



# 4-H Beef Steer Buying Basics For Beginners

*\* If you have any questions feel free to contact The Big E Agriculture and Education Department at (413) 205-5011.*

## ***How do I know which steer to buy if I am undecided at sale time?***

- Many buyers come to the sale and speak with the youth who raised the steers and make their decision based on the conversations they have. The 4-H members will have their steers on display during the pre-sale social gathering, starting at 5pm on sale day.
- Other buyers choose a steer based on the steer's placing in the show. Either decision process has its benefits.

## ***What is the price range that I should expect to pay for a steer?***

- In 2022, the average price per pound was \$4.62; most steers weigh between 1000 and 1300 pounds.
- Our goal in 2023, in order to help the 4-H member cover the rising costs of raising the steer, is \$4.75 per pound.

## ***How do I buy & pay for the animal?***

- You can pay for the steer the night of the auction using either check, cash or credit card. Online purchasing and payment will be available for 2023 through [www.cowbuyer.com](http://www.cowbuyer.com).

## ***How will it benefit my business by purchasing a 4-H steer?***

- Being recognized by the local business' community as supporting an excellent 4-H youth program
- The purchased steer can be donated to a non-profit charity of choice resulting in a tax benefit. Some examples of a charity include: food banks, homeless shelters, soup kitchens, hospitals, or any non-profit having a kitchen.
- Getting publicity for supporting the 4-H Beef program

## ***If I don't want the meat, what options do I have?***

- You can donate the product to a non-profit or charity. Some examples of a charity include: food banks, homeless shelters, soup kitchens, hospitals, or any non-profit. A tax benefit can be realized however, your tax advisor should be consulted.
- You can donate the meat back to the youth who raised the steer.
- If you own or manage a business, many buyers choose to give the product to employees to enjoy.
- Purchasing a steer and then immediately donating the steer back to be "resold." The 4-H youth receives the proceeds from the initial sale and the second sale's proceeds are used to support the New England 4-H Beef program and scholarships.

### ***What do I do with it after I buy it?***

After purchasing your steer, you will need to arrange for trucking to a processing facility and decide how you would like the meat cut. There will be an information table with volunteers there to assist you in this process.

### ***How much meat am I going to get?***

Based on a 1200 pound steer, you will get approximately 525 pounds of meat. This will fill a large chest freezer.

### ***What is the quality of meat?***

The quality of meat you will get will be similar to a high-end product that you would purchase at the grocery store, similar to Certified Angus or Hereford Beef. The most appealing part of the product you will get is that it will be fresh, safe and cut to your specifications.

### ***Is there any tax relief options?***

If you are purchasing a 4-H raised beef project as a non-business consumer, any value paid over the fair market cost of the animal can be considered a 4-H donation. It is recommended you consult with your tax advisor.