ImGoats
Mozambique National Steering Committee
Report of the second meeting
Maputo, Mozambique

February 7th, 2012

Small ruminant value chains to reduce poverty and increase food security in India and Mozambique
1. Background
The goal of the “Small ruminant value chains as platforms for reducing poverty and increasing food security in dryland areas of India and Mozambique (imGoats)” project is to increase incomes and food security in a sustainable manner by enhancing pro-poor small ruminant value chains in India and Mozambique. The project proposes to transform goat production and marketing from the current ad hoc, risky, informal activity to a sound and profitable enterprise and model that taps into a growing market, largely controlled by and benefiting women and other disadvantaged and vulnerable groups; while preserving the natural resource base.

The specific objectives of the project are two:

1. To pilot sustainable and replicable organizational and technical models to strengthen goat value chains in India and Mozambique that increase incomes, reduce vulnerability and enhance welfare amongst marginalized groups, including women; and
2. To document, communicate and promote appropriate evidence-based model(s) for sustainable, pro-poor goat value chains.

The project is being implemented by CARE in Mozambique, while the overall leadership and co-ordination of the project is done by the International Livestock Research Institute (ILRI). In each project country there is a national steering committee whose role is as follows:

1. To provide strategic guidance to the project at critical times;
2. To identify key linkages with other organizations/projects involved in similar efforts to share experiences and lessons and;
3. To help disseminate/communicate lessons from the project and facilitate scaling up and out.

It was agreed during the first meeting of the national steering committee in June 2011 that the second meeting should be held after approximately 6 months but ensuring that it coincides with certain milestones in the project implementation. Since there had been a slight delay with the household survey and the value chain analysis it was decided to wait until these two activities were finalized before having the second meeting. This report provides an account of the second meeting of the imGoats Mozambique National Steering Committee.

2. Process
The second imGoats Mozambique National Steering Committee meeting was held on February 7th, 2012 from 9.00 AM to 1.30 PM in Maputo at the IIAM premises. The meeting was attended by representatives of the national agricultural research institute (IIAM), the Ministry of Agriculture – Animal Production Department, the Inhambane provincial livestock services, USAID, CARE and ILRI. The IFAD country officer had sent apologies. The list of participants and their contact details are provided in
Annex 1. The agenda for the meeting is provided in Annex 2. Because Custodio Mucavele from IFAD could not attend, there was no update on the IFAD activities in Southern Mozambique as indicated in the agenda.

3. Introduction
Saskia Hendrickx from ILRI welcomed the attendees to the meeting and introduced the two committee members that did not participate last time. She also explained that due to time constraints of the committee members as well as lack of visible outputs in the field, the meeting was held in Maputo and not in Inhassoro or Vilanculos as agreed last time.

4. Progress of the imGoats project activities
Eve Dufresne presented the progress of the imGoats project activities. Below we provide a brief overview of the presentation and the main points of discussion.

Staffing
The imGoats team is complete after M&E officer Arcanjo Tinara Nharucué joined the team in January 2012 in Vilanculos. An extension officer will be replaced. Peace Corps volunteer Camila Rivero is also supporting the M&E area, more specifically the outcome mapping activities. Birgit Boogaard, post PhD fellow, joined the ILRI team based in CARE’s offices in Vilanculos. She will lead the research component at the field level and provide support to the M&E team. Two MSc students (Yvane Marble and Caren Krul) from Wageningen University will spend 3 months (April-July 2012) in Vilanculos to work on their thesis.

Support to producer groups
The imGoats project is currently supporting 483 Goat keepers (176 women and 307 men) which is more than the initially planned 350. The participants from 14 communities are grouped in 20 groups. The goat keepers will benefit from the services of 20 paravets (community animal health workers) that will complete their (3X1week) training course by the end of February. A retailer of veterinary products from 1 community (Mangungumete) was also trained with the paravets in order to ensure good service provision to the community members and paravets that will purchase at his shop.

Baseline survey
The details on the baseline study findings will be given below. Eve mentioned that coming up with the questionnaire had taken a long time and was different from how CARE used to work but at the end, all involved were pleased with the final version of the document.

Goat Value Chain Analysis
The details on the value chain analysis findings will be given below. This activity was also delayed because it was decided to include questions in the baseline survey that could inform the value chain analysis rather than having to ask similar questions to some participants twice.
Innovation Platform (IP) meetings and activities
To date, three meetings have been held with a fourth planned for February 23rd.

The second meeting in July dealt with prioritization of constraints to be addressed by the IP. The group identified that organization was the most important issue to work on. Being better organized would help establishing goat fairs as well as communal grazing areas in the communities.

The third meeting in October dealt with the follow up of the actions discussed in the previous meeting. This included a reflection on actions that had been conducted in the past two months. Challenges and possible solutions for actions that had not been conducted were identified and based on this, follow-up actions for the coming two months were defined.

Using weighing scales and determining a live weight price is critical for the success of the fairs. Therefore, the meeting started with a practical exercise of weighing three animals to determine the live weight price, which varied from 40 to 45 MTN/kg. The exercise also calculated the proportion of meat which be sold as high value meat when sold when slaughtered animal for lunch (e.g. head, intestines etc). It was approximately 48 to 50% of meat is high value meat.

With regard to fairs, it was decided that CARE would take a leading role in organising the first two fairs, in close collaboration with the paravets, producers, buyers, community leaders and IP secretariat. The following dates for two fairs were set during the meeting:

- 1st on Wednesday 30th of November
- 2nd fair on Wednesday 21st of December

With regard to communal pasture areas, the following challenges were identified:

- Lack of support from community leaders,
- Groups are still young and learning how to work. The IP is also young
- Lack of areas nearby for communal pasture land
- Communal pasture lands require a certain number of animals to be viable,
- Communal areas will require water nearby. This is difficult to resolve

Follow-up actions

- Near the communities, areas must be identified which are completely clear of machambas (subsistence agricultural plots) and fully available as grazing areas.
- These areas must be discussed with community leaders and government to make sure these can be demarcated as permanent pasture land.

Goats Fairs

A visit to Mabote was organized for the IP secretariat to see a functioning cattle fair and how the weight scale is used. There was a good interaction with the IP secretariat and the organizers of the fair. The first goat fair was organized on November 30th at which 20 animals were sold, the second was held on December 21st and 30 animals were sold. Some of the challenges faced at organizing the goat fairs are:
Mobilising communities to sell jointly and to engage with larger buyers;
Limited capacity of livestock keepers to provide goats to a fair (20 animals per fair). Large scale buyers from south wish to buy between 100 and 200 animals at each fair;
The capacity of local buyers to purchase animals is also limited to less than 10 animals per month, except for one buyer for the island lodges;
Transport of the goats to a central location for fairs.

The positive aspects are:
Use of weighting scale was well received;
Producer with larger goats benefitted more from the sale than without the live weight system;
Producers saw that buyer prefer larger goats;
Producers were happy with the benefit using the price of 45 MTN/Kg.

Outcome mapping
A follow-up training course in outcome mapping for the Vilanculos based staff was conducted in July 2011 after which the different tools – outcome journals - were developed. Instead of putting an additional burden on the field staff who are not very experienced in completing (qualitative data) forms an alternative approach was tried in January 2012. The entire team met and questions from 4 of the 5 outcome journals (producers, paravets, buyers and input suppliers) were discussed. It appeared that the team as a whole but especially the extension officer had a wealth of knowledge which would probably not have been captured if they had to complete the forms. The group agreed that this is a good way of working and will try to have these meetings once a month. The only journal that will perhaps be more challenging to complete will be the one for the enabling agents. ILRI will take the lead in monitoring the progress markers related to enabling agents.

Joint Steering Committee Meeting
On 7 and 8 September 2011, the first meeting of the imGoats Joint Steering Committee was held in Vilanculos, Mozambique. Members of the committee are representatives from the governments of India and Mozambique, BAIF, CARE, IFAD and ILRI.
The purpose of the joint steering committee meeting is to provide oversight and guidance for the project design and implementation through review of overall project design and progress.
There were no major suggested revisions to the work plan as the activities are on track. The Log frame will be revised soon after the baseline analysis is available and shared with the committee.
It was agreed that the next JSC meeting will be held in Sept/Oct 2012 in Udaipur, India.
The representative from IFAD indicated that an EC Evaluation/Review mission could take place around Oct/Nov 2012. He also suggested that the EC offices in Mozambique and India need to be made aware of this project. As a follow up on this, Saskia Hendrickx visited the EU agricultural team in Maputo in December 2011.

Summary of the comments on the presentation from the committee members:
Gender
At the project proposal development stage one of the reasons for working with goats was because they are commonly owned by women. In Inhassoro district however, we see that men are more involved in goat rearing than other in districts perhaps because of the scarcity of cattle in the district (goats being the largest animal kept). Because of this it is important for the project staff to continue involving women at the training courses and other activities. It is unfortunate that there are no women among the paravets trained. Perhaps the reasons for this could be assessed more in depth. Dr Vicente Zefanias mentioned that in Southern Inhambane they do have female paravets; the members agreed that it would be worthwhile finding out more about them, their motivation, their experience from interacting with the communities etc.

Innovation platform and goat fairs
Keeping the IP members motivated is a challenge. Seeing the value of being part of an IP takes time and it is not yet clear to them what they could benefit. CARE would like to do more to get things done but realizes that in terms of sustainability the lead should come from the IP members and secretariat. In terms of production, the district seems to be in an in between position: too many animals for small buyers but too few animals for large buyers (100-200). The groups need to work towards better coordination to have more animals for sale at the same time in order to interest the large buyers. It is suggested to aggregate goats per community, so that the large buyer can pass by the different communities in a few days to collect sufficient animals – a ‘mobile fair’.

Outcome Mapping
Delphine mentioned that CARE has well documented experience using outcome mapping (a.o. in East and Western Africa) and documents are available reporting these experiences. There is also information about the advantages and disadvantages of different assessment methods such as outcome mapping. Delphine will share the documents with the imGoats team and the others.

5. Preliminary findings of the imGoats baseline study
Birgit Boogaard presented the preliminary findings of the baseline study. Below we provide a summary. The final report will be shared with the NSC members at a later stage.

The objectives of the baseline studies were
1. To characterize existing goat production systems and markets and
2. To identify the requirements, risks and environmental threats involved in goat production and marketing.

The findings presented are based on the results of three baseline surveys:
- Village survey (community level)
- Key informant survey (community level)
- Household survey (household level)
The target zones of the imGoats project are semi-arid areas of India and Mozambique. The specific project area in Mozambique is the district of Inhassoro in the Northern Inhambane province.

Communities for the baseline survey in Inhassoro were selected on the basis of three criteria:

1) Agroecological zone in Inhassoro (AEZ); ‘Interior’ and ‘Coastal’
2) Market access
3) Participation in other projects (SEED project implemented by CARE)

A total of 9 villages were selected from communities in the district based on the above mentioned criteria. In the villages households were selected among both participants and non-participants of the imGoats project. Table 1 gives an overview of the sampling design.

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<th>Community level</th>
<th>Communities (n)</th>
<th>Household level</th>
<th>HH per community (n)</th>
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<td></td>
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<td>24</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
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<td></td>
<td><strong>14</strong></td>
<td><strong>84</strong></td>
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<tr>
<td>Non-participant communities²</td>
<td>3</td>
<td>Non-participant HH</td>
<td>8</td>
<td>24</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>9</strong></td>
<td></td>
<td></td>
<td><strong>108</strong></td>
</tr>
</tbody>
</table>

¹ ImGoats and SEED+imGoats communities; ² control communities

Data collection occurred in August 2011 supervision of the imGoats Project Officer Amosse Alberto Maheme. All key informant and village surveys were conducted by Amosse Alberto Maheme and Calado Jose. The household surveys were conducted by 8 enumerators under supervision of Amosse. The enumerators had been trained one week before the data collection.

Nine village surveys were conducted. On average, a focus group consisted of 15 respondents (min 5; max 38) with 7 male (min 2; max 12) and 8 female respondents (min 3; max 26).

The nine key informant surveys were conducted with minimum 2 and maximum 4 key informants (average 3.3).

There were a total of 108 respondents to the household survey, of which more than half was participant in the imGoats project. The male:female distribution was: 52.8% male vs 47.2% female. There were 24 Female Headed Households (≈22%). Majority of these FFHs were in in 3 communities which should be taken into account with the data analysis since household head gender differences may confound with community differences.

The main conclusions based on the analysis performed to date:

1. Goat keeping is a relatively new secondary occupation to have money for times of emergencies and home consumption at special occasions
2. Goat housing, breeding and watering practices were extremely limited or even absent.
3. There was very limited animal health treatment and a reported high mortality in all age groups
4. Feed shortage (unavailability of pasture) was inverse to the food shortage
5. All family members - household head, spouse and children – were involved in goat keeping activities, though patterns differed among communities and male and female headed households
6. Female headed households had fewer family members (smaller household), fewer goats and more often involved boys and girls in goat keeping activities.
7. Sales mainly occurred at the house to individual traders and smallholders paid with cash.
8. A sales peak in November/December and a smaller peak in June/July consisting of mainly entire males and old animals.
9. Goat keepers received very limited training on and information about goat production.
10. The major risks and constraints in goat keeping reported were animal diseases, feed availability, predators, scarcity of labour, drought and flooding.

Suggested intervention possibilities grouped according to the top 3 of the IP members of topics that need to be addressed.

**Improve production**
This can be done in different ways, either by increasing smallholders’ knowledge about animal health and access to animal health treatment. The project is already working on this through the training of community animal health workers (paravets).
Another option could be training smallholders in dry season feeding techniques.

**Organization of producers**
The small holder groups together with the other IP members need to organize goat fairs not only during the peak sales period (December January).
In the communities, groups support by the IP need to organize themselves and discuss with local leaders the creation of communal pasture areas and access to water. Some progress has already been made in this regard.

**Improve infrastructure**
Improved production may indirectly also be achieved through improving the goat housing which is currently non-existent. Construction of improved (elevated) kraals is suggested.

The committee members agreed that the baseline findings are consistent with other studies done in Mozambique. There were comments and suggestions on some of the parts of the presentation:

**Study design**
- Delphine suggested dropping the control communities, since CARE is not in favor of this study design type. There are other ways to assess project impact than through control groups.
The imGoats project team will consider this suggestion and discuss with the overall project coordination team.

**Main reasons for keeping goats**
- The committee agreed that the section on ‘meat consumption’ should be revised since the way it was presented was misleading. It appeared as if 73% of the households consume goat meat regularly while what happens in reality is that 73% of the respondents kept goats (also) for meat consumption at special occasions. Goat keeping is not seen as a reliable source of income and this mind-set may be difficult to change. However, it’s the project goal and continuous efforts
should be made to achieve this. More efforts should be made to understand the role of the goats in the livelihoods of the project participants.

- Paula also stressed that it is important to look at herd size and composition. The size should increase throughout the project period which can be achieved by having a good herd composition: few males and many young females. If this is not looked after you will be depleting the herds.

**Gender**

- CARE experience has shown that women give difference answers whether men are present or not. It is suggested that in future projects focus group discussions are held with men and women separately.
- Consider analyzing whether there is a difference in MAHFP (Months of Adequate Household Food Provision) between FHHs and MHHs? CARE studies showed that FHHs over the year have more chronically food shortage, but when the lean season happens, they appear to cope better than MHHs, mostly because they can take all decisions on their own. The committee agreed that this should be further analysed.
- How much are women involved in selling and buying goats? Experience from IIAM/ILRI in Gaza province showed that women are more like to sell animals if the market is not too far from where they live. Due to their many other activities in the household they couldn’t afford to spend much time on this.
- Consider looking more in depth into the social aspects of goat keeping in Inhassoro. For example: find out more why FHHs keep goats for less years than MHHs (7 vs 12)? And what is the history and social-cultural context of goat keeping in Inhassoro?

**Feed/Food shortage**

3. More research should be done to assess a possible fluctuation and the reasons for that in the number of goats available for sale and the demand throughout the year. Also the prices should be assessed. Experience from IIAM/ILRI in Gaza province as part of another project shows that smallholders sell in August in order to buy food for the family but at that time prices are low. Ideally smallholders should try to sell their animals in the peak season, save the money and by doing so avoid selling in periods when the prices are low. However, access to rural finance is still limited although Village Savings Groups and in the future MKesh (mobile money) could make it possible.

4. Another possible way of partially addressing this issue is to ensure that the animals that are sold at the end of the dry season (August, September and October) are in good condition to at least get a better price for the animal. This is already being addressed by training smallholders in dry season feeding techniques.

5. Paula wondered if data was collected on meat consumption in the households to be able to assess a difference at the end of the project. It should be avoided that because the project focuses on producing and selling more animals, the meat consumption in the household decreases. It is acknowledged that is important to understand consumption, but the project is
considered too short to have direct impact on food security in this way. The project is designed as a learning initiative with a focus on VC model and transaction.

6. Preliminary findings of the value chain analyses for Goats in Southern Mozambique

Saskia Hendrickx presented on the preliminary findings of the value chain analysis conducted by consultant Andreas Peham. Below we provide a summary. The final report will be shared with the NSC members at a later stage. The overall objective of this study was to undertake a comprehensive analysis of the goat value chain in southern Mozambique (Inhassoro – Maxixe – Maputo) with a more detailed analysis of:

- Primary actors along the value chain and sub-value chains
- Supply
- Demand
- Markets
- Gross margins at key stages of the value chain
- Farmers’ organisations
- Current engagement and (Potential) integration of vulnerable groups
- Main opportunities and constraints

The research was comprised of a review of existing information and an internet research on the subject followed by field work which mainly involved interviews with various actors along the value chain and the collection of some statistical data and a period of further internet research during the write up period. During the field work various actors and service providers in the value chain were interviewed including producers, traders, butchers and meat sellers, supermarket owners, abattoir owners, veterinary services officers and project staff. The report gives a summary of the findings for each of these groups.

An overview was given of the product flow both in the formal and informal market. Subsequently a value chain map was presented based on the findings from the field work.

During the most recent agricultural census (2010) 790,000 goat producers were counted in Mozambique. The vast majority (98%) are small scale producers Inhassoro has a goat population of approximately 34,700, with a median of 6 goats per producer which is above the country and provincial average. Unfortunately no figures at district level are available from the most recent agriculture and livestock census.

Since data on goat production and marketing is very scarce the consultant assessed three production models in an attempt to assess the productivity of the goat sector in Inhassoro district:

- based on reproductive parameters and early sale
- based on findings in Inhassoro (from the imGoats baseline survey)
- based on off-take rate
The three scenarios indicate that there should be between 350 and 650 goats per month for sale in Inhassoro. Off take ranges from 13 to 23%. It is uncertain if an off take of 23% is sustainable with the current herd composition and management practices. A threshold for sustainable off take at current practices seems may be around 15%. Only with more accurate reproductive data and/or herd monitoring such sustainable off take rates can be established.

The price of animals for sale depends on various criteria, which are similar to the ones mentioned in the baseline survey: size, age, sex, location of the sale and period of the year.

The consultant also looked into the margins of costs and profits made by the different value chain actors when selling an average goat of 20 kg live weight and high season prices. The calculations did not include unpaid labour because he didn’t obtain information on that. More than half of the profit from a goat remains with the producer and a third remains with the meat seller. However, profit per unit does not provide an indication about the income given that income depends on turnover (e.g. 1 goat/year per smallholder vs. 10 goats /month for meat seller)

The conclusions of the report are as follows:

- The productivity of goats kept by smallholders is low due to high mortality, an inadequate herd composition (too many males), very rudimentary breeding practises, poor feeding and watering practises and limited knowledge;
- The status of goat keeping in the livelihoods of the Inhassoro farmers is currently not supporting an increased production and market orientation;
- It is not clear if the current off take is sustainable or if the herd in Inhassoro is actually decreasing since the findings from the imGoats baseline are contradictory;
- The production of Inhambane province covers between 52% and 96% of the calculated consumption in the province depending on the production model used;
- There is no active marketing of goats on the side of goat producers;
- About 50-60% of the goats sold follow the live goat marketing channel;
- Processing of live goats into meat to a large extent follows informal market channels. Hygienic conditions at slaughter places are poor and only a small fraction of the meat, which is produced and sold, is inspected.

The recommendations can be divided in two groups. Those regarding production:

- Gather more information on herd composition, reproduction parameters, growth rates and mortality (calculate off take)
- Increase the number of reproductive females in the herd. For small herds, consider the introduction of shared bucks
- Reduce mortality by reducing losses to predators (better herding systems) and losses due to diseases (improved knowledge and veterinary services)
- Improve feeding and watering practices to increase reproduction and reduce losses.

Those regarding improved marketing:

Extension, convince smallholders:
they will still be able to store their cash and cover unexpected and planned household expenses with their goats;
the functions of the goat will not change but they can increase their income with this resource;
it is worthwhile to invest more time (and money) in goat production.
Increase cooperation among goat producers:
• joint transportation and sales (aggregation of produce);
• joint herding, housing, feeding and watering;
• joint acquisition of breeding material;
• joint disease prevention, etc.
New market opportunities should be explored for example use of the newly constructed Vilankulo abattoir that plans to export meat to Madagascar.
Some comments by the committee members:
• It was suggested that the labour costs should be included in the gross margin calculation. For producers labour will be their highest cost.
• It was mentioned again that the need for balanced herds is important. Only this will allow to calculate an off take rate suitable for the Inhassoro production system.
• The group also discussed the need to explore new markets. The owner of one of the lodges is already a buyer of live goats at the recently organized fairs. Perhaps the IP should explore further the possibility of involving more lodge or restaurant owners.

7. Next steps and updates
There was a quick overview of the main activities for the next 6 months in addition to what Eve already had mentioned.

• Based on the baseline survey results, the imGoats team will proceed to the identification of technical and institutional options to address constraints in the area of feeding, health and how to further enhance the value chain. An assessment will be carried out to see the feasibility of establishing producer hubs.
• The teams in Mozambique and India will participate in a series of participatory joint learning exercises.
• Communication products will be developed based on lessons learned to date. In addition, emphasis will be put on communication, dissemination and advocacy for scaling up and out of the project approaches. The committee members are requested to be involved in this activity.
• At the end of the project duration a project impact assessment will be carried out.

It was encouraging to see the interest from other, mainly IFAD funded, projects in both India and Mozambique in the imGoats project. In India, the project site in Rajasthan will also be included in an IFAD funded project entitled “Scaling-up Successful Practices on Sustainable Pro-poor Small Ruminant Development” lead by the International Goat Association.
In the other Indian project side location, Jharkhand, linkage between ILRI Tata trust funded project entitled: Enhancing livelihoods through livestock knowledge systems (ELKS) and imGoats in Jharkhand was established. (See http://www.ilri.org/elks).

In Mozambique, CARE intends to use a value chain approach including having innovation platform meetings in their Cashew nut project. Furthermore, there is a good relationship with IFAD, an ILRI economist was recently involved in an IFAD consultancy mission looking into enhancing 3 value chains in Southern Mozambique, one of them livestock.

This linkage with other projects and other institutions is important for the scaling out and up of the project.

Finally an update was given on upcoming changes in personnel both from CARE and ILRI side:

- The overall imGoats project coordinator at ILRI, Ranjitha Puskur, is leaving ILRI. Saskia Hendrickx was appointed as overall project coordinator with Kees Swaans leading the research component.
- At CARE, Eve Dufresne, SEED and imGoats project manager, is leaving and will be replaced by Helena Cikanda.

It was agreed that the next National Steering Committee meeting will be held in Inhassoro on Vilanculos in August/September 2012.
## Annex 1

### List of participants

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<tr>
<th>Nr</th>
<th>Name</th>
<th>Title and Affiliation</th>
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<tr>
<td>1</td>
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<td>9</td>
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<td>10</td>
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<td><a href="mailto:s.hendrickx@cgiar.org">s.hendrickx@cgiar.org</a></td>
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**Apologies:**

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<tr>
<td>Custódio Mucavele</td>
<td>Country officer, International Fund for Agricultural Development (IFAD)</td>
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Annex 2

Agenda

Second ImGoats national steering committee meeting,
February 7th, 2012
PIAIT meeting room, IIAM premises, Maputo (Mozambique)

Agenda

09.00-09.05 Opening of the meeting and introduction of the attendees

09.05-09.45 Update on project activities – Eve Dufresne
Discussion

09.45-10.30 Results of baseline study – Birgit Boogaard
Discussion

10.30-10.45 Coffee/Tea break

11.30-12.15 Preliminary results of VCA – Saskia Hendrickx
Discussion

12.15-12.30 Update on IFAD funded activities in Southern Mozambique – Custodio Mucavele

12.30-12.45 Way forward – Saskia Hendrickx

12.45-13.00 Wrap up and closing

13.00 Lunch