

Revised 08/2021



**FOR COMMITTEE USE ONLY**

Junior (8-11) \_\_\_\_\_

Intermediate (12-14) \_\_\_\_\_

Senior (15+) \_\_\_\_\_

Complete:  YES  NO

# Highlands County Junior Livestock Show Large Animal Record Book

Each section of the Record Book must be **COMPLETED** and turned in according to the rules that govern your species. Failure to do so may result in a fine and disqualify you to show your animal as stated in the rule book. Determination will be made by the HC Jr. Livestock Committee.

Exhibitor Name: \_\_\_\_\_

Exhibitor Date of Birth: \_\_\_\_\_ Exhibitor Age (as of September 1st): \_\_\_\_\_

**CIRCLE ONE:**

MARKET STEER    COMMERCIAL HEIFER    MARKET SWINE    MEAT GOAT

CHECK HERE IF YOU ARE RETAINING YOUR HEIFER OR GOAT:

FFA Chapter or 4-H Club Name: \_\_\_\_\_

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

\_\_\_\_\_  
Exhibitor Signature

\_\_\_\_\_  
Date

I certify that our son/daughter has completed this project and **COMPLETED** all sections of this record book and will comply with all the rules and regulations of this fair.

\_\_\_\_\_  
Parent/Guardian Signature

\_\_\_\_\_  
Date

*If you need additional space in any section of this record book, the page can be copied and added to that section. Staple the record book in the top left corner – do not submit in a notebook.*

## PURPOSE

THE PURPOSE OF A MARKET ANIMAL YOUTH PROJECT IS TO ACHIEVE THE FOLLOWING:

1. To acquire an understanding of market/meat animal production by preparing for, purchasing, caring for, and record keeping.
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 a market/meat animal project.
4. To develop integrity, sportsmanship and cooperation.
5. To develop leadership abilities, build character and assume citizenship responsibilities.

## FOOD SAFETY STATEMENT

THIS IS TO ACKNOWLEDGE THAT I HAVE BEEN ADVISED THAT THE PRESENCE OF ANY DRUG, ANTIBIOTIC OR BIOLOGICAL RESIDUE IN MY MARKET ANIMAL 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.**

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Exhibitor Signature

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Date

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Parent/Guardian Signature

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Date





## DEPRECIABLE PROJECT INVENTORY EXPLANATION

Depreciable project inventory assets are items that you will keep past the end of this project (examples include clippers, blowers, chutes, tools, tack, feed cans, etc.). In the Depreciable Project Inventory table (on Page 6) you will list all existing equipment/assets you had at the beginning of this project year. After listing existing inventory, you should also list those depreciable assets that you purchased this year. **DO NOT** list expendable items (examples include shampoo, grooming spray, etc.) Items that are expendable (or “used up”) during a project year are listed in the Non-Feed Expenses section on page 7.

**Asset Description** – Describe the item.

**Project Year Acquired** - List the year you obtained this item.

**Column A: Original Purchase Cost or Value** – List the cost of the item when you obtained it. If it was donated to you or a gift, estimate a beginning value for the item when you received it. On items owned from previous years, this value remains the same – look in your previous record books.

**Column B: Value at Beginning of this Project Year-** If purchased in this project year, this equals the original purchase cost or value (Column A). On items owned from previous project years, this should be the value from last year’s ending inventory (the item’s value in column D in last year’s record book). See example in the table below.

**Column C: Annual Depreciation of 10%** - This will be 10% of the **original** purchase cost for the item. (Column C = Column A X 0.10) Depreciation is the loss in value of your assets over the project year and is an expense. This is a basic economic method to spread out the cost of an item over its useful life.

**Column D: Value at the End of this Project Year** - This is equal to the value at the beginning of the project year minus the annual depreciation. (Column D = Column B – Column C)

**EXAMPLE TABLE FOR A 2021-22 Project Year Record Book (Note: you will have more items in your list):**

Asset Description	Project Year Acquired	Column A: Original Purchase Cost or Value	Column B: Value at the Beginning of this Project year	Column C: Annual Depreciation 10% of Column A	Column D: Value at the End of this project year <b>(B minus C)</b>
<b>Lead Rope</b>	<b>2018</b> <i>Purchased the rope in 2018</i>	<b>\$15.00</b> <i>The rope cost \$15 in 2018</i>	<b>\$10.50</b> <i>Equals value in Column D of your 2020 Record Book</i>	<b>\$1.50</b> <i>\$15.00*0.10 = \$1.50</i>	<b>\$9.00</b> <i>\$10.50 - \$1.50 = \$9.00</i>
<p><i>In the line above the following calculations would have happened over time:</i>            2018 \$15.00 (Column B) – \$1.50 (Column C) = \$13.50 (Column D)            The Lead Rope was acquired for \$15 in 2018. The annual depreciation is \$1.50            2019 \$13.50 (This is the Value from previous year’s Column D) - \$1.50 = \$12.00 (column D)            2020 \$12.00 - \$1.50 = \$10.50 (Column D)            2021 \$10.50 - \$1.50 = \$9.00 (Column D)            Note the depreciation amount (Column C) does not change. It is always 10% of the original purchase cost.</p>					
<b>Feed Bucket</b>	<b>2021</b> <i>Purchased the bucket this year.</i>	<b>\$20.00</b> <i>The bucket cost \$20</i>	<b>\$20.00</b> <i>Same as Column A because it was purchased this year.</i>	<b>\$2.00</b> <i>\$20.00*0.10 = \$2.00</i>	<b>\$18.00</b> <i>\$20.00 – 2.00 = \$18.00</i>
<b>Total Depreciation Expense of all assets = Sum of Column C:</b>				<b>\$3.50</b>	
<b>Total Value of Project Assets at End of Year = Sum of Column D:</b>					<b>\$27.00</b>
<i>This value would be utilized for the balance sheet of a business which reports assets and liabilities.</i>					
In your table on page 6, you are not expected to write out the calculations or explanations shown in <i>italics</i> above.					



## ANIMAL EXPENSE

List the purchase price you paid for your animal here. Initial Weight: Steer and Heifer entries: enter the weight recorded at the initial weigh in. Swine and Goats entries - use purchase weight.

Purchase Date	Breed	Purchased From (Breeder)	Initial Weight	Purchase Cost of Animal

## NON-FEED EXPENSES

List expenses for items that you will not have at the end of the project. This includes veterinary expenses, barn fees, prospect show entry fees and other expendable items such as shampoo, bedding, marketing costs, pest control, etc. **Remember:** Depreciable Project Inventory items are **not** listed here. The cost of your animal is **not** listed here. Feed and hay are **not** listed here.

Date	Description	Paid To	Total Cost
<b>Total Non-Feed Expenses:</b>			







## FEED EXPENSES (continued)

Date	Description	Paid To	Pounds	Cost
<b>Page 10 Subtotal - Pounds of Feed:</b>				
<b>Page 10 Subtotal - Feed Cost:</b>				

**Calculate the Total Pounds of Feed and Total Feed Costs below:**

<b>Subtotal Pounds of Feed (Page 8):</b>	
<b>Subtotal Pounds of Feed (Page 9):</b>	+
<b>Subtotal Pounds of Feed (Page 10):</b>	+
<b>Total Pounds of Feed:</b>	
<b>Subtotal Feed Cost (Page 8):</b>	
<b>Subtotal Feed Cost (Page 9):</b>	+
<b>Subtotal Feed Cost (Page 10):</b>	+
<b>Total Feed Cost:</b>	

## PRELIMINARY INCOME RECORDS

### OTHER INCOME

Record other income earned with this project's animal such as prospect show premiums. If you have no other income from this project **prior to check in** at the HC Jr. Livestock Show, then enter zero.

Date	Description	Total
<b>Total Other Income (if none, enter zero):</b>		

### ADD-ONS

Record here any money given to you to support your project from a sponsor. If you have no add-on income for this project **prior to check in** at the HC Jr. Livestock Show, then enter zero. (Don't forget to send a thank you note to your sponsors.)

Date	Sponsor's Name	Total
<b>Total Sponsor Income (if none, enter zero):</b>		

## WEIGHT RECORDS

Keep track of the weight records of your animal here. Weight records assist in determining feed needs, feed conversion efficiency and average daily gain of your animal and can be an indicator of health.

**Initial Weight:** Steers and Heifers - use the weight from the initial Weigh-In. Swine and Goats - use purchase weight for the initial weight. **You should have other weights recorded throughout the project time.** If you don't have access to scales, use a weight tape. Calculations should be made for all weights recorded.

**Final Weight:** The weight of your animal at HC Junior Livestock Show Check In. Calculate the Number of days since last weigh in by counting the days between the days you weigh. Calculate the Pounds Gained since last weigh in by subtracting the two weights.

**Average Daily Gain** = Pounds gained since last weighing divided by the number of days since last weighing.

Date	Calculate Number of days since last weighing	Weight	Calculate Pounds Gained since last weighing	Calculate Average Daily Gain*
<i>Initial Weight Date:</i>		<i>Initial Weight:</i>		
Date of Final Weight:		<i>Final Weight:</i>		

<b>Overall Project Weight Calculations</b>	
<b>Total Weight Gain = Final Weight – Initial Weight:</b>	
<b>Total Number of Days on Feed from Initial Weight Date to Final Weight Date:</b>	



**CHECK HERE IF YOU ARE RETAINING YOUR HEIFER OR GOAT AND PROCEED TO PAGE 17 (DO NOT COMPLETE PAGE 14-16).**

**IF YOU ARE NOT RETAINING YOUR LARGE ANIMAL COMPLETE PAGE 14-16.**

## **MARKETING PLAN FOR ANIMALS BEING SOLD**

This project will help you understand basic economic principles such as supply and demand, available resources, marketing and profit and loss. A marketing plan is important to successfully sell your animal at the livestock auction. You cannot simply show up at the fair and expect buyers to want your animal. The profitability of your project is dependent on your marketing efforts. Utilize the pages 14-16 to gather necessary information, consider potential buyers and prepare a buyer's letter.

### **Buyer Letter Tips:**

- Know who you are writing to - do not send a form letter. Your letter should be properly addressed with name, title and correct address. If they are a previous buyer, thank them for their participation and support.
- Make your letter personal and consider including a picture. Include information about yourself, your club or chapter activities and your project.
- Provide information: invite the buyer to your show and the auction, tell them the date, time and location. Provide information on how to participate in the auction. Provide the fair office contact information in case they have questions on becoming a buyer.
- Never make demands or ask for add-ons. Be gracious and appreciative of their time and support.
- Use proper letter formatting including your return address, date, proper greeting and closing, etc. **Proofread** your letter for grammar and spelling and sign your letter.

**Record information that you should include in your letter below:**

### **Fair Office Contact Info for Buyer Registration/Questions:**

Phone: 863-382-2255 Email: *info@hcfair.net*

**Location:** The HC Jr. Livestock Shows, Buyer's Dinner and Auction are held at the Livestock Arena at the Highlands County Fairgrounds.

Look in the current HC Fair Junior Livestock Show Rulebook for the following information:

**Date and Time of your Livestock Show:** \_\_\_\_\_

**Date and Time of Buyer's Dinner:** \_\_\_\_\_

**Date and Time of Livestock Auction:** \_\_\_\_\_

**On Page 15, record potential Buyer's contact information.**

**On Page 16, include a sample copy of your Buyer's Letter.**

**BUYER CONTACT LIST:** You can make a copy of this page to record more potential buyers.

<b>Contact Name:</b>	<b>Company:</b>
<b>Address:</b>	
<b>City, State, Zip:</b>	
<b>Contact Name:</b>	<b>Company:</b>
<b>Address:</b>	
<b>City, State, Zip:</b>	
<b>Contact Name:</b>	<b>Company:</b>
<b>Address:</b>	
<b>City, State, Zip:</b>	
<b>Contact Name:</b>	<b>Company:</b>
<b>Address:</b>	
<b>City, State, Zip:</b>	
<b>Contact Name:</b>	<b>Company:</b>
<b>Address:</b>	
<b>City, State, Zip:</b>	
<b>Contact Name:</b>	<b>Company:</b>
<b>Address:</b>	
<b>City, State, Zip:</b>	

**BUYER'S LETTER: Attach a copy of one of your Buyer's Letters on this page.**



## RETAINED LARGE ANIMAL REPORT

What type of animal are you retaining – Meat Goat or Commercial Heifer?

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What are your plans for the animal after the HC Jr. Livestock Show? Describe plans for a two-year project or inclusion in a herd for example.


Do you have a breeding plan for this animal? If so, describe plan.


List something you have learned through your retained animal project this year (ex. reproduction management, herd health, feed requirements, etc.)


## PROJECT SUMMARY CALCULATIONS

The records you have collected throughout your project are useful to evaluate the production management and basic economics of your animal project. These results are useful in evaluating production methods that you would continue or that may be improved in future projects. The Break-Even Price is the minimum price your animal can sell for to cover your costs. This information is useful in determining marketing strategies, improving future productivity and profitability. For those retaining their animal, this information is useful in evaluating the investment in your herd. Be sure to check your calculations and show units.

<b>GAIN CALCULATIONS</b>	
Initial Weight (from Page 12)	1
Final Weight at Fair Check-In (from Page 12)	2
<b>Total Weight Gain</b> (Line 2 minus Line 1):	3
Total Number of Days on Feed (from Page 12)	4
<b>Final Average Daily Gain</b> (Line 3 divided by Line 4):	5
<b>FEED CALCULATIONS</b>	
Total Pounds of Feed (from Page 10)	6
Total Feed Cost (from Page 10)	7
<b>AVERAGE FEED CONVERSION RATIO</b>	8
<b>Total Pounds of Feed per Total Pounds of Gain</b> (Line 6 divided by Line 3)	
<b>AVERAGE COST OF GAIN</b>	9
<b>Total Cost of Feed per Total Pounds of Gain</b> (Line 7 divided by Line 3):	

<b>PRELIMINARY INCOME (may be zero):</b>	
Other Income (from Page 11)	10
Add-On Income (from Page 11)	11
<b>Total Preliminary Income</b> (Line 10 + Line 11):	12
<b>EXPENSES:</b>	
Total Depreciation of all Assets (from page 6)	13
Animal Expense (from Page 7)	14
Total Non-Feed Expenses (from Page 7)	15
Total Feed Cost (from Page 10)	16
<b>Total Expenses</b> (Line 13 + Line 14 + Line 15 + Line 16)	17
<b>Total Expenses – Total Preliminary Income</b> (Line 17 – Line 12)	18
<b>BREAK EVEN PRICE (\$/LB.)</b> (Line 18 divided by Line 3)	

## **YOUR PROJECT IN PICTURES**

On the following pages you will show the "story" of your animal throughout the project year. You should show the beginning and end of your project along with other experiences throughout the project year. Show at least two different skills that you have learned. If you are selling your animal, consider including the photo you included in your Buyer's Letter. Photos should include a **dated caption** with each photo. Explain what you are doing and why you are doing the things shown in the picture. What skills are you demonstrating and why? Spelling and grammar are included in the judge's decision.

**Photo requirement: a minimum of 5 pictures and a maximum of 8 pictures**

**PROJECT PICTURES (continued)**

**PROJECT PICTURES (continued)**

**PROJECT PICTURES (continued)**

## PROJECT QUESTIONS

Answer the following questions about your project. Complete sentences and "paragraph" type answers are expected.

**Why did you select the breed you are showing? What factors did you consider in picking your animal?**


**What is your daily routine with your animal?**


**After completing your Project Summary calculations (page 18), what production management methods will you continue and what improvements would you make?**


## PROJECT QUESTIONS (continued)

**What showmanship and grooming skills have you learned this year? What would you do differently in the future?**


**Putting money aside, what other personal gains did you experience during this project?**




**THE EXHIBITOR MUST COMPLETE THIS SECTION**

**EXHIBITOR NAME:**

**CLUB OR CHAPTER NAME:**

**CIRCLE ONE:**

**MARKET STEER**

**COMMERCIAL HEIFER**

**MARKET SWINE**

**MEAT GOAT**

**JUDGES SCORE SHEET - LARGE ANIMAL RECORD BOOK**

<b>SECTION</b>	<b>POINTS POSSIBLE</b>	<b>POINTS EARNED</b>
Cover Page & Food Safety Statement (Page 1-2)	<b>2</b>	
Project Activity Records (Page 3-4)	<b>8</b>	
Depreciable Project Inventory (Page 6)	<b>8</b>	
Animal Expense + Non-Feed Expenses (Page 7)	<b>8</b>	
Feed Expenses (Pages 8-10)	<b>8</b>	
Preliminary Income Records (Page 11)	<b>2</b>	
Weight Records and Calculations (Page 12)	<b>8</b>	
Health Records (Page 13)	<b>8</b>	
Marketing Plan/Buyers Contact Info & Letter (Pages 14-16) <b>OR</b> Retained Large Animal Report (Page 17)	<b>10</b>	
Project Summary Calculations (Page 18)	<b>10</b>	
Pictures (Pages 19 - 22)	<b>8</b>	
Project Questions (Page 23-24)	<b>20</b>	
<b>TOTAL POINTS:</b>	<b>Max pts. 100</b>	

*If a tie occurs, the judge will compare the Project Summary Calculations and the Project Questions to break the tie.*

**COMMENTS:**