

Uganda Honey Trade Project 2010-2014

Delivered by a Partnership of four organisations

Bees for Development Trust

The Uganda National Apiculture Development Organisation

Kamwenge Beekeepers Cooperative Society

ApiTrade Africa

Funded by Comic Relief, UK



Beekeeping offers a safety net for the poor, and can generate income. Beekeeping is a low risk, sustainable, household-level enterprise. The opportunity to earn more from beekeeping is growing as the demand for honey in the towns of Uganda outstrips supply. The challenge is to transform subsistence beekeeping to business beekeeping, and it is clear that effective market chains are the key drivers in this process.

Market chains work at many levels

The poorest need opportunities that are affordable and resilient. Selling bee products provides essential income and yet accessing worthwhile markets can be difficult. This Project recognises that high value market chains work at many levels:

Local

The Project will support an existing beekeeper-owned, honey-trading group. This business, the Kamwenge Beekeepers Cooperative Society (KABECOS), provides a fair and reliable market route for beekeepers in Kamwenge. This Project will work to strengthen the trading and institutional capacity of KABECOS, train members in value addition and marketing, and build partnerships along the supply chain.

National

The Project will develop the capacity of the national industry association, TUNADO, to enable it to advocate on behalf of all beekeepers. The result will be a proactive and established mouthpiece for the many thousands of small-scale beekeepers in Uganda.

Regional

Work with ApiTrade Africa will focus particularly on the stubborn challenges of fairtrade and organic certification for Africa's beekeepers: the Project will build expertise and experience within this emerging trade body.

Making changes

The Project will make changes to the way honey is traded in Kamwenge, transforming beekeeping from a subsistence activity to a wealth creating opportunity. The Project will also make changes at national and regional levels, building the capacity of representative bodies for all small-scale beekeepers and the sector.

Change 1. KABECOS will buy and sell more honey.

Beekeepers need access to a market that offers appropriate terms of payment, is reliable and fair, and local to their homes. KABECOS can provide this market only if the business operations of KABECOS are viable, which means achieving a minimum turnover, about 10 tonnes of honey per year. An increase in volume bought and sold will deliver more income to the community in the short term, ensure long-term viability, and a significant future impact.

The Project will help KABECOS with business systems and processes. The Project will help KABECOS to carry out more community mobilisation and member outreach activities by providing a motorbike and helping to set up village representatives. Other forms of support include help in reducing wastage when harvesting and processing honey (by training), and help with buckets and delivery systems. Members will receive appropriate training, based on a needs assessment.

Change 2. KABECOS will become institutionally stronger.

Market development for poverty alleviation is not just about trade: it concerns also empowerment and resilience. For KABECOS to deliver a wealth creating opportunity for many beekeepers, the organisation must be strong enough to overcome inevitable challenges and to be fair to everyone. We believe that a successful producer-owned trading group has its foundation in a good business model – and thrives on member loyalty, good leadership and accountability.

This Project will help achieve greater membership loyalty and improve institutional strength. Activities include member consultations, looking again at membership benefits, and ensuring that everyone understands their roles and responsibilities. This includes committee members, management and beekeepers. Communication and feedback systems will be set up to improve accountability.

Change 3. KABECOS members will add value to their produce.

Training will be delivered in making craft items from beeswax. Members will develop the skills to add value to, and diversify their produce, to make more income from what they have. This change will allow more money to be generated, and enable other members of the community with different skills to benefit, especially women. The benefits will be increased income and more inclusion and empowerment for women.

Change 4. Advocacy for beekeepers and honey sector participants

Here we will work with TUNADO and ApiTrade Africa, building capacity, skills and experience. The result will be an enhanced and established opportunity for small-scale beekeepers to engage meaningfully in dialogues on trade-related issues. The evidence base needed to scale up organic and fairtrade Certification will be achieved.

Change 5. TUNADO becomes self-supporting

The Project will support TUNADO, the industry body that represents the interests of Uganda's small-scale beekeepers, by building the skills and capacity of the organisation to

generate its own funds. A volunteer will be engaged to work with TUNADO Board and Secretariat on sustainable fundraising.

People and partners

Critical in making these changes are the KABECOS Coordinator, Members and management of KABECOS, the Business Development Officer for the Project in Uganda, local government, the BfD Coordinator (UK), purchasers of honey and beeswax crafts, TUNADO, ApiTrade Africa, Private Sector Foundation Uganda and other local industry bodies and NGOS willing to share their experiences and collaborate.

The wider impact

Building the capacity of Partners to engage with policy-makers is an important outcome of the Project. TUNADO and KABECOS both participate actively in the existing multi-stakeholder platform for apiculture. This is a national network sharing information and experiences, and drawing up recommendations for action. This network is working to find ways to connect more effectively with national policy making processes. For example, the status of certified beekeeping training is one issue under discussion.

ApiTrade Africa (AA) is working to build its capability to engage with government processes in Uganda and the region, on various issues related to market access and marketing of African bee products. One issue that AA plans to address is that of access to the EU market; access to EU markets provides an incentive for the private sector and beekeepers' cooperatives in export businesses, and motivation for investments within the value chain. For example, AA plans to engage with the Kenyan government to ensure that Kenya is re-instated on the EU list.

AA is also keen to support government strategies in Africa for niche marketing of honey and beeswax under organic and fairtrade labels, and AA will engage with the private sector and government, and provide technical support to achieve these goals.

In addition to the work of TUNADO and ApiTrade Africa, lessons learned through the practical work delivered in Kamwenge will be brought to appropriate audiences. Lessons learned will be communicated to national level organisations.

The Partners

Bees for Development

We are an independent, international organisation founded in 1993; leaders in the field of sustainable apiculture and development. *Bees for Development* is an information centre, a research body and development partner working at the heart of an international network of people and organisations involved with sustainable apiculture for development, poverty alleviation and biodiversity conservation. We take a global view of beekeeping; especially that carried out by poor and marginalised beekeepers in developing countries. We have built an exceptional resource-base of information, knowledge and experienced

practitioners, making *Bees for Development* an international centre of excellence in sustainable apiculture.

Kamwenge Beekeepers Cooperative Society

This organisation was founded by George Tunanukye, an initiator and an entrepreneur, who felt motivated to tackle the dual problems in the district of environmental degradation and poverty. George had learnt the benefits of beekeeping from Kabarole Beekeeping Association and formed the organisation, KABECOS, in 2004, with the aim of promoting pineapple growing and beekeeping. The organisation also has a savings and credit facility for members. KABECOS has worked hard to develop grassroots support from within the district and membership has grown. Selling honey is the most successful part of the organisation and this has encouraged KABECOS to develop this further, through brand development and marketing. KABECOS remains committed to alleviating poverty and aims to increase the volumes of honey bought, and thus increase the money which can flow to these communities.

The Uganda National Development Organisation

TUNADO was formed following government realisation that private sector involvement in apiculture development was not given sufficient attention, partly due to the absence of an appropriate policy to guide apiculture activities in the country. TUNADO is a membership NGO governed by a Board of Directors, with the day-to-day activities overseen by the Executive Director. The vision is to transform the apiculture industry into a vibrant economic enterprise that will contribute to increased income for both rural communities and the nation. TUNADO serves the interests of members through the provision of information and advice, by playing a liaison and advocacy role and by providing strategic guidance to the sector. TUNADO works with public sector, civil society and farmer associations.

ApiTrade Africa

African beekeepers are under-represented and lack the voice to negotiate with market agents and policy-makers. Without any high-level representation, beekeepers, traders and potential exporters are unable to engage with the institutions that affect them at national and international levels.

After consultations with stakeholders in Uganda (2006) and Tanzania (2007), ApiTrade Africa was registered and launched officially by The President of the Republic of Uganda in October 2008. The organisation believes African honey is a special product that offers some of the poorest people in the continent a chance to generate income through harvesting bee products from sustainable natural processes.