2017

ROCKINGHAM COUNTY
4-H & FFA
LIVESTOCK SHOW AND SALE

MARKET ANIMAL RECORD BOOK
(One book per species)

HOG □  GOAT □  LAMB □  STEER □

Name: _____________________________________________

Parents/Guardian: _________________________________________

4-H Club/FFA Chapter You Represent: _____________________________

School: _____________________________________________________

Years in Project: __________________ Age (as of Sept. 30, 2017): __________

Project books are due on the following dates:
4-H – September Club Meeting unless otherwise specified by your leader.
FFA – Due to FFA Advisor on the last Monday in September.

This publication was adapted from “Virginia 4-H Animal Project Book” and “Augusta County 4-H & FFA Market Animal Show and Sale Book” by Suzanne B. Wilson, Extension Agent, 4-H; John L. Welsh, Extension Agent, Dairy Science; and Stephanie Diehl, Extension Agent, Food, Nutrition and Health with input from the Rockingham County FFA Advisors (2007). Revised by S. Jason Adams, Extension Agent, 4-H (2008, 2009), John Welsh and Stephanie Diehl (2010), and Dara Booher, Extension Agent (2011, 12, 13, 16).

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ROCKINGHAM COUNTY PROJECT BOOK HONOR CODE

By signing this statement, I promise that while I may have received some help from a parent, 4-H Leader, FFA Advisor or other adult in the completion of this project book the majority of the work is my own. This includes any and all activities associated with the project, any records or charts that must be completed, and the project story. *

X ___________________________ _______________________
Member Signature Date

Age of member (as of 9/30/2017) ______________________

By signing this statement, I promise that while I may have helped this member with his or her project book the majority of the work is his or her own. This includes any and all activities associated with the project, any records or charts that must be completed, and the project story. *

X ___________________________ _______________________
Parent/Guardian Signature Date

This youth is an active member of the __________________________ 4-H Club or FFA Chapter.

X ____________________________________________________
4-H Leader Signature or FFA Advisor Date

Is there anything you would like us to know about this child?
*If the member has a physical or learning disability that required more than average assistance please indicate in the space provided below.

________________________________________________________________________________
________________________________________________________________________________

________________________________________________________

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Tips for Creating a Blue-Ribbon Project Book

By Kaci Daniel, Extension Agent, 4-H Youth Development
Revised by Dara Booher, Extension Agent, 4-H Youth Development

Why are Project Books and Records Important?

- Teach responsibility
- Set goals and organize the project
- Teach basic management techniques
- Evaluation - youth, parents, leaders, agents

What is in a Project Book?

- Goals and basic project information or instructions (examples) for organizing the project work
- Things to be completed and learned
- Finance - expense, income charts
- Summary of activities

Neatness and Organization of the Book

- Appearance is everything! Your book should be in excellent condition—not dirty, wrinkled, or torn.
- Write legibly.
- Use one ink color, pencil, or type. If typed then the member is to do the typing.
- Keep eraser marks and use of White-out to a minimum. Draw a line through mistakes rather than heavy scribbles.
- Paste additions neatly on pages.
- Display your book and corresponding attachments in a binder, folder, or report cover. Do not include loose items.
- One project book only for each binder, folder, or report cover.
- Use dividers to separate books with numerous sections. Group materials accordingly.
- Use clear-view plastic pockets to protect the pages of your book.
- For 2 year books, always put the current year’s material first if you include multiple years. Label each year.
- Design a unique, eye-catching, and easy to read cover for your project book.

Pictures, Media Prints, Supplemental Items

- Include photos of you and your project during multiple stages: beginning, middle, and end.
- Display all items neatly on a page. Include a caption noting what is happening in the picture and/or why the clipping is relevant to your project book.
- Use action photos that show you actually completing project work.
- Select items that are bright, colorful, and clear.
- Please do not include items that are not specific to your project (e.g., club newsletters, pamphlets, or other bulky items).
- Label everything that goes in your book!
Completeness

- The Project Book Honor Code must be signed and placed in each project book.
- Projects should be thoroughly completed. Complete all blanks on all pages even if no action was taken. If the section does not apply write N/A.
- Use complete sentences and complete thoughts to best convey your message.
- Show evidence of work throughout the project year, from beginning to end.
- Do your own work! Adults should not complete any portions of the book, but may guide members in project areas.

Accuracy

- Use originality and creativity, proper grammar and mechanics, and accurate spelling.
- Share complete thoughts that readers can easily understand.
- Check and re-check all dates, math computations, and final results.
- Make certain statements are true and correct.

Project Story

- Project Stories must be included in all books and should include the following:
  - List of project goals
  - Discussion of goal accomplishments
  - Project experiences (both positive and negative)
  - What was learned from the project
- Set goals which include an action, result, and timetable. Good goals pass the “control test”. Does the member have control over the outcome of the goal, or does someone else have that control?
- Tell how you worked toward your goals and whether or not you achieved them.
- Some additional thought questions for your story:
  - What did you get out of 4-H this year?
  - Who helped you achieve what you did this year?
  - How will what you learned benefit you in the future?
  - What will you do differently next year?
  - What were you favorite and least favorite parts of the project?
  - What are you most proud of?
  - How was this year different than those in the past?
  - What advice do you have for other members wanting to join 4-H?
  - As an older 4-H’er, how can you continue to challenge yourself?
  - What other 4-H opportunities did you enjoy?
- Use this space to express yourself and summarize the project year!

Participation

- Record all of your 4-H or FFA activities this year (field trips, community service, meeting programs, shows, etc.) in a summary format.
- Indicate the number of meetings you attended and the number held.
- Show evidence of involvement in your club and community.
- Note any leadership positions.
- Include a brief synopsis of what you learned through your participation.

Final Tips

- Make this book your own! Cover the main objectives, but add your own personal flair!
- Put forth great effort and work on your project book throughout the year. Don’t wait until the last minute.
- Turn in your project book by the deadline!
PROJECT PLAN

Please list three goals that you hope to achieve during the course of this project.

**Goals are measurable and have three parts.**
  - **Action** – how you will do something
  - **Result** – what you are going to do
  - **Timetable** – when you are going to do it

Good goals also **pass the “control test”**. Do you have control over the outcome of the goal, or does someone else have that control?

(Adapted from “4-H Goal Writing Worksheet, Iowa State University Cooperative Extension)

GOAL #1:
___________________________________________________________________________
___________________________________________________________________________
___________________________________________________________________________
___________________________________________________________________________

GOAL #2:
___________________________________________________________________________
___________________________________________________________________________
___________________________________________________________________________
___________________________________________________________________________

GOAL #3:
___________________________________________________________________________
___________________________________________________________________________
___________________________________________________________________________

The animals you plan to have in your project this year are:

<table>
<thead>
<tr>
<th>How Many?</th>
<th>Breed</th>
<th>Where will you get them?</th>
</tr>
</thead>
<tbody>
<tr>
<td>______</td>
<td>______________</td>
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</tbody>
</table>
When do you plan to start the project? ______________________________________

How much do you expect to spend for feed and animals for this project?

Cost of Animals ____________ + Cost of Feed ________________ = Total _________

What would you like to learn about livestock this year?

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

Where will you get the money for the project?  (Optional)

_____  Borrow from the bank  _____  Borrow from a business partner

_____  Borrow from parents  _____  Use own money

_____  Don’t know
# INFORMATION ON ALL ANIMALS IN THIS PROJECT

<table>
<thead>
<tr>
<th>Breed</th>
<th>Sex</th>
<th>Identification – (eartag, ear notch, tattoo, brand)</th>
<th>Date</th>
<th>Weight</th>
<th>Cost or value</th>
<th>Date</th>
<th>Weight</th>
<th>Price per lb.</th>
<th>Selling Price</th>
<th>Pounds Gained</th>
<th>Days on Feed</th>
<th>Avg. Daily Gain</th>
</tr>
</thead>
<tbody>
<tr>
<td>Example: Duroc</td>
<td>Barrow</td>
<td>Notch 3-1</td>
<td>May 31</td>
<td>70</td>
<td>$85.00</td>
<td>Aug. 19</td>
<td>225</td>
<td>.85</td>
<td>$191.25</td>
<td>N/A</td>
<td>155</td>
<td>71</td>
</tr>
<tr>
<td>Example: Angus</td>
<td>Steer</td>
<td>Tag 497</td>
<td>Sept. 4</td>
<td>710</td>
<td>$750.00</td>
<td>Aug. 19</td>
<td>1300</td>
<td>1.10</td>
<td>$1430.00</td>
<td>N/A</td>
<td>590</td>
<td>344</td>
</tr>
<tr>
<td>Example: Duroc</td>
<td>Gilt</td>
<td>Notch 3-2</td>
<td>May 31</td>
<td>70</td>
<td>$85.00</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
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</table>

**Notes:**

- **Beginning of Project:** date officially started project, could be prior to weigh-in

  *If use initial weigh-in as beginning of project the following would be used to calculate Days on Feed
  
  *Steers – 184 days  
  *Hogs and Goats – 71 days  
  *Lambs – 72 days

- *If project started prior to initial weigh-in provide appropriate value and weight when purchased. If animal is bred and owned insert appropriate weight and value as well.

  **Please document all initial projects.** Including animals not sold at the fair. (i.e. livestock auction, still on the farm, death loss, etc.)
Keeping good feed records is important. Good records show your expenses for feed and what kind of feed you used for your project. You can enter feed expenses when you buy feed. A good way to keep track of feed use is to put a calendar in the feed room and write down the amount and the kind of feed used each day. At the end of the month, total each kind of feed used and its cost and record the information below. Home-raised feeds should be noted and valued.

### Type and Cost of Feed Fed

<table>
<thead>
<tr>
<th>FORAGES</th>
<th>CONCENTRATES</th>
<th>CONCENTRATES (continued)</th>
</tr>
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<tbody>
<tr>
<td>Date or Month</td>
<td>Pasture, Silage or hay</td>
<td>Amount</td>
</tr>
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</table>

| TOTAL A | TOTAL B | TOTAL C |

TOTAL FEED: $A + B + C = $
EXPENSES OTHER THAN FEED AND LIVESTOCK

Include in this section all expenses for your project except for the cost of your animal and feed. Include such expenses as medicine, veterinary fees, trucking, equipment, fair entry fees, and any others.

<table>
<thead>
<tr>
<th>Date</th>
<th>Item</th>
<th>Animal ID</th>
<th>Cost</th>
</tr>
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<tbody>
<tr>
<td>Example:</td>
<td>July 15, 2017</td>
<td>Entry Fees</td>
<td>Steers #37 and #49</td>
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</tbody>
</table>

TOTAL

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## RECORD OF FAIRS AND SHOWS

<table>
<thead>
<tr>
<th>Kind of Exhibit</th>
<th>Name and place of fair or show</th>
<th>Date</th>
<th>Number in class</th>
<th>Placing</th>
<th>Premiums</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Lamb</td>
<td>Virginia State Fair</td>
<td>Oct. 4</td>
<td>19</td>
<td>4</td>
<td>$15.00</td>
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</table>

<table>
<thead>
<tr>
<th>Kind of Exhibit</th>
<th>Name and place of fair or show</th>
<th>Date</th>
<th>Number in class</th>
<th>Placing</th>
<th>Premiums</th>
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Total value of Premiums Won $
FINANCIAL SUMMARY

This is a summary of the money you handled while raising your animals. You can calculate your profit (or loss) by completing the following:

**Income or Value**

1. Money received from animals sold (page 7). $_________________
2. Total value of premiums won with project animals (page 10). $_________________
3. Value of animals weighed-in but not sold (page 7). $_________________
4. Total income (add lines 1, 2 and 3). $_________________

**Expense**

5. Cost or value of animal(s) at beginning of project (page 7). $_________________
6. Cost or value of feed (page 8). $_________________
7. Costs or values other than feed and livestock (page 9). $_________________
8. Total expense (add lines 5, 6, and 7). $_________________

**Profit or Loss?**

Subtract expenses (line 8) from income (line 4):

Circle One: Profit or (Loss) $_________________

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BUYER INFORMATION

Buyers are one of the most important aspects of the Rockingham County 4-H and FFA Market Animal Show and Sale. Without their support, the sale would never have reached the point it has today. Please complete the information below.

How many potential buyers did you contact?  __________

What is your potential buyer sales pitch?
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________

Market Animal 1

1. Name of Buyer: ___________________________________________

2. When was the thank you letter mailed or visit conducted? _________________

3. Did you invite your Buyer to the Appreciation Dinner? _________________

Market Animal 2

1. Name of Buyer: ___________________________________________

2. When was the thank you letter mailed or visit conducted? _________________

3. Did you invite your Buyer to the Appreciation Dinner? _________________
MY OTHER ACTIVITIES

Number of 4-H meetings held _______  Number you attended _______
Number of FFA meetings held _______  Number you attended _______

4-H Offices held by you this year __________________________________________
FFA Offices held by you this year __________________________________________

4-H Committees you served on this year ______________________________________
FFA Committees you served on this year ______________________________________

**Within 4-H/FFA:** I took part in the following contests, activities and/or events.

<table>
<thead>
<tr>
<th>4-H or FFA</th>
<th>Date</th>
<th>Activity</th>
<th>Level</th>
<th>Location</th>
<th>Placing</th>
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</table>

**Outside of 4-H/FFA:** I took part in the following activities and/or events.

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date</th>
<th>Location</th>
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PROJECT GOALS AND SKILLS

Were your goals met for this year’s project?
At the beginning of this project book you were asked to list a couple goals you wanted to reach while working on this project. Did you meet those goals? Why or why not?

_________________________________________________________________________________________________
_________________________________________________________________________________________________
_________________________________________________________________________________________________
_________________________________________________________________________________________________
_________________________________________________________________________________________________
_________________________________________________________________________________________________

Can you name three things you learned while doing this project?
These can be new skills or just general facts.

1. ______________________________________________________________________________________________
   ______________________________________________________________________________________________

2. ______________________________________________________________________________________________
   ______________________________________________________________________________________________

3. ______________________________________________________________________________________________
   ______________________________________________________________________________________________

What are your goals for next year’s project?

1. ______________________________________________________________________________________________
   ______________________________________________________________________________________________

2. ______________________________________________________________________________________________
   ______________________________________________________________________________________________

3. ______________________________________________________________________________________________
   ______________________________________________________________________________________________
4-H PROJECT PHOTOGRAPHS

Please attach at least four photographs of you and your project animals. Please include captions. Additional pages are acceptable.
PROJECT STORY

Write a story about your project including this year’s most significant experience in your project. Stories may be hand-written or typed. Please write neatly. Additional sheets may be attached if needed. The following outline may be used as a guideline for your story:

1. Introduction
   a. Personal information (tell us a little about yourself)
   b. What (what breed, size, etc. did you get?)
   c. Why (why you choose the animal you did?)

2. Body
   a. Day-to-day care (describe the daily care)
   b. What was your most significant experience?
   c. What did you learn about yourself and/or your animal?

3. Summary
   a. What would you change or do the same the next time you begin a market animal project? For example: different feed, different breed, type, size, etc. of the animal you start with.

_________________________________________________________________________________________________
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