



Manistee County 4-H

Beef Steer Market Record Book

Ages 12 to 19

Name: _____ Age (as of January 1): _____

Name of 4-H Club: _____ Year: _____

Name of 4-H Project Leader: _____

Is this your First year in this Project: Yes [☐] No [☐]

If No, how many years have you been doing this project? _____

Record Start Date: _____ Record End Date: _____

****RECORDS START WITH POSSESSION OF YOUR ANIMAL(S) AND
END WITH FAIR WEEK ESTIMATES! ****

Michigan State University Extension programs and materials are open to all without regard to race, color, national origin, gender, gender identity, religion, age, height, weight, disability, political beliefs, sexual orientation, marital status, family status or veteran status.

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.

If you have questions or need help on this record book, please contact your leader, parent/guardian, or Manistee County MSU Extension Office.

4-H Record Books are required for all market livestock projects. They must include beginning and ending photos.

Record Books must be completed and turned in to the Manistee Livestock Council by End of Day Saturday during Fair Week.

Why is your record book important? It . . .

- o will aid you in learning about all aspects of raising and selling livestock
- o helps you set goals for your project
- o helps you plan future projects
- o shows your financial decisions and outcomes
- o overall, will improve your management and organizational skills
- o It will be fun to look back at your book years from now... remember, this can be fun when you put all your effort into it!

Suggestions (*practices for good record keeping*):

- o Consistently fill in the record book; avoid waiting until the last minute.
- o Hang a calendar or notebook near your animal's pen to write notes in to help you with your record book.
- o Write neatly and clearly.
- o Take pictures before, during and after your project is done.
- o Complete your Thank You to your buyer soon after the sale.
- o Have FUN and work hard!

Resources to help you learn about your project:

- ☐ MSU Extension has educational materials you can check out
- ☐ Dairy Resource Handbook and the Beef Resource Handbook are available from Ohio State University at: <http://estore.osu-extension.org>
- ☐ Clinics and workshops, cattle judging at 4-H Exploration Days, etc.

Final Scores will be determined by the Grading Rubric on the Next Page.

Manistee County 4-H Livestock Market Animal Record Book Rubric

Name: _____ 4-H Club: _____ Date Record Book Closed: _____

Criteria	4 Points	3 Points	2 Points	1 Point	Score
Cover Page, Project Info & Pre-Project Questions, Project Photo Page	<ul style="list-style-type: none"> All information on page 1 completed properly Project Plan and Questions were completed using well written, thoughtful complete sentences 	<ul style="list-style-type: none"> All information on page 1 completed properly Project Plan and Questions were completed fully 	<ul style="list-style-type: none"> All information on page 1 completed properly Project Plan and Questions were attempted but not fully completed. 	<ul style="list-style-type: none"> All information on page 1 completed properly Project Plan and Questions were not complete or lacking. 	
Project Efficiency Information, Financial Records, Weight Records & Other Expenses	<ul style="list-style-type: none"> Feeding information was accurately completed with all boxes completed. These 4 records are complete and accurate as required for the project. Both financial records are complete and accurate with the appropriate number of entries for each. 	<ul style="list-style-type: none"> Feeding information was completed accurately 3 of the records are complete and accurate as required for the project. One of the two financial records are complete and accurate with the appropriate number of entries for each. 	<ul style="list-style-type: none"> Feeding information was attempted but not complete 2 of the records are complete and accurate as required for the project. Both of the financial records were attempted to be completed and accurate with the appropriate number of entries for each. 	<ul style="list-style-type: none"> Feeding information is incomplete. All Records have been attempted but are not accurate. None of the financial records were completed and accurate with the appropriate number of entries for each. 	
Education Workbook	<ul style="list-style-type: none"> All education questions were handwritten in Ink, each question was answered fully. Each was written clearly and well organized. 	<ul style="list-style-type: none"> All education questions were answered fully. 	<ul style="list-style-type: none"> All questions were attempted but not answered fully or not clear. 	<ul style="list-style-type: none"> Some education questions were attempted, but not clear and need improvement. 	
Neatness	<ul style="list-style-type: none"> It is legible and reasonably neat with no crossed-out or hard-to-read words or numbers. It looks like the author took great pride in it. 	<ul style="list-style-type: none"> It is legible and reasonably neat but there are a few crossed-out, or hard-to-read words or numbers. 	<ul style="list-style-type: none"> The book is legible but it looks like parts of it might have been done in a hurry or some pages are messy. 	<ul style="list-style-type: none"> Most of the record book is barely legible. It appears that some parts of the record book were completed by someone other than the 4-H'er. 	

Circle Ribbon Earned:

Ages 15-19 17-20 Points—**Blue** 13-16 Points—**Red** 8-12 Points—**White** <8 Points—**No Ribbon**
 Ages 8-14 15-20 Points - **Blue** 11-14 Points - **Red** 6-10 Points - **White** <6 Points—**No Ribbon**

Total Score: _____

Project Information

(Submit one completed record book for each market species)

Name and/or description of animal(s):

Breed(s):

Identification of animal(s) (Tattoo/Ear tag/Fair tag number):

Estimated Birth date of animal(s):

Date of ownership or purchase date:

Estimated beginning value of animal(s):

Please tell us about your project animal (check all that apply):

☐ Purchased my project animal(s)

☐ Project animal(s) are bred & owned (from an animal on my family farm)

☐ Other (please explain):

Comments by Leader/Parent (optional):

Pre-Project Questions/Goals

Complete this portion of the record book pre-project or once animals are purchased. Please Answer All Questions

1. Why did you choose to do a Beef Steer Project this year? _____

2. What breed/type of Beef Steer did you select and why? _____

3. If you HAVE done a Beef Steer Project in the past, what are you doing differently with this year's project? _____

4. Describe how you prepared to bring your Beef Steer home when you first got it.

5. What factors did you consider when selecting your project (breed, age, price, disposition)? _____

6. Please list three (3) Goals you have for your Feeder Calf Project this year:
 - a) _____

 - b) _____

 - c) _____

***Only Complete the following Questions if you Intend to Market
your Beef Steer***

I do not intend to Market (Sell) this Animal Project. []

1. Please List three (3) potential buyers you plan to approach this year:

a) _____

b) _____

c) _____

2. Please List three (3) communication strategies you plan to utilize this year:

a) _____

b) _____

c) _____

Anticipated Income from Animal(s): \$_____

Project Photo Page

Minimum Beginning Project Photo and End Project Photo REQUIRED. May submit additional photos with Annual Record Book.

Beginning Project Picture

Take a picture of your project animal(s). Date of photo: _____

Ending Project Pictures

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

Date of ending photo: _____

Monthly Feed Record Worksheet (Add additional pages if needed)

Feed Types* ⇒										
	lbs.	cost	lbs.	cost	lbs.	cost	lbs.	cost	Monthly lbs.	Total Cost
SEPT										\$
OCT										\$
NOV										\$
DEC										\$
JAN										\$
FEB										\$
MARCH										\$
APRIL										\$
MAY										\$
JUNE										\$
JULY										\$
AUG										\$
TOTALS		\$		\$		\$		\$		\$

NOTE: RECORD FEED AS IT IS FED TO YOUR ANIMAL.

- *Type of feed should be expressed in pounds and include grains, supplements, mixes, hay, silage, etc.
- The estimated value of homegrown feed needs to be included.

_____ Number of animals reflected on this chart.

TOTAL FEED add column	TOTAL FEED COST add column
---------------------------------	--------------------------------------

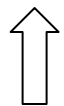
Expenses Other Than Feed Worksheet (Add additional pages if needed)

Expense Categories	Veterinary Charges	Medication/ Insecticides	Bedding	Equipment	Registration Fees	Trucking/ Transportation	Housing rent/ Leasing fees	Clipping/ Shearing fees	Interest paid (if \$ borrowed)	Advertising/ Marketing	Buyer Recognition	Miscellaneous (specify)	Miscellaneous (specify)	Monthly Total
SEPT														\$
OCT														\$
NOV														\$
DEC														\$
JAN														\$
FEB														\$
MARCH														\$
APRIL														\$
MAY														\$
JUNE														\$
JULY														\$
AUG														\$
TOTALS														TOTAL \$

_____ Number of animals reflected on this chart.

\$_____ Total Expense per animal

TOTAL EXPENSES
(Transfer this number to page
8 – c. If this is for more than
one animal, divide by the
number of animals.)



Weight Record (Add additional pages if needed)

It is recommended to weigh your animal(s) at least once each month or more as appropriate for your species. Use one of the charts below for each market animal.

[illegible][illegible][illegible]

My Project Animal:

(Please complete page 7 for each market animal – make additional copies of this form as needed)

Ear Tag Number	Sex	Breed	Date Acquired	Beginning Weight	Final Weight (A)

NOTE: The final weight can be determined by weight tape, scale at home or at the fair.

This can allow the exhibitor to complete record book prior to the fair.

My Estimated Project Income:

$$\frac{\text{Market Price}^*}{\text{Final Weight (A)}} \times = \$ \text{EXPECTED MARKET INCOME}$$

***Market Price** - is the price you would receive under normal sale conditions (such as an auction sale yard). These prices are published in agriculture newspapers, magazines, or TV and radio farm reports and online.

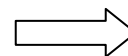
$$+ \$ \text{OTHER INCOME}^{**} =$$

Total Expected Income
(Add expected market income and other income)

****OTHER INCOME** could include premiums from another show, sale of by-products (wool, eggs, manure, etc.), etc., generated prior to the fair.

My Project Expenses:

	VALUE
Purchased Animal = List Price (page 2) or Raised Animal = List Value at Start of Project	a \$
Total Feed Costs Per Animal From Monthly Feed Record Worksheet (page 4)	b \$
Total Cost From Per Animal Expenses Other Than Feed Worksheet (page 5)	c \$
TOTAL EXPENSES (a+b+c)	\$



Total Expenses

Formula to Calculate Your Breakeven Price:

$$\frac{\$ \text{Total Expenses}}{\text{Final Weight of Animal (A)}} = \$ \text{Breakeven Price (Price per pound needed to cover expenses)}$$

My Project Efficiency Information (Please complete page 9 for one market animal)

Complete the information below based on one of your market animal(s) raised.

1. $\frac{\text{Total lbs. of Gain (a)}}{\text{Days on Feed}} = \text{Average Daily Gain}$
(Page 6 final – beginning weight) (Date of purchase estimated sale date) (Amount of weight animal gained each day)

2. $\frac{\text{Total Feed Cost}}{\text{Total lbs. of Gain (a)}} = \text{Feed Cost Per lbs. of Gain}$
(Page 4 total divided per animal)

3. $\frac{\text{Total lbs. of Feed Fed}}{\text{Total lbs. of Gain (a)}} = \text{Lbs. of Feed Fed per lbs. of Gain}$
(Page 6 total divided per animal)

Why is it important to calculate each of the factors above when raising animal(s)?

1. _____
2. _____
3. _____

1. Write the information from the feed tag or the “recipe” mixture that you used:

2. Did the feed mixture change during the project? Why and how did it change?

3. How did you determine how much to feed your animal? _____

4. What does the Average Daily Gain results tell you? _____

Beef Steer Education Workbook

This part of the Annual Record Book is designed to self-test and review how much you have learned about your chosen participation projects over the years. Please make sure you are completing the correct amount of work required for your age division.

Workbook Instructions:

1. READ ALL INSTRUCTIONS AND QUESTIONS THOROUGHLY AND CAREFULLY.
2. Please answer ALL questions related to your selected 4-H Age Level and Project.
3. You MAY answer more than the required number of questions requested of your 4-H Age and Level. **However, this WILL NOT necessarily improve your overall score.**
4. You will be graded on the number of correct answers given for each section.
5. If you are showing a Beef Feeder, please answer ALL the specific Beef questions. If you are showing a Dairy Feeder, please answer ALL the specific Dairy questions.
6. If you are showing BOTH a Dairy and Beef Feeder you may complete ONE workbook and include the answers with each individual Record Book.
7. You may use previous year's record books and other MSU or scientific resources to help you answer the questions. It is encouraged that you use as few aids as possible to truly test your knowledge.
8. Answers should reflect knowledge appropriate of your age and number of years in 4-H.

Please Indicate Your 4-H Level (by age):

☐ Junior (Ages 12-14)

☐ Senior (Ages 15-19)



Please List all the Sources that you used to complete your Workbook for the Year below:

-

Project Knowledge

Answer all questions to the best of your abilities.

1. What is the current market value for a beef steer? List the date and source you used to obtain your answer: _____

2. What is the current market value of corn? List the date and source you used to obtain your answer: _____

3. What is the normal temperature, respiration rate, and pulse (heart rate) for cattle?

Temperature: _____

Respiration Rate: _____

Pulse (Heart Rate): _____

4. List five (5) signs of a sick calf:

a) _____

b) _____

c) _____

d) _____

e) _____

5. Name the top three (3) grades of USDA Beef from highest (a) to lowest (c):

a) _____

b) _____

c) _____

6. What is an RFID Tag? _____

7. What is withdrawal time and why is it important?

8. Name a breed of Beef Cattle and give a brief description of the breed, where it originates from, and its role in modern Beef production. (*Choose a different breed each year*)

Showmanship

List five (5) qualities of a good showperson:

1. _____
2. _____
3. _____
4. _____
5. _____

List five (5) ways you can improve as a showperson:

1. _____
2. _____
3. _____
4. _____
5. _____

Explain the importance of mentoring, in your own words. How have you been a mentor in your 4-H Club or in the community this past year?

6. Who has influenced you the most this year in this project and why? _____
- _____
- _____
- _____
- _____
- _____

Beef Health

Match the definitions to the correct term.

Juniors: Match seven (7).

Seniors: Match All.

1. Pneumonia _____
2. Ruminant _____
3. Ring Worm _____
4. Rumen _____
5. Scours _____
6. Reticulum _____
7. Sire _____
8. Omasum _____
9. Steer _____
10. Abomasum _____
11. Dam _____
12. Bloat _____
13. Heifer _____
14. Trace Minerals _____
15. Gestation Period _____
16. Major Minerals _____

A. salt, calcium, phosphorus, magnesium, potassium, sulfur

B. gray, crusty scaly patches usually on the face, head and shoulders

C) watery feces, dehydration, sunken eyes, depression, decreased feed intake, fever, cold to touch

D) any animal that has four stomach compartments

E) second, and largest compartment of a cow's stomach

F) father of a calf

G) abnormal condition in ruminants due to accumulation of gases in the rumen

H) castrated male calf

I) time period from when a calf is conceived until the calf is born (usually 283 days)

J) mother of a calf

K) the fourth compartment of the stomach also called the true stomach

L) coughing, difficulty breathing, fever, runny eyes and nose

M) first compartment of a Cow's Stomach also called the honeycomb

N) a young female that has not given birth

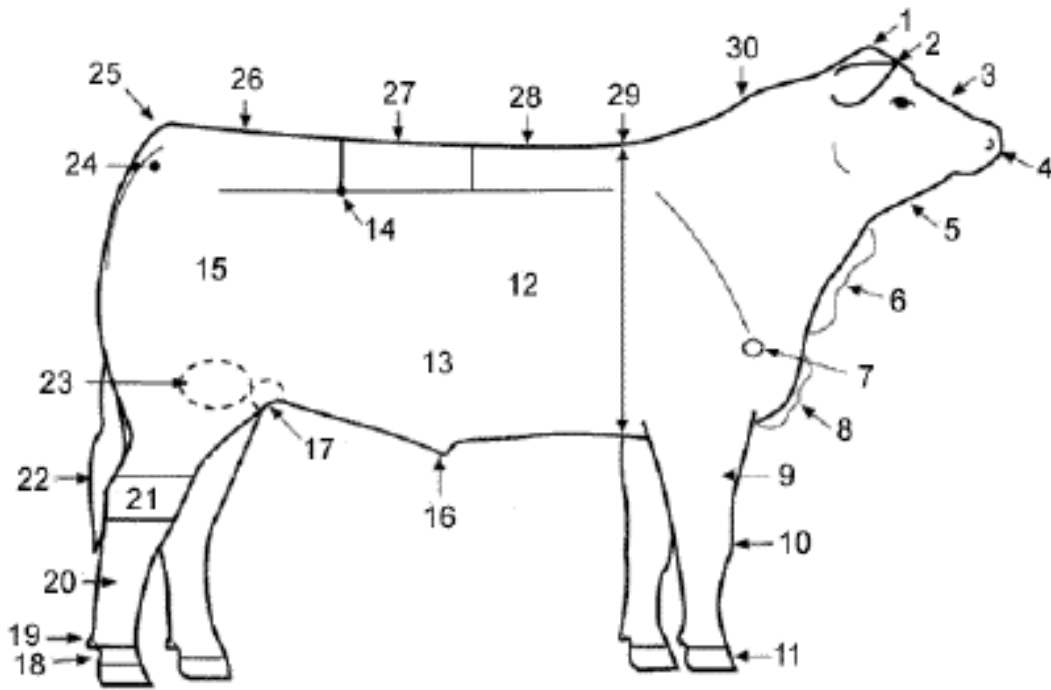
O) third compartment of a Cow's stomach that absorbs water from food

P) copper, iodine, iron, manganese, selenium, zinc, molybdenum

Label the Parts of the Cow

Juniors: Label 15 Parts.

Seniors: Label All Parts.

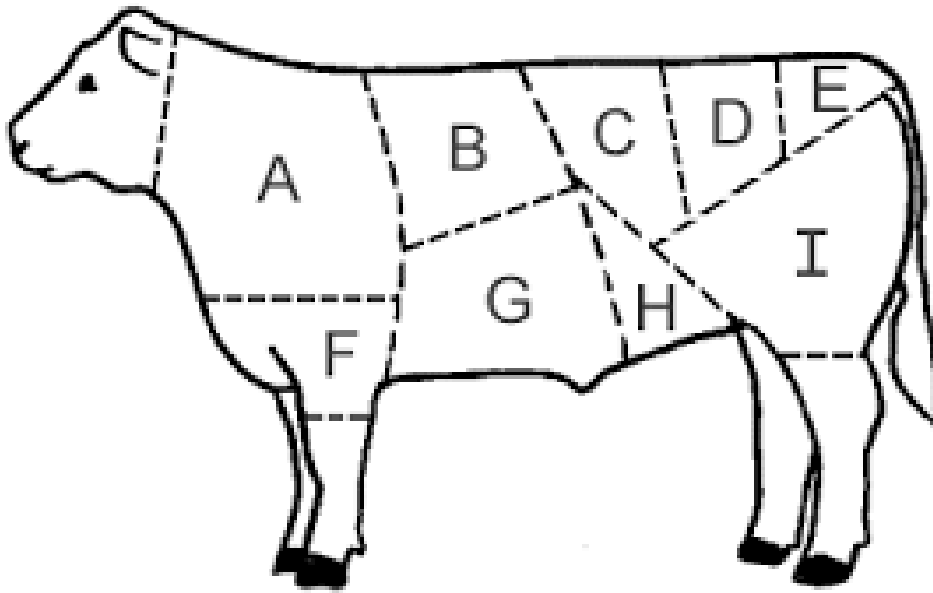


- | | | |
|-----------|-----------|-----------|
| 1. _____ | 13. _____ | 25. _____ |
| 2. _____ | 14. _____ | 26. _____ |
| 3. _____ | 15. _____ | 27. _____ |
| 4. _____ | 16. _____ | 28. _____ |
| 5. _____ | 17. _____ | 29. _____ |
| 6. _____ | 18. _____ | 30. _____ |
| 7. _____ | 19. _____ | |
| 8. _____ | 20. _____ | |
| 9. _____ | 21. _____ | |
| 10. _____ | 22. _____ | |
| 11. _____ | 23. _____ | |
| 12. _____ | 24. _____ | |

Wholesale Beef Cuts

Juniors: Label six (6) Cuts.

Seniors: Label nine (9) Cuts.



Courtesy of Scott Nash, Educator, University of Idaho Extension

A. _____

F. _____

B. _____

G. _____

C. _____

H. _____

D. _____

I. _____

E. _____

End Workbook

Post Project Questions

Complete this portion of the record book post project, end of Fair/Auction. Please Answer All Questions.

1. How did you train and prepare your Steer for the Fair this year? _____

2. How did you finance your Beef Steer project this year? _____

3. Were there any health management problems with your Steer? If so, how did you address them? _____

4. What is the definition of "break-even price"? What is the break-even price for this project (if went to market)? What can you do to improve your break-even price?

5. List any benefits or things you have learned from your show ring experiences, past or present: _____

6. What information do you records tell you that you can use to improve future market projects? _____

7. Is there anything different you would like to see with the Manistee County Beef Steer Program/Barn? _____

8. What was your favorite part of your Steer Project? _____

9. Did you meet your project goals listed in this record book? _____

10. List any other clubs and/or extra-curricular activities that you are involved in:

Congratulations on a successful 4-H Animal Project!

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 book. I am aware that this record book may be on display during the auction and/or fair, and thus all content will be appropriate.

Youth Signature: _____ Date: _____

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

Parent/Guardian Signature: _____ Date: _____



Judge’s Comments:

Please respond to the following statements to provide feedback to the youth.

The market animal(s) project owner did the following items well: _____

Areas to improve include: _____

Additional comments: _____

Judging Results (OFFICE USE ONLY)	Ribbon Award:	A	B	C
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