4-H Story
Your 4-H Story is your chance to tell in your own words about your involvement in your 4-H club. It should not only be an account of your club’s activities, but also your specific involvement in those activities. For instance, if your club held a car wash fund-raiser, be sure to list that activity, but also the Judge will want to know if you helped buy supplies, collect money, secure the location, held signs, soaked the 4-H Leader or parents, etc. (how did you assist in helping?). If you held any club offices and describe any duties, you had to fulfill for that position. If you traveled to any out-of-county events and what you did at them. If you went to any summer camps or anything fun! Talk about your demonstration, any awards won, and your end-of-the-year trip your club went on. Be sure to include what you have learned – about life, yourself and others.

Animal Project Agreement
This form is to be completed, signed, and dated at the START of the project by the Exhibitor, parent/guardian, and the Club Leader.

Project Story
Tell your project story through your own words. It should cover why you selected that animal and where you purchased your animal. You should also describe daily care, feed, and exercise regimen. It should also list any problems you had with your project. For example, if there is a drop in weight for a certain month and a list of medicine bought during that same time, you should explain why the animal was sick and what you did to get the animal well. Finally, be sure to talk about what you have learned from your project animal. Remember to keep it in a story format.

Pictures
Your pictures section should show the growth of your project from start to finish. There should be at least 5 pictures, but not more than three front and back pages (6 pages). Pictures should contain a date and caption, and they should be in chronological order.

Project Record Book
This record book should record entries of all expenses incurred during the project (if you bought anything for your project this is where you would put it). Physical receipts may be placed in an envelope and included in the project book. The project book itself is self-explanatory, but please follow the instructions. If you have any questions, ask your 4-H Leader for their help.

Completion Certificate
The statements on this page should be read, signed, and dated by the Exhibitor and the Club Leader.

Report Card
Report cards are due into the fair office by a certain date in January. A copy may be included in your record book. Failure to turn in appropriate paperwork, on designated days will result in deductions and/or disqualification.

Record Book Judging
Remember, your record book needs to be up to date on the day your animal enters the fair. After the final weigh-in, record your animal’s weight in your record book. Auction sale prices are recorded after the sale.
RECORD BOOKS ARE DUE UPON YOUR ANIMAL ENTRY TO THE FAIR.

If you have any questions, please ask your 4-H Club Leader for answers and help!
This is my _______ year doing a □ Steer □ Swine Market Project

My Project Goals for the Year:
At the start of your project state at least three goals you strive to accomplish and learning opportunities. (Ex. Learn how to do Showmanship, participate in a Quiz Bowl, etc.)

Discuss these goals with your parents and your club leader for needed support and resources.

1. __________________________________________________________
2. __________________________________________________________
3. __________________________________________________________

Member Signature: ________________________________________________________________________________________

Summary of Accomplishments
What goals have you accomplished? If you have not accomplished one or more of your goals, please explain. What have you learned? Describe your experiences this year. (Attach an additional page if needed.)

________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________

Member Signature: ________________________________________________________________________________________

Leader Signature: ________________________________________________________________________________________
My Animal’s Pen

Attach a photo or draw a sketch of your animal’s pen. The picture should reflect:

1. Approximate Size
   What is the pen/stall width? ______________
   What is the pen/stall length? ______________

2. The Traffic Pattern of the pen/stall
   A. Feed and Water Location
   B. Sheltered Area
   C. Bedding Area
Financials

ANIMAL DESCRIPTION AND EXPENSE

<table>
<thead>
<tr>
<th>Breed</th>
<th>Date Purchased</th>
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<tbody>
<tr>
<td>Weight at Purchase</td>
<td>Gender</td>
</tr>
<tr>
<td>Cost per Pound = Total cost of animal divided by weight</td>
<td></td>
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</tbody>
</table>

Total Cost of Animal Purchased $ ______________

NON-FEED EXPENSES

From the purchase date of your animal, list all monies spent on items that you will not have at the end of the project. *Example: Entry fees, veterinary care, bedding and other expendable items, such as: shampoo, polish, etc.*

<table>
<thead>
<tr>
<th>Date</th>
<th>Quantity</th>
<th>Description</th>
<th>Price Each</th>
<th>Total</th>
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</table>

Total NON-Feed Expenses $ ______________

START-UP EXPENSES

Expenses that occurred prior to the first weigh-in are directly related to the project.

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<th>Date</th>
<th>Quantity</th>
<th>Description</th>
<th>Price Each</th>
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Total Start-up Expenses $ ______________
OPENING INVENTORY/ASSETS
List all equipment (assets) you had at the beginning of your project. Start with the earliest purchased items (by date), listing this year’s purchases last. List only items you will keep after project end. Do not list expendable items: shampoo, etc.

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Project Year Acquired</th>
<th>Purchase Cost Or Value</th>
<th>Value (Depreciate prior years) at Project Start</th>
<th>Depreciation (9% of the Purchase cost deducted per Calendar Year)</th>
<th>Value (B minus C) at Project End</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comb</td>
<td>2018</td>
<td>5.00</td>
<td>3.50</td>
<td>.50</td>
<td>3.00</td>
</tr>
<tr>
<td>Brush</td>
<td>2022</td>
<td>10.00</td>
<td>10.00</td>
<td>1.00</td>
<td>9.00</td>
</tr>
</tbody>
</table>

Total Depreciation (Depreciation is an Expense)

Value of Project Assets

OTHER INCOME – Sponsors, donations, premiums, add-ons, auction sale
List any income from your project including any pre-sale add-on income received. ADD premiums, add-ons, and auction amount after final exhibition day.

<table>
<thead>
<tr>
<th>Date</th>
<th>Description of Income</th>
<th>Total</th>
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Total Other Income $ _____________
**FEED EXPENSES – per animal.** *Divide cost of bulk purchased feed, if shared with other exhibitors.*

From the purchase date of your animal, list all feed and hay expenses separately.

<table>
<thead>
<tr>
<th>Date</th>
<th>QTY</th>
<th>Description</th>
<th>Pounds</th>
<th>Price Each</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/01/2015</td>
<td>3</td>
<td>50# Bags of Grand Champion Feed</td>
<td>150</td>
<td>50.00</td>
<td>150.00</td>
</tr>
<tr>
<td>10/01/2015</td>
<td>6</td>
<td>Bales of Hay</td>
<td></td>
<td>10.00</td>
<td>60.00</td>
</tr>
</tbody>
</table>

**PAGE TOTAL – Pounds of Feed**

**PAGE TOTAL – Cost of Feed**

Total Cost of Feed - $ ________________

Total Pounds of Feed - $ ________________
WEIGHT RECORD
Keep track of the weight gains of your animal. Be sure to include the beginning weight of your animal and final weight at fair weigh-in. If you do not have access to scales, use a weight tape.

*Average daily gain can be calculated by taking the pounds gained since last weighing, divided by the number of days since that weighing.

<table>
<thead>
<tr>
<th>Date</th>
<th>Weight</th>
<th>Pounds Gained (Since Last Weighing)</th>
<th>Number of Days (Since Last Weighing)</th>
<th>Average Daily Gain</th>
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<td>Start weight</td>
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Total Gain _______________

Total Days on Feed ______________

HEALTH RECORD
This includes any health-related activities (deworming, vaccinations, and veterinary services). This should include, what was administered, dosage, and reason for usage. Include well animal care, such as health certificate. Fill in all applicable information. If your animal was healthy throughout the project, make note of that.

<table>
<thead>
<tr>
<th>Date</th>
<th>Description of Activity</th>
<th>Product Used</th>
<th>Dosage</th>
<th>Withdrawal Time</th>
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Weight Records
Required Gain
Start this form after the first official weigh-in. Complete at Final Weigh-in.

First Official weigh-In Date________________________  Beginning Weight _______________________
_________________________________________________  (#s required daily for project)  _________________________
(# of official days)  _________________________  (Required Weigh Gain)

Final Official weigh-in Date________________________  Minimum Required Weight Needed _______________________
(Beginning weight plus required weight gain)

Please note the number of days your Steer or Swine were on feed: ________ Days

Weight Progress and Feed Conversion Record

<table>
<thead>
<tr>
<th>Date</th>
<th>Weight</th>
<th>Gain</th>
<th># of Days</th>
<th>Average Daily Gain</th>
<th>Pounds Fed</th>
<th>Conversion</th>
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Use this form to record animal weight & feed conversion from the beginning of the project.

Total Gain: Final weight minus the beginning weight.
Final 'Average Daily Gain' (ADG): Total gain divided by the total number of days on feed from project start.
Conversion – Pounds of feed (fed) per pound of Gain: Total pounds of feed divided by the total gain.
Cost of Gain: Total feed cost divided by the total gain.
Total Gain: Final weight minus the beginning weight.
Final 'Average Daily Gain' (ADG): Total gain divided by the total number of days on feed. Use the numbers from the date you purchased your animal to the date of check-in.
Conversion – Pounds of feed (FED) per pound of Gain: Total pounds of feed divided by the total gain.
Cost of Gain: Total feed cost divided by the total gain.
### Market Project Summary

**GAIN (page 13)**
- **Beginning Weight**
- **Final Weight (Fair Check-in)**
- **Total Gain** (line 2 minus line 1)
- **Total Number of Days on Feed**
- **Final Average Daily Gain** (line 3 divided by line 4)

**FEED (page 12)**
- **Total Pounds of Feed Fed**
- **Total Feed Cost**
- **Conversion** — Pounds of feed per pound of gain (line 6 divided by line 3)
- **Cost of Gain** — Cost of feed per pound of gain (line 7 divided by line 3)

### Financials:

**INCOME (page 11)**
- **Auction Sale** — Fill-in after sale night. *Compared to Market Value*
- **Other Income** — Premiums, Add-ons, etc.
- **Total Income** (line 10 plus line 11)

**EXPENSES**
- **Depreciation** (page 10)
- **Cost of Animal** (page 10)
- **Non-Feed Expenses** (page 10)
- **Feed Expenses** (page 121)
- **Start-up Expenses** (page 10)
- **Total Expenses** (add lines 13 through 17)

**BREAK EVEN PRICE** — Project cost at Final Weigh-In (line 18 minus line 11 divided by line 2)

**PROFIT/LOSS** — All Income after Auction minus Expenses (line 12 minus line 18)

*Make note of profit comparison between Auction Sale / Market Value:

- Auction Sale per pound = _________________
- Market value per pound = _________________

You can use an extra sheet if wish to show difference. Otherwise, it is for your own comparison.
PROJECT PICTURES

Your pictures should show the growth of your project from start to finish.
✓ A minimum of six (6) pictures, maximum of eight (8), with no more than two (2) per page.
✓ Each picture needs to have a date in chronological order with captions demonstrating project skills.
PROJECT PICTURES - continued
### Buyer Contact List

Six NEW Buyers’ Name and Addresses along with a copy of your Buyer Letter

*Fill-in or attach a typed list.*

<table>
<thead>
<tr>
<th>Contact Name:</th>
<th>Company:</th>
<th>Address:</th>
<th>Phone:</th>
<th>Fax:</th>
<th>Email:</th>
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20
Buyer’s Letter and Thank You Letters

Attach a copy of your Buyer’s Letter and your Thank You letter to all supporters.
Strive to make your letter a professional representation of your project and programming – age/project level appropriate.
Market Project Story

Tell your project story through your own words. It should cover all aspects of your project. Describe daily care, feed, and exercise regimen, any new knowledge/life skills gained, any problems or challenges, and how you handled them with your project. Mention any mentors or how adults/leaders assisted you in your learning.
Please attach additional pages if needed.
Your 4-H Participation

Were you a club officer this year? _____ If yes, what position did you hold? ____________________________

If you have been an officer before, list the offices you have held as well. ______________________________

What 4-H activities other than club meetings have you participated in this year? Example: clinics, field
trips, judging teams, 4-H Council, state and regional 4-H events. ________________________________

Did you give a demonstration to your club this year? If yes, what was the title? __________________________

Did you participate in County Events? _____ If yes, what category did you participate in, and what was
your demonstration/speech about? __________________________________________________________________

List any awards or recognition you have received in 4-H this past year. ____________________________

What did you do to help your club’s 4-H Leader, or other 4-H members? ____________________________

Describe how you helped with your club’s community service project. ______________________________

List, by most recent, other 4-H Projects have you completed before this year?

Year/Project: ____________________________________________________________________________

Year/Project: ____________________________________________________________________________

Year/Project: ____________________________________________________________________________

Year/Project: ____________________________________________________________________________
Project Completion Certificate

I hereby certify that as the Exhibitor of this project, I have personally kept records on this project and have personally completed this record book.

________________________________  ____________________________________
Exhibitor’s Signature                  Date

Comments on your Project Goals

Did you reach your project goals set at the start? Explain below in the comments.

1. ________________________________________________________________

2. ________________________________________________________________

3. ________________________________________________________________

This Exhibitor is an active member of ____________________________________ Club, is a member in good standings and has met the requirements needed for this livestock project.

________________________________  ____________________________________
4-H Leader/Advisor Signature                  Date

To Make the Best Better
4-H Life Skills: Put a check mark ✓ by the life skills you learned or improved. Write a brief comment.

HEAD ... to Clearer Thinking

Thinking
☐ Learning to Learn ____________________________
☐ Decision Making ____________________________
☐ Problem Solving ____________________________
☐ Critical Thinking ____________________________
☐ Service Learning ____________________________

Managing
☐ Goal Setting ____________________________
☐ Planning/Organizing ____________________________
☐ Wise Use of Resources ____________________________
☐ Keeping Records ____________________________
☐ Resiliency ____________________________

HEART ... to Greater Loyalty

Relating
☐ Communications ____________________________
☐ Cooperation ____________________________
☐ Social Skills ____________________________
☐ Conflict Resolution ____________________________
☐ Accepting Differences ____________________________

Caring
☐ Concern for Others ____________________________
☐ Empathy ____________________________
☐ Sharing ____________________________
☐ Nurturing Relationships ____________________________

HANDS ... to Larger Service

Giving
☐ Community Service/Volunteering ____________________________
☐ Leadership ____________________________
☐ Responsible Citizenship ____________________________
☐ Contribution to Group Effort ____________________________

Working
☐ Marketable/Useful Skills ____________________________
☐ Teamwork ____________________________
☐ Self-Motivation ____________________________

HEALTH ... to Better Living

Living
☐ Healthy Lifestyle Choices ____________________________
☐ Stress Management ____________________________
☐ Disease Prevention ____________________________
☐ Personal Safety ____________________________

Being
☐ Self Esteem ____________________________
☐ Self-Responsibility ____________________________
☐ Character ____________________________
☐ Managing Feelings ____________________________
☐ Self-Discipline ____________________________
**Record Book Score Sheet - Market**

Exhibitor: ____________________________________________  Project:  □ Steer  □ Swine

Check age level:  □ Junior (8-10)  □ Intermediate (11-13)  □ Senior (14-18)

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<th>POINTS SCORED</th>
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<td>2. Goals / Participation / Achievements <em>(pages 8, 24, 27)</em></td>
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<td>3. Project Inventory <em>(pages 10, 11)</em></td>
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<td>4. Non-Feed / Start-up Expenses <em>(page 10)</em></td>
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<td>7. Weight Record <em>(page 13, 14)</em></td>
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<td>8. Health Record <em>(page 13)</em></td>
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<td>13. Neatness</td>
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<td>14. Completeness</td>
<td>5</td>
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<tr>
<td><strong>TOTAL POINTS</strong></td>
<td><strong>100</strong></td>
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</tr>
</tbody>
</table>

Comments: ____________________________________________________________

_____________________________________________________________________

_____________________________________________________________________

_____________________________________________________________________

_____________________________________________________________________

Record Book Awards - Blue: 90-100, Red: 80-89, White: 70-79 and Certificates for all exhibitors completing a record book. A Best Record Book Award is considered to one exhibitor per category and age group from books graded as 100 plus. Special awards to other exhibitors, including Cloverbuds, as warranted to recognize excellence.
The Mission of UF/IFAS is to develop knowledge in agricultural, human, and natural resources, and to make that knowledge accessible to sustain and enhance the quality of human life.

UF/IFAS operates under the leadership of Vice President Dr. J. Scott Angle and Associate Vice President Dr. Jeanna Mastrodicasa.

The University of Florida’s Institute of Food and Agricultural Sciences (UF/IFAS) is a federal-state-county partnership dedicated to developing knowledge in agriculture, human and natural resources, and the life sciences.

UF/IFAS fulfills the university’s land grant mission - working to enhance and sustain the quality of human life through its research facilities, Extension services offered in every Florida county, and top-ranked education at the UF College of Agricultural and Life Sciences.

These endeavors combined contributed $149.6 billion to the state economy in 2018. From that figure, UF/IFAS specifically contributed $458 million.

In addition, research, teaching, and Extension efforts help sustain and support 8,862 jobs across the Sunshine State. Specifically, UF/IFAS employs more than 2,000 faculty and staff statewide, including 375 Extension agents. These professionals work from UF/IFAS offices in each county.

For more information on Volunteer Opportunities and the

**Martin County 4-H Youth Development**

Visit our website:

[4-H Youth Development - Martin - UF/IFAS Extension (ufl.edu)](https://4-h-youth-development.martin.ifas.ufl.edu)