



ANDDA

AMERICAN NIGERIAN DWARF DAIRY ASSOCIATION

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Sweet Dreams at Hidden Palms

By Deena Kain

I was asked to write a story about “Gruffles”, but in thinking about my business I found that Gruffles are really just my own personal solution for having goats make money for the farm.



Starting a business with goat milk is every farm owners dream. The idea that your goats could pay their own bills and that of the farm is incredible. Many are stumped about how to make this happen. The first step is to track all of the expenses and



revenue of your farm. For many the realization of how much money they sink into a “hobby” farm is depressing. You probably could have gone on an amazing vacation or remodeled your house.

Once you decide you want to make the change to having the goats make money, you need to decide what your options will be. Ask yourself how much milk do you currently produce, what are

your State laws for products, how much time do it you have, when can you schedule time, and most importantly **WHAT DO YOU LIKE TO DO**. Also figure out places you would sell and what products are already loading that market.

Hidden Palms Farm is located in a State with raw milk for animal consumption. I started selling just milk to a market one day a week delivery. Very low maintenance, but also not a huge amount of money. To make the leap into paying for bills beyond feed and vet I would have to find a product to market.

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Cool Vibes in a Platinum Sky!

By Amy Hackbarth

About 6 years ago my family decided it was time to get a pet. My husband thought goats looked like fun, so I started doing some research and came across our wonderful Nigerian Dwarfs.

We purchased our first two does from local breeders and after that, the rest is history. We bred one of the does the

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4-H Meeting—Ice Cream Social

Any 4-H meeting is better with food! A fun way to teach youth about their animals and the food they provide for our table is with an ice cream competition.

At our local 4-H Dairy Club, we divided youth up by breed and species, and encouraged them to work together to come up with a recipe.

Our rules were it had to be vanilla ice cream and use milk from their breed. Your group may choose different rules or use store-bought milk if no farm-based milk or dairy is available to your group. Our “prize” was an ice cream scoop for each winner.

Our 4-H and Local Fair Board has a dedicated kitchen our Youth can use. We met at the Fair Grounds to make ice cream in a sterile environment and socialize prior to our tasting competition.

Each state has different dairy laws, so please check your local laws and inform your 4-H Extension Agent of your plans.

Our local Farmers Market allowed us to set up a “Tasting Booth” one Saturday. The youth told shoppers about their breed of goat and offered a free sample. Tasters then “voted” for their favorite.

In our contest, the Dairy Cattle group made strawberry ice cream to set theirs apart from the goat group. Clearly they were worried about the wonderful goat milk ice cream selections! All-in-all it was a fun meeting and a wonderful way to share our knowledge of dairy animals with the public.

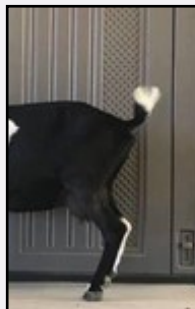
Note: if your state does not allow ice cream or dairy products to the public, another option would be fudge. The goal of this meeting is to get youth excited about milk products and learn about their specific breed. Using goat products could also be a meeting idea for Food and Nutrition or a Food Challenge.

SCORECARD BREAKDOWN

Evaluate the following 4 animals Rear Leg based on the ADGA and AGS scorecard and put in placement order from 1st to 4th. Answers based on Jane Bailey evaluation can be found on the ANDDA Discussion page.



A



B



C



D

Meet the Director—Pres. Ellen Dorsey, Matriarch of Dill's

Our herd began a little over 20 years ago with a different husband and a pair of enthusiastic young boys. The herd has survived a divorce, remarriage, the growing up and moving out of those two boys and the arrival of another pair of boys. Not only did the herd survive the changes, but it thrived!

We've owned a number of breeds over the years; currently we own Nigerians, Alpines and Toggenburgs. The Nigerians have always been the heart of our farm with the standards coming and going as the mood strikes.

We participate in Linear Appraisal and continuous milk test, though we took a break from milk test in 2019 due to sheer exhaustion. One of our herd goals this year is to get our act together, and get back to our regular testing schedule. Milk test is not difficult, however, when you really must slow down a little, never feel guilty about it!

My main focus has always been the mammary system. A wise person once told me General Appearance was easy. You can fix that in one generation... it's the mammary that is hard to stamp! I took that piece of advice to heart and found that if I focused on mammary, the rest sort of followed through—form follows function.

My milkers are on pasture and receive a 16 percent protein and 6.5 percent fat ration mixed with alfalfa pellets, top dressed with loose minerals specially formulated for milk production. Bucks and dry stock are given a 14 percent protein and 2.5 percent fat calf ration mixed with a goat ration to prevent urinary and dietary issues. We also harvest our own hay to control cost and quality.

I want ANDDA members to know we're here for you. Are you doing something cool or unique on your farm with your goats... tell us about it! Did you have a break through with your DHI plans, let us know. Did you win your very first rosette? Share! Are you taking your animals to visit those in nursing facilities! Tell us about it! Did you participate in your local parade... SHARE! Did you create award winning candies? cheeses? soaps? Brag. We want to know all of it!

ANDDA is a great place to be involved. Nothing we ask you to do is particularly difficult, so jump on in! We love new faces!



Ellen has learned the importance of balancing time to enjoy life with her children and grandchildren.

Starting a Goat Milk Soap and Lotion Business

By: Manning and Stratton Puska, Red House Dairy Goats

After our last kidding season, we were milking twice a day and our family was enjoying all the raw goat milk. We knew about the benefits of drinking goat milk and have spent a lot of time researching other uses for it. We wanted to start a business and decided goat milk soaps and lotions were something we could do from our farm. With the support and guidance of our parents we began coming up with recipes and test products; trying them on friends and family. Once we believed we had a couple of great products we wrote our business plan with our parents and began to put our ideas into action.

Our first steps were to get all the legal and accounting to-do's set up. We set up a DBA under our farm as Red House Dairy Goats. Our farm, Red House Farm, LLC, was already registered with the State of Texas and we already had a Tax ID.

We sent in our Sales and Use Tax Resale and Exemption Certificates to the companies we would be buying supplies from. We use QuickBooks to track all our sales and expenses so that we know if we are profitable and it helps when we file our income taxes as part of our farm.

We also researched how soaps and lotions are regulated in the United States. Soaps are regulated by the Consumer Product Safety Commission if it is true soap. Lotions are regulated by the Federal Drug Administration under the cosmetics laws. The FDA says that if lotions are just to moisturize the skin it is considered a cosmetic but if you advertise it to treat any disease than it is a drug and has a lot more regulations that must be followed.



Stratton, left, and Manning Puska put their excess goat milk plan into action.



Once we started making our first batches of soaps and lotions, we were ready to make our first sales. We set up a booth at our local school co-op and my dad had a few people at his work interested. We were excited to find out other people really liked our products and we had our first sales just before Thanksgiving. People were excited to give them as Christmas gifts. We received positive feedback but the biggest take away was that we needed a store online and a website to tell customers about our farm and our products. You can now find us online at redhousedairygoats.com.



Manning and Stratton Puska at Red House Dairy Goats

Our next step was to build out space to work. We quickly ran out of room in our kitchen and with the help of family we turn our milk room into a production room. This was expensive, but we all agreed that if we were going to build our business it would take some investment. We bought stainless steel sinks, tables, and shelves. We closed in, insulated, heated, and air conditioned the new milk room because we spend a lot of time in there.

Our most challenging areas were packaging and shipping. A lot of time and money was invested in design and printing of labels and packaging. Shipping is expensive but we found



The most popular Red House scents are lavender, peppermint, warm flannel and comfort run.

several online services that offered postage and shipping labels that were 30-40 percent cheaper than USPS counter rates.

Now that Christmas has passed, we are focusing on marketing our soaps and lotions to a larger market. We are starting locally and hope to expand. We are targeting farmer's markets, local stores and fairs. We would love to find a local retailer that would display our products. We are also on Facebook and Instagram where we share information about our soaps and lotions as well as our farm life.

Our short-term goals are to reinvest and grow our business and add new products to our store. We also want to get more involved in milk testing and showing our goats. Our long-term goals are to one day hand down our business to our brothers and sisters when we start college.

Manning & Stratton Puska

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Sweet Dreams...

(Continued from page 1)

The first thought was to ramp up what was already happening but more milk means more goats which in turn means more feed.

If more locations for milk were available this would have worked but only so much demand for milk. So I turned to products that were in demand.

Soap is a popular, but the market in my area is flooded with soap makers and many of them have incredible products. Cheese was a great choice but the heat of Florida made it difficult to take to markets, plus I didn't really like making cheese.

Candies are another popular option, so I started making fudge. Easy, fun, doesn't take much milk, but also not unique. Then one day I was in the kitchen and thought about how much the vanilla fudge tasted like the inside of my mother's Easter buttercreams. I started to modify the recipe until I had created my mother's buttercream with goat milk. Luckily I had worked at a candy store in college so it didn't take long to get dipping back up to speed.



separate from my kitchen. Packaging was perfected after visiting local paper goods



stores to maximize profits. Labeling started simple and followed State laws.

Probably the most unique thing about my business started one day when my older son visited. He was watching me make the butter

cream truffles and jokingly called them Gruffles. I knew the second he said it that it was perfect. I researched and trademarked the term. Months later when the trademark was official, the new labels were unveiled. My product was made and we were Hidden Palms Farm, Home of the Gruffle tm.

Throughout our journey, the farm has gone up to 60 goats and back down to 25. The products have ranged



from 30 options down to 5. The key is to track what makes a profit, what makes you happy, and what needs to get cut.

Like your herd, your business needs a lot of hard culling to be perfected. You also need to be happy as happy with your product as you are with the best goat you have bred. Find what you like and have time to include in your life and turn it into your passion, because even if it doesn't pan out you'll have a wonderful journey.

Good Luck and Follow Your Dream from Hidden Palms Farm, Inc.

To order your own, find them here:
www.hiddenpalmsfarm.com/gruffles

Vibes...

(Continued from page 1)

first year and soon realized how much we enjoyed milking and using the milk to make things. We started with easy cheese recipes and soap. For many years we just made soap for our family and friends.

At Platinum Sky Farm we keep a herd of about 9 Nigerian Dwarf goats. We usually kid in spring due to our show season and cold winters.

We are an ADGA Plus herd and love the data we get from utilizing the performance programs. We show our goats in 4-H, local ADGA shows, at Wisconsin State Fair and have shown at one National Show. My children Kaitlin, Wes and Anna, help me care for and show the goats. My husband is very supportive of our hobby and business but would rather be fishing!



Last year I was looking for a career change and decided to take the plunge into making a bath and body care business. Local businesses were asking for me to start selling my products in their store. I spent the whole last year creating different products and learning about the bath and body care industry. I was using most of my milk for soap so I decided to try using powdered goat milk in some of the products too. One of the best parts about this journey has been learning from my

customers what they are looking for in natural skin care products and being able to make products that meet their needs.

I was aware of the ADGA bath and body competition at the convention and thought it would be a good challenge to send some entries in. I was most nervous about the Gift Basket entry because I was shipping it from Wisconsin and I was worried that it would not arrive the way I had intended it to. For my first year, I was very pleased to learn that 2 of my lotions won first place and my gift basket won best in show! I am using the feedback that I received from the competition to improve my products so that they will be even better. I thought the competition was a great opportunity to gain more knowledge.



DHI MILK TESTING, Part 1— *Getting Signed Up*

By Nancy Boling

A lot of people are intimidated when they consider putting their herd on milk test for the first time, so I am hoping this article will help alleviate some of the confusion. I would like to go through some of the abbreviations and definitions first.

DHIA-Dairy Herd Improvement Association: the association that does milk tester training, holds meetings, and certifies scales.

DHIR-Dairy Herd Improvement Registry: the registry that your goats are registered with (ADGA, AGS, etc). They are responsible for giving milk stars and other awards. You can test any goat, even one that is not registered, but only registered goats will be eligible for these programs. DHIA/DHIR is often used interchangeably as a general term for milk testing.

DRPC-Dairy Records Processing Center: the place that calculates the raw data to give the totals for milk, fat, and protein for each test, as well as the overall lactation. Some of these use a computer program, and some are on paper.

CDCB- The Council of Dairy Cattle Breeding: they collect data from the DRPC and give it to the DHIR, as well as having an accessible database to goat breeders online. They also keep track of error reports. It is a good idea to make sure your data is up to date on their website and check there for errors regularly.

Milk Tester/Supervisor: A person trained by the DHIA to perform milk tests. They will weigh the milk and take the samples on test day. For owner-sampler, this is the herd owner. For everyone else, this can be anybody (friend, neighbor, etc) that is not



Milk test requires a stainless steel bucket, stainless steel ladle, a certified scale, paper, pencil, and test vials from the lab. A measuring stick and registration papers are needed to verify height and tattoos.

related and does not have a monetary interest in the herd.

Group testing is a minimum of 3 goat owners who are trained to test each other. Reciprocal testing, where 2 owners test each other, is not allowed.

VT-Verification Test: a test in addition to or in place of a regular test. It requires 3 recorded milkings and they must each be supervised. If you have a regular tester, the verification test supervisor is only required to come for one milking (but they are allowed to test all 3 milkings if you wish). These may be required for certain awards.

STEPS FOR SIGNING UP FOR MILK TEST:

Step 1. The first thing to do is to find a DHIA. There is a list on the back page of this newsletter. Your DHIA will assign you a Herdcode which you will use for your laboratory and your DRCP, as well as the DHIR.

Step 2. Choose a lab and DRPC. Check with your DHIA to see if they are associated with any specific labs and/or processing centers.

Step 3. Sign your goats up to your registry of choice's DHIR.

Step 4. Decide which testing type/plan you are going to use. For ADGA, there is a list of each plan and the awards they qualify for in the ADGA Guidebook. Find a tester if you are using one or have your tester trained.

Step 5. Gather the supplies you need to test and have your scale certified. You will need sample bottles obtained from the lab, a small ladle/dipper (the ones used for salad dressing at restaurants are perfect), an accurate scale that measures in tenths of a pound (see chart below), a bucket to weigh with, and a marker.

You will also need some kind of visible ID (see chart on page 7 for some ideas), and if you are having a tester out, they will check tattoos on the first test. Nigerians also need to be measured for verification test, so it helps to have a measuring stick.

Step 6. Enter your herd's information with the DRPC. This is usually done on the first test with your supervisor. If you are doing Owner-sampler, it is a good idea to have an experienced person to help the first test.



Emma Anderson, Luna Eclipse Farm, learning to milk.

Popular DHI Scales used by Members		
MAKER	SCALE	WEBSITE
American Weigh Scales, Inc	H-110 Digital Hanging Scale	www.americanweigh.com
Amatek/Chatillon	MD60 Series Milk Scale	www.chatillon-scales.com
Detecto	MCS-40H	www.detecto.com
Salter Brecknell	235	www.brecknellscales.com
Taylor	3460 or 3470	www.walmart.com
My Weigh	UltraShip 35 or 55 Digital	www.amazon.com

RECIPE OF THE MONTH—Dills-A-Little Goat Farm Cajeta

By Ellen Dorsey

This is a photo tutorial on creating your own milk caramel sauce for drizzling over desserts, adding to your coffee, or using it as a sweetened condensed milk substitute as I do. Set aside 45 to 50 minutes if you're starting with cold milk. You can shave a few minutes off the process if the milk is fresh from the goat!

In a large stainless steel pot, you'll need 1 1/2 cups of sugar, 1 tsp. baking soda, dash of salt (to taste), and 1 1/2 tsp pure vanilla extract.



Over medium heat whisk all ingredients together and pour in 6 cups of fresh goat's milk.



Keep it moving around...not too fast, just don't let it sit on the bottom or sides of the pan for too long.

Continue cooking over a slow, medium heat throughout the entire process. If you have small children, be sure and turn handles to the back to avoid any accidents as the mixture is extremely hot.



Foam will begin to appear once the mixture starts to boil.

After about 40 minutes, the foam begins to clear away. It will begin to change color quickly at this stage.



At about 45 to 50 minutes, it will start to turn a rich caramel color. A whisk will leave a trail when it is stirred.

Pour the hot mixture into a clean, sterilized canning jar. The heat from the caramel sauce will seal the jar.



Cajeta keeps in the pantry for approximately 3 months unopened; refrigerate after opening.

NexGen—Future Dairy Leaders



Above, Sophia Fogarty at Little Heart Rocks Farm.

Right, Nolan Kraatz, of Five Eighths Farm practices his two-fisted milking technique.



Left, Ryleigh Spencer of Meyers Family Farm.



Above, Emily Ferguson, Goat Addiction Farm, milks out at ADGA Nationals 2019.

Right, Anna Hackbarth, Kaitlin Hackbarth and Ellen DeTroye with Breezy Farms Freebird 2*M, teach how pioneers used milk.



Left, Paul Goodchild of OK Doe K Dairy Goats visits a local 4-H club to learn to make cheese.

AGS/ADGA NIGERIAN DWARF AR REQUIREMENTS

AGE	MILK (lbs.)	FAT (lbs.)
2-00 & less	500/600	25.0/21.00
2-01	502/603	25.1/21.09
2-02	504/605	25.2/21.18
2-06	512/615	25.6/21.53
3-00	524/630	26.2/22.05
3-06	536/645	26.8/22.58
4-00	548/660	27.4/23.10
5-00 & over	572/690	28.6/24.15

NOTE: For AGS, the minimum requirement for milk production is 1/3 of the standard-sized breeds. It increases by 2 lbs of milk for each add'l month of age at the time of freshening. The butterfat requirement is based on 5% of the minimum pounds of milk for the respective age. For ADGA, the minimum requirement for milk production is 40% of the standard-sized breeds. It increases by 2.4 lbs (rounded up to the nearest lb) for each additional month of age at time of freshening. The butterfat requirement is based on 3.5% of the milk pounds by age.

COMPANY	VISIBLE ID TYPE
Enasco.com	Solid brass tag
Ketchummfg.com	Nylon neck tags
Jefferspet.com	All Flex ear tag
TabBand.com	Tyvec vet collars
Petco.com	Nylon collar
Valleyvet.com	Plastic breakaway chain collar

We're on the web
www.ANDDA.org



**PROMOTING THE
NIGERIAN DWARF
BREED SINCE 1996**

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Please let us know if you have a
comment or article idea!

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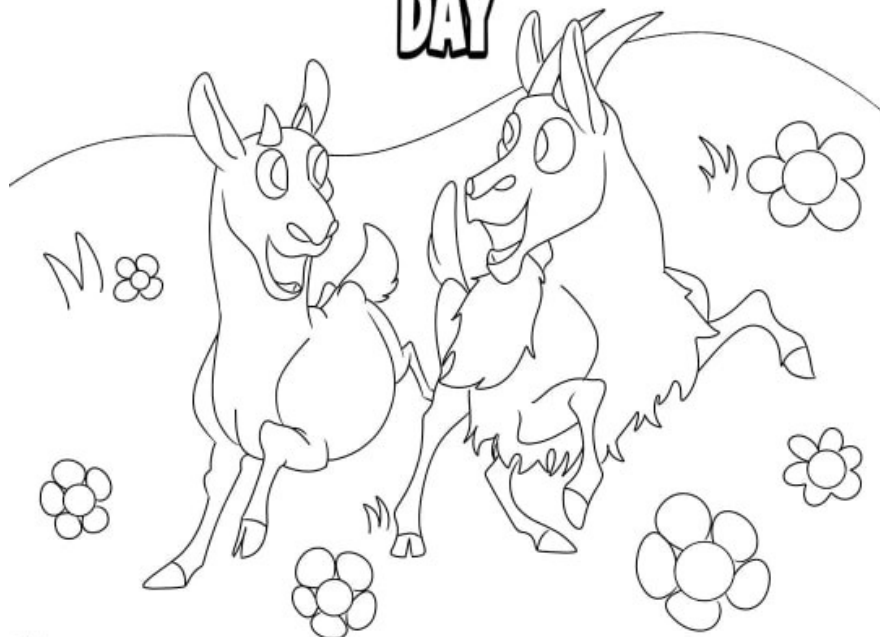
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**HAPPY
VALENTINE'S
DAY**



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