



2025 Lake County Fair Dairy Goat Skillathon Study Guide

Juniors (age 8-10 as of September 1, 2024)
Intermediates (age 11-13 as of September 1, 2024)
Seniors (age 14 and over as of September 1, 2024)

Skill-a-thon tests will be administered on March 17, 2025 between 5:00 and 8:00pm at the Lake County Fairgrounds Main Exhibit Hall located at:
2101 County Rd 452 Eustis, Fl. 32726.

All registered Lake County 4H and FFA members showing in the Lake County Fair are eligible to compete in the Skill-a-thon except for Cloverbuds (ages 5-7) who are not eligible to compete.

Exhibitors have two options:

Option one - Exhibitors can take the test for any of the divisions that they are registered in.

Option two- Exhibitors can take the test for all divisions to compete in the Overall Skill-a-thon.

Awards:

Individual area Skill-a-thon - Banners will be awarded to the top 3 scores in each age division for each animal division - only exhibitors that are showing animals in that division will be eligible to place for the banners.

Dairy Goat Divisions:

1st Place Junior - Award

2nd Place Junior - Award

3rd Place Junior - Award

1st Place Intermediate - Award

2nd Place Intermediate - Award

3rd Place Intermediate - Award

1st Place Senior - Award

2nd Place Senior - Award

3rd Place Senior - Award

Overall Skill-a-thon - Buckles will be awarded to the top score in each age division.

Overall Skill-a-thon:

Junior: Belt Buckle

Intermediate: Belt Buckle

Senior: Belt Buckle

Skillathon Areas are as follows:

Beef Breeding

Steer

Poultry

Dairy Goat

Breeding and Market Goat

Market Lamb

Rabbit

Swine

*** Each age division will have a record book question as a tiebreaker.****

Non Market Record Book

[https://cdn.saffire.com/files.ashx?t=fg&rid=LakeCoFair&f=2025_Non_Market_Record_Book_FINAL\(3\).pdf](https://cdn.saffire.com/files.ashx?t=fg&rid=LakeCoFair&f=2025_Non_Market_Record_Book_FINAL(3).pdf)

** The following pages are from Florida State Fair Skillathon Book***

INTRODUCTION

This manual has been developed as a study guide for the Florida State Fair Goat Skillathon which is part of the Champion Youth Program. The topic for this year's Skillathon is **Products and Marketing**.

The Florida State Fair recognizes that agricultural education instructors, 4-H agents, parents, and leaders provide the traditional and logical instructional link between youth, their livestock projects and current trends in the animal agriculture industry. **PLEASE NOTE:** This manual is provided as a **study guide** for the Skillathon competition and should be used as an additional aid to ongoing educational programs.

Sections are labeled **Junior, Intermediate & Senior, Intermediate & Senior, or Senior** to help exhibitors and educators identify which materials are required for each age level.

******* Denotes additional information in the study manual for preparing for the Champion of Champions competition.

The knowledge and skills vary by age group and may include:

Juniors (age 8-10 as of September 1, 2024)

By-Products
Milk Classification
Wholesale Cuts

Intermediates (age 11-13 as of September 1, 2024)

all of the above plus...
Cookery
Pasteurization
Dairy Products & Grades
Goat Marketing Grades

Seniors (age 14 and over as of September 1, 2024)

all of the above plus....
Meat Product Grades
Quality Assurance
Shelf Life
Skeletal Anatomy

GOOD LUCK!

Products and Marketing***

Youth livestock projects focus on the selection, raising, showing and often selling of animals. By virtue of their participation in livestock projects, youth become part of an industry that provides food and fiber for the world. The steps involved in the movement of animals and animal products from producer to consumer are known as *processing and marketing*. Tremendous changes have occurred in over the years in the ways animal products are harvested and marketed but the fundamentals remain the same. Price is dependent on *supply and demand*. We can impact supply through increased or decreased breeding, but demand is more difficult to affect. In order to maintain a stable market for animal products, consumers must have confidence in the **wholesomeness and quality** of what they are buying. That means the products must be safe, nutritious, and tasty. Many livestock organizations have implemented promotion programs to increase market share, improve prices and increase export markets.

Marketing may be as simple as receiving a set price per pound or may involve a pricing system known as 'Value Based Marketing'. **Value based pricing systems** account for quality and apply deductions or bonuses as products deviate from an accepted *baseline*. This should ultimately improve the quality of products offered to consumers, therefore boosting consumer confidence. Animal products may be marketed at auctions, by direct sales, contracts or electronically with the use of computers and satellite technology. Regardless of the marketing method, the seller is trying to receive the highest *price* while the buyer is trying to receive the greatest *value* (high quality and reasonable price). Producer organizations like the American Dairy Goat Association and American Meat Goat Association offer breed registration services, education, and promotion programs.

Goat Products and Marketing

The goat industry in the U.S. is a small specialty industry made up of three main types of enterprises: dairy goats, meat goats and fiber-producing goats (Angora goats produce mohair). In 2024, the USDA reported that there were 400,000 dairy goats and about 2,000,000 meat and other goats in the United States. In Florida in 2024, the USDA reported 10,200 dairy goats and 45,500 head of meat and other goats. <https://downloads.usda.library.cornell.edu/usda-emsis/files/000000018/b8517891v/zw130s885/shep0124.pdf>

Dairy goats are a small but stable part of goat production making up about 17% of goats in the U.S. Consumption of dairy goat milk and goat cheese (chevre) continue to show steady growth.

Another portion of the industry that has shown steady growth is goats raised for meat (called chevon). **Chevon** is extremely lean and will increase in flavor strength with the age of the animal. Typically, chevon is harvested from goats 6-9 months of age that weigh about 48-60 pounds for best flavor and quality meat. Chevon from young kids 4-8 weeks of age is marketed as cabrito (Spanish for little goat) and is light pink, very tender, and mild in flavor. **Cabrito** is highly sought after by certain ethnic groups. Demographic shifts in the United States indicate that there are almost 53 million people who have a desire to purchase and consume goat meat. Based on consumption trends, goat demand exceeds inventory in the United States. In 2023, about \$4 million in chevon and cabrito was imported into the United States from Australia (the largest importer) and other countries to meet the growing US demand, because there are not enough goats produced and processed in the US to meet the demands. Opportunities exist to develop niche marketing and value-added opportunities for fresh goat with local ethnic or faith-

based populations. Challenges include understanding cultural differences, educating consumers and producers and having adequate places for harvest.

Angora goat production has shown steady dramatic declines since the removal of wool and mohair incentives in the mid-1990's. They currently make up about 6% of the U.S. goat population and are located almost entirely in Texas. "Mohair production in the United States during 2023 was 505,000 pounds. Goats and kids clipped totaled 100,000 head. Average weight per clip was 5.1 pounds. Mohair price was \$6.35 per pound with a value of 3.21 million dollars."(<https://downloads.usda.library.cornell.edu/usda-emis/files/000000018/b8517891v/zw130s885/shep0124.pdf>)

Animal By-Products

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Animal by-products are anything of economic value other than the carcass that comes from animals during harvest and processing. They are classified as edible or inedible for humans. There may be some disagreement about what is edible, but we can all agree that there are many uses for what is left after the carcass is rolled into the cooler. In developing countries by-products may become jewelry, religious implements, tools, fuel, construction material, fly swatters, or musical instruments. In developed countries, advances in technology have created many products from non-animal sources (synthetics) which compete with animal by-products, thus reducing their value. Still, by-products represent multibillion-dollar industries in the United States and other developed countries. An added benefit of changing inedible parts of carcasses into useful products is that the decaying materials don't pile up and cause environmental problems. **Rendering** is the term for reducing or melting down animal tissues by heat and the rendering industry refers to itself as the "original recyclers". The creativity of meat processors in finding uses for by-product has led to the saying "the packer uses everything but the bleat".

Edible by-products

Raw Material

Brains, Kidneys, Heart, Liver, Testicles
Cheek and head trimmings
Blood
Fats
Intestines
Esophagus
Bones

Principal Use

Variety Meats
Sausage ingredient
Sausage component
Shortening (candies, chewing gum)
Sausage casings
Sausage ingredient
Gelatin for confectioneries, ice cream and jellied food products

Inedible by-products

Raw Material

Hides

Processed by-product

Leather
Glue
Hair

Principal Use

various leather goods
paper boxes, sandpaper, plywood, sizing
Felts, plaster binder, upholstery, brushes, insulation

Fats

Inedible tallow

Industrial oils, lubricants, soap, glycerin
Insecticides, weed killers, rubber, cosmetics, antifreeze, nitroglycerine, plastics, cellophane, floor wax, waterproofing agents, cement, crayons, chalk, matches, putty, linoleum

Tankage

Livestock and poultry feeds

Bones	Dry bone	Glue, hardening steel, refining sugar, buttons, bone china
	Bone meal	Animal feed, fertilizer, porcelain enamel,
Feet	Neatsfoot stock	Fine lubricants
	Neatsfoot oil	Leather preparations
Glands	Pharmaceuticals	Medicines
Lungs		Pet foods
Blood	Blood meal	Livestock and fish feeds
	Blood albumen	Leather preparations, textile sizing
Viscera and meat scraps	Meat meal	Livestock, pet and poultry feeds

Milk Classification

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Though most Americans drink cow milk, 65% of the world's population drinks goat milk. Produced correctly, goat milk is similar in all respects to cow milk (87% water, 13% solids - lactose, fat, protein, and minerals) and many people cannot tell the difference in taste tests. It is almost pure white in color due to the near 100% conversion of carotene to Vitamin A. The small, fragile fat molecules in goat milk make it easier for infants and people with sensitive stomachs to digest.

The Agricultural Marketing Agreement of 1937 says that all milk should be classified in accordance with the form in which or the purpose for which it is used. There are four classifications of milk. A detailed list can be found at:

<https://mymarketnews.ams.usda.gov/mars-faqs/what-are-milk-classes-under-federal-milk-order-system>

Class I	Fluid Milk: whole milk, skim milk, buttermilk, and flavored milk drinks (egg nog).
Class II	Milk used for soft products: Ice Cream, Sour Cream, Milk Shake Mix, Yogurt, Cottage & Ricotta Cheese, Custards, Puddings, Batter Mixes, candy, soup, bakery products.
Class III	Hard cheese other than for cottage cheese, spreadable cheese, cream cheese, butteroil.
Class IV	Butter, Dry Milk Products, Evaporated or Sweetened Condensed Milk and Sterilized Products (UHT Packaged).

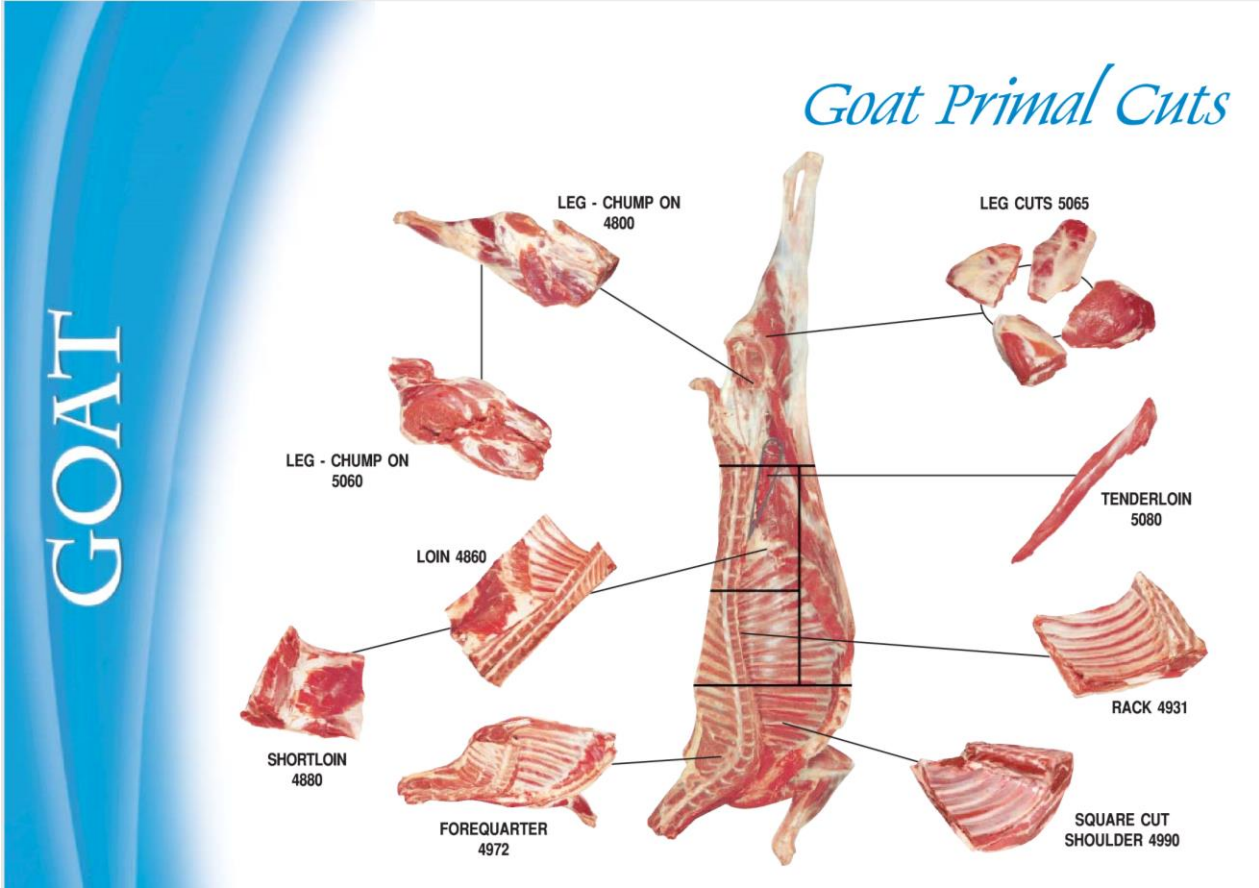
Wholesale Cuts

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Fabrication of carcasses is the cutting of the carcass into wholesale and retail cuts for distribution to various markets. The size of the carcass and the preferences of the customer will determine how it is fabricated. For goat carcasses, wholesale cuts come from standard cutting methods developed to: a) *Separate fat from lean portions*; b) *Separate tough from tender sections*; c) *Separate thick from thin sections*; d) *Separate valuable from less valuable cuts*; e) *Separate retail cuts by cutting across the grain*.

Primal Cuts

Of the wholesale cuts, those that are lean, tender, thick, and valuable and that contain a large proportion of their muscles running in the same direction are called *primal* cuts. The ***primal goat cuts are shoulder, rack, loin and leg***.



Goat Primal Cuts. Source: <https://www.virtualweberbullet.com/wp-content/uploads/2018/08/goat.pdf>

