



THIS ISSUE

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Farmer Profiles

- Bill Legg from
Legg Land &
Livestock

Bill manages a mixed livestock and forestry operation with his wife, Peggy, and his 88 year-old father, who is still active on the farm.

4 years in commercial operation breeding Spanish does with Kiko bucks. 350 acres used for goat production in climate zones 6b and 7a. 400 breeding does produce 425 kids sold per year .

PERSONAL TIPS

Crossbreeds provide the good hybrid vigor required when selling goats for the commercial market. Bill uses an 8-month breeding schedule to obtain more kids and increase the return on the fixed costs of his does. Good record keeping helps track small changes that can cause a huge difference in goat productivity or profitability.

Goats: Sustainable Production Overview

The goat was one of the first animals to be domesticated by humans, about 9,000 years ago. Today, there are about 200 different breeds of goats that produce a variety of products, including milk, meat, and fiber (mohair and cashmere). Integrating livestock into a farm system can increase its economic and environmental health and diversity.

Topics to research before adding this enterprise are:

- Herd Selection
- Feeding Ruminants
- Raising Goats on Pasture
- Controlled Grazing
- Supplemental Feeding
- Reproduction & Kid Management
- Health Concerns
- Marketing
- Profitability

Meat Goat Production

Meat Goat Production can be a viable speciality crop enterprise to add to your business with the proper training, planning, and systems in place.

Goat farming is not easy, but it is a very, very economically viable operation, if managed correctly. – Bill Legg

In this newsletter, we have condensed the material such that you can use the information to create the methodologies that are suitable to you and your farming enterprises. You will see a sample enterprise budget and learn what is required and what to keep in mind when operating this enterprise.

Consumers looking for healthy protein sources should consider the following table.

Comparative Chart for Goat Meat Nutrition					
Per 3 oz. Cooked					
	GOAT	CHICKEN	BEEF	PORK	LAMB
Calories	122	162	179	180	175
Fat (g)	2.6	6.3	7.9	8.2	8.1
Sat Fat (g)	0.79	1.7	3	2.9	2.9
Protein (g)	23	25	25	25	24
Cholesterol (mg)	63.8	76	73.1	73.1	78.2

Data from USDA Nutrient Database for Standard Reference Release 14 (July 2001)



Herd Selection

When selecting animals for your herd, you must first decide what the animals will be used for and which traits are important to you.

Once you have located a producer with goats for sale, visit their farm to observe the herd and management. The animals will adapt easier to your farm if their prior management and environment are similar to yours.

To develop a productive herd, it is important that you select healthy animals. Never build your herd with goats from the sale barn, because many producers cull animals by putting them in the sale barn.

Signs of a Healthy Animal

- Shiny Coat
- Lively Manner
- Easy Movement (No limping, no swollen joints or misshapen udders)
- No Abscesses
- Proper conditioning (not fat or excessively thin)
- Firm, pelleted manure
- Well-shaped Udder & Teats

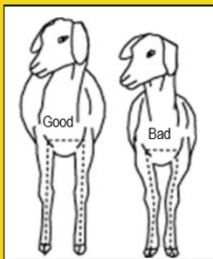
Make sure to ask the producer questions ...

What diseases have been problems in the herd?

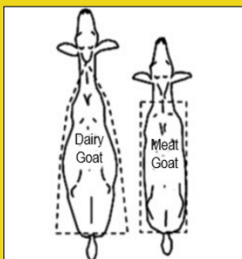
What is the vaccination/worming protocol?

What criteria are used for selection and culling?

See the drawings below when selecting animals.



Drawing 1: Example of poor conformation



Drawing 2: Good conformation for Dairy and Meat goats



Raising Goats on Pasture

Goats actually require more nutrients than other ruminants, because their digestive system does not retain food for long or fully digest the nutrients from what was eaten.

They eat larger amounts of food to make up for the reduced absorption. Goats thrive on pasture and each can consume 3-5% of its body weight in dry matter daily. However, they will eat less when pastured in a poor area.

Factors that influence intake:

- Age, size, stage, and level of production of the animal
- Animal's Health
- Animal's forage preferences (which are influenced by its mother and peers)
- Weather
- Palatability of food
- Digestibility (fiber content)
- Maturity of forage

Since goats, cattle, and sheep prefer different forages, they do not compete for the same food. Land grazed by goat & cattle return 25% more than land grazed by cattle alone.

Overgrazing not only reduces the performance of the pasture and animals, but it also causes goat health issues from ingesting internal parasites. Make sure to understock pasture, and rotate herd when pasture is grazed down to 3-4 inches.

Fencing is the most critical factor in raising goats on pasture. Fencing will also be the greatest expense, other than the initial cost of the animals. The best permanent fencing is 4-foot woven wire with barbed wire along the top.

Goats also need shelter. They can tolerate cold weather, but goats will get chilled by wet, cold conditions. Build-ings used for shelter may be minimal, but they should be well-ventilated and clean. Predators are a problem in most areas where goats are produced, so be sure to know which ones are in your area.

Controlled Grazing -

Continuous grazing is a common practice, characterized by giving the animals unrestricted access to the pasture throughout the season. Management Intensive Grazing (MIG) is a more sustainable and economical way to feed accomplished by a controlled, rotational, grazing system.

With MIG, animals are allowed to graze for a limited time and then moved to another pasture or paddock (a subdivision of a pasture). The pasture forage plants can then grow back.

The goal of MIG is to have paddocks small enough that they can be grazed in 1-10 days. The time depends on the number of goats and the quality and quantity of the forage. How long a herd remains in a paddock varies, depending on the intensity of management, time of year, and stage of growth of the forage.

Along with water, minerals need to be available to your animals at all times.

NSI Executive Summary Adapted From

Goats: Sustainable Production Overview

Livestock Production Guide

by Linda Coffey, Margo Hale, and Ann Wells

(August 2004)

Feeding Ruminants

Goats are ruminants, having a four-compartment stomach to digest large quantities of forages. They eat their food quickly, without much chewing. Then later, they regurgitate the food eaten earlier and thoroughly chew this "cud" before swallowing it again.

Goat health and productivity depends heavily on the function of their rumen, the largest compartment in their stomach. Microorganisms inside the rumen digest the cud and provide the goat with nutrients.

Ruminants require fiber, nitrogen (protein), and energy (carbohydrates). Energy is provided by good-quality (digestible) roughages (forages – pasture, hay, browse) and by concentrates (grains).

Rumen microorganisms that digest fiber thrive in pH range of 6.0 – 6.8. When a goat eats too much grain, the rumen pH can drop below 5.5, killing off the microorganisms required for proper digestion and good health (i.e. a very sick animal).

See "Supplemental Feeding" for the proper mix of roughages and concentrates.



Body Conditioning Score

When feeding your herd, the goal is to economically meet their nutritional needs and maintain a productive condition. To monitor the effectiveness of their feeding program, producers assign a body conditioning score (BCS) from 1-5, which evaluates the body fat reserves of the herd by reviewing the tail-head and loin areas.

Body conditioning changes depending on the time of the year and stage of production (i.e. doe in early lactation)

Look at the average score for your herd to see if feeding changes are needed.

Score 1: Very Poor

Deep cavity under tail and around tail head. Skin drawn tight over pelvis with no muscle tissue detectable in between.

No fatty tissue felt at loin. Pins, hooks, and short ribs can be seen; edges feel sharp

Score 2: Poor

Cavity around tail head is evident, but less prominent. No fatty tissue felt between skin and pelvis, but skin is supple.

Ends of short ribs are sharp to the touch, but individual ribs can no longer be seen. While bones are less prominent, they are still angular and can be easily distinguished by touch.

Score 3: Good

Slight cavity lined with fatty tissue apparent at tail head. Area between pins has smoothed out.

Ends of short ribs can be felt with moderate pressure. Slight depression visible in loin area. Hooks and pins can be felt, but have some covering of flesh. Hook, pin, and back bones appear smooth

Score 4: Fatty

- Depression between pins and tail head filling in. Patches of fat apparent under the skin. Pelvis felt only with firm pressure.

- Short ribs cannot be felt even with firm pressure. No depression visible in loin between backbone and hip bones. Back and area between hooks and pins appear flat.

Score 5: Grossly Fatty

- Tail head buried in fatty tissue. Area between pins and tailbone rounded, skin distended. No part of pelvis felt, even with firm pressure.

(Fredricks, 1993)

TABLE 1. DIETARY PROTEIN AND ENERGY REQUIREMENTS OF GOATS*.

CLASS OF GOAT	AVG. FEED INTAKE / DAY, LB ¹	% CRUDE PROTEIN	%TDN ²
GROWING DOELING, 45 LB ^a	2.4	8.8	56
GROWING M ALE KID, 66LB ^a	2.9	9.0	57
YEARLING DOE, 90 LB ^c	4.6	10.0	56
3 YR. OLD DOE, 110 LB ^d	5.0	11.7	69
MATURE BUCK, 220 LB ^e	5.3	9.0	55
DAIRY DOE, 150 LB ^f	7.5	11.6	71

*APPROXIMATIONS; BASED ON DRY MATTER IN THE FEEDS EATEN
¹CALCULATED ON BASIS OF THE DRY MATTER IN THE FEEDS EATEN
²TDN = TOTAL DIGESTIBLE NUTRIENTS
^aGROWING AT THE RATE OF .25 LB/DAY
^bGROWING AT THE RATE OF .33 LB/DAY
^cYEARLING FEMALE, LAST TRIMESTER OF PREGNANCY AND GROWING
^dMILKING 2 QT/DAY - ENOUGH FOR TWINS
^eNOT GAINING WEIGHT, MODERATE ACTIVITY
^fNUBIAN, MILKING 1 GALLON/DAY OF 4.0% BUTTERFAT

(PINKERTON AND PINKERTON, 2000)

Raising Goats on Pasture – Continued

Reproduction –

Female goats (does) reach puberty at seven to ten months of age, and should be at 60 - 75% of their adult weight at breeding to prevent difficult kidding. Does will be more profitable if they are bred to kid as yearlings as most should kid every year thereafter.

The presence of a buck (uncastrated male goat) stimulates the reproductive cycle (estrous) and the does behavior indicates when they are in the fertile part of their cycle (in heat). Signs of heat include tail wagging, swollen vulva, mounting behavior, decrease in milk yield if lactating, and a general increase in activity and bleating.

The doe's estrous cycle normally occurs from August or September until January, with October to December being the peak time for breeding. The estrous cycle is normally 18 to 22 days long. Kids are born about 150 days after breeding.

Male goats (bucks) reach puberty earlier than females and must either be separated from them by the age of four months or be castrated to prevent unwanted breedings.

The most important animal in the herd is the buck, as he provides half of the genetics of the herd. When selecting a buck, it is important to perform a breeding soundness exam. Have a semen sample taken and evaluated. As a general rule, meat bucks should measure 26 to 29 cm at 100 pounds. (Mobini, 2003)

Abortion –

Several factors can cause a goat to abort:

- A deficiency in vitamin A, iodine, and copper
- Parasites, certain drugs, poisonous plants, stress, toxoplasmosis (from young cat feces)

If abortion is widespread, look for an infectious cause. Treatment depends on the cause, so have the placenta of the first abortion the herd tested. Make sure to wear gloves when handling the placenta and keep it chilled for lab testing.

Kid Management –

It is important that kids receive colostrum (the first milk, containing antibodies to protect from disease) soon after birth. In herds where Caprine Arthritis-Encephalitis (see "Health Concerns") is an issue, kids must be bottle-fed heat-treated colostrum instead of nursing from the mother.

For milk production, separate the kid from the mother after the first day and bottle feed with milk substitute.

Castrate males at an early age to reduce stress. Know your market, because some ethnic groups want intact males.

Disbudding is done in goat dairies to prevent horn injuries when milking. Disbudd kids 3-7 days after birth with specific disbudding iron from goat supply houses.

Supplemental Feeding

Goats need a proper balance of energy in the form of roughage or grain, as well as protein, vitamins, minerals, and clean water. See Table 1 for protein and energy requirements.

As a rule of thumb, browse and pasture in the summer, hay and grain in the winter, trace-mineralized salt at all times.

It is best to feed calcium, phosphorous, and trace minerals in a salt mixture that the animals will actually eat. Test your forages to determine their mineral content and adjust supplementation as needed.

Grain is the concentrate most often fed to goats; cereal grains such as oats, corn, barley, and wheat are high in energy (carbohydrate/fat). Less commonplace grains such as amaranth and buckwheat are also sometimes used. Soybean meal and cottonseed meal are high-protein supplements.

Alternative feeds such as roots and tubers (sugar beets, mangels, sweet potatoes, turnips) may be fed for the energy content of the roots or the nutritious green tops. Various milling by-products are commonly fed to goats as well.

High-quality forages usually have adequate or even excess protein; animals eating these will need a higher-energy concentrate to utilize the protein present in the forages. Lower-quality pastures or hays will require feeding a higher-protein supplement to meet the goats' protein requirement.

Goats can be picky eaters, and they may not immediately accept new feeds. Any feed changes should be made gradually to avoid up-setting the rumen microflora. Grain should never be more than 50% of the total diet to avoid upsetting the rumen.

Profitability

If you are deciding whether to add meat goat production to your farming business, it is vital to do feasibility and business planning.

A feasibility study identifies “make or break” issues that would prevent your business from being successful, and answers whether the business idea makes sense. A feasibility study also provides useful information for the business plan, especially the marketing section. (University of Wisconsin Center for Cooperatives, 1998) If the feasibility study indicates that your business idea is sound, the next step is a business plan.

A business plan is an analysis of how the business will work—your competition, the market, your capital and operating expenses, management and staffing needs, manufacturing process, etc. It is also one of the written documents usually necessary for obtaining a loan. (University of Wisconsin Center for Cooperatives, 1998)

The North-South Institute can assist producers with their feasibility and business planning to evaluate if meat goat production would work well in their current farming enterprises. Call the office to set an appointment and learn more.

Co-Op and Save

Producers can make effective use of labor and other resources by processing together, marketing together, buying in bulk, etc. Cooperatives can also help producers gain better access to funding and technical assistance.

If you and your group of producers would like to start a meat goat production co-op, you may contact the NSI Office to review your plans and learn how to develop an effective and efficient cooperative with applied management systems.

Flies

Practice good sanitation regularly and implement Integrated Pest Management (IPM) to control flies early in the season. Parasitic wasps are a biological control for barn flies. Light traps, baited traps, and sticky tapes are physical controls.



Goat – Health Concerns

Few diseases affect goats, and most can be controlled with proper pasture management and herd observation. Producers who practice management intensive grazing (MIG) see improved herd productivity.

Know which diseases can and cannot be treated. Learn how to recognize them.

Know which diseases you will not accept in your herd, and which you are willing to live with, vaccinate for, or treat.

Parasites -

A major health concern for goats (especially internal ones). Management must be the primary method for sustainable control, since parasites are rapidly becoming resistant to available dewormers (anthelmintics).

Symptoms include: Weight Loss, Rough Coat, Depression, and Anemia.

Goats with a heavy parasite load are “seeding” the pasture with more parasite larvae and must be culled to limit exposure. No dewormer will compensate for poor herd management.

Caprine Arthritis-Encephalitis (CAE) –

The most serious disease facing the goat industry. It is an incurable viral infection that causes arthritis, a hardened udder that produces no milk, and a general wasting away. There is currently no vaccine. Test every year and cull any animals that test positive to protect your herd.

Footrot –

A contagious disease caused by the combination of two different bacteria. Infection is generally painful, characterized by limping and pockets of pus on the hoof with a strong, foul odor.

To treat, trim feet until level and smooth (stop when you see pink in the sole, but remove loose bits from the side). Then soak feet in a footbath containing zinc sulfate or copper sulfate or formaldehyde.

Caseous Lymphadenitis –

Infects animals through breaks in the skin, resulting in external or internal abscesses. CL is transmitted by direct contact; therefore, all infected animals should be isolated.

Contagious Ecthyma

This disease, also known as soremouth or orf, is caused by a pox virus. It is characterized by blisters and scabs on the lips and can spread to a doe’s udder by an infected nursing kid. Highly contagious, including to humans.

Scrapie Eradication Program –

A fatal, degenerative disease affecting the central nervous system. The incidence of scrapie in goats is extremely low. Goat producers (and sheep producers) are still required to participate in the Scrapie Eradication Program.

Contact your state veterinarian to request a premises identification number. You will receive free eartags printed with your premises ID, which must be installed on any breeding animals over the age of 18 months.

Marketing

Before beginning production, it is essential to know what goat products you are going to sell, and where and how you will market them. Goat meat, which is 50 to 65% leaner than beef, will be either the primary product or, in the case of dairy or fiber enterprises, an important secondary one.

Called “cabrito” or “chevon,” goat meat is considered a gourmet or health food by some, is popular in areas with certain ethnic populations, and is often processed into products such as sausage or jerky.

Review the communities in your local market that consume goat meat or goat milk products for special celebrations. Find avenues to market directly to these customer groups to before each event.

It may be possible to establish a niche market through direct marketing. Many consumers would like to buy products that have been raised with a minimum of synthetic chemicals and pesticides.

Certified Organic

An organic goat feeding program will probably require a combination of organic pasture and purchased organic feed grains. A pasture must be free of synthetic pesticides or other prohibited substances for three years prior to organic certification.

The biggest challenge with organic goat production may be the issue of how to control internal parasites without using anthelmintics. The cost and availability of organic grains, hay, and bedding may be obstacles to organic production as well.

It is expensive and time-consuming to go through the certification process. Make sure your customers require certification before starting the process.

THE FOLLOWING TABLE IS A SAMPLE ENTERPRISE BUDGET
Complete with assumptions, revenues, costs, gross margin, and operating profits

TABLE 2. MEAT GOATS, 50 HEAD COUNT, COSTS AND RETURNS per DOE per YEAR*		
	PER DOE	PER UNIT
REVENUES		
Sale of market animals (8 f, 27 m, @\$40)	28.00	1,400
Sale of breeding stock (20 f, 10 m, @\$65)	39.00	1,950
Sale of cull animals (8 does @\$55)	8.80	440
TOTAL REVENUES	75.80	3,790
COSTS		
Variable Costs:		
Concentrate (0.5 lb x 100 days x \$185/tn)	4.62	231
Hay (3 lb x 120 days x \$80/tn)	14.40	720
Animal Health	3.00	150
Salt, Minerals	1.00	50
Marketing, Transportation	4.50	225
Fertilizer, Lime (0.4 ac x 1200 lb x \$15/tn)	3.60	180
Buck Cost $[(\$150 - \$80/3) + \$20]/25$	1.70	85
Supplies	5.00	250
Interest on opr money $(\$37.82 \times 8.5\% / 2)$	1.60	80
Overhead (8% x \$39.42)	3.20	160
Total Variable Costs	42.62	2,131
Fixed Costs		
Land (0.4 ac x \$20)	8.00	400
Interest on Capital Expense $(\$5,300 \times 8.5\%)$	9.00	450
Total Fixed Costs	17.00	850
TOTAL COSTS	59.60	2,980
GROSS MARGIN (Revenue – Variable Costs)	33.18	1,659
PROFIT (LOSS) (Revenue – Total Costs)	16.20	810



North-South Institute, Inc.

***Assumptions:**

- Weaned kids per doe exposed, 150%
- Split kid crop, 40% November – December, 60% April-May
- Replacement Rate, 20%
- Culling Rate, 15%
- Death Loss, 5%
- Purchase prices, Does \$100, Bucks \$150
- Selling prices, market Kids \$40, Breeding Stock \$65, Culls \$55
- Interest rate 8.5%



Websites to Check Out

Langston University – E. (Kika) de la Garza American Institute for Goat Research: <http://www.luresex.edu/>

Maryland Small Ruminant Page: www.sheepandgoat.com

Cyber Goats: www.cybergoat.com

Goat Connection: www.goatconnection.com

Goat Rancher: www.goatrancher.com

Fort Valley State University Georgia Goat Center Meat Goat
www.aginfo.fvsu.edu/publicat/commoditysheets/fvsu006.htm

Resources/Materials to Raise Goats

Many states have Extension publications about goats. Check with your local and state Extension offices for titles available in your state. Your Extension agent may also have information on local markets and sources of stock.

Goat experts at Langston University's E (Kika) de la Garza American Institute for Goat Research are valuable sources of information. This is a goat research program with specialists who are willing to answer questions about all types of goats—dairy, meat, mohair, and cash-mere. Langston's Web site is www.luresex.edu/goats/index.htm

Caprine Supply and Hoegger Supply Com-pany both sell goat equipment, including vet-erinary supplies and equipment for disbudding and tattooing, insemination, and milking and dairy equipment, and more. In addition, they sell many of the books available on general goat production and specialty books on dairy, meat, and fiber goats.

See the Goat Rancher Breeders Directory for a current listing of breeders in your state.

Additional Tips

Get familiar with the vaccination program you wish to establish on your farm to help maintain a healthy, productive herd. See a recommended vaccination program below.

Recommended Vaccination Program

Enterotoxemia and tetanus – <i>Clostridium perfringens</i> types C, D, + Tetanus Toxoid in one vaccine	
Adult Males	Once a year
Breeding Females	Once a year (4 to 6 weeks before kidding), or twice a year: 4 to 6 weeks before breeding, then 4 to 6 weeks before kidding
Kids	Week 8, then booster on week 12

Bonus Tip

Which sheep breeds are recommend?

Katahdin
 Royal White
 Barbados Black Belly
 St. Croix White

Q&A Agriculture Tips

Q: Which goat breeds are recommended for meat goat production?

A: Above all, when building your meat goat herd, always remember to select healthy animals, observation is key.

Breeds recommended for Meat Goat Production:

Kiko (pure bred)

Savanna

Kiko-Savanna crossbreeds

Spanish crossbreeds

Boar crossbreeds



EYE ON IT

Current Industry Trends

Provided by Dr. Scott

It's clear to see that there has been an uptrend in consumers searching for healthier meal options, whether their goal is to lose weight or to maintain overall health. Those who are tired of eating chicken and beef should try goat meat as it:

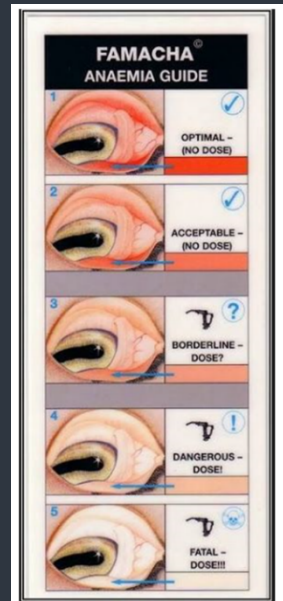
- Is the leanest meat and relatively higher in protein
- Is rich in iron, B12, and potassium which are good for the heart
- Contains conjugated linoleic acid (CLA), an antioxidant which may reduce body fat

TOOLS

Monthly Picks

Want to learn how to quickly spot check the health of your herd?

See the FAMACHA Anemia Guide for Goats below to check their eyes.



Anemic goat eye membrane is white





Professional Development

Thinking about adding meat goat production to your farming enterprise?

Current meat goat producers highly recommend attending as many goat workshops and trainings as possible before starting a herd to fully understand what is required to be successful.

A good way to learn about goats is from other producers. Some farms provide internship opportunities. See ATTRA's Internships and Apprenticeships Resource List at www.attrainternships.ncat.org/

There may be an association of goat producers in your area. Associations may focus on a locality, a type of goat, or a particular breed.

Monthly Events

- **On-Farm Farmer's Market – First Saturday of the Month**

Come to this free event to meet Broward county farmers, purchase fresh local produce, and get a tour of the farm. Interact with local producers and see how to establish your own farmer's market for repeat customers. Hay rides and petting zoo for the kids on select dates.

Small Livestock Events

- **Be sure to join us for our livestock workshops and seminars starting Fall 2019**

- **Cattle, Goat, and Small Livestock Farm Tours**

Tour an operating farm or ranch to speak with producers, veterinarians, and field experts. See proper herd management first hand and ask questions before starting your new enterprise. Call the office to register for the next farm tour.

Other Upcoming Events

(See NSI's full 2019 Training and Outreach Schedule at www.nsied.org and attached below)

- **Whole Farm Revenue Protection (WFRP) deadline is February 28, 2019**

If your farm suffered a loss due to Hurricane Irma, damage from a flood, or any other natural disaster, you understand the need to have a plan in place to protect your farm revenue. To apply, you must have your Schedule F tax filings for the past 3 years. Come to the NSI Regional Workshop to learn how Whole Farm Revenue Protection can help you.

- **NSI Module Training Sessions Coral Springs & Fort Pierce, FL**

Call the office to register and attend any of the Saturday Small Business & Farm Module Training Sessions. Topics cover various aspects related to Small Business & Farms including Business Plan Development, Marketing, Business Structure/Operation, Farm & Business Record Management, Business & Farm Taxes, Production Planning, Risk Management Planning, and Agritherapy. See the full schedule at www.nsied.org.

- **NSI Regional Workshop in Fort Pierce, FL July 16-17, 2019.**

Come attend this 2-Day Workshop to meet Agricultural Experts, connect with USDA Representatives, and learn more about the programs and opportunities available to producers.

- **FSA 2019-2020 NAP Applications are due in July.**

To sign up for the NAP program, you must be registered with FSA.

Call the NSI Office to schedule an appointment if you would like assistance completing these forms.

Ag Works July 2018



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NORTH SOUTH INSTITUTE

TRAINING & OUTREACH PROGRAM



MODULE TRAINING SESSIONS

NOVEMBER 3, 2018
USDA/Registration on Farm

DECEMBER 1, 2018
USDA/Registration on Farm

JANUARY 22-23, 2019
AgVet Orientation

JANUARY 29, 2019
Market Plan Part 1

FEBRUARY 5, 2019
Market Plan Part 2

FEBRUARY 12, 2019
Local Food Marketing
Network/Direct Marketing
Part I

FEBRUARY 19, 2019
Local Food Marketing
Network/Direct Marketing
Part II

FEBRUARY 23, 2019
Business & Farm Financial
Tax Management Part I & II

FEBRUARY 23, 2019
MORNING
Farm & Business Financial
Health Check-Up – Farm &
Business Records (3 Shoe Box
Approach)

MARCH 9, 2019
Writing a Business Plan and
the Integrated Business
Planning Tool (IBPT) Method

MARCH 12, 2019
Agri-Tourism – Part I
MARCH 19, 2019
Agri-Tourism – Part II

MARCH 23, 2019
Agribusiness - Licensing,
Business Structure, Labor &
Risk Management

MARCH 26, 2019
Writing a Business Plan-the
IBPT Method

APRIL 13, 2019
QuickBooks for Farmers and
Small Businesses – Basic
System

APRIL 20, 2019
Marketing-Product, Price and
Place, Financials Forms and
SWOT Analysis

MAY 4, 2019
Writing a Business Plan and
the Integrated Business
Planning Tool (IBPT) Method

MAY 11, 2019
Agribusiness and Risk
Management Planning
MAY 11, 2019
Information Technology -
Marketing and Connectivity, E
–Commerce and Internet

JUNE 8, 2019
Agritherapy – Mindful
Meditation

JUNE 8, 2019
Agritherapy – Coping with
Stress, Hypertension and
Diabetes

JULY 16-17, 2019
Symposium



Professional Development

Contact the North-South Institute
to register and attend any of
these training events.



For Venue Details, Requirements, & Make Up Classes: Please Call 954-434-8220

Ag Works July 2018



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