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PERCEPTION OF PROFITABILITY OF GOAT PRODUCTION AMONG RURAL FARMERS IN AJINGI LOCAL GOVERNMENT AREA OF KANO STATE

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ABSTRACT
The study was conducted to obtain information on profitability of goat production in Ajingi Local Government Area of Kano State. Thirty (30) structured questionnaires were used to gather information from respondents. The results revealed that majority (70%) of the respondents were males. The result on age showed that mean age of the producers is 41 years with higher percentage of the farmers being relatively young and in active age of production. Cost and returns of the enterprises indicated that an average of ₦15099.50 was spent as total variable cost per goat and ₦13,000.00 as total fixed cost per goat. The enterprise in the study area realized a total gross income of ₦17840.00 per goat raised and kept per annum. The average net profit realized per goat is ₦2740.50. Variable cost item showed that goat constituted about 86.09% of the total cost of production. Second and third highest contributing variable cost items were cost of labour 6.29% and cost of drugs and vaccine 5.63% respectively. Returns from sales of goat contributed highest value (85.20%) of the total revenue. Returns from sales of milk and sales of manure made up the remaining 10 and 4.70% respectively. The result revealed that goat production in the area is a profitable enterprise. Funds in the forms of loans and grants should be made accessible to producers by government, commercial banks and other financial bodies Goat producers in the State should form cooperative societies to enable them procure production inputs at relatively cheaper rates.
Key words: Perception, Profitability, Goats and Rural Farmers

INTRODUCTION
Goats are essential component of farming system in tropical Africa and they are raised mainly for meat, milk, hide/skin, and provide fiber for sale or human consumption and they provide social security in case of low crop yield for rural population. Goats are found in the central and northern parts of Nigeria. Although, they still thrive in other parts of Nigeria. Nigeria ranks second among African countries possessing over 35 small ruminants per square km (Mukasa *et al.,* 2009). Small ruminants are important animals in the lives of rural folks as they are used during ceremonies and for home consumption. A survey by the Federal Livestock Department (FDLPCS, 1992) put the population of goats in Nigeria as 34.5 million. Goat marketing plays an important role in the lives of rural farmers and it is a coordinated way of sales and buying which includes house and market places. Goat production is an important economic activity in Africa contributing 10.9% and 8.4% respectively of total meat output (David–West, 1995). Devendra and McLeron, (1987) observed that small ruminants are distributed all over Nigeria, showing their ability to adapt to varieties of environmental condition. However, there is no data available on the profitability of goat production in the study area. The objectives of the study are to find through a survey the production of goat in the study area, the reproduction in goats, the management and marketing of goats and the profitability of goat production in the study area

MATERIALS AND METHODS
The study was conducted in three (3) villages of Ajingi Local Government Area of Kano state Nigeria Ajingi Local Government Area is located between latitude 11^0 on 14^0 on in the semiarid zone of the country where the weather conditions and the range of annual temperature and relative humidity is about 38-430c and 40-51% respectively, and has annual rainfall range of 850-870mm from May- October with a high density of rainfall in

August. Hot season is between March to early June and then rain falls from June – October. The environment condition is favorable for different species of livestock including sheep and goats (Olofin *et al.*, (2008).

Data Collection

The data was collected from primary source, using structured questionnaires. A total of thirty (30) questionnaires were administrated to goat keepers. Information collected from the respondents was marketing of sheep and goat.

Sampling Technique and Size

Multi- stage sampling technique was employed in the selection of the respondents for this study. First one local government was purposely selected from each of the three agricultural zones, based on existing information on goat production. These are namely; Kunkurawa, Ajingi and Gurduba due to the superiority of goat production enterprise; this was followed by random sampling procedure to select 30% of the goat enterprise in each of the three villages to give a sample of 30 respondents. Data were collected with the of structured questionnaires which was administered to the farmers of the enterprise. The data obtained were analysed using descriptive statistics such as frequencies and percentages were used to ascertain the distribution based on their socioeconomic characteristics. Farm budget techniques such as gross margin and net farm income were used to estimate the costs and returns among goat keepers.

Gross Margin = TR – VC……. (1)

GM = Gross Margin

TR = Total Revenue

TVC = Total Variable Cost

On the other hand, net farm income (NFI) which is the difference between the total revenue and total cost of production is expressed as:

NFI = GM – TFC…… (2)

Where;

NFI = Net Farm Income

GM = Gross Margin

TFC = Total Feed Cost

Data Analysis

The data collected were analyzed using simple descriptive statistics using the Statistical Package for Social Sciences (SPSS) version 16.0.

RESULTS AND DISCUSSION

Table 1: Socioeconomic Characteristics of the Respondents

Parameter	Frequency	Percentage
Gender		
Male	21	70.0
Female	6	30.0
Total	**30**	**100.0**
Age		
30 – 40	10	34.0
41 – 50	11	36.0
>50	9	30.0
Total	**30**	**100.0**
Educational status		
Qur'anic education	19	63.33
Primary	7	23.33
Secondary	2	6.67
Tertiary	2	6.67
Total	**30**	**100.0**

Source: Field Survey 2017

Socioeconomic Characteristics of Goat Keepers

Table 1 shows the socio-economic characteristics of goat producers. Livestock production in the Tropics is a predominant occupation of farmers and majority of them were males with few numbers of females in practice (David–West, 1995). The result on age showed that the mean age of the producers is 41 years with higher percentage of the farmers being relatively young and in their active age of production. The implication is that younger farmers are likely to adopt innovations faster than the older ones. The finding is in agreement with the findings of Jatto (2012) and Sani *et al.* (2007) who found that high percentages of poultry farmers were in their active ages. However, crop–livestock production is a practice of aged people in which youths pre–occupied other trades (Otchere *et al.*, 1987).

Profitability of Goat Marketing

Analysis of the cost and returns components of the goat production enterprises as shown on Table 2 indicated that goat production enterprise spent an average of ₦15099.50 as total variable cost per goat and ₦13,000.00 as total fixed cost per goat. An average goat production enterprise in the study area realized a total gross income of ₦17840.00 per goat raised and kept per annum in the study area. The average net profit realized per goat by the enterprise is ₦2740.50. Analysis of the variable cost item showed that goat constituted about 86.09% of the total cost of production. Second and third highest contributing variable cost items were cost of labour 6.29% and cost of drugs and vaccine 5.63% respectively. While returns from sales of goat contributed the most 85.20% to the total revenue. Returns from sales of milk and sales of manure made up the remaining 10 and 4.70% respectively. Making a rewardable profit in marketing of agricultural products (crop and livestock) in the developing and under developed nations of the world is targeted towards festivity beside the conventional sales at intervals of time (Adesehinwa and Okunlola, 2000) Prices of livestock appreciated during festivities with specification of species and at times in line with religious dictates. There are variations of prices according to the categories of the animals such as kid, nanny and buck respectively. However, physical outlook pre–occupies the method adopted in quantifying and valuing animals during sales (Ghude *et al.*, 2011). This report is line with the present study.

Table 2: Cost and Return (Profitability) of Goat Production

Cost and Return	Amount (₦/Goat)	Percentage
Variable Costs	**₦/Goat**	%
Goats	13,000.00	86.09
Basal feed and Supplements	278.50	1.84
Labour	950.00	6.29
Drugs and Vaccine	850.22	5.63
Transportation	20.78	0.14
Total Variable Cost (TVC)	15099.50	99.79
Revenue:		
Sales of goats	15,200	85.20
Sales of milk	1,800.00	10.08
Sales of Manure	840.00	4.70
Total Gross Income	17840.00	100
GM = TGI – TVC		
Gross Margin:	2740.50	-

Source: Field Survey 2017

CONCLUSION

The result of this study has shown that goat production in Kano State, Nigeria is a profitable enterprise and does have the potentials for growth and better profitability, though, the adoption of innovations, increase in the scale of operation and more efficient management.

RECOMMENDATION

The government should subsidize production inputs used by goat production enterprises especially price of goats. Funds in the forms of loans and grants should be made available and accessible to goat producers in the study area by government, commercial banks and other financial bodies. Where loans are provided. Goat producers in the State should form cooperative societies which will enable them procure production inputs at relatively cheaper rates than they are able to do as individuals.

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