

Money Matters

One important point to consider is that the North American Paco-Vicuña™ is a developing livestock breed being bred to supply consistent luxury fiber to high-end fashion and textile markets. To grow the breed and supply enough luxury fiber to accomplish this primary goal, it's important for smaller North American Paco-Vicuña™ breeders to refine their genetics and make quality seedstock and genetics available to the larger farms and vice versa... 'a rising tide lifts all boats'. The larger re-breed farms often focus on raising animals that preferably of same fiber grade, and, when possible, have color uniformity. Homogeneity makes it easier for a larger farm to produce a bale of nearly uniform fiber which, in turn, helps the North American Paco-Vicuña™ Association meet its goal of providing consistent fiber to fashion designers to produce North American Paco-Vicuña-derived textiles. Large and small farms working together toward an attainable goal will help increase the value of all North American Paco-Vicuña™ farmers' initial investments as well as build the health and wellbeing of all North American Paco-Vicuña™ that they raise.

Planning Your Business

To build an ordinary business plan, let alone an animal fiber-based business plan, one has so much to consider... we hope that your bottom-line business questions are answered as you browse the online resources to the right. As your North American Paco-Vicuña™-based business takes shape, you may avoid financial surprises by planning judiciously, having a realistic outlook, finding ways to do many things yourself, learning from those with experience raising North American Paco-Vicuña™, and having sound insurance. Newly minted North American Paco-Vicuña™ farmers should try to build a farm that is resilient and prepared for the unexpected, from market fluctuations to severe weather, from illness and disease to predators, and from unforeseen life events, etc. As your new farm is taking shape, it might be wise to consider diversification into other products so you don't exclusively rely on selling your North American Paco-Vicuña™ fiber. Perhaps your farm can accommodate different livestock, can board animals for other small farms, can grow fruits, vegetables, or other crops such as timber, hemp, flax, etc. or maybe you can create a value-added product from a raw commodity it produces. Perhaps you have the skills and space to hold educational workshops. As they say, don't quit your day job just yet. Until you realistically can turn a profit, you may want to keep that off-farm job.

Online Resources

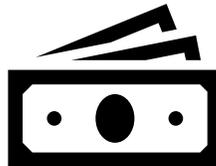
- [Books Online \(SARE\)](#)
- [Building a Sustainable Business \(SARE\)](#)
- [Business Planning & Mgmt. Resources \(ATTRA\)](#)
- [Business Planning \(BeginningFarmers.org\)](#)
- [Calculators-Workbooks-Manuals \(ATTRA\)](#)
- [Cornell University Small Farms Program](#)
- [Farm Business Education \(SARE\)](#)
- [Farm Funding \(ATTRA\)](#)
- [Farm Start Up \(ATTRA\)](#)
- [Food & Farm Business Resources \(NCSU\)](#)
- [Marketing & Business \(ATTRA\)](#)
- [Marketing \(ATTRA\)](#)
- [Marketing Strategies \(ATTRA\)](#)
- [Resources for Starting a Farm \(FarmAid\)](#)
- [Small Business Mentoring \(SCORE\)](#)
- [Starting a Sustainable Ag Business \(Texas A&M\)](#)
- [Starting your Farm Business \(ATTRA\)](#)
- [Startup \(ATTRA\)](#)

Income & Expenses

As you first build your business, you'll experience mostly expenses. By all means, document all initial business income and expenses as some may be tax-deductible (please consult a qualified CPA for financial documentation and tracking guidance). Eventually, we hope that you will have more income than expenses – or at least that you plan well enough to reach a break-even point early in your farm's first few years. Here are some examples of some potential Income and Expenses.

Income

- AirBNB/Farm-Stay Experiences
- Boarding On-Site (*agisting*)
- Farm/Educational Tours
- Fiber (*raw fleece*)
- Fiber (*value-added*)
- Livestock/Cria Sales
- Manure (*bricks for fire logs*)
- Manure (*garden/crop amendment*)
- Other Farm Goods (*diversification*)
- Other Farm Usage (*diversification*)
- Other Livestock (*diversification*)
- Stud/Surrogate Fees



Expenses

- Boarding Off-Site (*agisting*)
- Everyday Herd Maintenance
- Fencing, Shelter, Waterers
- Gelding
- Labor
- Land/Pasture Purchase
- Livestock Purchase
- Minerals/Supplements, Treats
- Off-Season Hay
- Predator/Parasite Control
- Shearing (*hired or DIY?*)
- Taxes/Workers Comp
- Veterinary Care

Additional Business Considerations

When contemplating a livestock-based business venture, it is critical to assure that you can properly and ethically care for your animals. Understanding that North American Paco-Vicuña™ farming is a business where you work with – and against – nature and semi-wild livestock animals; both of which can surprise and humble you if you aren't careful and mindful of all eventualities.

Your path to profitability may depend on if you are already a farmer, maybe with camelid, livestock, or animal management experience – or – if you are new to farming, are you in a position to put most of your available time into a venture with an even steeper and longer learning curve, working not with any run-of-the-mill livestock, yet with a breed that is new and as of yet, not widely known or raised in North America? It is definitely the hardest work – and one of the most fulfilling occupations – you'll ever encounter. Farming of any kind is also a long-term commitment and rarely delivers a rapid return on investment. In all markets – including agriculture – there are fads that temporarily drive up demand and prices – don't fall for them. Raising North American Paco-Vicuña™ is not a fad or get rich quick scheme. However, if you raise North American Paco-Vicuña™ the right way, with the right planning, you can eventually earn some money.

If you aspire to do more than primarily market raw North American Paco-Vicuña™ fiber, it will be useful to consider how much knowledge of fiber and textiles you have – or need to learn – in order to make good business decisions and someday create useful and marketable value-added products. To increase your chance of realizing your long-term financial goals, you should consider diversification to insulate your farm from fluctuating prices and to bring home additional income from other types of livestock or farming that may not be the primary focus of your North American Paco-Vicuña™ business model.