

4-H Market Poultry Record

Year _____

Name _____ Club _____

Signature (I have completed this project) _____

4-H Age _____ Year in 4-H _____ Year in Project _____

(Check those that apply to this year: Exhibition Egg Production Broiler (Meat) Production
 Waterfowl Turkeys Gamebirds

I have worked my project during this time period:

from _____ through _____, totaling _____ months

Picture of you and your Project here

NDSU
Extension Service
North Dakota State University

Last update: May 2005



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Introduction

The 4-H Market Poultry Record is for members wanting to learn to raise poultry for market. Poultry includes chickens, turkeys, waterfowl (ducks & geese), and gamebirds (quail, pigeons, guinea fowl, partridges, and pheasants). Market means meat, egg production, to sell for show, or to sell as breeding stock. This project is also suitable for those wanting to raise and sell poultry for pets or exhibition (show), but not for those wishing to raise poultry only as pets. *Those wishing to raise poultry exclusively as pets are encouraged to enroll in the 4-H Small Pets project.*

Meat Production: 4-H'er keeps three or more birds for home consumption or marketed to customers for eating. Poultry animals may also be retained or sold as breeding stock. Traditionally, the breeds of chickens which were raised to give us meat included Barred Rock, White Rock, and Cornish. Today, most meat birds are commercial crosses of breeds, such as White Rock and Cornish. Often, these commercial crosses are merely called Broilers. Meat birds are sold as broilers, which weigh 4.5 pounds or less, or as roasters, which weigh more than 4.5 pounds.

Egg Production: 4-H'er keeps one or more birds to maintain as egg-producers. Eggs may be marketed for sale or retained for home consumption. In the past, chickens raised to lay eggs included White Leghorn and Rhode Island Red and New Hampshire Red. Egg layers are usually chosen for their color of shells and consistency in laying eggs.

Pets or non-slaughter market: 4-H'er keeps one or more birds which will be marketed as pets, for show, as breeding stock, or are to be hunted on a game preserve. Some breeds of chickens which are raised primarily for show include: Silkies, Cochins, Houdans, Plymouth Rocks, Rhode Island Reds, Brown Leghorns, and Light Sussex. Many people raise bantams (smaller than standard size) as exhibition stock. Peacocks may be raised for their feathers, guinea fowl may be raised for their insect-eating ability, etc. Value of these animals is more subjective than the other production animals. Use your best judgment when calculating value of these animals.

Objectives for Market Poultry Project:

1. Learn basic principles of Animal Science.
2. Acquire skills in the selection, management, genetics and breeding, and marketing of healthy poultry.
3. Learn and practice skills in selection, evaluation, judging, and reasons.
4. Learn and develop proper showmanship skills.
5. Develop presentation skills through public speaking, demonstrations, tours, judging, etc.

Minimum requirements:

1. Feed, care for, and keep records (i.e. this book) on *at least* three poultry animals.
2. Participate in, or at least attend, one small stock show or exposition where poultry are featured.
3. Participate in at least one judging event that contains at least one class of poultry (such as a fair or county achievement day).
4. Participate in at least one showmanship event.

My personal goals:

I accomplished my goals.

I didn't accomplish all my goals. (Explain:)

Sources for this booklet include: "Poultry Leader Resource Manual" from Nova Scotia Extension Services Branch; "Poultry Record" from Washington State University Cooperative Extension; "Montana 4-H Club Poultry Feed Sheet from Montana State University Extension Service"; "4-H Poultry Record" from University of Arizona, Yavapai County Extension Service; "4-H Market Rabbit Project Record" from NDSU Extension Service.

Project Inventory

An inventory at the start and the close of your poultry project is a necessary part of your record. The beginning inventory lists all items on hand at the start of the project (animals & equipment) together with their value. Beginning inventory values are either (1) the amount paid or (2) the estimated market value of the stock or items at the start of the project. Inventory items purchased after the project starts will be entered as expenses and in the closing inventory. The closing inventory is the estimated market value. Use current market price for birds used in home consumption, or estimate 50 cents per pound live weight if unknown. In the closing inventory, give the actual value of remaining or partially consumed supplies (such as feed, shavings, medication, etc.) *Example: 10 pounds of chicken feed @ \$4.00 per 50-pound bag would be worth \$.80.* Non-consumable items should be depreciated at a rate of **15-20%** per year. *Therefore, a nestbox purchased new for \$25.00 would be worth \$20 at the end of the year.* Items that are four years or older may be given a salvage value – generally the lowest percent depreciated after four years, or the fair market value one might expect to get if selling the item (*a four-year-old \$25 nestbox would be valued about \$10.24*). Generally, livestock will depreciate at a much faster rate – a laying hen after two years may only be worth a dollar or two. If part of a larger operation, show estimated value only for that portion used for this project.

Opening Inventory	Value	Closing Inventory	Value
Stock (animals)		Stock (animals)	
Facilities, Equipment, & Supplies		Facilities, Equipment, & Supplies	
Building(s)			
Pen(s)			
Feeders			
Waterers			
Bedding Supplies			
Incubator/supplies			
Show supplies			
Grooming Supplies			
Reference Materials			
Nest Boxes			
Feed (mash or crumbles, etc.)		Feed (mash or crumbles, etc.)	
Medications/health care items		Medications/health care items	
TOTAL Opening VALUE		TOTAL Closing VALUE	

Year							***					***
Totals												

Meat Production Statistics Worksheet

This section is for calculating various statistics for your flock, which are useful in figuring viability of the meat production project. *If you are not involved in meat production, skip this section.*

A. Average weight per bird:

Before you market your meat production animals, you need to know the average weight per bird. To figure the average weight per bird, weigh three (or more) *average-size* birds. Add the individual weights together and divide the answer by the number of birds weighed. (You may also weigh a group of birds together and divide by the total number of birds weighed.) By keeping track of your birds' weight, you can more easily monitor their growth rate and spot problems early, should they arise. Also, you need to know your birds' weight and rate of growth if you plan to exhibit a Meat Pen at a show. If you show a Meat Pen, you will need to calculate the average weight each week; otherwise weighing shortly before slaughter will suffice.

$$(\text{_____ lbs.} + \text{_____ lbs.} + \text{_____ lbs.}) / (\text{divide by } 3) = \text{_____ lbs. Average weight per bird}$$

B. Depletion record (livability percentage):

$$\frac{\text{Number of Broilers sold or used at home}}{\text{Number of Broilers started}} = \text{_____ \% Livability at end of project}$$

C. Figuring the Net Finished Product (Average Dressed Weight):

Approximately 25% of a broiler is lost as waste (feathers, intestines, feet, etc.). To predict the dressed weight of your birds, use the average live weight per bird (A above) and multiply by .75.

$$\text{Average Live Weight (_____ lbs.)} \times .75 = \text{_____ lbs. Average Dressed Weight}$$

D. Finished Product Income:

You will need to go to your local grocery store to get a current price per pound for whole broilers (or fryers). If you slaughter and sell your own birds, you should *at least* receive store price for your product. (Customers may be willing to pay more if they are convinced they are getting a superior product.) To figure your income from the sale of dressed broilers (fryers), multiply the predicted pounds of finished product you calculated above (C), times the current price per pound at the store.

$$\text{_____ lbs.} \times \$ \text{_____ per pound} = \$ \text{_____}$$

Finished product
Store Price
Finished Product Income

(avg. Dressed Wt.)

Date Calculated: _____

Production Costs

E. Feed Conversion Rate:

The average pound of feed per pound of gain for the commercial broiler industry is approximately **1.85** for birds at six weeks of age. To determine the **feed conversion rate** for your birds, total the pounds of feed fed to your broilers (see page 5). Divide this number by the *total weight* of all your live meat birds. *Reduce this fraction to simplest terms to obtain the feed conversion ratio.*

$$\frac{\text{Total lbs. of feed fed to birds _____ lbs.}}{\text{Total weight gain of live birds _____ lbs.}} = \text{Feed Conversion Rate _____}$$

Did you do (check one): better or worse than the industry average? Why do you think this occurred?

F. Feed Cost Per Pound Produced:

To find the feed **cost** per pound of broilers produced, multiply the Feed Conversion Rate times the average **cost** per pound of feed (see Feeding Record on page 5) for the months during your project.

$$\text{Feed Conversion Rate _____} \times \text{_____ feed cost per pound} = \text{_____ feed cost/pound of live weight}$$

Labor Record

This page is for your use in keeping a record of your labor. Calculate the average amount of time spent on your project each day and multiply by the number of days in the particular month. Add to this number any special or additional hours worked and enter the total amount in the "Total Hours" column. At the conclusion of your project, total the number of hours worked. Examples of work undertaken: feeding & watering (F&W), collecting eggs (E), cleaning (C), weighing (W), record-keeping (R), traveling (T). Be as specific as you can when describing work undertaken. (*Weighing is only needed for meat-production birds, **not** usually for egg-production birds.*)

Work Undertaken (hours)

Month	Daily Work (F&W, E)	Regular Work (R)	Regular Work (C)	Special Work (W)	Special Work (T)	Special Work (other)	TOTAL HOURS LABOR
Year Totals							

Date and Description of Special Work:

TOTALS : _____ number of hours X _____ rate* per hour = _____ **Total Labor Cost****

*Rate should be an appropriate rate for this type of work and your experience level.
 **Transfer Total Labor Cost to Financial Summary on page 8.

MARKET POULTRY PROJECT

FINANCIAL SUMMARY - Year _____

Income

Meat – sold (page 4)	\$ _____
Eggs – sold (page 4)	\$ _____
Meat or Eggs – home use (page 5)	\$ _____
Equipment – sold (page 4)	\$ _____
Other Products – sold (page 4)	\$ _____
Other Products – home use (estimated value)	\$ _____
Cash Awards, including fair premiums*	\$ _____
<small>*auction money may not be received by close of year</small>	
Sub - total INCOME	\$ _____
Closing Inventory on hand (page 3)	\$ _____
TOTAL INCOME	\$ _____

Expenses

Stock – purchased (page 4)	\$ _____
Equipment / Facilities purchased/rented (page 4)	\$ _____
Feed Cost (page 4)	\$ _____
Other (page 4)	\$ _____
[healthcare	\$ _____]
[medications	\$ _____]
[show expense	\$ _____]
[miscellaneous exp.	\$ _____]
Labor Cost (page 7)	\$ _____
TOTAL EXPENSES	\$ _____

NET PROJECT INCOME (+ or -) \$ _____

Total Expense subtracted from total income equals net project income. If total income is less than total expenses, you have lost money on your project. Find the reason and make necessary changes, if you are keeping the Market Poultry Project as a business. Keep in mind, though, that not all projects make money. For example, a show chicken has several show expenses and may not produce income, but the pleasure and experience of having the chicken is well worth the expense. You must keep records to have a better idea from where the money comes and for what it is spent. Your good animals will appear on the closing inventory because of their value as breeders. You can cull and sell poultry with poor records.

OVERALL PROJECT SUMMARY: (circle appropriate response, and explain)
 This project was *worth / not worth* my effort because:

I *will / will not* continue in this project next year because: