



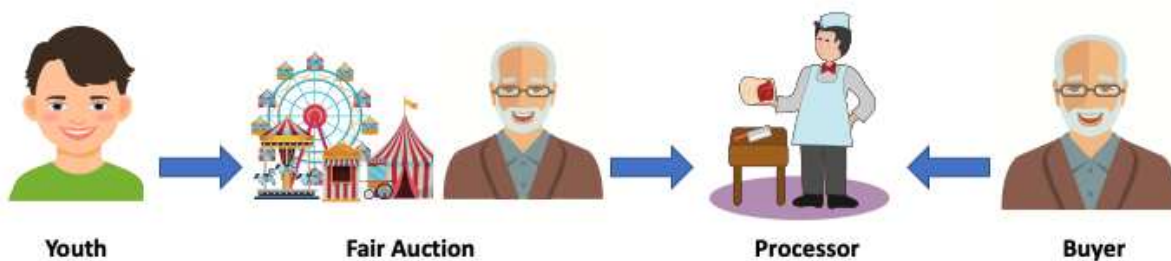
Marketing Your Livestock Project: A Guide for Youth & Families

Background:

In Wisconsin, young people have the privilege of being able to raise and care for livestock through involvement in youth based organizations such as 4-H and FFA. The opportunity to learn about how they function, such as genetics, meat science, health and many others introduces youth to a number of essential skills that contribute to adult success. Anyone can get involved in livestock projects, youth may come from a rural area but more and more youth are getting engaged with animals from all areas, suburban and urban. These projects are great vehicles to set youth up for many opportunities to learn about production agriculture and the steps in producing a wholesome food animal product for consumers.

The following options will describe more in depth some different approaches or methods for you to market your project animals that may interest you and your family.

Option 1: Animals are sold through a livestock auction at the fair



This type of sale is most common for youth livestock projects that are entered at the fair. The market animals are put through the county fair auction sometime after the show, with assistance from a sale committee and the community. Generally, livestock are sold by a price per pound from the live weight that was taken at fair check-in. Auctions associated with fairs have historically been supported by businesses and people within the county community. The county fair will have a policy on the number & species of animals from an exhibitor that can be put in the sale so you'll need to be familiar with all policies and rules with your auction sale. Youth will likely receive a check from their county fair with a percentage taken out for a number of variables. Examples of these uses may include: offsetting the expenses of conducting the sale, barn improvement, scholarships and other types of programs. Please be aware that project completion requirements may need to be completed before receiving the check. These guidelines should be outlined in the county fair rules and policies. Project achievement expectations could involve, connecting with buyers, quantity and quality of animals

being sold and educational activities in order to sell. While all of the activities, including the livestock auction are excellent opportunities for youth and provide them with leadership and other life skills, it is important to keep perspective of current livestock industry pricing trends. This dollar amount being paid to a youth member through a fair livestock auction is higher than the current market value of livestock if sold directly through a traditional marketing channel. This is a wonderful opportunity that a fair or livestock/auction committee organizes for youth, so there should be appreciation to organizers and buyers who make this happen.

The buyer communicates with the processor on how the animal should be further processed into the needed meat cuts. The buyer pays the processing fees directly to the processing plant. Processing fees can vary depending on what products you desire. For example, if you want more smoked products such as ham, bacon, sausage, there may be extra fees depending on the amount of workmanship.

Less frequently, buyers at fair auctions can send animals directly to a marketing channel if they aren't interested in the meat products for their own use. The fair auction committee will communicate the options to the buyers.

Still another method is animals can also be sold on a premium basis at a county fair. This allows youth to receive some funds while retaining ownership of the animal and can take it home. This is generally represented by a dollar value per head.

Currently in Wisconsin, the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) Swine Health Rule, does limit swine to go directly from premises (home) to slaughter unless specific tests have been completed prior to the show and sale.

Option 2: Animals are taken to a marketing channel



Some county fairs might have options for youth to market animals right from the fair by going to a marketing channel such as Equity Cooperative Livestock, Lynch Livestock and others specifically located within Wisconsin. The exhibitor will receive what the current live industry price will be at the time. An exhibitor can get an idea on what that price might be by looking up the current price on those market websites. Depending on the county fair arrangement, your check of payment may either come directly from the marketing channel or from the county fair. In a non-fair environment, livestock producers, both youth and adults, commonly sell livestock to marketing channels or direct to large processing plants such as Hormel, American Foods Group, and others.

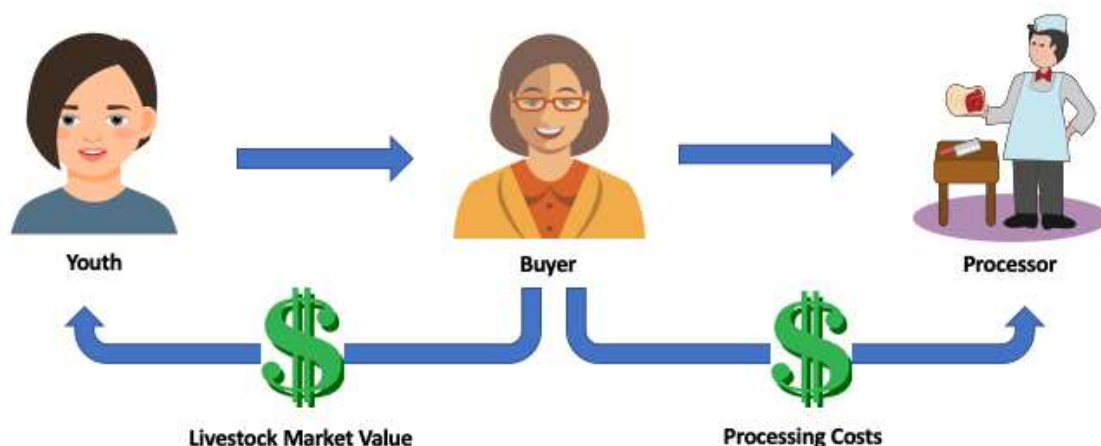
Option 3: Animals are taken home



In option 3, youth will take animals to the fair and then back home under the following conditions.

1. Youth have brought breeding animals to the fair that will go back home. As with any animal who goes somewhere and then heads home, separation from the rest of the herd or flock as well as cleaning equipment are necessary biosecurity practices.
2. Youth will take any extra market animals back home because there isn't room at local processing plants. Often animals that go through the auction end up going to the processing plant unless sold through a premium option.
3. Market animals that aren't heavy enough and need additional time to become market ready. When those animals become finished, they will like be marketed through options 2 or 4.

Option 4: Animals can be directly sold to an interested buyer



Currently, consumer interest to buy meat locally has increased. It is comforting and important to them knowing where their food comes from and who raised it. Interested buyers may seek youth members to purchase animals. Youth livestock members could utilize a number of means in which to connect or build a business around direct marketing of livestock from your flock or herd, even with a few animals per year. This would be a great option in which to market extra livestock from your project.

This is an area where you could really expand your project and perhaps take it to the next level to support post-secondary opportunities with avenues secured for whatever business aspirations you might have. Taking courses or educational material in business and entrepreneurship will afford you additional opportunities.

Buyers/customers will need to be informed that not everything comes back as their favorite products and consumers that might not be knowledgeable might not understand. For example not everything can be made into bacon from a hog. Bacon only comes from the belly. Consumer knowledge on products in the retail case is somewhat limited to products/retail cuts that they are familiar with. They

may not understand that what they will receive is a much broader representation of their chosen selections at the grocery store. Sharing with them what they can expect to receive in the amount and type retail cuts/products will reduce the impact of the unexpected. Consider sharing additional resources with your buyers. [Beef Cuts](#), [Pork Cuts](#), [Lamb/Goat Cuts](#)

Under state or federal inspection you could sell at farmers markets and or sell meat bundles on social media to make buying meat work for customers in different ways. Just a few fun and new ways producers are connecting with consumers. You will need to acquire the necessary licensing in order to do this.

You will need to connect with the processor and schedule appointments for the animals. Usually the livestock producer makes these appointments based on when the animals will be finished enough for harvest. For most processors you will need to call early to reserve spots. Processors only harvest a certain number of animals due to space, facilities, staff and other factors.

Who else could I market animals to?

- You could contact local processors to see if they need animals to keep their own retail case full.
- Family members and friends are always good to reach out to as they are familiar to you.
- Utilize social media or other online tools to “pass the word” of availability. Make sure you are working with your parents or guardians on safe ways to interact with people online. See examples in the appendixes and the Marketing and Advertising Section. There are a number of Facebook groups that could be used for this effort.

Further information on direct marketing can be found by reading the [Direct Marketing Meat and Poultry](#) and [Direct Marketing Meat](#). These resources are from the Department of Agriculture, Trade and Consumer Protection and University of Wisconsin Madison Division of Extension.

There are 2 types of animal processing options that are available in Wisconsin.

Custom Processing	State & Federal Processing
<ul style="list-style-type: none"> • Animals sold to private buyer, prior to slaughter based on \$/head or liveweight. • Can be sold as ¼, ½, or whole. • If planning on selling the meat, transfer of ownership must occur before the slaughter of the animal. • Must be processed by a facility that is able to perform custom processing (some facilities only do custom processing while most do custom and inspected processing.) Must be processed and packaged at certified custom facility. • After processing, the products are all returned to the owner of the live animal. The owner may use them only for their personal consumption including their immediate family, immediate household, and nonpaying guests. The products CANNOT be resold or given to anyone other than the owner. Reselling of any kind is not allowed. 	<ul style="list-style-type: none"> • Animal sold to private buyer or retail markets using \$/head, live weight, hot carcass weight, or weight of meat product (boxed meat) • Can be sold as ¼, ½, whole, boxed meat packages, or individual cuts. • The product must be processed in a WI DATCP or USDA inspected facility. • If planning on selling the meat, transfer of ownership must occur before the slaughter of the animal OR a retail food license (if selling from your farm) or registration as a distributor if planning to wholesale sale to restaurants, farmers markets, grocery stores, etc. from your farm is required. <ul style="list-style-type: none"> • Sales can be made out-of-state if under federal inspection. • Sales under state inspection can only be sold within Wisconsin. State inspection is unique to Wisconsin compared to other states.



NOTE: Meat processed by the farmer or a mobile processor on the farmers premises cannot be sold. This product falls under the “custom” harvest category referenced above. Here is a list of [Meat Plant Establishments](#) in Wisconsin. The first few pages are all custom processing plants. The later pages and the larger number of plants do both inspected and custom processing.

How do I price my animal?

1. **Per head** - This is the easiest option and its selling the animal at a flat rate. Example: \$750 for one hog. Make sure you “pencil out” through your project record keeping as to what the price should be.
2. **Live weight** – Selling on a price per pound of live weight. Example: \$3.00/lb. for a 250 lb. animal equals \$750. Requires a **certified scale** for a certified live weight.
3. **Hot Carcass Weight** – This option could be used for state or federally inspected product where the carcass weight is recorded after harvest, provided by processing facility. Make sure there is a way to capture a carcass weight at the facility. This might be stated as “hanging weight”, using the term carcass weight is the best representation as most USDA and other reports reflect this as **carcass weight**.

How much should I ask for my animal?

During the youth livestock project learning, keeping good and accurate records is part of the essential skills that will assist youth greatly in the future. During record keeping, youth can capture the costs associated with your project animal? You can then decide how much you should sell the animal for. You should also keep in mind what the current live price is of the industry. **Please reference the species budget projections found in Appendix 3.** *Note: If you sell by the pound you need a weight across a certified scale.*

The links below illustrate current live prices. You can also call your local livestock market for a current live price for animals ranging in similar live weight.

[National Daily Hog and Pork Summary](#)

[National Daily Cattle and Beef Summary](#)

[Equity Cooperative Livestock](#) - all species

Dressing percent knowledge does need to be understood when thinking about how to price your animal. Dressing percent is the percentage of the live animal weight that becomes the carcass weight at harvest. It is determined by dividing the carcass weight by the live weight, then multiplying by 100. For example: A 1200 pound steer that had a 750 pound carcass. $(750 / 1200) * 100 = 62.5\%$ dressing percent.

	Standard Dressing Percent	Range of Dressing Percent
Beef	63%	60-65%
Dairy	59%	57-61%
Swine	73%	70-75%
Lambs	53%	50-55%
Goats	48%	46-52%

There are a number of factors that need to be taken into account when gauging dressing percent for livestock. Some of the factors affect live weight and others might impact carcass weight. Gut fill, shrink, cleanliness, fat cover, degree of muscling and ration content are just some of the factors that can increase or decrease your dressing percent. Show animals, generally speaking, have higher dressing percent due to increased muscling. The handling of animals at local processors also impact dressing percent. For example, skinning carcasses and leaving heads on is a common practice that may impact dressing percent.

Usually when you look online for live or carcass prices, they are listed as a price per hundred weight (cwt). So, divide the price by 100 to get a price per pound or just move the decimal over 2 places.

Example Online Equity Livestock for market hogs - 6/11/2020:

\$30/cwt = \$0.30/lb.

Depending on the situation and processing plant you are working with, you could estimate a carcass (not trimmed) price based on a live price.

Live price / estimated dressing percent = carcass price
(\$0.30/lb.) / (73%) = \$0.41/lb.

If you are given a carcass price you can get back to a live price.

Carcass Price * estimated dressing percent = live price
\$0.41/lb. * (73%) = \$0.30/lb.

How do I know when my animal will be ready for harvest?

You will need to strategize a bit to determine when your animals will be market ready and roughly schedule your appointment with the processing plant. It is a little bit of a guessing game in lieu of the frame size, breed and other components that impact weight; however use the information below to roughly estimate how many days it might take for your animal to be ready for market.

Days until harvest = (Goal Final Weight – Current Weight) / Average Daily Gain

Average Daily Gain = (Current Body Weight – Starting Body Weight) / (Current Date – Starting Date)

Average Daily Gain (ADG) is important because it shows how efficiently the animal is growing. Once you know how much your animal is gaining each day, you can estimate how much weight the animal still needs to gain before the show and monitoring feed intake and exercise for the optimum final weight. There are three components of ADG: beginning weight, ending weight and number of days on feed.

Some average daily gains for different animals:

Beef: 2.5 - 3.2 lbs./day

Dairy Beef: 2.5 – 3.0 lbs./day

Swine: 1.5 - 2 lbs./day

Sheep: .5 - 1.0 lb./day

Finished Weight: Also check with your county fair/entry book for weight ranges of the show you may need to follow. The following weights are ideal industry wide ranges.

Beef: 1250 – 1400 lbs.

Dairy Beef: 1100 – 1450 lbs. (Jersey to a Holstein)

Swine: 250 – 300 lbs.

Lambs 130 – 150 lbs.

Marketing & Advertising

Using creativity and being resourceful should assist you in successfully marketing your livestock project. Knowledge, accuracy and honesty are fundamental in a youth livestock project advertisement and any sort of labeling claim such as natural, organic, conventionally raised needs to be accurate and may require certification for your program over time. The USDA provides the standards for these previously mentioned claims. It is good to verify any claims so that you meet the intent of the USDA Labeling Laws. Youth are encouraged to advertise their projects in their community and safely use social media platforms. Youth can showcase their project development and leadership to illustrate through:

1. Photography and or video of their project.
2. Creative writing skills in a youth livestock project story to share with potential buyers.
3. Financial management plan from the projected earnings of selling your livestock. Funding for additional projects for your herd or flock, buying your first car, saving for college or technical school, etc..

Sales pitch ideas for youth marketing their livestock projects:

1. Buying local.
2. Supporting youth livestock producers; thus the local community.
3. Supporting the livestock industry in their community.
4. Keeping the freezer full.
5. Quick and easy buying process.
6. Money savings when compared to grocery store prices.
7. Youth for the Quality Care of Animals (YQCA) – YQCA certified youth livestock producers can communicate with their buyers that they have learned about food safety, animal well-being and enhanced life skills.

Summary:

Marketing livestock is a great learning opportunity for youth livestock enthusiasts and can lead to careers in marketing and advertising for the food production, distribution, hotel, restaurants, institutional, etc. industries. Livestock producers throughout Wisconsin and the U.S. deal with unexpected problems and uncertainty each day in how they market livestock. Understanding and creating solutions is part of the learning experience in raising and caring for livestock.

Written & Compiled: (2020)

Bernie O'Rourke, Extension Livestock Specialist, University of Wisconsin - Madison Animal & Dairy Sciences, borourke2@wisc.edu

Reviewed by:

Ron Russell, Retired Animal Sciences Senior Lecturer, University of Wisconsin - Madison Animal & Dairy Sciences

Dr. Paul Kuber, Northeast Regional Livestock Extension Specialist, Washington State University

Dr. Jeff Sindelar, Extension Meats Specialist, University of Wisconsin - Madison Animal & Dairy Sciences

Alissa Grenawalt, Dane County Ag in the Classroom Coordinator, Dane County Extension

Resources:

Selling your Livestock Project When Fair is Canceled: A Guide for Youth and Families, Washington State University (2020)

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Appendix 1: Sample Letter from an Auction Committee

Date:

Dear Prospective Livestock Buyer:

The (Name) Livestock show begins on (Date) with the sale occurring on (Date) and (Time) (Location).

We cordially invite you to (Name of Auction) which is the highlight of a year of hard work and dedication for the youth involved in FFA, 4-H, and (Other organizations) livestock projects. Your purchase provides an incentive for the junior exhibitors to continue with their livestock projects, and your continued support of the auction by purchasing an animal, provides a unique opportunity to promote your business through public recognition of your purchase. You will also receive a top quality meat product for your use if you so choose. Youth in the sale have completed Youth for the Quality Care of Animals (YQCA) training and can communicate what they have learned about food safety, animal well-being and enhanced life skills.

If you would like to support the exhibitors but will be unable to attend the auction, or would like to purchase an animal, please contact me, (name) at (phone number) to make arrangements.

This year we will be serving dinner to all buyers beginning at (Time). You will receive tickets when you sign up for a buyer's number at the buyer's table. We would also like to invite you to attend the Awards Ceremony on (Date and Time).

On behalf of the FFA, 4-H and (Other organizations) youth exhibitors, the (name of organization) appreciates your continued support. We look forward to seeing you at this years (Name of Auction).

If you have any questions regarding the (Name of Auction/Organization), you may visit our website at (Website Link) or contact us at (Phone number). The (Name of Organization) and the many volunteers who help put on the show appreciate your support of the youth livestock exhibitors.

Sincerely,

(Name of organizer)

(Name of Organization)

Appendix 2: Buyer Letters from Youth



Dear

Hello! My name is Avery Crooks, daughter of Arin and Lynn Crooks. I will be showing two market wethers and one market steer at the Grant County Fair. I am writing this letter to invite you to the 2019 Grant County Fair Livestock Auction on Sunday, August 17th.

Let me tell you why you may like to attend the auction. If you attend the auction, you are supporting the 4-H and FFA youth in Grant County who have worked hard all summer and some all year to prepare these animals to show. If you bid or even buy an animal, you are further supporting the hard work of these children.

This year will be my seventh year showing and selling in the auction. Every year, I realize more just how much the support of the buyers at the auction help the fair and the 4-Hers selling. The proceeds of the sale (at least for my family) go to covering the costs of the project, into savings for future use, and a small portion for the kids own use. Again, please come and support the 4-H youth at the Livestock Auction on August 17.

Sincerely,

Avery Crooks

GRANT COUNTY FAIR LIVESTOCK AUCTION: SATURDAY, AUGUST 17TH AT 1PM



Dear

Greetings! My name is Mason Crooks, son of Arin and Lynn Crooks. I am a member of the Lancaster FFA and the Active Americans 4-H Club. I am contacting you this year because Saturday, August 17, at 1:00 pm is the annual Grant County Fairy Junior Livestock Auction. It is a unique event in which local business have an opportunity to support area youth in their livestock projects.

This year, I am exhibiting two market lambs and one market steer at the fair. In addition, my sister and I took our steers to a couple of other shows: Badger Kick-Off Classic and the Wisconsin State Fair. We are a members of the Grant County Livestock and Meats Judging team. Avery and I were members of the Grant County's state winning Livestock Skill-a-thon and Quiz Bowl mixed team. I also represented Lancaster FFA in Land judging at a variety of contests around the area, and will be competing in the national contest in May.

If you are able to be present at the livestock auction and have an opportunity to support an exhibitor, I will encourage you to do so.

Any support is appreciated!

Sincerely,


Mason Crooks




Appendix 3: Species Budget Projections

Hog Example 	Option 1: County Fair Auction Selling \$/lb. of Live Certified Weight	Option 2: Using <u>current live</u> price on open market	++Option 4: Selling \$/head	++Option 4: Using <u>current</u> carcass price	Your Animal
1. Cost of animal	\$200.00	\$200.00	\$200.00	\$200.00	
2. Feed	\$200.00	\$200.00	\$200.00	\$200.00	
3. Vet/animal health (dewormer/vaccines)	\$25.00	\$25.00	\$25.00	\$25.00	
4. Equipment	\$25.00	\$25.00	\$25.00	\$25.00	
5. Cost Total	\$450.00	\$450.00	\$450.00	\$450.00	
6. Weight of Animal	280 lbs.	280 lbs.	Estimated 280 lbs.	204.4 lbs. (280 lbs. live weight * .73 dressing percent)	
7. Breakeven \$ = no profit/ no loss (from #5)	\$450.00	\$450.00	\$450.00	\$450.00	
8. Sold Price of Animal	280 * \$3.50 (+Fair auction price) = \$980	280 * \$0.30 (Live price) = \$84.00 (from 6/11/2020)	\$750.00	204.4 * \$.41 (carcass price) = \$83.80 (from 6/11/2020)	
Profit or loss (#8 - #5)	\$530 – Profit	\$366.00 - Loss	\$300.00 - Profit	\$366.20 - Loss	

+This price will vary from county to county and from person to person. ++You can generally increase your price if you direct market, you're the salesman. The marketing section really describes how you can explain your higher price. Industry markets may not be favorable. As the stock market goes up and down so can livestock markets.

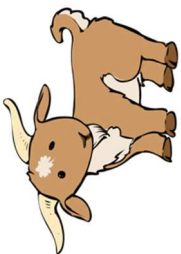
Cattle Example 	Option 1: County Fair Auction Selling \$/lb. of Live Certified Weight	Option 2: Using <u>current live</u> price on open market	++Option 4: Selling \$/head	++Option 4: Using <u>current</u> carcass <u>price</u>	Your Animal
1. Cost of animal	\$750.00	\$750.00	\$750.00	\$750.00	
2. Feed	\$500.00	\$500.00	\$500.00	\$500.00	
3. Vet/animal health (dewormer/vaccines)	\$25.00	\$25.00	\$25.00	\$25.00	
4. Equipment	\$25.00	\$25.00	\$25.00	\$25.00	
5. Cost Total	\$1300.00	\$1300.00	\$1300.00	\$1300.00	
6. Weight of Animal	1300 lbs.	1300 lbs.	Estimated 1300 lbs.	819 lbs. (1300 lbs. live weight * .63 dressing percent)	
7. Breakeven \$ = no profit/ no loss (from #5)	\$1300.00	\$1300.00	\$1300.00	\$1300.00	
8. Sold Price of Animal	1300 * \$1.80 (+Fair auction price) = \$2340	1300 * \$0.90 (Live price) = \$1170.00 (from 6/11/2020)	\$1400	819 * \$1.43 (carcass price) = \$1171.17 (from 6/11/2020)	
Profit or loss (#8 - #5)	\$1040 – Profit	\$130.00 - Loss	\$100.00 – Profit	\$128.83 - Loss	

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Sheep Example	Option 1: County Fair Auction Selling \$/lb. of Live Certified Weight	Option 2: Using <u>current live</u> price on open market	++Option 4: Selling \$/head	++Option 4: Using <u>current</u> carcass price	Your Animal
					
1. Cost of animal	\$150.00	\$150.00	\$150.00	\$150.00	
2. Feed	\$75.00	\$75.00	\$75.00	\$75.00	
3. Vet/animal health (dewormer/vaccines)	\$25.00	\$25.00	\$25.00	\$25.00	
4. Equipment	\$25.00	\$25.00	\$25.00	\$25.00	
5. Cost Total	\$275.00	\$275.00	\$275.00	\$275.00	
6. Weight of Animal	140 lbs.	140 lbs.	Estimated 140 lbs.	74.2 lbs. (140 lbs. live weight * .53 dressing percent)	
7. Breakeven \$ = no profit/ no loss (from #5)	\$275.00	\$275.00	\$275.00	\$275.00	
8. Sold Price of Animal	140 * \$3.95 (+Fair auction price) = \$553	140 * \$1.30 (Live price) = \$182.00 (from 6/11/2020)	\$300.00	74.2 * \$2.45 (carcass price) = \$181.79 (from 6/11/2020)	
Profit or loss (#8 - #5)	\$278 – Profit	\$93.00 - Loss	\$25.00 – Profit	93.21 - Loss	

+This price will vary from county to county and from person to person.

++You can generally increase your price if you direct market, you're the salesman. The marketing section really describes how you can explain your higher price. Industry markets may not be favorable. As the stock market goes up and down so can livestock markets.

Goat Example 	Option 1: County Fair Auction Selling \$/lb. of Live Certified Weight	Option 2: Using <u>current live</u> price on open market	++Option 4: Selling \$/head	++Option 4: Using <u>current</u> carcass <u>price</u>	Your Animal
1. Cost of animal	\$150.00	\$150.00	\$150.00	\$150.00	
2. Feed	\$75.00	\$75.00	\$75.00	\$75.00	
3. Vet/animal health (dewormer/vaccines)	\$25.00	\$25.00	\$25.00	\$25.00	
4. Equipment	\$25.00	\$25.00	\$25.00	\$25.00	
5. Cost Total	\$275.00	\$275.00	\$275.00	\$275.00	
6. Weight of Animal	100 lbs.	100 lbs.	Estimated 100 lbs.	48 lbs. (100 lbs. live weight * .48 dressing percent)	
7. Breakeven \$ = no profit/ no loss (from #5)	\$275.00	\$275.00	\$275.00	\$275.00	
8. Sold Price of Animal	100 * \$4 (+Fair auction price) = \$400	100 * \$1.80 (Live price) = \$180.00 (from 6/11/2020)	\$300.00	48 * \$3.75 (carcass price) = \$180.00 (from 6/11/2020)	
Profit or loss (#8 - #5)	\$125 – Profit	\$95.00 - Loss	\$25.00 – Profit	\$95.00 - Loss	

+This price will vary from county to county and from person to person.

++You can generally increase your price if you direct market, you're the salesman. The marketing section really describes how you can explain your higher price. Industry markets may not be favorable. As the stock market goes up and down so can livestock markets.

Appendix 4: Social Media Posts

Finding buyers over social media can provide opportunities to widen your scope of interested clientele. Make sure you connect and work with your parents on appropriate social media use and safety. Interact with interested clientele, via direct messaging or through the post itself. Minimize sharing of personal information unless you know them and your parents/guardians feel comfortable. Indicate specifically what is for sale, when and where it is processed. Either through the post or private messaging you should indicate the price you are looking for and who they should call at the processor to estimate the processing cost. List all types of certifications such as Youth for the Quality Care of Animals (YQCA) that illustrates your care of animals and raising wholesome food products. Please reference the marketing and advertising section for other ideas to strengthen your post.


Farm Direct Wisconsin




shared her first post.






New Member · Yesterday at 12:03 PM · 



We still have one pig left to sell, a cross bred! PM if interested!
 Deerfield WI
 Johnson Meats will be processing 7/7/20! Rio, WI


May 29 at 1:59 PM · 

These girls have been busy working with their 4-H Swine projects this year! Unfortunately the fairs have been canceled that they would normally be showing and selling these animals at. Please hit me up if you would be interested in supporting them through a private sale. Thanks!




Farm Direct Wisconsin




Tuesday at 11:50 AM · 

Hi, my name is [redacted] and I am a member of 4-H. With the COVID pandemic, my local two fairs have been canceled. I usually show and sell my pigs at them. So, now I am selling them privately. I love showing pigs and have done so for the past 4 years. This year I have two Hampshires and I am so proud how they have turned out. Please PM my mom for further information. We are located in Deerfield (Dane County). Butcher date June 30th. Thank you for considering.

Update- we have one left. Thank you so much everyone for the support.

