Business Planning for US Sheep Producers

Report to the Let’s Grow Committee
January 2015

Let’s Grow !
A Joint, 1-year Project of 4 State Sheep Associations

- Maine
- Maryland
- Michigan
- Ohio
Meet the coordinators

Lewandowski

Ehrhardt

Schoenian

Brzozowski
Project Objectives:

• Development of a farm business planning workbook for sheep operations
• Development of sheep farm business plan templates, worksheets and checklists
Accomplishments to date:

- **Dr. Richard Ehrhardt (MI):** July 2014 – November 2014 presented a series of programs entitled “2014 Great Lakes Sheep for Profit Program” aimed at highlighting innovative lamb production practices.

- Currently developing a comprehensive flock productivity and cost of production data collector.
Accomplishments to date:

- **Rory Lewandowski (OH):** Worked with planning committees for Ohio Sheep Day (July 2014) and Buckeye Shepherd’s Symposium (December 2014) to include beginning shepherd sessions at each event to help beginning shepherds learn skills and increase productivity, including record keeping.

- Developing a producer data collection device and list of sheep producers likely to have records needed to use the collection device
Accomplishments to date:

- **Susan Schoenian (MD):** Has updated sheep enterprise budgets and created a spreadsheet for sheep/goat producers based on schedule F.
- Started a review and revision of the Maryland Farm Business Planning Handbook, making sections more specific to sheep production.
Accomplishments to date:

- Dr. Richard Brzozowski (ME): Worked with Susan Schoenian in the review and revision of the Maryland Farm Business Planning Handbook.
- Developing and revising documents related to sheep farm business planning including a worksheet of questions that can be used to determine the need for a farm business plan and a checklist to determine if flock expansion is a wise decision.