

# National launch of goat milk products

*New product ideas*



**Canada**

Two-time Paralympic gold medalist, Contessa Scott, of Sydney Gold Farm is hoping for a sweet victory of a different kind as she gets ready to launch value-added goat milk products in early 2022.

"I've got a delicious caramel sauce and a really great ice cream that I developed with Canada's Smartest Kitchen in Charlottetown, PEI" says the Clyde River entrepreneur. "It's been a long road in development that was made longer by COVID-19 but I can see the light at the end of the tunnel now and I'm excited to get them out there."

Scott, who won gold medals as a goalie for Canada's Paralympics goalball team in Sydney, Australia, and Athens, Greece, plans to launch the products nationally in March or April 2022.



With a nod to the Olympics, Scott will market the products under the Sydney Gold Farm label, along with processed goat milk cheese.

After four years in development, she says the final piece fell into place this fall with the arrival of a pasteurizer for her processing space. The equipment was funded in part through the federal and provincial Canadian Agricultural Partnership (CAP).

"I'm not sure that this could have happened without the help of CAP," says Scott, who also received support for research and development. "The equipment is very expensive. CAP allows farmers like me to explore new options for their products."

A dairy farmer since 1995, Scott became interested in goats in 2014 when she purchased 10 Alpine/Saanen crosses.

Four years later, she sold the last of her milking cows to concentrate on her goats, which have since grown to a herd of 80, with the potential for more.

"I just thought I would try a few for their milk and then I got hooked on them," she says, standing in her barn, as goats butt their heads at her for attention.

"Goats are mischievous and full of personality. Each goat is an individual, and they all want that scratch behind the ear."

But apart from their personality, Scott was intrigued by the richness of goat milk.

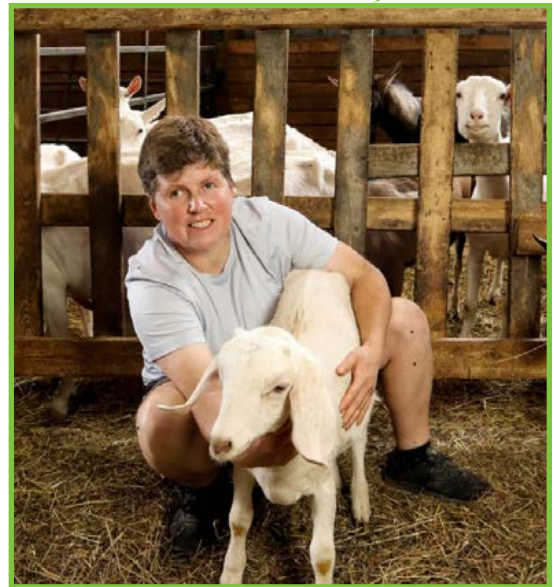
"I thought it could be used for some very good value-added dairy products."

The farm currently sells between 200 and 300 litres of goat milk a week, mainly to customers who make soap with it.

Scott is now beginning the process of converting a 40-foot cargo container into a processing unit. When it is up and running, she expects to use between 800 and 1,000 litres of milk a week, with plans to scale up as markets get established.

The increased need for milk will be fulfilled using targeted breeding to ensure milk production throughout the year, rather than the typical September to February season.

"I would be very comfortable milking a herd of 500 goats," she says with a laugh.



In the meantime, Scott has been supporting her plans for goat milk with farmer's market sales of produce from her three acres of vegetables and eggs from her 200 laying hens.

"There definitely is more interest now in local food and that has helped a lot," she says.

Scott is also thinking about new product ideas, as she begins work on her processing unit and fine-tunes her launch plans.

"Down the road, I would like to produce powdered goat milk to add to smoothies and things like that," she says.

"Newcomers have helped build more market acceptance of goat milk, which is very popular in many countries around the world. I think it's a growth market."

But she admits that getting new products to market is not for the faint-hearted.

"It takes patience and resilience," says Scott, who watched helplessly as supply shortages caused in part by COVID-19 delayed the delivery of her pasteurizer by months. "Just when you think you are ready to go, something unexpected comes up. In my case, it was a global pandemic."

Scott, who is visually impaired, says her experience in the Paralympics has been an asset in the endeavor. Scott was the final line of defense for the Canadian goalball team when it won the gold medal in Sydney in 2000 and again in Athens in 2004.

That team remains the only international goalball team to ever win back-to-back gold.

"It teaches you that in order to achieve things, you have to stick with it and put in the time," she says. "It doesn't happen overnight."