

**MARKET LAMB
INSERT**

ABOUT MY MARKET LAMB PROJECT

Name of Animal _____ Date of Birth ____ / ____ / ____

CSIP Eartag _____ 4-H Eartag _____

Date Project Purchased or Chosen from you flock _____

Purchased from _____

Breed of Market Lamb _____ PID # _____ Location of PID # _____

Purchase Weight (lbs) (A) x Purchase Price (\$/lb) = Initial Value of Project Animal (B)

(A) x = (B)

Weigh In Date: Weigh In Weight(kg/lbs): (C)

Sale Weigh Date: Final Weight: (Y)

Shrink % Sale Weight: (D)

Number of Days on Feed (include weigh-in and sale weight day): (E)

Tip: Round to two decimal places. For example: use 2.96 lbs instead of 2.956 in your calculations.

Tip: Use consistent units of weight throughout your record book - either imperial or metric. You may want to discuss this with your project leader.

Conversions to use: 1 lb = 0.454 kg or 1 kg = 2.2 lbs

Examples: 600 lbs x 0.454 kg/lb = 272 kg

250 kg x 2.2 lb/kg = 550 lbs

PHOTOGRAPHS

Include two photos: One taken of your market lamb within 2 weeks of your club's weigh-in / registration and the second at Achievement Day. (Label and include date)

PROJECT PLANNING

Why did you choose this project?

What skills do you want to learn or improve on?

What goals do you want to accomplish with your project?

What other 4-H activities do you want to try?

Your project animal requires regular care and management. Explain what you regularly do for, or with, your animals on a daily, weekly, monthly and yearly basis. Be as specific as possible.

Remember to consider the following:

- Feeding and watering practices
- Bedding
- Trimming
- Vaccinations
- Shearing
- Health check
- Cleaning pens, feed and water containers
- Check and repair fence

What I will do for my project animal...

Daily	Weekly	Monthly	Yearly

BUDGET - For Senior Members Only

A budget is important for planning. Budgets can help ensure that your expenditures are not greater than your available finances, or expected income, particularly if a loan is required.

Based in previous years in the project, and/or the advice of your leaders and parents, create a budget for this year. Additionally, you may want to think about:

1. Is the value of the learning worth a loss? Will it lead to a more balanced projection in the future?
2. Is there a way to decrease expenses?
3. Is there a way to generate more income?

Budget

Projected Price (initial value) of Animal			
Projected Feed Expense	+		
Projected Equipment Depreciation	+		
Projected Maintenance / Repair Expense	+		
Projected Education / License Expense	+		
Projected Other Expense	+		
Total Projected Expense	=		
Projected Project Income			
Projected Other Income	+		
Total Projected Income	=		
Total Projected Income			
Total Projected Expense	+		
Budgeted Profit/Loss	=		

RECORD OF MY MARKET LAMB'S PROGRESS

Fill out the monthly project reports only for those months when you are working on your project.

Month	Comment - How did your project do this month, questions, ideas?	
	Member:	
	Leader:	Leader Initials:
	Member:	
	Leader:	Leader Initials:
	Member:	
	Leader:	Leader Initials:
	Member:	
	Leader:	Leader Initials:
	Member:	
	Leader:	Leader Initials:
	Member:	
	Leader:	Leader Initials:

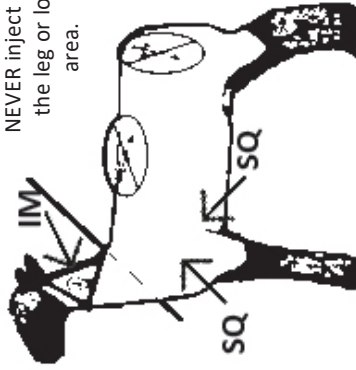
HEALTH RECORD

Date	Condition Being Treated	Estimated Weight	Treatment Administered (Example: Penicillin O.I cc IM)	Medication Lot #	Person Giving Treatment	Withdrawal Period	Withdrawal Complete Date	Cost (\$)
TOTAL HEALTH COST (F)								

Medicated Feeds - Remember to document ALL medicated feed and withdrawal times

Dates Fed	Medication Name (Medication added/included in feed and approximate amount of medication)	Withdrawal Time (Instructed)	Withdrawal Complete (Date)

NEVER inject into the leg or loin area.



Give Subcutaneous (Sub-Q) injections under loose skin of neck or front flank using tented method. Give Intramuscular (IM) injections in the neck. If label indicates a choice, use Sub-Q (under the skin) injections.

Prohibited Feed Affidavit

I, _____ (print), of the _____ 4-H Club, attest that to the best of my knowledge, the ration fed to sheep under my authority, direction or ownership and which are supplied to any packer in Canada have not been fed "prohibited material" as defined in the Mammalian to Ruminant Feeding Ban SOR/97-362 (Amendments to the Regulations Respecting the Health of Animals, SOR/91-52S), made pursuant to the Health of animals Act S.C. 1990, c21. (To be signed the day of the sale.)

4-H Member's Signature	Date
Parent or Guardian Signature	Date

FEED RECORD EXPLANATION

Important Feed Terms

- Nutrients – Needed for maintenance, growth, production and reproduction. Animals require water, protein, carbohydrates (energy), vitamins, and minerals.
- Balanced Ration – A feed mixture that supplies an animal’s entire daily nutritional needs.
- Roughage – High fibre feed. Example: hay, silage, straw, green feed.
- Concentrate – High energy feed. Example: barley, oats, corn.
- Supplements – A combination of nutrients added to feed to balance a ration. Examples: salt, minerals, limestone, molasses, etc.
- Feed additives – Other ingredients added to a ration to improve feed efficiency and weight gain. Example: Rumensin

Example

MONTH: May

Feed Type	Days on Feed	Weight per Day (lbs)	Monthly Weight (lbs)	Cost per lb	Cost per Month
Barley	31	4	(31 days x 4 lbs) 124 lbs	\$0.08	(124 x \$0.08) \$9.92
Hay	31	1	31	\$0.05	\$1.55
Salt	31	0.1	3.1	\$0.09	\$0.28
		Total Feed This Month	158.1	Total Cost this Month	\$11.75

TIP: If you need more space under feed type, put in items such as salt and supplements in “Other Project Related Costs”.

Feed Efficiency (feed conversion ratio)

Feed efficiency is defined as a ratio of feed intake to weight gain. The smaller the ratio, the more efficient the animal.

$$\text{total feed} \div \text{total weight gain} = \text{feed conversion ratio}$$

Example: 240 lbs of feed \div 60 lbs of gain = 4

A ratio of 4:1 means the lamb needs 4 lbs of feed in order to gain 1 lb

A lamb that has a ratio of 3.5:1 is more efficient than one with a ratio of 4:1 and therefore should be more profitable.

MONTHLY FEED RECORD

Include the values of pasture, silage, hay and grain that your project animal eats. If you share feed with someone else, calculate and record only the value of the feed your own animals eat.

Monthly Record For: _____

Feed (Grains, Hay, Supplements, Pasture)	Days on Feed	Weight per Day kgs/lbs	Monthly Weight kgs/lbs	Price per Weight Unit (\$)	Monthly Feed Cost (\$)
			Total (G1)		Total (H1)

Monthly Record For: _____

Feed (Grains, Hay, Supplements, Pasture)	Days on Feed	Weight per Day kgs/lbs	Monthly Weight kgs/lbs	Price per Weight Unit (\$)	Monthly Feed Cost (\$)
			Total (G2)		Total (H2)

Monthly Record For: _____

Feed (Grains, Hay, Supplements, Pasture)	Days on Feed	Weight per Day kgs/lbs	Monthly Weight kgs/lbs	Price per Weight Unit (\$)	Monthly Feed Cost (\$)
			Total (G3)		Total (H3)

MONTHLY FEED RECORD CONTINUED

Monthly Record For: _____

Feed (Grains, Hay, Supplements, Pasture)	Days on Feed	Weight per Day kgs/lbs	Monthly Weight kgs/lbs	Price per Weight Unit (\$)	Monthly Feed Cost (\$)
			Total (G4)		Total (H4)

Total Cost of Feed - Add the cost of each month's feed.

$$\begin{array}{ccccccc}
 \boxed{} & + & \boxed{} & + & \boxed{} & + & \boxed{} & = & \boxed{} \\
 \text{H1} & & \text{H2} & & \text{H3} & & \text{H4} & & \text{Total Feed Cost (H)}
 \end{array}$$

Total Amount of Feed - Add the cost of each month's feed.

$$\begin{array}{ccccccc}
 \boxed{} & + & \boxed{} & + & \boxed{} & + & \boxed{} & = & \boxed{} \\
 \text{G1} & & \text{G2} & & \text{G3} & & \text{G4} & & \text{Total Amount of Feed (G)}
 \end{array}$$

GROWTH CHART AND RATE OF GAIN RECORD

Rate of Gain

Week	Example	Week 2	Week 4	Week 6	Week 8	Week 10	Week 12
Date	May 1						
# of Days	12						
End Weight	90 lbs						
Start Weight	81 lbs						
Weight Gain	9 lbs						
Average Daily Gain (ADG)	$(9/12) = 0.75$ lbs						

Tip: You can expect your lamb to gain 0.5 - 1.5 lbs / day.

Growth Chart (Weigh in - Achievement Day)



- Mark the **initial weight** and **estimated final weight** with red dots on the chart. Connect the two dots with a straight RED line.
- Record your lambs weight every two weeks (actual or estimated) and connect these points with a BLUE or BLACK line.

MY ANIMAL'S PERFORMANCE

Total Weight Gain

$$\begin{array}{l} \text{Final Weight (no shrink)} \quad - \quad \text{Weigh-in Weight} \quad = \text{Total Weight Gain} \\ \boxed{} \text{ (Y)} \quad - \quad \boxed{} \text{ (C)} \quad = \quad \boxed{} \text{ (J)} \end{array}$$

Average Daily Gain (ADG)

$$\begin{array}{l} \text{Total Weight Gain} \quad \div \quad \text{Number of Days on Feed} \quad = \text{ADG} \\ \boxed{} \text{ (J)} \quad \div \quad \boxed{} \text{ (E)} \quad = \quad \boxed{} \text{ (V)} \end{array}$$

Feed Cost per unit of Weight Gain

$$\begin{array}{l} \text{Total Feed Cost} \quad \div \quad \text{Total Weight Gain} \quad = \text{Feed Cost / Unit Gain} \\ \boxed{} \text{ (H)} \quad \div \quad \boxed{} \text{ (J)} \quad = \quad \boxed{} \end{array}$$

Feed Conversion Ratio

$$\begin{array}{l} \text{Total Feed Amount} \quad \div \quad \text{Total Weight Gain} \quad = \text{Feed Conversion Ratio} \\ \boxed{} \text{ (G)} \quad \div \quad \boxed{} \text{ (J)} \quad = \quad \boxed{} :1 \text{ (W)} \end{array}$$

Total Cost per Unit of Weight Gain

$$\begin{array}{l} (\text{Total Expenses} \quad - \quad \text{Initial Value}) \quad \div \quad \text{Total Weight Gain} = \\ (\boxed{} \text{ (P)} \quad - \quad \boxed{} \text{ (B)}) \quad \div \quad \boxed{} \text{ (J)} = \end{array}$$

Total Cost / Unit of Weight Gain

COMPETITION / SHOW RECORD

Name of Competition/ Show, Date, Location	Goal for attending, type of competition / show	Classes entered, placings, name(s) of judge(s), organizing group, prize(s) won	Value of Prize(s) Won
Total Value of Prize(s) Won			\$

PROJECT INVENTORY

To complete your 4-H project you may acquire equipment, tools, and supplies you will continue to use throughout your 4-H career. Keep an inventory listing including the item, date of purchase, and cost/value. Include equipment that was added, lost, or broken through the year. Don't forget to include equipment purchased in previous years (ie from your last book). This list may also be valuable in case of an insurance claim for loss or damage.

The first part of the equipment inventory is for equipment you share between projects and/or animals. For example, a wheelbarrow may be used to clean stalls for 2 beef projects, 3 sheep projects, a goat project, and to move targets for archery; or a sewing machine may be used for both a quilting project and a clothing project.

The second part of the equipment inventory is for equipment used only for the project in this particular insert. For example, a horse halter will not be shared with a market beef project; nor will an archery bow be shared with a photography project.

Depreciation

The value of a fixed asset decreases over time, mainly due to wear and tear. This decrease in value is measured as **depreciation**. The depreciation rate is the percentage of the initial value that will be lost with each year of an item's useful life.

In accounting, the depreciation rate is calculated by dividing 1 by the estimated life of the asset (in years).

For example:

- You purchase a new club jacket for \$100. It can be passed down and worn for 8 years before the club purchases new ones. The jacket will be worth less each year it is worn.
 1. The depreciation rate is calculated as $1 \div 8 = 0.125$ or 12.5%
 2. Year 1 starting value = \$100
 3. Year 1 depreciation is $\$100 \times 0.125 = \12.50 . Year 1 final value is \$87.50.
 4. Year 2 starting value is \$87.50. Depreciation is \$10.94 (87.50×0.125). Year 2 final value is \$76.56.
 5. Year 3 starting value is \$76.56. Depreciation is \$9.57 (75.65×0.125). Year 3 final value is \$66.99.
 6. Year 4 starting value is \$66.00. Depreciation is \$8.37 (66.99×0.125). Year 4 final value is \$58.63.
 7. Etc.

TIP: To make calculations simple, 4-H record books use a 10% depreciation rate.

TIP: If an item is a complete loss (lost, or broken and cannot be fixed) show it with 100% depreciation and a final value of \$0.00.

FINANCIAL SUMMARY

Note: Record the cost of new equipment, which you will use for more than one year, in the 4-H Project Inventory Summary on the previous page.

EDUCATION / LICENSES EXPENSE: (grooming workshops, etc.)

	Cost
Total	(L)

OTHER EXPENSES: (bedding, trucking, tags, project event costs (gas, meals, lodging, show clothes, entry fees, etc.), yardage (usually the second biggest expense when calculating cost of production - includes daily overhead expenses such as utilities, repairs, labour, taxes, insurance, custom work, lease payments, and miscellaneous expenses associated with maintaining an animal in the lot/yard)) **Note:** Items that are used up yearly, such as show supplies, are recorded here.

	Cost
Total	(M)

FINANCIAL SUMMARY CONTINUED

Total Expenses

Initial Value of Animal			(B)
Health Expenses	+		(F)
Feed Expenses	+		(H)
Equipment Depreciation Expenses	+		(K)
Education/Licenses Expenses	+		(L)
Other Expenses	+		(M)
Total Expenses	=		(P)

Break Even Price Needed to Cover all Costs

Total Expenses ÷ Sale Weight = Break Even Sale Price

(P) ÷ (D) =

Project Sale Income:

(estimated sale of animal on Sept. 30, or achievement day if not continuing as a yearling ewe project, and any other items related to the project that you have sold - Eg. lamb halters that you make and sell)

Animal Value	
Total	(Q)

Other Income:

(cash and/or the assigned value of prizes at fairs, shows, and competitions; sale of equipment; scholarships won at project events; etc.)

Total	(R)

FINANCIAL SUMMARY CONTINUED

Total Income

Project Sale Income			(Q)
Other Income	+		(R)
Total Income	=		(T)

Profit or Loss Calculation

Total Income			(T)
Total Expenses	-		(P)
Profit or Loss	=		(U)

Real Market Calculations:

Complete the calculation to determine if you would have made a profit or loss if you had sold this animal at today's market price.

Current Market Price			
Sale Weight	x		(D)
Real Market Value	=		(X)

Real Market Value			(X)
Total Expenses	-		(P)
Real Life Profit or Loss	=		

Buyer(s) of my Market Lamb _____

Buyer's Investment in me:

Sale Income			(Q)
Real Market Value	-		(X)
Buyer's Investment in me	=		

PLANNING FOR NEXT YEAR

Target Finish Weight

Based on this year's Average Daily Gain (V), the number of days on feed (E), and my Target Finish Weight, next year I would need to purchase, or pick, a lamb that weighs approximately:

$$\begin{array}{ccccccc}
 \text{Target Finish Weight} & & - & (\text{Average Daily Gain} & \times & \text{Days on Feed}) & = \\
 \boxed{} & - & (& \boxed{} & \text{(V)} & \times & \boxed{} & \text{(E)} & =
 \end{array}$$

Target Start Weight

EVALUATION OF MY MARKET LAMB PROJECT

1. What were the strengths of your Market Lamb? (conformation, growth rate, feed conversion, etc.)

2. What were the weaknesses of your Market Lamb? (conformation, growth rate, finish weight, etc.)

3. What would you do differently with your Market Lamb if you were starting the year again?
(change start weight, feed, breed selection, frame size, halter breaking, etc.)

4. What was the most important thing you learned about your Market Lamb?

5. What is the most important NEW thing you learned during your Market Lamb project year that you can share with others? (tips from others, health and welfare, etc.)
