

# Raising Sheep and Goats for Profit: Small Scale Production

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**Purpose (Learning Objective):** This presentation is meant to explore small-ruminant production, namely sheep and goats. The profitability of an enterprise like this is multi-dimensional and requires attention to many different aspects including marketing, animal care, stewardship, safe handling, and production.

## Why Is This Important?

The lack of access of land and large capital resources for many beginning farmers has forced many to look at enterprises that can be managed on small acreages and/or with minimum capital outlay. That and changing demographics in some parts of the country make sheep and goat production especially attractive.

## Prior to this activity/program:

**High school/Jr. College Teachers:** Students should be given the fact sheet to read ahead of time.

**Extension Faculty/Staff:** Participants in the program should have an interest in starting or improving a small-scale livestock operation. They can be given the fact sheet or directed to the full video to read/watch ahead of time.

## Suggested Presentation Outline: (1-2 class periods; 50-100 minutes)

1. Introduction (slides 1-3; page 1 of fact sheet) (Optional: play full video at this spot)
2. Marketing (slides 4-11; pages 1-5 of fact sheet; video part 1)
3. Stewardship (slides 12-16; pages 5-7 of fact sheet; video part 2)
4. Production (slides 17-21; pages 4-5 of fact sheet; video part 3 and part 4)
5. Safe Handling (slides 22-27; pages 7-8 of fact sheet; video part 4)
6. Business Licensing (slides 28-34; pages 8-9 of fact sheet)
7. Zoning Restrictions (slides 35-39)
8. Conclusion (slides 40-43)
9. Homework questions (to take home and return at the next class period)

## Instructional Materials:

**Fact Sheet** (required reading): 10 pages; RTF format <http://go.unl.edu/itb>

**Presentation Slides:** 42 slides; annotated; .ppt format) "Raising Sheep and Goats for Profit"

-Preview online <http://www.slideshare.net/LPELC/small-scale-sheep-goat-production>

-Download <http://www.extension.org/sites/default/files/Small%20Scale%20Sheep%20Goat%20final.pptx>

**"Raising Sheep & Goats" Video Series** Full Version: <http://www.youtube.com/watch?v=d3pceW6Ru3E> 19:58 minutes

You can play this full video at once, or use the video as divided into parts (below) at various times during the lecture.

- Part 1: <http://www.youtube.com/watch?v=EcF1bbAT8h4> Marketing, new producer advice (3:30 minutes)
- Part 2: <http://www.youtube.com/watch?v=kU7LxRSY3ls> Stewardship (8:35 minutes)
- Part 3: <http://www.youtube.com/watch?v=SLZVOjNj5Hk> Production & Management (6:30 minutes)
- Part 4: <http://www.youtube.com/watch?v=115m1J15qRw> Caring for animals, safe handling (5:26 minutes)

**Homework Questions:** (RTF format; 4 pages) <http://go.unl.edu/4re> *Note: some of the questions apply to the related module on poultry production at: <http://www.extension.org/67782>*

**Glossary** of livestock terms (RTF format; 10 pages) <http://go.unl.edu/tzz>

**Certification Programs:** (fact sheet) <http://go.unl.edu/xd0>

## Evaluation/Assessment

- Sample quiz or review questions (answers included) <http://go.unl.edu/8qe>

## Enrichment Activity/Independent Practice (Optional):

- Invite a local sheep or goat to visit the classroom and talk about their operation (tours are even better, but there are biosecurity concerns, especially if your students have livestock of their own)
- Ask students to work individually or in small groups and select several of the certification programs mentioned (feel free to identify additional programs). Have them set up a table that compares different aspects of each program. Compile the comparisons of each small group into a large class project and have each student vote on the program they would be mostly likely to pursue. Have each student explain their reasoning either in oral or written form for a grade or extra credit.

## Alignment with AFNR, SAE Projects, and FFA Contests

### Connections to SAE Projects

#### Entrepreneurship/Production

- Students interested in a sheep or goat project or business should be encouraged to build a business plan addressing each of the areas covered in this module.
- Students with an existing poultry project should be encouraged to review the suggestions in the module and identify some areas or goals for making positive changes in their business.

#### Placement

- Students can develop a list of questions for their employer and interview them on whether different changes the student suggests are feasible for the operation.
- Students can make a short video or slide show highlighting some of the stewardship, safe handling, animal health or welfare, or other practices at their place of employment and post to the farm website or blog.

### Connections to FFA Awards/Contests

This module may be helpful for students preparing for Career Development Events such as prepared public speaking, extemporaneous speaking, agricultural issues forum, ag sales, environmental and natural resources, farm business management, food science, marketing plan, and veterinary science. Any of the suggested enrichment activities or suggested activities for their SAE project can enhance an award application—especially in poultry production, agricultural sales, or environmental science and natural resources management.

# National Agriculture, Food, and Natural Resources (AFNR) Career Cluster Content Standards

## Life Knowledge and Cluster Skills (CS)

- **CS.06.** Performance Element: Examine the importance of health, safety and environmental management systems in organizations and their importance to performance and regulatory compliance
- **CS.07.** Performance Element: Safety, Health, and Environmental: Demonstrate appropriate health and safety procedures for AFNR occupations

## Agribusiness Systems (ABS)

- **ABS.02.** Performance Element: Utilize appropriate management planning principles in AFNR business enterprises
- **ABS.03.** Performance Element: Utilize record keeping to accomplish AFNR business objectives while complying with laws and regulations
- **ABS.06.** Performance Element: Use industry-accepted marketing principles to accomplish AFNR business objectives

## Animal Science (AS)

- **AS.08.** Performance Element: Analyze environmental factors associated with animal production

## Environmental Service Systems (ESS)

- **ESS.01.** Performance Element: Use analytical procedures to plan and evaluate environmental service systems
- **ESS.02.** Performance Element: Assess the impact of policies and regulations on environmental service systems
- **ESS.03.** Performance Element: Apply scientific principles to environmental service systems
- **ESS.04.** Performance Element: Operate environmental service systems to manage a facility environment. Especially ESS.04.01: Performance indicator: Use pollution control measures to maintain a safe facility environment
- **ESS.06.** Performance Element: Use tools, equipment, machinery and technology to accomplish tasks in environmental service systems.

## Food Products and Processing Systems (FPP)

- **FPP.01.02.** Performance indicator: Work effectively with industry organizations, groups and regulatory agencies affecting the food products and processing industry.
- **FPP.02.03.** Performance indicator: Apply safety and sanitation procedures in the handling, processing and storing of food products.
- **FPP.03.01.** Performance indicator: Apply principles of science to food processing to provide a safe, wholesome and nutritious food supply.
- **FPP.04.03.** Performance indicator: Process, preserve, package and present food and food products for sale and distribution.

To find other modules in this series and view their alignment with the AFNR standards, download the BELAA\_AFNR alignment matrix at: <http://www.extension.org/32944>

## For More Information

Recommended Internet search terms:

The fact sheet in this module “Raising Sheep & Goats for Profit” <http://go.unl.edu/itb> links to many excellent resources.

### National eXtension (e-extension) Initiative:

-Sheep <http://www.extension.org/sheep>

-Goats <http://www.extension.org/goat>

-Small Farm Stewardship <http://www.extension.org/15500>

### More Resources:

-University of California Small Farm program <http://sfp.ucdavis.edu/pubs/brochures/sheep/>

-Oregon State small farms <http://smallfarms.oregonstate.edu/sheep>

## Connect and Interact

This and other modules in this series will be posted on the NAAE Communities of Practice wiki (<http://www.naae.org/communities>) Search for BELAA.

Twitter: <http://twitter.com/lpelc>

Facebook: [http://facebook.com/lpelc\\_cop](http://facebook.com/lpelc_cop)

National Young Farmers Educational Association <http://nyfea.org>

Livestock and Poultry Environmental Learning Center [http://www.extension.org/animal\\_manure\\_management](http://www.extension.org/animal_manure_management)

## Teaching Notes:

What would you keep the same, change, add, or remove the next time you teach this lesson?

## Acknowledgements

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- Wendy White, Colorado Department of Agriculture
- David Weiss, CSU Agricultural and Resource Economics



Building Environmental Leaders in Animal Agriculture (BELAA) is an effort of the National Young Farmers Educational Association (NYFEA; <http://nyfea.org>), University of Nebraska-Lincoln, and Montana State University. It was funded by the USDA National Institute for Food and Agriculture (NIFA) under award #2009-49400-05871. This project would not be possible without the Livestock and Poultry Environmental Learning Center (<http://www.extension.org/animal+manure+management>) the National eXtension Initiative (<http://www.extension.org>), National Association of County Ag Agents (NACAA), National Association of Agriculture Education (NAAE), Farm Credit Services of America, American Registry of Professional Animal Scientists (ARPAS), and Montana FFA Association.