

# Wayne County 4-H Livestock Poultry Production Record Book Advanced (16-19yr.)



Name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Species: Beef [ ] Sheep [ ] Swine [ ] Goat [ ]

Year: \_\_\_\_\_ Age as of January 1st: \_\_\_\_\_

Number of years in project (including this year): \_\_\_\_\_

Club Name: \_\_\_\_\_

**Project Breeds:**

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## **Timeline of project through photos**

Photographs are a great way to show the growth of your 4-H project. Photos of you interacting/ working with your animals are preferred. Books must include (but are not limited to) three photos. One at the Beginning and the end of your project and at least one in between, dates of photos are required. (This is a great place to be creative)

## Entrepreneurship

Your animal projects are a business and that makes you an entrepreneur. There are many skills that good entrepreneurs need, including record keeping, goal planning, marketing and problem solving. This record book will help you hone those skills.

### S.M.A.R.T Goals

Goals are meant to help you look at the big picture of what you want to accomplish with this year's project. Writing down your goals will allow you to easily break them down into manageable action steps. When writing your goals they should follow the acronym SMART. The acronym is broken down below.

**S** specific

**M** measurable

**A** achievable

**R** realistic

**T** time-bound

### **Helpful points:**

SMART goals are usually written starting with I, as you need to own the goal.

They are very specific, they are things you can see,hear and feel.

If you can, include numbers such as amount of money, ideal weight, or time.

### **Activity:**

- 1) Please use the included worksheet to create one smart goal that you have for your project this year.
- 2) Create a plan outlining at least three actions that may help you attain this goal.

# Smart Goal Worksheet

Date: \_\_\_\_\_

- 1) Here is what I want to achieve: (ex.I want to breed to strengthen rear udder attachment.)

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- 2) Here is/are my main measure(s) for this achievement: what will I see, hear or feel when I have achieved the above goal. (for example from the above goal..My offspring will have improved udder attachment over the Dam.)

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- 3) Here is how I want to achieve the goal I set .. include your measures.  
(Example. I (**who**) have successfully (**what**) bred for udder characteristics and offspring shows desired results (**when**).)

- Who \_\_\_\_\_
- How \_\_\_\_\_
- What \_\_\_\_\_
- Where \_\_\_\_\_
- By When \_\_\_\_\_

\*(note it is not always necessary to state where)

- 4) To finish make sure your goal meets the rest of the SMART goal checklist
- Is it attainable? (is it within **your** control to achieve it?)
  - Is it realistic for you to achieve it?
  - Is it timed?

You must be able to answer yes to all the above questions. Change the answers in section 3 to do so.

# **Business Marketing**

A business plan is like a road map. It helps you make decisions, organize your thoughts and give you a better idea of how your company will work.

## **Activity:**

Use the following questions to help you write a short paragraph on each section. These questions are provided for guidance, feel free to add more details or information as you see fit.

### **BUSINESS IDEA:**

What is your big idea?

Is it a product or a service?

How will your product/service stand out from the competition?

Why will people want to buy?

### **TARGET MARKET:**

Who will your customers be? (i.e. age, where they live, interests)

### **MARKETING STRATEGY:**

How will you get the word out about your business? (i.e. online, posters, newspaper)

Where will you sell your product/service?

# My Business Plan

**Business Name:** \_\_\_\_\_

**Business Idea:** \_\_\_\_\_

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**Target Market:** \_\_\_\_\_

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**Marketing Strategy:** \_\_\_\_\_

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# Monthly Feed Record Worksheet

Year: \_\_\_\_\_

Feed Types*									
	Amount	Cost	Amount	Cost	Amount	Cost	Amount	Cost	Total Monthly Cost
September									
October									
November									
December									
January									
February									
March									
April									
May									
June									
July									
August									
<b>Totals</b>		\$		\$		\$		\$	\$
<b>Note: RECORD FEED AS IT IS FED TO YOUR ANIMAL. *Type of feed should be expressed in appropriate forms of measurement and include Grains, Supplements, mixes, hay, ect. Please estimate the value of homegrown feed.</b>									Total Feed Cost (add column)
Number of animals reflected in this Chart: _____									



# Non-Feed Expense Worksheet

Year: \_\_\_\_\_

<b>Expense Categories</b>	Veterinary Charges / Medication Expenses	Bedding	Show Fees and Expenses / Registration Fees	Breeding Expenses	Equipment / Other Expenses (specify)	<b>Monthly Total</b>
September						\$
October						\$
November						\$
December						\$
January						\$
February						\$
March						\$
April						\$
May						\$
June						\$
July						\$
August						\$
<b>Totals</b>						Total Expenses \$

Number of animals reflected on this chart: \_\_\_\_\_

# Health Records

Year: \_\_\_\_\_

This Page should be used when individual project animals are being treated (i.e. one goat has pneumonia)

Date	Animal	Symptoms i.e. Temperature, lethargic, off feed, condition	Weight	Medication, amount, route, site P - Prevention T - Treatment	Milk / Meat withdrawal	Date of Withdrawal	Outcome

## Monthly Laying Record

Month	# of Eggs Produced	# of Eggs for Home use	# of Eggs for Sale	# of Birds
Yearly Total:				

Average Yearly Production per Hen = \_\_\_\_\_  
 (# Of Eggs produced / # Birds)

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Yearly Egg Sales = \_\_\_\_\_  
 ((# of Eggs for Sale / 12) X Price per Dozen) Transfer to Animal /  
 Production Sales in Expense Report

# Show Record

Date	Show	Animal	Class	Placing	Premium

## Project Financial Summary Year: \_\_\_\_\_

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One goal for the project is to teach budgeting , marketing, and money management skills.

Following the chart will help you evaluate the financial status of your project.

Income	Totals
Animal / Product Sales	
Show Premiums	
Miscellaneous income	
<b>Total Income:</b>	
Expenses	Totals
Purchased Animals	
Feed Expenses (total from page 7)	
Non-Feed Expenses (total from page 8)	
<b>Total Income:</b>	
Total Income - Total Expenses = Profit/Loss (circle one)	

# Conclusion

What is one thing you wished you would have done differently? \_\_\_\_\_

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Did you meet your goal that you had set for yourself? (if not please describe what you could have done differently in order to meet your goal) \_\_\_\_\_

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What is another way you could increase your project income?

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What ways could you reduce expenses to help your income for next years project? \_\_\_\_\_

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