

This record book will not be graded. It is being submitted for fair entry only.

<u>Check One:</u> ☒ 4-H <i>Exhibitor age as of September 1 of this school year</i> ☒ Junior (8 – 10) <i>This book is for junior exhibitors only. Completing the wrong record book could lead to disqualification</i>	<u>Check One:</u> ☐ Lamb ☐ Steer ☐ Swine ☐ Goat
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Market Animal Record Book

Exhibitor Name: _____ Date of Birth: _____

Mailing Address: _____

City: _____, FL Zip Code: _____

Club or Chapter Name: _____

Number of years in this project, including this year: _____

I hereby certify that I am the exhibitor of this project. I have personally been responsible for the care of this (these) animal(s), have personally kept records on this project, and have personally completed this record book.

Exhibitor's Signature

Date

I, the exhibitor's parent (or guardian), certify that my child has completed this project and this record book and will comply with all the Rules & Regulations of this show and the Southeastern Youth Fair.

Parent's/Guardian's Name: _____

Phone Number: _____

Parent's/Guardian's Signature

Date

This exhibitor is an active member of this 4-H Club or FFA Chapter, and is eligible to show at the Southeastern Youth Fair. This is an accurate representation of this exhibitor's project and has been completed by the exhibitor. **I verify this record book and the required demonstration have been completed.**

Leader's/Advisor's Signature

Date

DRUG STATEMENT

I hereby certify that any drug, antibiotic or biological substance 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: _____

Signature of Parent/Guardian: _____

PURPOSE

The purpose of an animal youth project is to achieve the following:

1. To acquire an understanding of the animal industry by preparing for purchasing, caring for, and keeping records on one or more animals.
2. To be able to identify the types and grades of animals and employ efficient methods of marketing.
3. To understand the business aspects and economics of purchasing animals, feeds, facilities, and equipment for an animal project.
4. To develop integrity, sportsmanship, and cooperation.
5. To develop leadership abilities, build character, and assume citizenship responsibilities.

Record Books will NOT be accepted if any of the following are missing or incomplete:

- Signatures
- Buyer letter (minimum guidelines at end of book)
- Draft Thank You Letter (minimum guidelines at end of book)
- Complete all pages
 - No blank pages, missing totals, blank lines on the reflection page, or incomplete buyers list.

Project Plans and Goals

This is **what I want to learn this year** (choose one life skill goal and one project goal that are obtainable and relevant):

Exhibitor Signature: _____ **Date:** _____

This is what my **parent(s)/guardian(s)** agreed to help me do:

Parent/ Guardian Signature: _____ **Date:** _____

This is what my leader agreed to help me do:

Leader Signature: _____ **Date:** _____

What was your **Demonstration** about? Date of Demonstration: _____

Youth Livestock Market Record Book Guidelines

Notes from the judges:

1. Your Record Book should start on the weigh-in/tagging date list on the SEYF website.
2. Record Books should be completed on the animal relating to your current **Youth Market Project**.
3. **DO NOT** take pages out of order/format.
4. Always double-check your work, especially your math calculations.
5. Have someone check your project story for spelling and grammar before you write it in the final record book.

Project Terms and Explanations:

1. **Project Inventory** – must include pen, feeder, and waterer. Other items may include are clippers, brush, show stick/whip, etc.
2. **Date acquired** – For Project Inventory: list the project year you obtained the item. For all other sections a full date of month/day/year
3. **Purchase cost** – What did this item cost you when you obtained it, or fair market value? If donated, make list item as donated and put a zero as the purchase cost.
4. **Depreciation**- This will be 10% of the original purchase cost for the items you will still have at the end of the project. This includes items you had at the beginning of the project as well as items purchased during the current project year. Depreciation is the loss in value of your assets and is an expense. Think of it as lost valued because of being a “used” item that you can’t sell for the same “new” item price.
5. **Value of ending inventory**- This is the value at the beginning of the project minus the 10% depreciation for the current year.

Notes for Project Summary Page

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 number of days from the date of weigh-in/tag-in to the date of check-in. See SEYF website for details.

Feed Conversion - Total pounds of feed fed divided by the total gain. How many pounds of feed needed for a pound of gain

Cost of Gain - Total feed cost divided by total gain.

Break Even Price- This will be the price the exhibitor will need to make the night of the sale to cover their expenses.

PROJECT INVENTORY

An inventory is a record of all the items you use from your project, including the ones you already have when you start the project, the ones you buy this year, and things you will keep at the end of the project.

[illegible]

Continue on next page

Continued from previous page

[illegible]

Total Costs (Box A) \$ _____ X 10% = \$ _____ (Total Depreciation)
Round to the nearest penny

Total Costs (Box A) \$

Total Depreciation \$

= Value of Ending Inventory \$ _____
(Box A minus Total Depreciation)

ANIMAL VALUE

This is the purchase price or value of your animal. It is important to know the weight of your animal. If you do not have access to scales, use a weight tape to get a fairly accurate estimate. Only list the animal you intend to show.

Date	Description (Breed)	Paid To	Weight	Animal Value
_____	_____	_____	_____	_____

Animal Value \$ _____

MISCELLANEOUS EXPENSES

List everything that you spend money on that you will **NOT** have at the end of the project. Do NOT include feed. Non-feed expenses should include entry fees, veterinary expenses, buyer's letters, and thank you letters. Other expendable items such as shampoo, bedding, pictures, dewormer, Etc. are also examples. **DO NOT LIST ITEMS THAT WILL BE KEPT AFTER THIS PROJECT.**

(Examples of items **NOT** to include in this chart: clippers, buckets, brushes, etc.)

Date	Description	Paid to	Total Cost
Example: 12/4/24	Pine Shavings	Marion Feed Store	\$ 4.95
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
Total Miscellaneous Expenses			\$ _____

FEED EXPENSES

List all feed expenses on this page. List each feed purchased separately. If feeding more than one animal, calculate the cost of one animal. (Example: If feeding two animals, you purchased 200 lbs. of feed. Divide 200 lbs. by 2 = 100 lbs. of feed for one animal.) Hash marks are unacceptable. List all expenses in chronological order from the beginning of the project to the end. **Feed supplements will be included as a Feed Expense. For column 4, only total the grain in pounds.**

[illegible]

[illegible]

Exhibitor _____

TAG NUMBER _____

4-H Club/FFA Chapter _____

Select one: X Junior (8-10)**DUE AT FINAL WEIGH IN****PROJECT SUMMARY****Expenses**

Total Depreciation	(From page 6)	\$ _____ 1
Animal Value	(From page 7)	\$ _____ 2
Total Miscellaneous Expenses	(From page 7)	\$ _____ 3
Total Feed Expenses	(From page 9)	\$ _____ 4
TOTAL EXPENSES	(Line 1+2+3+4)	\$ _____ 5

Weights/Gains

Beginning Weight (Purchase Weight)	(From page 7)	_____ 6
Final Weight (At Fair Final Weigh-in)	(From final weigh-in)	_____ 7
Total Gain	(Line 7- Line 6)	_____ 8
Total Days on Feed	(From fair website)	_____ 9
FINAL AVERAGE DAILY GAIN	(Line 8 ÷ Line 9)	_____ 10

Feed

Total Pounds of Feed	(From page 9)	_____ 11
Total Feed Expenses	(From page 9)	_____ 12
**Conversion (pounds of feed fed per pound of gain) (Line 11 ÷ Line 8)		_____ 13
**Cost of Gain (cost of feed per pound of gain) (Line 12 ÷ Line 8)		_____ 14

Break Even Price

Money Invested	(Line 5)	_____ 15
Price Needed Per Pound*	(Line 15 ÷ Line 7)	_____ 16

*This will be the price that you will need to receive per pound for your animal the night of the sale in order to not lose money on your project. Any amount made over this price per pound is considered profit.

HEALTH RECORD

This should include a record of any health-related activities (deworming, vaccination, or use of veterinarian services). This should include what you used, how much you used, and what you used it for. If you know the dosage amount, please indicate in the table; otherwise, you may put N/A (not applicable) if unknown. **If your animal was healthy throughout the project, make a note of that.**

Date	Description of Activity	Product Used	Dosage (If Applicable or N/A)	Withdrawal Time
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

REFLECTION

If you are completing this record book, **it will not be scored/judged**. You do not have to write a story, but you do need to answer the questions below using complete sentences.

List 3 things you learned this year. Please use complete sentences.

1. _____
2. _____
3. _____

List 3 things you did to keep you and your animal healthy and safe. Please use complete sentences

1. _____
2. _____
3. _____

Now that this project is almost over, what are two things you would do differently raising your next project? Please use complete sentences.

1. _____
2. _____

BIDDER / BUYER VISITATION FORM

In keeping with the rules and regulations of the Southeastern Youth Fair Steer/Lamb/Swine Show, I have written or visited the following potential buyers for the Auction.
(Make additional copies as needed)

NEW BUYERS: (Minimum of 3)

DATE CONTACTED	BUSINESS NAME	CONTACT OR INDIVIDUAL'S NAME	Method of contact ex. Phone, letter, visit
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

PREVIOUS BUYERS: (Minimum of 2)

This list can be found on the SEYF website. Go to "Shows & Contests" drop-down menu, choose your show, go to "Resources" and it should be labeled 2023-2025 ALL Market Buyers List. This is not who previously purchased YOUR animal. This is a list of buyers you're choosing to write to from that list, because they have purchased animals at the Southeastern Youth Fair previously.

DATE CONTACTED	BUSINESS NAME	CONTACT OR INDIVIDUAL'S NAME	Method of contact ex. Phone, letter, visit
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

The Southeastern Youth Fair reserves the right to verify all information on this form and/or contact any business or person on this list.

**MUST INCLUDE A COPY OF YOUR BUYER LETTER AND
DRAFT BUYER THANK YOU LETTER.**

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DRAFT BUYER THANK YOU LETTER.**

- AT THE MINIMUM: All **buyer letters** must include three paragraphs with a minimum of nine (9) sentences, using the following format:
 - Make your greeting respectful and personalized, include the name of your buyer (Dear Mr. Smith,)
 - Paragraph 1: Introduce yourself (name, age, school, club/chapter, what other shows you participate in, etc.);
 - Paragraph 2: tell what the project is (goat, lamb, steer, swine) and describe what you learned from the project (do not just say “I learned responsibility” or “I learned time management,” but explain how you learned it and why it is important);
 - Paragraph 3: Invite the buyers to the fair. Make sure you include dates, times, and your tag number.
 - Make sure you’re signing your letter.
- AT THE MINIMUM: All **thank you letters** must include three paragraphs with a minimum of nine (9) sentences, using the following format:
 - Make your greeting respectful and personalized, include the name of your buyer (Dear Mr. Smith,)
 - Paragraph 1: Introduce yourself (name, age, school, club/chapter, what other shows you participate in, etc.);
 - Paragraph 2: tell what the project is (goat, lamb, steer, swine) and describe what you learned from the project (do not just say “I learned responsibility” or “I learned time management,” but explain how you learned it and why it is important);
 - Paragraph 3: Express your appreciation and tell how you intend to use these funds. (Remember that anything earned over the market price is a gift from your buyer, so thank them accordingly).
 - MAKE SURE YOU SIGN IT. All typed or computer-generated letters REQUIRE a written signature. **Place your goat, lamb, steer, or swine tag number underneath your signature.**

