



St. Francois County 4-H Senior Division Market Animal Project Financial Worksheet

**For 4-H members age 14-19 competing in market
animal classes at the St. Francois County Fair.**

This guide sheet is designed to make it easier for you to keep records about your project and measure its effectiveness. You should look at this market animal project as a business and the ability to run this business will help you with any business you may choose to operate in the future. The reports are due after the sale and before you receive your check.

Page 1

Animal Identification -

Each market will be identified with a ear tag or identifying ear notch. You may include additional identifiers such as color or name.

Animal Cost -

The cost of your animal may be the most money you have ever spent. Record the information required on the worksheet. If you don't have all your records from the time you bought your animal just keep track beginning at weigh in. If it is an animal you raised or were given by a family member, assign a fair market value as your animal cost. (I would prefer to have everyone's records during the feeding period).

Death Losses -

Death losses occur about 1% of the time. While it doesn't happen very often it can be very serious when you have a small number of animals. Record the information as best you can on the worksheet.

Page 2 - Expenses

Feed Costs

Feed costs are the single largest expense outside of the animal cost. Record the total about of the different types of feed your animal consumes. If your animal is fed in a group divide the amount of feed by the number of animals eating to get an average consumption amount.

Other Expenses -

Your veterinarian is a valuable part of your livestock production team. Preventing sickness is extremely important and your vet will help you avoid problems. You should record all vaccinations, treatments, health papers, etc that occur with your project. Another important point to keep in mind for quality assurance is adhering to the withdrawal period. We must avoid illegal drug residues by following label directions. Please note the withdrawal period so you know when its safe to consume the animal. Also record other expenses that come up with your project including hauling, bedding, show supplies, and equipment.

Labor Expenses -

I would encourage you to record how many hours you spend working with and taking care of your animal. You might be surprised. Then decide how much you think you should be paid per hour for that work. Minimum wage for Missouri is \$8.60.

Page 3 - Income

Livestock Sales -

The end of your project marks the completion of a lot of hard work. You should be very proud of yourself for a job well done. Record the necessary information on the worksheet. Remember to add the animals that get sold before the fair.

Retained Animals -

Many livestock projects involve animals that are retained or kept for breeding stock. These female projects are an excellent way for young producers to get started in animal agriculture and build a savings account for the future. Your retained animal has a market value when we consider the project completed. Record the value of your animal on the worksheet.

Other Income -

Some projects may win premiums for various reasons including ADG, carcass traits, wool, or milk sales. Record these other sources of income on your worksheet.

Page 4 - Financial Summary

Someday you will realize that you have profited by developing character and responsibility with a livestock project. You will also begin to understand the value of money and how to manage a business. This worksheet will help you analyze the financial aspects of your project.

Profit or Loss Statement -

The worksheet lists the income and expenses you have calculated on previous pages. The totals you will use are indicated by a [#] in the total box. Transfer the information from these boxes to this portion of the worksheet to determine if you have made a profit or a loss. I hope your answer is profit! By analyzing your expenses and incomes you can improve the financial performance of your project.

Performance Summary

Average Daily Gain -

The performance summary will allow you to measure yourself against other exhibitors and the industry in general. For instance, you may see that in some area of production you need to improve. Total gain is the amount of weight gained during the test period (Final weight – Initial weight). Days on feed is the number of days the animal gain was measured. Average daily gain is calculated by dividing the total gain by days on feed.

Feed Efficiency -

Feed efficiency is calculated by dividing the total pounds of feed by the total gain. Feed cost of gain is calculated by dividing the total feed cost by the total gain. Total cost of gain is calculated by adding your total expenses and dividing them by the total gain.



St. Francois County 4-H Senior Division Market Animal Project Financial Worksheet

For 4-H members age 14-19 competing in market animal classes at the St. Francois County Fair.

Name (first and last) _____

Project (species) _____ For year _____

Instructions: This worksheet will help you keep financial records of your 4-H market animal. Use a separate form for each project (species). Note some boxes are labeled with [#], values from these boxes will be used on the last page of the work sheet. Do your best to add to this form as expenses come up, even if someone else is covering those expenses, so you don't forget about something. You are not judged on your profit shown or ADG but your ability to keep accurate records. Please see the guide sheet for more information.

My Project Animals

My project began with the following animals:

Date	Animal Description/ID (tag # or ear notch and name/color)	\$/lb. price per pound (cost ÷ beginning weight)	Beginning Weight	Cost or Value
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			<u>Total Weight</u> [1]	<u>Total Cost/</u> <u>Value</u> [2]
			lbs	\$

During the year the following animals died.

Date	Animal Description/ID (tag # or ear notch)	Cause	Estimated Weight	Estimated Value
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$

**Senior Division
Record of Expenses**

My feed expense record:

Date	Type of feed (grain, mix, hay, supplement, pasture, silage)	\$/lb. price per pound (cost ÷ pounds)	Pounds of feed	Cost or Value
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			<u>Total Weight</u> [3]	<u>Total Cost/Value</u> [4]
			Lbs.	\$

My other expense records:

Date	Item or expense (veterinary expenses, bedding, show supplies)	Withdraw period if any?	Cost or Value
			\$
			\$
			\$
			\$
			\$
			<u>Total Cost/Value</u> [5]
			\$

My labor expenses:

Total hours worked	Wage per hour	Total labor expense (hours worked x wages per hours)
	\$	\$

**Senior Division
Record of Income**

During the year I sold the following animals:

Date	Animal Description/ID (tag # or ear notch)	\$/lb. price per pound (cost ÷ final weight)	Final Weight	Net sale amount
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Total Weight [6] Lbs.	Total Cost/ Value [7] \$

List of animals I own at the end of the project year (retained animals):

Date	Animal Description/ID (tag # or ear notch)	\$/lb. price per pound (est. total value ÷ final weight)	Weight	Estimated value
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Lbs.	\$
			Total Weight [8] Lbs.	Total Est. Value [9] \$

Other income I received (premiums, wool, etc.):

Date	Description	Cost or Value
		\$
		\$
		\$
		\$
Ribbon Premiums	Beef - blue = \$12 red=\$8 white = \$4 Swine, Sheep & Goats - blue = \$6 red=\$4 white = \$2 Rabbit & Poultry - blue = \$4 red=\$2 white = \$0.40	Total Cost/Value [10] \$

**Senior Division
Financial Summary
Profit or Loss Statement**

<p>Total Expenses</p> <p>Value of animals at beginning of my project (from [2] page 1) \$ _____</p> <p>Feed cost (from [4] page 2) \$ _____</p> <p>Other Expenses (from [5] page 2) \$ _____</p> <p>Total Expenses (add all expense lines) \$ _____</p>	<p>Total Income</p> <p>Value of animals sold (from [7] page 3) \$ _____</p> <p>Value of animals on hand at the end of project (from [9] page 3) \$ _____</p> <p>Other income (from [10] page 2) \$ _____</p> <p>Total Income (add all income lines) \$ _____</p>
<p>Profit or Loss \$ _____</p> <p>(total income minus total expense)</p>	

Performance Summary

Gain Records

Animal Description/ID or Tag	Beginning weight [1]	Final weight [6]	Total weight gain (final weight - beginning weight)	Number of days on fed.	Average Daily Gain (total gain ÷ number of days fed, then divide by number of animals)
Total weight gain of all animals.			[11]		

Feed Efficiency

Pounds of feed [3]	Total weight gain [11]	Feed efficiency (final weight ÷ total weight gain)