



Farmers Market customer looks over Fantome Farm's goat cheese products.

The Art of Creating a Goat Cheese Business

***A North Central Initiative Small Farm
Profitability Case Study***

***By Carol Doeden and Marilyn Schlake
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Contact Information

Fantome Farm

6378 Rosy Lane
Ridgeway, WI 53582
Phone/Fax: 608.924.1266
Owners: Anne Topham and Judy Borree
atopham@mhtc.net
<http://www.fantomefarm.com>

Buckwheat Acres

7253 Highway 45 North
Three Lakes, WI 54562
Phone: 715.546.3735
Owner: Sara Bredesen
stbrede@hotmail.com

About the North Central Initiative for Small Farm Profitability

The North Central Initiative for Small Farm Profitability is a four-state, multi-institutional, farm-to-fork effort designed to improve the profitability and competitiveness of small and mid-size farms in Nebraska and the Midwest. This initiative brings together a unique and powerful blend of farmers, food and social scientists, marketers, extension educators, economists and others who are attempting to identify, adapt and apply practical, science-based, market-driven strategies that work.

Partners include the University of Nebraska's Center for Applied Rural Innovation (CARI) and Department of Food Science and Technology/Food Processing Center, Iowa State University, University of Missouri, University of Wisconsin, the Center for Rural Affairs in Nebraska, Practical Farmers of Iowa, and the Michael Fields Agricultural Institute in Wisconsin. The initiative is funded by a three-year grant from the U.S. Department of Agriculture.

For more information, Joan Scheel, Lead Food Consultant, Food Processing Center, University of Nebraska-Lincoln, 62 Filley Hall, Lincoln, NE, 68583, telephone: 402.472.8852 or e-mail: jscheel2@unl.edu.

About the Case Studies

More than 40 case studies will be developed in the four-state region, including 26 in Nebraska. The case studies will focus on new generation cooperatives, networks for marketing high value crops and livestock, production and cooperative arrangements that increase the farmer's share of food system profits, community support of small and mid-size operations, successful capital transfer strategies that benefit both beginning and senior farmers, on-farm diversification, and successful use of the Internet by farmers and small rural businesses to market products.

About the Authors

Carol Lee Doeden is a freelance writer located in rural Nebraska. She has written for several rural newspapers and presently freelances for diverse governmental and non-profit organizations as well as writing and photographing part-time reporter for *The VOICE News*, of Hickman, NE. Carol can be reached frlncwrtr@alltel.net

Marilyn Schlake is the Associate Director for the NebraskaEDGE Program, located at the Center for Applied Rural Innovation, University of Nebraska. She is co-author and editor of the "Tilling the Soil of Opportunity: NxLevel™ Guide for Agricultural Entrepreneurs. Marilyn can be reached at mschlake@unl.edu, telephone: 402.472.4138.

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Introduction

Raising goats and manufacturing goat cheese are viable ways to create a value-added product from farming. Profitability from the sale of farmstead goat cheese can be limited by how the operation is equipped and staffed, and what the current local or regional market will bear.

The reality of cheesemaking is that, while the craft can be a great deal of fun, it must be approached like a business or it will not support the farm. Success demands participation by family members or planned staff. The amount of time, energy and thought devoted to the cheese can be considerable.

Working with goats can be very demanding. Does must be milked twice a day. The collected milk must be processed (pasteurized, chilled, fed to pigs or other animals, or discarded) immediately. All the farm animals must be fed and their stalls cleaned on a daily basis.

Goats often need help birthing their young. If they are dairy goats they must be handled "easily" as their kids are taken from their mothers immediately. The kids are then fed -- every few hours, day and night -- while

their mothers are milked. When enough milk has been collected for the fresh cheese, the amount of time needed to make the cheese and still accomplish the daily chores of feeding and milking is greater than one person can do alone.

Two Wisconsin examples follow. One is an odyssey of 21 years, the other a relatively new venture in its sixth year. When it comes to selling a large volume of cheese wholesale versus smaller volume and selling direct retail to customer, retail appears to be more profitable. These

two stories and their related issues and goals, are representative of the range of goat-raising and cheese-making efforts on a family farm.

Fantome Farm: Pioneers in Goat Cheese

Hilly, curving Rosy Lane in largely rural Ridgeway, Wisconsin, winds through trees, beside bright horse pastures, picturesque houses and past flowing streams. The valley below Fantome Farm and the layered hills beyond spread out for miles.

The tiny, single-story house has an attached cheese house. Across

the yard and above the house is a hand-built goat barn with milking parlor. A fenced pasture contains two or three horses and a couple of elderly goats, "retirees," who will live out their remaining time on the farm, beloved animals of Anne Topham and Judy Borree.

In 1982, Anne and Judy purchased the farm in southwestern Wisconsin and acquired their first dairy goats. Anne visited Laura Chanel of California, an American pioneer in goat cheese production, to learn the craft of manufacturing French cheese (chevre). The cheese house and goat barn were constructed and licensed. Ann and Judy became certified cheesemakers, and did a lot of experimenting and testing.

"We didn't sell the goat cheese until 1984," Anne explained. "We couldn't test it or take it to stores until we were legal."

Production

It takes three days for Anne to make fresh cheese. On the first day, the goat milk is pasteurized, then blended with cheese culture and rennet, and allowed to sit for 16 to 20 hours, "depending on its mood," Anne said.

Day two, the curdling cheese is dipped or hand ladled into draining cloths and left to drain out the whey.

The third day, the cheese is ready to divide into several large rectangular pans, have salt and other assorted flavorings added. It is then packaged and refrigerated until market the immediate Saturday.



Curious Kids at the Fantome Farm

By itself, the goat's milk cheese is very light and mild, sweeter than cow's milk cream cheese, less tart than cow's milk yogurt. Anne mixes her cheeses with freshly chopped chives picked from her garden, with garlic, a special pepper or with thyme. Others are treated on the outside with a mixture of ash (activated charcoal) and salt.

"The ash and salt change the pH level of the surface of the cheese. Any time you change one thing about the cheese, you get a different cheese," Anne explained.

One special way Anne prepares cheese is to place a pair of the carefully shaped, six-ounce rounds of cheese in a glass jar filled with olive oil and a few carefully chosen herbs. "Storing



Anne Topham prepares cheese rounds.

the cheese this way is traditional, from France," Anne said. If refrigerated, the cheese can last a year. Over time, the oil penetrates the cheese a little, adding to the flavor. After the cheese is eaten, the oil makes a great vinaigrette.

"Yes, the oil affects the flavor of the cheese," Anne said, "but it's a happy combination, where the sum is greater than the parts."

Marketing

Anne and Judy take the goat cheeses to the Madison Farmers Market on Saturday mornings. By 6 a.m. they have set up the large green and white Fantome Farm tent on the southwest corner of the State Capitol building square. The Madison Farmers Market averaged 18,000 visitors each week.

After a try at making cheeses for various stores and restaurants across the Midwest, Anne and Judy decided to sell primarily at the Farmers Market. They found they were not making any more money, and the demands of the various companies were too stressful. Anne will occasionally ship the cheese, or show her cheese at a different event or market. A neighbor may make a private purchase, but otherwise, their cheese remains a well-kept secret. "We have no desire to be the 'Kraft Foods®' of the goat cheese world," Anne said.

Goals/Philosophy

Anne & Judy's goals for the business were modest. Originally, they wanted the cheese to support them so they could live on the farm. Rather than go into debt, they substituted their labor for capital. After about a decade, Judy resumed full-time counseling work but still helps out on the farm when she can. A local licensed cheesemaker is available to help make cheese in the cheeserie, and to do the milking and clean-up, covering busy weekend days. Anne said the

cheese, at the volume she makes it, supports one person living off the farm income.

"The bottom line, for me, is excellence," Anne said. "My product had to be as excellent as possible. Now, I don't know if it was smart [financially] for me to think that way. We essentially lost money for a long time while we were developing our market [and not charging enough money for the product]. Because of the



Fresh, soft chevre with a touch of dill is one of Fantome Farm's best selling cheeses.

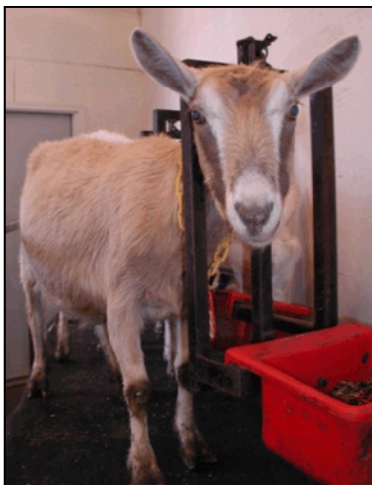
way we did it, [today] I really can charge for the cheese what it is worth. I milk 10 goats, focus exclusively on the Farmers Market, and make more money than if I had a bigger customer base."

Buckwheat Acres: Northwoods Goat Haven

Buckwheat Acres is named for the nineteenth-century, short-lived village of Buckwheat, formerly located on some of the same land as Tom and Sara Bredesen's farm. Buckwheat, the town, fronted the same Wisconsin State Route 45, now heading north out of Three Lakes, Wisconsin. The house Tom and Sara live in is the surviving one of a pair of houses built in the late 1800s for the owners/managers

of a lumber company that sprang up briefly to harvest the trees in the region. The Bredesens bought the current 11-acre farm in 1985 and have since enlarged and renovated the old house.

Buckwheat Acres is the only licensed dairy of any type in Oneida County. Sara Bredesen, 50, is the owner and licensed cheesemaker, while Tom has non-stop duties with the school district, and his own summertime sideline business, raising bees. Tom is not involved in Sara's goat business. The pair joke about theirs being the land of (goat's) milk and (bees') honey.



Nubian goat ready for milking at Buckwheat Acres

Sara raised and showed goats for years. About 18 years ago, Sara attended a Wisconsin Dairy Association field day at Fantome Farm. She met Anne Topham, and was impressed with Anne and Judy Borree's work with goats, as well as with their superior goat cheese.

"Anne is the person who gave me the inspiration to make my own

cheese," Sara said. "I was very impressed that they could do it."

It was the Wisconsin Dairy Artisan Network (WDAN), of which Anne Topham is president, that helped Sara get started on her dream of a cheesemaking business. The WDAN has the goal of trying to help small and medium sized dairies not reinvent the wheel by providing starting and continuing education.

Sara obtained a grant from the Wisconsin Department of Agricultural Trade and Consumer Protection. Her ADD (Agriculture Development and Diversity) grant of \$32,000 helped Sara research potential goat milk supplies and cheese factories in Northern Wisconsin. From her research, Sara discovered the region had a potential for 64,000 lbs. of goat milk. Grant funding also helped Sara develop a prototype cheese plant, of which plans are available for research.

In Feb. 2001, Sara traveled to France, sponsored by University Extension Service, Country Today magazine and The Wisconsin Department of Agriculture Center for Dairy Research. She visited dairies, and learned about value-added agriculture in France. She continues her ongoing studies about the latest in dairy goats through the University of Wisconsin's Center for Dairy Research.

Milking Parlor

Sara's large barn is divided into several large pens, floored with clean straw. On the south side is a long, narrow room with a con-

crete floor, washable walls, and two waist-high ledges where the goats are fed and milked. To keep her in place, each goat puts her head through a stanchion facing a plastic pan filled with special feed. The milking system is called herringbone, with six goats on one side and four on the other. Milking is done with a bucket system with three units.



Sara Bredeson will bottle feed a new born kid, every few hours, day and night.

Sara uses her own special feed mix of pellets that contain 40 percent of the dairy ration, adds whole grains such as corn, oats, black sunflower seeds, plus vitamins, minerals and molasses. Sara milks 34 does. She hires occasional help two to four times a week, during June through October, her market season.

Her milking equipment has enough hoses to milk two or three goats at a time. All the milk goes into a big bulk tank unless it is diverted it into a special pail. Goats that are still producing

colostrums, for instance, won't have their milk go into the tank. Instead, it is collected in the pail, taken to the house for pasteurization and then fed to the baby goat kids. Sara tests every vat of milk for antibiotics before making cheese, even though she doesn't use any antibiotics.

The milking equipment is mostly for dairy cattle and came from area auctions. For less than \$200, Sara purchased a vacuum washer, which washes her equipment by sloshing soapy water followed by rinse water back and forth through the tubes. The alternative, a "Clean in Place" system, would have cost her \$2,000.

Sara designed a way to move the milk from her bulk tank via a 13-ft., \$350 sanitary hose to the milk can, then to the pasteurizer. The system is gravity fed, which is gentler on the milk. Her process is easy on the milk, sanitary and approved. The whey (liquid left over after the cheese solids come together) leaves the cheese house through a new piping system to a whey tank outside. From there she can move the whey to the pigs or spread it on the garden.

Innovative Cheese House

While designing and building her prototype cheese house, Sara was struck by all the knowledge she needed that had nothing to do with milking goats. She learned electronics and electrical wiring, and how a vacuum pump works. She designed her own batch pasteurizer, an 800 lb. vat, out of special 3A stainless steel to just fit her height and reach,

and it was approved by the State of Wisconsin.

Sara said, if you must buy new cheesemaking equipment, purchasing from restaurant supply houses is more economical than dairy specialty businesses. All plastic needs to be food grade plastic. Wisconsin has very specific rules about what equipment is approved. Anyone wanting to begin this kind of business needs to get to know the inspector and study the legal requirements.



Sara Bredesen pours goat milk into the bulk tanking, ready for processing.

To obtain her cheesemaking license, Sara traveled back and forth from the Antigo Cheese Company where she took her apprenticeship – a 100-mile round trip. In spite of being a self-confident person, when it came to the final weeks before she was to make cheese, Sara panicked. Her prescription was to go home and start making cheese.

The quick acceptance of her cheeses has been encouraging. People stop her to tell her they tried – and liked – one of her cheeses. A very upscale restaurant in the resort town of Eagle Lake asked if they could purchase her cheese and mention it by name as an ingredient in their food.

Goals / Philosophy

Sara has two goals, and both are equally important to her:

1. Educate others about goat milk and goat products.
2. Make a livable income from her dairy goats doing what dairy goats do best: produce milk.

Her philosophy is "As long as any goats are here on this property, they will get the best life possible."

Although she does not share the details of her business plan, its results are obvious. The barn and fenced-in paddock are filled with healthy-looking goats. Her cheese house is immaculate, light and airy, with humming equipment and an air of purpose and organization. Everyone in her household, especially anyone who participates in her operation is cheerful, helpful and busy.

On the other hand, Sara has yet to turn a profit in her absorbing goat adventure. "We haven't hit our break-even point yet," Sara said.

One factor very much on her side is that her competition is elsewhere. Some are in the area grocery stores, but most are just in other parts of the state. She is the only one for quite an area who even makes goat cheese, much less as good a cheese as she does.

Another factor is the vacationers who come up to the Eagle River region. They, as well as the townsfolk who live there year round, are all informed buyers. The visitors are often financially more “upscale” than the year-round residents, which basically means they are willing to spend the money to get the excellent foods they appreciate, such as Sara’s goat cheese.

Marketing

Sara always offers tastes of new or different chesses, and asks the customer how he or she will use the cheese. She has a handout of recipes using her goat chesses.

“I truly market my product,” she said. “I do direct marketing with an attractive label. I attract customers with the look, taste and smell of the cheese. I pay attention to my own appearance, my behavior to others, always presenting information, and I ask for the sale.”

At the Farmers Market booth (she goes to two different ones), Sara gives samples of the goat cheese to the children and another for them to give to their parents.

Public Radio is another marketing venue for Sara. She sponsors a day, usually in the second week in June. She co-hosts fundraisers and the radio station mentions the availability of her Garden Gold free manure as a community service.

Sara also approaches children by giving educational programs at schools. She invites home-schooled children out to the farm.

One of her programs is a cheese evaluation for children from ages 6 -12. They are given samples of a number of kinds of cheeses and use their five senses to evaluate each cheese.

She also has programs where she teaches basic cheesemaking to seniors and children.



Goats ready for the milking process. Bredeson goats are milked twice daily.

One of Sara’s talents is being able to read people. Some think “Yuck, it’s goat.” At that point, she will offer another product or try to get a friend of the potential customer to try the cheese. Sometimes she will joke, “Look around! There are no carcasses. People tried the cheese and lived!”

Sara has an answer for common protests people have:

- “I am allergic to goat milk.” She offers them a handout on lactose intolerance, which is actually rare. She explained that the proteins in goat’s milk are smaller and digest more easily.
- “I tried goat cheese once, and it’s nasty.” While some people have sensitive taste buds, this

is really good goat cheese, Sara will say.

- “I just ate, don’t have any room.” She tells the customer to go work up an appetite and return; often, they do.
- “I just brushed my teeth.” Come back in a little while, she smiles, we’d be glad to see you.
- “It’s too expensive.” Sara

answers this common complaint by agreeing with the person. “Yes, you can buy cheaper cheese, that’s true. However, this is better. It tastes better and you can come to our farm and see where the cheese is from. You get more value for your dollar,” Sara explains. She prices her cheese by what it costs to make it and the quality the customer is receiving.

She will market an added sale by saying things such as “You wanted two, right?”

Educating the consumer is one of Sara’s main goals, and she does this while marketing her product at the same time. A nearby winery has her bring samples of her

products for a wine and cheese tasting party. Sara said that sometimes she would bring some of her animals with her, so people can know where their food comes from.

She is also the director for the Wisconsin Dairy Goats Producers organization. This means every year for the Wisconsin State Fair, Sara is in Madison, telling people about goats, goat milk and other goat products. Although she enjoys working at the State Fair, she also loses 5 days of various Farmers Markets' income.

Products of Buckwheat Acres

Sara sells everything she can of the goats she loves, because she knows her success depends on the financial state of her business.

First and foremost are her goat cheeses.

An unexpected big seller is her cheddar curds. "I am the only person who sells goat milk cheddar curds," she said.

They can be eaten as a snack food, making them very popular in the bars and clubs of the tourist region in which she lives. She also makes large cheddar rounds;

a four-pound wheel of pressed cheddar, and sells either the whole wheel or half-pound wedges. She has Asiago-type cheese, aged about 6 weeks or more, called Maple Lake Myst, and she sells it for \$8.00 a pound.

The rest of her cheeses are variations of the chevre, a fresh, soft goat cheese that originated in France. The chevre in oil is a consistent strong seller, at \$20 a pound. "The margin is great," she said, "and it has a long shelf life."

She does not sell goat milk to people as that would require a whole different set-up with additional equipment and training and a special license. She does however dispense plenty of goat milk advice to people, whether goat owners or consumers of her goat cheese.

"I tell them how to do pasteurizing, and generally promote good food safety," she said.

The whey from her goat cheese, and the excess goat milk, Sara feeds to her small herd of pigs. She can sell her milk-fed pork at a premium to that same upscale Eagle River restaurant. She also sells excess goat milk to a whole-

sale deer farmer who pays \$3.00 per gallon for pasteurized pet food to give to his trophy fawns.

One item she doesn't sell, but needs to dispose somehow, is goat manure. What she does is advertise "Garden Gold," free manure for anyone who will come and get it. If the person chooses to make a donation, the proceeds go to a youth group each summer. "Over the years, I seem to be in the right place at the right time, to be able to turn even bad stuff into good experiences."

Sara sells goats to cull the herd and to move excess bucks off the farm. She has a buyer for much of her goat meat, someone who wants goat kids for Easter and goat meat for other occasions. She has no trouble selling milking does. The bucks are sold for meat or stud to eliminate intra breeding.

Another product Sara is hoping to start this coming winter is making goat milk soaps. All her activities have to dovetail around the goats, she explained.

Goat Herd Management

Goats are normally born two at a time. Most does become mothers in their second year and produce kids weighing 8-10 lbs.

Anne said in the Fantome Farm herd, triplets are normal for about half the mothers. A first year goat named Thornton gave birth to quads in 2002 and all four of them lived. Anne crosses Alpine goats with Nubians; she said these goats are bigger, stronger, and healthier.

Buckwheat Acres Cheese—Pricing Structure

Product	Cost	Selling Price
Cheddar curds	\$3.70/8 oz	\$6.50
Flavored Fr. St. Chevre	\$1.85/4 oz	\$3.00
Cheese in oil	\$2.45/4 oz	\$5.00
Ash on Outside	\$3.70/8 oz	\$5.00
Ash in layers	\$3.70/8 oz	\$6.00
Big Rounds (pressed cheese) (4 lb wheel)	\$7.75/lb	\$6.50

Goats are seasonal animals, becoming fertile only in the fall. Anne chooses to keep them that way. The University of Wisconsin at Madison veterinary school students come out to Fantome Farm to perform ultrasounds on the goats to verify pregnancy.

Sara explained that kids are taken from their mothers and bottle-fed pasteurized colostrum and milk primarily due to the disease, Caprine Arthritis Encephalitis Virus, which can be passed to newborns through their mother's raw milk.

CAEV is a debilitating disease, not always clinically apparent, and is similar to the virus that causes AIDS in humans. Current research shows NO evidence of CAE virus of having the potential to transmit to human.

With all animal diseases, good care, testing and prevention practices, such as those practiced at Fantome Farm and Buckwheat

Acres, are crucial to the welfare of the herd.

Side benefits of bottle-feeding include getting the baby does used to the sensation of being handled by humans, even to the point of bonding with humans.

When a milking doe becomes pregnant, she doesn't produce milk for several months. Once her kid or kids are born, the colostrum is gathered, heated to remove potential viruses and bottle-fed to the kids.

Sending the under-performing, misbehaving, elderly or excess goats to the meat market is one of the most difficult aspects of farmstead goat cheese production. It is the only practical, financially sound way to handle this business, but most people who go into goat cheese production do so out of their love of the animals themselves. Anne said she has butchered chickens, pigs and even veal calves, but she could never butcher a goat.

“People who want to start their own business—especially a farmstead cheese business—have to develop skills that run the gamut from manure management to milk microbiology. Not only that, there is no convenient network in place that will help you reach others in your area who can offer you advice and counsel based on experience. It is highly recommended that the goat cheese entrepreneur develop a list of names and phone numbers gleaned from conversations and trips to the Internet, then do as many visits to cheese plants and goat farms as possible. See what other operations are like. Collect good ideas and make note of things that might work for you. Ask pointed questions about bad decisions that others have had to live with. Look into your own personality to determine if you are the kind of person who can survive and thrive on the rigors of a business start-up.”

- Sara Bredesen

Developing the Farmstead Goat Cheese Business in Wisconsin
Wisconsin Department of Agriculture, Sept. 2000

“It is excruciatingly hard to cull the herd,” Anne said. “But, we must sell the culled goats in order for the herd to improve.”

Organic Goats?



A saanen goat enjoyed a meal during milking time. Saanen goats are valued for their high-production rates.

Neither Anne nor Sara claim to be “organic.” They would have to change a lot about their operations, especially making sure the goats had the more expensive, certified organic feed. For Anne that kind of feed is too costly for her operation; for Sara, no one grows organic feed anywhere near her.

What they do focus on is not giving the goats hormones for growth or anything else. Anne uses antibiotics only for illness, then hold the milk out of the cheese-making process until it tests clear of all traces of antibiotic. They try to be sure that the feed has had the least amount of herbicide or pesticide on it, if any at all.

“I have found that gentle handling of the goats means less stress and better health,” Sara said. “They don't like men much, so I keep them (the men) out of the barn.”

Licensing and Inspections

Wisconsin is the only state that demands that anyone manufacturing cheese for sale be licensed and certified by means of a cheesemaker's test. Similarly, the milking house must be licensed as a dairy farm, while the location where cheese is processed must be licensed as a dairy plant.

Sara's advice for anyone starting out in the business is to make the inspector a friend. Help the inspector understand what you are trying to accomplish, and he or she will be very helpful in letting you know the correct ways to do things. If an inspector writes up an operator for something, the goal is not to hurt or shut down the operation, it is to make the operation as safe and efficient as possible.

Business Roadblocks

For Anne at Fantome Farm, the roadblocks to success came in several forms over the 21 years she and Judy have raised goats and sold goat cheese. First, the lack of any kind of market, or even familiarity with their product, meant they could not sell the cheese for the cost of production, because no one would have bought it. Second was by trying to sell wholesale to restaurants and supermarkets, they further eroded the price they were receiving for the cheeses. Unexpected costs can also be a hindrance. Just recently, Anne had to replace the flooring at the cheeserie at a cost of about \$1,000 and do renovations for an additional \$2,000, which included labor and materials. For-

tunately, today, they sell directly to the consumer at their cost plus a profit, and make no apologies for it.



Sara finishes the milking duties with a good thorough cleaning of all equipment.

For Sara, most of the roadblocks have also been financial. In the six years of her operation, she has spent \$3,000 on a new boiler, \$500 on a replacement indicating thermometer for pasteurizing, \$450 for a new chart recorder, and other large sums for replacing two pumps and a water pump in the house. Sara said that at one point she tried shutting down the gas broiler in the cheese house to save money, but it cost more to start it up again in the spring than it would have to keep it running all winter.

Both Anne and Sara are at a place where they are not receiving much support other than financial from their significant others. Another person to work more with the herd would be

nice, Sara admitted. "I am the only one who can make the cheese," she explained. She is also the only one who touches, cleans and sanitizes the milking and cheesemaking equipment.

Conclusion

Raising and being around goats is one of the biggest rewards of this business, both Anne and Sara said. Making a profit is necessary but not always easy. Fantome Farm, with Anne's simplified bookkeeping, is able to support one person with making goat cheeses and selling them on the Farmers Market. Buckwheat Acres is moving from deficit closer to profitability each year.

Producers looking into goat cheeses would do well to check out the larger productions as well, to get a sense of how large an operation they might want, and what size investment they were willing to make.

With the right levels of marketing effort and the right location, a financial success is possible with farm-produced goat cheese. The animals are an easy size, temperamentally liable to bond with humans, entertaining and fun. Anyone contacting either of the goat cheese makers interviewed would receive a lot of advice and encouragement.

Buckwheat Acres Goat Dairy

Profit and Loss

January - December 2003*

Income

Boarding	\$	50	
Cheese	\$	9,645	
Livestock (raised)	\$	2,271	
Milk	\$	1,182	
Misc. Services	\$	85	
Pork	\$	1,502	
Total Income			\$14,735

Cost of Goods Sold

Cost of Goods Sold	\$	943	
Total COGS			<u>\$ 943</u>
Gross Profit			\$13,792

Expense

Accounting, Tax Service	\$	213	
ADGA Memberships	\$	18	
ADGA Registrations/Transfers	<u>\$</u>	<u>164</u>	
ADGA, total	\$	182	
Breeding Fees	\$	100	
Chevre:			
Advertising	\$	163	
DATCP Service Fees	\$	50	
Equipment	\$	244	
Ingredients	\$	358	
Lab Fees	\$	66	
Lab Supplies	\$	324	
License Fees	\$	155	
Packaging	\$	923	
Repairs, Equipment	\$	532	
Shipping	\$	12	
Supplies	\$	331	
Vendor Fees	<u>\$</u>	<u>159</u>	
Chevre, total	\$	3,319	
Continuing Education	\$	197	
Contract Labor	\$	2,829	
Country Today:			
Other	\$	42	
Postage	\$	6	
Supplies	<u>\$</u>	<u>35</u>	
Country Today, Total	\$	83	
DHI Test	\$	247	
Feed & Grain	\$	6,647	
Miscellaneous, Farm	\$	93	

Buckwheat Acres Goat Dairy

Profit and Loss

January - December 2003*

Office		
Postage and Delivery	\$ 184	
Supplies	<u>\$ 191</u>	
Office, Total		\$ 375
Repairs, Building		\$ 973
Subscriptions		\$ 30
Supplies, Farm		\$ 2,192
Travel, Meals		\$ 26
Veterinary Fees		\$ 499
Wages, Family member		\$ 382
WDGA		\$ 17
Total Expenses		\$18,402
Net Income/(Loss)		(\$ 4,610)

*Year 4 of operation.

Appendix

On-Line Dairy Goat Resources

- ◆ American Dairy Goat Association, www.adga.org
- ◆ National Goat Handbook, published by the University of Maryland, www.inform.umd.edu/EdRes/Topic/AgrEnv/ndd/goat/
- ◆ University of Maryland Small Ruminant Page: Goats
Numerous links to meat and dairy goat resources
www.sheepandgoat.com/goatlnks.html
- ◆ GoatWorld.com - Production resources and latest information on goat production, dairy and herd management; www.goatworld.com
- ◆ Langston University, E (Kika) de la Garza Institute for Goat Research, primary research on dairy goats. Includes publications and research results, www.luresext.edu/goats/index.htm

Goat Cheese Production

- ◆ Missouri Department of Agricultural, Agriculture Innovation Center; Cheese Resources Page. Links, suggested books and other resources for cattle and goat cheese production; www.aginnovationcenter.org/resources/cheese.shtml
- ◆ North Central Initiative for Small Farm Profitability, "4 P's of Specialty Cheeses: Industry Research on marketability and trends of specialty cheeses." On-line publication, www.farmprofitability.org/research.htm
- ◆ Wisconsin Dairy Artisan Network. Information on becoming a cheese maker, www.wisconsinairyartisan.com/artisan/index.htm