FIRST, WE IDENTIFIED THE NEED TO:

1. Strengthen the institutional framework to enhance sector support
2. Establish more solid coordination and dialogue mechanisms
3. Strengthen technical capabilities of the different chain actors, including extension officers
4. Define Good Agricultural Practices (GAP), Good Manufacturing Practices (GMP) and Standard Operating Procedures (SOP) for producing high quality milk, with acceptable standards for packaging and labelling for stakeholders in the chain
5. Strengthen the capacity of producers, processors and others along the dairy goat value chain to consistently produce high quality milk and value-added products from goat’s milk to effectively access markets
6. Implement a marketing strategy to take advantage of business opportunities beyond the current farm-gate sale

NEXT, WE AGREED TO FOCUS OUR EFFORTS ON:

7. Establishing a dairy goat chain committee
8. Designing and implementing a capacity building program to promote product and process innovations
9. Facilitating market access for value added products
10. A Dairy Stakeholder’s Committee was established and a business plan was developed and is now being implemented to achieve the goals of increased production, productivity and market access for value added products

AND THEN, WE BEGAN TO ACHIEVE RESULTS:

11. 60 members of the Trinidad and Tobago Goat and Sheep Society (TTGS) and other stakeholders were able to increase their productivity, quality of goat’s milk and other value added products in order to improve access to markets, through:
   - A comprehensive capacity building program which covered:
     - Best management practices, including sanitation, feeds and feeding, breed selection, castration, hoof trimming and dehorning
     - Pen design and construction
     - Animal health and nutrition
     - Handling and storage of milk
     - Elaboration of cheese and yogurts
     - Business management, focused record keeping and entrepreneurship.
   - Instruments: To supplement the training activities, the following public goods were developed and disseminated among producers:
     - The Trinidad & Tobago Dairy Goat Manual: Breeds, Milking, Herd Health, Records
     - Forage fact sheets on clitoria, kudzu, leucaena, moringa, mulberry, tithonia, trichanthera and gliricidia.

IN 2017 WE ARE FOCUSING ON:

12. A marketing strategy was developed under the business plan for the chain, including information on:
   - Market segmentation
   - Promotion and branding
   - Market penetration
   - Marketing channels
   - Pricing strategy
   - New product development

13. Continue supporting the strengthening of the Dairy Goat Committee
14. Strengthening capacities of the different actors
15. Consolidating the marketing strategy, focusing on the penetration of local value added products into mainstream supermarkets

By focusing its actions on the priority chain, the Flagship Project acted as catalyst of all the efforts made during decades in the Caribbean to enhance the production of small ruminants. The empowerment and enhanced capacities of the chain stakeholders has set the stage for the realization of positive results at the field level.

Work carried out by IICA under the Flagship Project on Agricultural Chains, together with counterparts, partners and key chain stakeholders

Inter-American Institute for Cooperation on Agriculture • Headquarters, San José, Costa Rica • Phone (+506) 2216 0222 • www.iica.int