



# Baseline Report for Tabora Beekeepers for Economic Empowerment Tanzania Project (BEET) implemented by Traidcraft

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#### *Appendices*

1. *Complete list of respondent*
2. *Complete summary of Group Information*



## *Executive summary*

This report is divided into six Chapters

The first chapter beekeeping in Tabora and introduces the objectives and methodologies of the study.

Each Chapter thereafter captures the analysis of the study for each of the categories of respondents (TABECU, BEE Project and New Groups for BEET Project). The second chapter consolidates all the 30 groups and gives average numbers across the board. Chapter three captures the findings of the BEE Category while Chapter 4 captures findings for TABECU. Chapter five goes ahead and analyzes the findings of the new groups. Chapter six gives recommendations and conclusions of the study. At the end of each chapter a datasheet based on Traidcraft UK's format has been filled out capturing the findings according to the output indicators. This datasheets will allow onward comparison to monitor progress against targets.

The last two seasons that the study refers to 2012/2013 beekeeping seasons (June-Aug and Dec-Feb) had many challenges for the beekeeping associations/cooperatives. The weather was not good as the rains were delayed and when they came they cut off early. The second season was so dry that majority of them engaged in production activities in just the first season.

The second major challenge was that TABECU did not enter into an agreement with any buyer given the outstanding debt they had from previous season's transactions leading to majority selling individually versus through the group. The baseline study determined that all groups that said they sold collectively actually went through TABECU despite them being BEE Project groups or new groups that were registered as cooperatives thus creating the challenge of where to sell last season when the buyer did not pre-finance TABECU.

For those who sold in groups the buyer was able to use a Board member to move around the groups and pay cash on delivery for honey.

Non of the groups negotiated with the buyers directly although it was noted that this was preferable to them that negotiations and signing of agreements going through TABECU for all sales but allowing them to have alternatives.

Majority of the new groups identified are not registered (91%) and have no cohesion but based on their responses see collective selling of honey as an advantage given the low prices they receive for their honey.

Profitability of beekeeping in the last two seasons based on this study is very low but given the challenges brought by the unfavourable weather conditions leading to low productivity and the uncertainty of markets this is not surprising.



## CHAPTER ONE



## **Background**

Honey production as a staple activity for poor households in Tabora region. It can provide crucial income to support the costs of essential services (e.g. healthcare and education) and sustains environmental conservation ('more trees equal more bees'). However, the opportunity to maximise these benefits is not being taken due to an inefficient value chain. Products are moved through informal channels, market speculation distorts farm-gate prices, and supply of quality honey fails to match significant regional and international demand. Beekeepers have inadequate technical knowledge, poor quality control and lack support services to develop beekeeping into a sustainable business. Meanwhile, limited private sector engagement has restricted the extent of beneficial trading relationships for honey producers, creating uncertainty in supply and unstable prices that follow as a result.

Despite these issues, continual increases in national and international demand have driven prices up from \$0.75 to \$1.75 per kilo of honey and \$0.75 to \$3.4 per kilo of wax over the past four years. The substantial returns have led to a degree of honey export, some of which is supported by a Traidcraft (TX) managed project in Tabora Region (Project BEE). Although BEE is demonstrating the positive impact of an improved value chain for beekeepers and suppliers, only a small number of groups are benefiting compared to potential numbers and volume. There is scope to scale up honey production, improve honey quality and establish efficient systems for collection, payment and transportation. This would increase volumes for local sale and export, and benefit larger numbers of poor beekeepers by assuring them of reliable and profitable markets. Current work also indicates the need to address gender disparities in beekeeping activities, as women's participation is much lower in this traditionally male livelihood.

## **Purpose and Objectives of the Baseline Study**

The purpose of this baseline study is to:

Provide an independently assessed information base against which to monitor and assess the project's progress and effectiveness during implementation and after project completion.

### **Key project indicators and data to be gathered:**

The key data to be gathered during the baseline study. This is categorized as:

1. Data required to measure progress against project outcomes
2. Additional information required:
  - 2.1. For each beekeeper group
  - 2.2. For a representative sample of beekeepers

## **Geographical Coverage**

The baseline study covered three districts of Urambo, Sikonge and Uyui in Tabora Region.

## **The Baseline Study Process and Methodology**



The baseline study was conducted in a participatory manner and brought about the multiple perspectives from key stakeholders in assessing the current situation of the target beneficiaries and the context within which the project is located.

Groups to be studied were sampled from three categories;

- a) 10 groups that were supported by the just ended BEE project.
- b) 10 groups that are members of the Tanzania Bee keepers Cooperative Union (TABECU)
- c) 10 new groups to be supported by this project. The project management team identified the 10 new groups.

For the sample from for the just ended BEE project and TABECU the team sampled seven individuals for face to face interviews. For the new groups to be supported by the new project, the group sampled 10 individuals. The target was to interview 240 individuals and 30 groups.

**Data Collection and Field work:** The exercise took 14 days with two teams concurrently collecting data in Urambo and Sikonge and converging in Uyui to complete the exercise. The team consisted of six enumerators who conducted the individual interviews and two supervisors who carried out the focus group discussions.

**Data entry:** Data entry took 8 days but an additional three days were added as some of the data was lot and had to be entered again.

	URAMBO TEAM		SIKONGE TEAM
1.	Josefyne Miingi-Kaiza – Supervisor	1	Vianey Rweyendela – Supervisor
2.	Ruth Shao	2	Ngassa Nanai
3.	Rugazia Nyombi	3.	Gema
4.	Kinanda Kachelema	4.	Job Chiwanga

#### **Challenges:**

1. Because we had to work in two teams, it was difficult to maintain consistencies in data entry as supervisors relied on phone communication and in some cases the network was unreliable.
2. Reporting and analyzing four sets of data was quite a challenge
3. Advance preparation of the groups was not done and in some cases we did not get the right number of respondents and in others we had to reschedule the days of collecting the information thereby making the schedule difficult to follow
4. We lost data after completion of entry leading to loss of time and delay in reporting due to re-entering data



## CHAPTER TWO



## ***AGGREGATED FINDINGS FOR THE FULL 30 GROUPS SURVEYED***

30 groups in Urambo, Uyui and Sikonge districts were surveyed and a total of 204 individual interviews conducted. This number disaggregated into male and female is xx and xx respectively.

### **Beekeeping seasons**

The respondents were able to point out that there were two beekeeping seasons; the main season from June to August and the smaller season from December to February. For purposes of this report Season 1 is June – August while Season 2 is from December to February. Respondents said that we should be note however, that these last two seasons were quite dry and so production was not as good as it should have been. Majority of the respondents did not harvest during Season 2 as there was no honey and it had not rained.

### ***Gender***

Across the three districts it was our observation that the society is male dominated and majority of the household decisions were made by the men. Even during the focus group discussions, women were reluctant to talk and in some cases, after the group discussion we did have a separate meeting and get to hear from the women. In some cases and in some of the older groups, BEE and TABECU ones, the women had formed a parallel group that was investing in modern hives through the use of VICOBA – Village Community Banks which are basically savings and lending groups. The most common reason for this was the groups were slow in making decisions and the women felt it would be better economically if they were on their own. An example is Ifuta village in Urambo District where we met the group Ukonda Moyo that had a strong womens beekeeping association called Ushirikiano that had invested in 100 modern hives and were planning for an additional 50 hives. This was achieved through their savings of Tshs. 2000 every week.



Members of Ushirikiano Women Beekeepers Group in Ifuta Village, Urambo district with their 100 complete modern hives

From the interviews it was clear that men have no problem with women being involved in beekeeping or other economic activities although the women said that they had to hire labour to climb and inspect the hives and to harvest. It was also difficult for them to actually even set the hives and so their biggest expense was labour.

### ***Age and Education***

The average age for the respondents was 48 with men having an average of 49 and women 44. The average education level across the whole group was primary schooling (7 years).



### *Registration*

Of the groups surveyed and interviewed, 21 groups were formally registered as primary societies (cooperatives). These were 10 BEE groups, 10 groups affiliated to the Union (TABECU) and 1 in the BEET groups.

### *Group membership*

**Subscription fees and annual dues:** Each group had it in their constitution that subscription fees would be paid on entry and annual dues paid every year. During the focus group discussions, it was clear that once the members paid subscription initially, they did not update their annual dues and so they were all not current on their payments. On average, entry fees were Tshs. 15,000 (£6).

**Membership rating:** Respondents rated their membership in the groups as being average and it was perceived that members joined the groups as social groups but not necessarily economic groups.

**Benefits of being a group member:** Members when asked what they get from being a member of the group, they responded that shared experiences. In the new groups identified for the BEET project, a number of respondents felt that being a member was not beneficial. Benefits that the members mentioned are summarized in the following bullets:

- collective selling with stable markets plus better prices
- training on beekeeping and forest management
- building relationships within group and investing in beekeeping together
- sharing experiences
- Being able to borrow equipment such as buckets for storage

When asked what services the group should be able to provide to them, the respondents mentioned the following:

- Provision of loans, education and training
- Provision of equipment on credit
- Provision of means of transport when harvesting
- Collection centers and reliable markets
- Encourage more women to participate in beekeeping
- Guarantee of getting modern hives to its members
- Provision of provide equipments-available means of transport
- The group should be recognized by other organizations

### *Training and Service Providers*

Training has been carried out over time by Traidcraft through Africare and Faïda Mali. KOICA, SIDO, CARITAS, Farm Africa and Africare organization and the Beekeeping Department have all provided training. Information on training was sent out through TABECU and for the informal groups; they did not get to hear about it on time. Some of the training carried out was:

- Honey harvesting



- Better honey production
- Honey storage
- Record keeping
- Leadership
- Environmental management
- Use of protective clothing
- Making modern type hives

Although under BEE it was intended that service providers be available to provide essential services to beekeepers, this has not been true. There were no service providers in the last 12 months.

### *Business Scale-up*

All the beekeepers were interested in business scale-up despite the challenges experienced. Majority of them had began to invest in modern hives and this were mainly seen in the groups that had received a lot of training (BEE and TABECU groups) and in the parallel women groups.

### Challenges to scaling up

- unstable market – prices fluctuate alot
- tobacco growing causing cutting down of trees
- poor equipment
- lack of capital to add new hives
- unpredictable weather conditions, lack of equipment, little capital, unstable markets
- the forest is receding due to cutting down trees,
- theft of hives
- small capital - poor education - unstable markets
- poor prices-no capital
- livestock keepers cutting trees and damaging hives
- lack of knowledge on modern hive making
- few buyers and difficulty to sell at good prices
- Difficult to get working tools like new hives, clothing, buckets
- burning of forests
- access to credit to raise capital
- Forest permit delays and one time use permits versus multi entry

### Enabling environment

The beekeepers felt that they would find it easier to scale up their business if:

- a) They received training in proper beekeeping, honey quality etc. This was especially true for the new groups who essentially had not been exposed to training
- b) Were able to access some financing that would enable them to make modern hives
- c) They were to get forest permits that cover the whole season versus everytime they want to go they have to apply
- d) TABECU should be strengthened to be able to buy in bulk from primary societies then look for buyers themselves



### *Transport*

The respondents said that their major means of transport was mainly the bicycle but in instances where the honey that they harvested was a lot they sometimes would hire a vehicle, or motorcycle.

### *Buyer relationships*

Buyer relationships were rated as average for most of the respondents (95%). The respondents felt that they did not have a relationship with the buyer at all and this was especially so for those who sold directly. For those who sold through the groups, they felt that although they got a good price, they felt that the buyer should negotiate with them directly and should come and talk to them as an association/cooperative. An example that was given is that the last season was not a very good season and majority of them did not sell as a group given that for some groups and at TABECU there were outstanding amounts and so Honeycare did not buy through TABECU. This put the associations that did not have any debts at a disadvantage and so some were not able to sell their honey at all when the prices were right whilst some were taken advantage of and sold at very low prices as compared what they were hearing the prices were at the time.

On being asked what would make their relationships better with the buyer, they said the buyer should visit them and talk with them directly even though they would buy through TABECU. This creates a situation where trust is built at association/primary cooperative level.

### *Price negotiations*

The respondents who sold directly to the buyers/middlemen themselves said that the price they got was set and they were unable to negotiate with the buyers. For those with large quantities, they negotiated with the buyers for a better price but majority of them felt that taking the product to where the buyers were and having access to more buyers helped to ensure a better price for their honey. Those who sold through the group via TABECU said that they were involved in negotiations through their officials who attended the annual general meeting and were able to ratify this but a small number had no information that this actually happened normally and were surprised.

### *Determination of quality when selling*

The BEE respondents were trained on determination of quality and a number of TABECU groups also had the knowledge on how to determine the quality of honey through the various traditional methods such as:

- using a white paper – if the honey spreads and creates a chromatograph it means it has been diluted with water
- pouring a drop of honey on the soil – it behaves like mercury and forms a ball where the sand particles gather therefore showing that it is pure
- using a thin stick or grass to check consistency – if it flows too fast down the stick or piece of grass then it has been diluted etc

The respondents said that sometimes the buyer did not check the quality but just bought the honey while a few such as honeycare wanted good organic honey that had not been boiled



### *Production of Honey and Wax*

*Cost of production:* in order to determine the cost of production, an average was calculated using costs that the beekeepers mentioned and cost centres. We did not calculate cost of production for each group of respondents as the sample would have been too small and given that for some of the respondents, they could not articulate the costs. Cost of production on average is Tshs. 1,015,726 (£ 405).

Seasonally, the cost of production is Tshs. 783,371 (£ 312.60) for Season 1 and Tshs. 232,355 (£92.72). Season 2 costs were low as there neither labour nor food during harvest or transport was used.

*Honey Yields:* Total average honey yields for the 30groups was 370kgs and 134kgs in the two seasons respectively. The male average was 564kgs in Season 1 and 213 in season 2, while the female average was 177kgs and 89 in the two seasons respectively. A total of 147 men and 36 women interviewed participated in honey production constituting 72% of the respondents.

*Wax yields:* A male average of 49kgs was harvested against a female average of 17kgs. The total number of people who produced wax was 135 (111Male and 24Females).

### *Beekeeping costs*

	<b>Season 1</b>	<b>Season 2</b>
equipment	59,221.03	14,342.86
bicycle	42,857.14	20,000.00
hives making	263,767.31	114,948.28
harvesting	145,406.78	83,063.83
transporti	73,837.21	-
food harvest	80,457.14	-
labour	96,267.86	-
permit	21,556.60	-
<b>Total cost (Tshs)</b>	<b>TZS 783,371</b>	<b>TZS 232,355</b>
<b>Total cost £</b>	<b>£ 312.60</b>	<b>£ 92.72</b>

*Honey Sales:* On average total honey sales amounted to 147kgs per person (67M, 14F) over the two seasons. In season 1 (june – Aug) the average sales for the men was 377kgs while in season 2 (Dec – Feb) was 85kgs bringing it to a total season average for the male beekeepers of 231kgs.

Female beekeepers sold less honey and their averages were 44kgs and 11kgs for the two seasons respectively. Female beekeepers sold a total average of 27kgs per person over the two seasons.

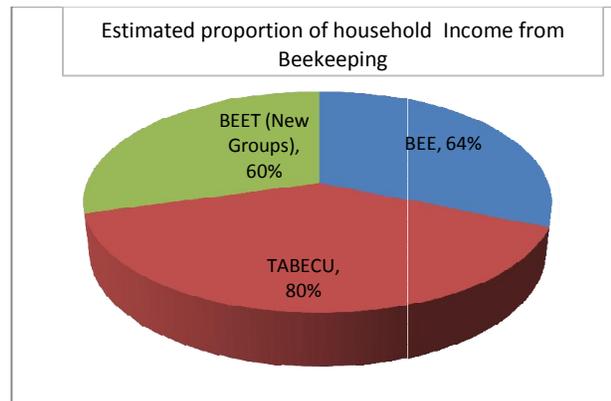
*Wax Sales:* Of the total active respondents (67M 14F) only 48 Males and 11 Females sold wax over the last two seasons. The average wax sold was 26kgs for the males and 16kgs for the female respondents.





According to respondent estimates, 68% of their income comes from beekeeping.

Category of groups interviewed	Respondents proportion of income that comes from beekeeping
BEE	64
TABECU	80
BEET (New Groups)	60
<b>Overall Estimate</b>	<b>68</b>



*Income calculation:* Income of beekeepers was calculated as sales less production costs and it was seen that for the female beekeepers, they incurred losses. It is critical for training on cost calculation be incorporated in the curricula for the BEET project given that they are spread out so that the beekeepers can be able to determine how much honey production is profitable.

*The average total income from beekeeping*

Average total income from beekeeping based on respondent’s responses is Tshs. 118,633 (£47) for season 1 and Tshs. 231,290 (£92) for season 2. When disaggregated by gender, it can be seen that if the female beekeepers are not making any profit in either of the seasons given the low volumes that they are producing and the few hives that they own.

Table xx: Table showing average income from Beekeeping

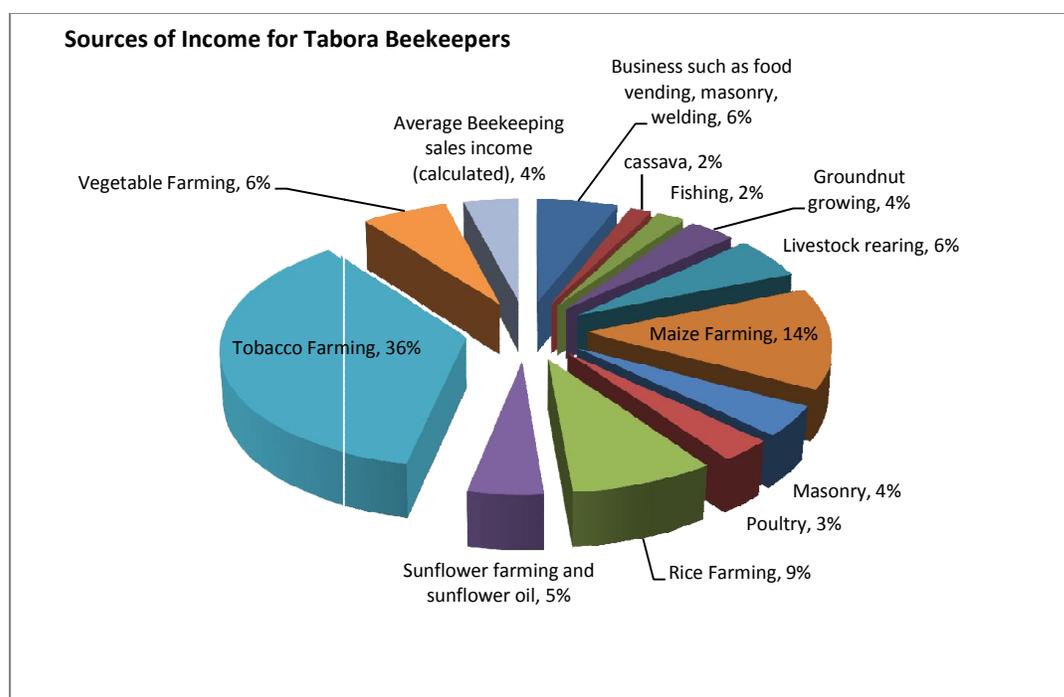
		Income in Tshs		Income in £	
		Season 1	Season 2	Season 1	Season 2
Male (148)	Average TABECU Income from Honey sales	844,782	534,855	337	213
	Average BEE Income from Honey Sales	771,632	623,984	308	249
	Average BEET Income from Honey Sales	151,969	(38,773)	60.64	15.47
	<b>Calculated Average Income from Beekeeping for all 30 groups</b>	<b>589,461</b>	<b>373,355</b>	<b>235</b>	<b>149</b>
Female (38)	Average TABECU Sales Income from Honey	(473,728)	(56,284)	(189)	(22)
	Average BEE Sales Income from Honey	(263,371)	(159,855)	(105)	(64)



Average BEET Sales Income from Honey	(675,386)	(210,056)	(270)	(84)
Calculated Average Income from Beekeeping for all 30 groups	(470,828)	(142,065)	(188)	(57)

### Other Sources of income

Apart from beekeeping, the respondents said they were involved in businesses, planting of crops such as cassava, sunflower, tobacco, maize, rice etc for additional income. For each activity, this report has calculated the average income for each activity and also included the average income from beekeeping as calculated from the information received. Below is a calculation of the average income for each activity. The chart below is inclusive of the average beekeeping income as calculated from this study and shows that although the potential for honey production is high and the demand for honey is increasing.



**Table xx:** Table showing Sources of Income for Beekeepers in Tabora

Alternative sources of income	Income generated
Business such as food vending, masonry, welding	513,333
cassava	140,667
Fishing	180,000



Groundnut growing	307,144
Livestock rearing	480,000
Maize Farming	1,192,338
Masonry	360,000
Poultry	265,000
Rice Farming	737,667
Sunflower farming and sunflower oil	391,364
Tobacco Farming	3,121,333
Vegetable Farming	540,000
Average Beekeeping sales income (calculated)	487,262

### Price Index

The price index we calculated was 108.20. Respondents were asked to itemize what they normally spent money on and they were able to come up with clothing, Education, Food, Healthcare, Energy (fuels etc) and Transport. We looked at the last two seasons and then calculated the price index. Because of the disparity of where people source their goods from and lack of uniformity in prices, this method gives the most indicative price index.

Category	Season 1	Season 2	Category Index	Weighting
Clothing	10,496,000	11,198,000	106.69	18%
Education	16,853,000	16,978,000	100.74	27%
Food stuffs	22,237,796	24,576,096	110.51	40%
Healthcare	7,220,000	8,526,000	118.09	14%
Energy	91,100	98,800	108.45	0.2%
Transport	600,000	670,000	111.67	1%
<b>TOTAL</b>	<b>57,497,896</b>	<b>62,046,896</b>		<b>100%</b>

<b>Price Index</b>	<b>108.20</b>
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## CHAPTER THREE



### 3.1 FINDINGS: 10 Beekeeping Economic Empowerment Project (BEE) Groups

53 respondents were interviewed from 10 groups namely, Uyowa, Iberamilundi, Ukonda Moyo, Nguvukazi, Lembeli, Pata asali, Igunavapina, Safari, Ugunda and Usega beekeeping groups across Uyui, Urambo and Sikonge Districts.

	BEE GROUPS INTERVIEWED	village		male	female	
1.	nguvukazi beekeepers cooperative society	nsogolo	Urambo	6	0	
2.	pata asali igigwa beekeepers	lufisi	Sikonge	4	1	
3.	safari beekeepers	mkoli	Sikonge	5	0	
4.	ugunda	utimle	Sikonge	3	1	
5.	ukondamoyo beekeepers coop	ifuta	Urambo	3	4	
6.	usega beekeepers	sikonge mission	Sikonge	5	2	
7.	uyowa beekeepers cooperative society	uhindi	Urambo	3	2	
8.	Lembeli & zugi mlote women	isongwe	Urambo	7	0	
9	Igunavapina	kiloleli	Sikonge	7	0	
				<b>43</b>	<b>10</b>	<b>53</b>

#### Registration

All groups were formally registered. It was also noted for some groups that the women had formed parallel groups within the groups and were participating in “VICOBA”, village community banks where they met and saved each week. Some of the women groups had gone as far as to use this to buy modern group hives as they felt that the mainstream groups which were mainly led by men did not fulfill their needs and had not been of benefit to them.

Group interviewed	Name of the group	Year of establishment	Location			Members of in current Year			Registered
			village	ward	District	Men	Female	Total	
1.	Lembeli Beekeepers cooperative	2003	Isongwa	Ugala	Urambo	40	30	70	yes
2.	Kapilula Beekeepers	2012	Kapilula	Kapilula	Urambo	4	25	29	yes
3.	Uyowa Beekeepers cooperative	2008	Uhindi	Uyowa	Urambo	67	5	72	yes
4.	Nguvukazi Beekeepers	2006	Sogoro	Uyumbo	Urambo	44	5	49	yes



5.	Pata Asali Beekeepers group	2008	Lufwisi	igigwa	Sikonge	44	8	52	yes
6.	Usega Beekeepers Society	2008	Usega	Mission	Sikonge	38	14	52	yes
7.	Safari Beekeepers	2008	Mkolye	Sikonge	sikonge	37	4	41	yes
8.	Uganda Beekeepers Cooperative Society LTD	2008	Utlmule	ngoywa	Sikonge	36	6	42	yes
9.	Iberamilundi cooperative society	2008	Iberamilu ndi	Iberamilu ndi	Uyui	15	5	20	yes
10.	ukondamoyo beekeepers coop	2008	ifuta	Ukonda moyo	Urambo	48	27	75	yes

### Leadership and elections

32% of the office bearers in the BEE groups interviewed are female. The main roles that can be seen from the table below is that of Secretary to the Board or Treasurer. Of the 10 groups only two groups have female Chairpersons.

Office Bearers				
S/No	Group	Name of Office Bearers	Sex	Position held
1	Lembeli Beekeepers cooperative	Adam Mlolwa	male	Chair person
		Chausiku Saidi	female	Vice chaiperson
		Matrin kasalya	male	Secretary
		Ester Yohana	female	Vice Secretary
		Suabini Hassan	male	Treassuer
		Ramadhani Kati	male	Board member
		Jona Ramadhani	male	Board member
2	Kapilula Beekeepes Keepers	Asha Zahoro	female	Chair person
		Zena A mzee	female	Secretary
		Yusi Robert	female	Treasurer
		Sanzuri R Lindu	female	Member
		Sada Shabani	female	Member
		Chuku Hamisi	female	Member
		Asha Ngalameno	female	Member
		Magdalena Wilson	female	Member
		Hana Shabani	female	Member
		Agnes kiyunda	female	Member
		Rehema Omari	female	Member
Salima Yasin	female	Member		
3	Uyowa Beekeepers cooperative	Paulo James Nyembwe	male	Chair person



		Mashaka Matembele	male	Secretary
		Ali Masoudi	male	Vice chaiperson
		Richard Rufiki	male	Member
		Alfayo Mgalanya	male	Member
		Simon Adam	male	Member
		Tobias Shabani	male	Member
		Baraka Kajolo	male	Member
		Tito Mikaeli Kalima	male	Member
4	Nguvukazi Beekeepers	Salum Said Manaka	male	Chair person
		Leopold Mikail Yasudi	male	Treasurer
		Henry Ezekiel Udowa	male	Secretary
		Nassoro Salum Msega	male	Vice chaiperson
		wilson Valiyanga Migazo	male	Board member
		Robert Ibrahim kachila	male	Board member
		Aziza Mayongo	male	Board member
		Robert Lintu	male	Board member
		Lameck Robert Mlimka	male	Board member
5	Pata Asali Beekeepers group	Ramadhani Said waziri	male	Chair person
		Khasimu Mfaume Mhekwa	male	Vice chaiperson
		Yohanes Zacharia kalava	male	Secretary
		Rajabu Mussa kayoya	male	Treasurer
6	Usega Beekeepers Society	Sebron Deogratius Masua	male	Vice chaiperson
		Anna Agrey Ndeki	female	Secretary
		Isa Malembeka	male	Chair person
7	Safari Beekeepers	Ramadhani Mnyuzi	male	Chair person
		Daines Yuda Kaombwe	female	Vice chaiperson
		Ally Kinda	male	Secretary
		Moshi Juma	male	Member



8	Uganda Beekeepers Cooperative Society LTD	Marry Gabriel Kavishe	female	Vice chaiperson
		Ernest Isa Wilson	male	Secretary
		Jonas Dickson Nswila	male	Secretary
		Samson Daniel Mshama	male	Chair person
9	Iberamilundi cooperative society	Moshi Ramadhani	male	Chair person
		Hamis Ushiru	male	Secretary
		Matokeo Ndula	female	Secretary
10	Ukonda Moyo	Dainess Wilson	female	Secretary
		Matias bilunge	Male	Chairperson
		Sadiki Kamandwa	Male	Vice Chairperson
		Musa Mohamed	Male	Secretary
		Katumbi Maulid	Male	Member
		Modesta Malele	Female	Treasurer
		Ramadhan Ibrahim	Male	Member

### **Production**

Average production in each of the last two seasons was 402kgs. The male average was 654kgs and 369kgs for season 1 and 2 while the female average was 150kgs and 27kgs respectively. The average number of local hives owned by the individuals was 164 while the modern hives was two.

### **Buying and Selling**

The total volume of honey that was sold by the respondents in the two seasons was 41,112kgs. The average production among the male respondents was 50kgs in the main season (season 1 and 313kgs in the second season. Female respondents averaged 251kgs and 34kgs in each of the two seasons respectively.

The average price per kg was **£0.90** (Tshs. 2,261 season 1) and **£0.66** (Tshs. 1,648) in season two.

The quantity of honey that was sold directly to traders and middlemen by the 48 BEE respondents was 12,087kgs and 6,750kgs valued at £11,015 (Tshs. 27M) and £5,692 (Tshs. 14M) respectively in the two seasons of 2012.

Wax was sold through middlemen and the total wax sold by the 48 respondents was 1,610kgs valued at £ 2,989 (Tshs. 7.5M).

### **Beekeeping Income**

As discussed in Chapter two, income calculations were determined by sales less expenses. These figures are indicative.



Male	Average honey sales income	1,555,003	856,339
	Less: Average Beekeeping Costs	783,371	232,355
	<b>Average income from Honey</b>	<b>TZS 771,632</b>	<b>TZS 623,984</b>
		<b>£ 307.91</b>	<b>£ 249.00</b>
Female	Average honey sales income	520,000	72,500
	Less: Beekeeping Costs	783,371	232,355
	<b>Beekeeping activity Income</b>	<b>TZS (263,371)</b>	<b>TZS (159,855)</b>
		<b>£ 105</b>	<b>£ 63.79</b>



**3.2 BEE - Baseline data sheet for the 10 BEE project groups: completed from aggregated data from the 10 groups and individuals that were in the BEE project and were surveyed as part of the baseline**

Outcome indicators (including targets where appropriate in relation to baseline data)	Data that will be required from the baseline study	Findings																									
<p>25% increase in income from honey. Data will be disaggregated by gender of beekeeper and will be gathered so that it will be possible to determine how many beekeepers have seen an increase in income and the magnitude of that increase.</p>	<ul style="list-style-type: none"> <li>Average income from honey for men beekeepers, in each of the last 2 honey seasons</li> <li>Sample size of men beekeepers</li> <li>Average income from honey for women beekeepers, in each of the last 2 honey seasons</li> <li>Sample size of women beekeepers</li> <li>Proportion of income from honey which is realized by sales <b>through beekeeping groups</b></li> <li>proportion which is realized through <b>direct sales</b> by beekeepers</li> </ul>	<table border="1"> <tr> <td>Season 1</td> <td>TZS 771,632</td> </tr> <tr> <td>June - Aug</td> <td>£ 307.91</td> </tr> <tr> <td>Season 2</td> <td>TZS 623,984</td> </tr> <tr> <td>Dec - Feb</td> <td>£ 249.00</td> </tr> </table> <table border="1"> <tr> <td colspan="2">38</td> </tr> </table> <table border="1"> <tr> <td>Season 1</td> <td>TZS (263,371)</td> </tr> <tr> <td>June - Aug</td> <td>£ (105)</td> </tr> <tr> <td>Season 2</td> <td>TZS (159,855)</td> </tr> <tr> <td>Dec - Feb</td> <td>£ (63.79)</td> </tr> </table> <table border="1"> <tr> <td colspan="2">10</td> </tr> </table> <table border="1"> <tr> <td colspan="2">54%</td> </tr> </table> <table border="1"> <tr> <td colspan="2">46%</td> </tr> </table>	Season 1	TZS 771,632	June - Aug	£ 307.91	Season 2	TZS 623,984	Dec - Feb	£ 249.00	38		Season 1	TZS (263,371)	June - Aug	£ (105)	Season 2	TZS (159,855)	Dec - Feb	£ (63.79)	10		54%		46%		
Season 1	TZS 771,632																										
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10																											
54%																											
46%																											
<p>10% increase in real income from honey (income after local inflation has been taken into account). Data will be disaggregated by gender of beekeeper and will be gathered so that it will be possible to determine how many beekeepers have seen an increase in income and the magnitude of that</p>	<p>A price index based upon current prices of a standard household basket of goods, determined from a survey of a representative sample of beekeepers.</p>																										



increase.		
Anecdotal evidence, observation and qualitative information from participants regarding their spending power. Through their day to day work and through talking with project participants, project staff will identify and record how participants feel the project has affected their spending power. This evidence will be disaggregated by gender	None	

**Outcome 2: Beekeeper groups and 1 beekeeper association with a minimum of 600 members by the project end are working together to deliver benefits to their members (e.g. better terms of trade with honey buyers, improved links to markets, influence upon policies, if needed) by the second year of the project.**

<b>Outcome indicators (including targets where appropriate in relation to baseline data)</b>	<b>Data that will be required from the baseline study</b>	<b>Findings</b>
Increase in the number of group members, from the figure at the end of year 1, who in a survey rate the value of their membership of their group as 4 or above out of 5	Number of men beekeepers who rate the value of their membership as 4 or 5	25
	Percentage of men beekeepers questioned who rate the value of their membership as 4 or 5	66%
	Total number of men beekeepers questioned	38
	Number of women beekeepers who rate the value of their membership as 4 or 5	5



	Percentage of women beekeepers questioned who rate the value of their membership as 4 or 5	50%
	Total number of women beekeepers questioned	10
The number of active group members grows to 600 and is then sustained at that level. Active members will be defined as members who participate in group meetings/training activities and/or sell honey through the group	Number of active men beekeepers	32
	Number of active women beekeepers	9
Value of deals brokered by the beekeeper association and beekeeper groups increases by 20%. There are 2 honey seasons per year. The value of deals brokered in the first 2 seasons of the project will be compared with the value of deals brokered in the last 2 seasons.	Value of honey sold by the group for of the last 2 seasons	The deals that were brokered an recorded by the individual interviews as selling through the group were not really recorded as going through the group as the group did not earn any commission but was requested by the buyer and a board member to get the members in one collection place for the buyer to collect the honey and pay cash on delivery.  Not that BEE Project groups also sell their honey through TABECU as they are a primary society registered under the union.
	Volume of honey sold by the group for each of the last 2 seasons (kgs)	
An increase in the number of buyers seeking to purchase from targeted beekeeper groups	If available, how many buyers were active in the region in the last season	2 major groups of buyers – Honey care and many small traders who went around collecting honey
Anecdotal evidence of good and growing relationships between the beekeepers’ association/groups and buyers. Through discussions with buyers and the beekeeper association/groups,	The quality of their relationship with buyers (Rating: 1=very poor 2=poor 3=average 4=good 5= very good)	They rated their relationship with buyer as 3 which was average. Reason was that the members of the cooperatives did not get to meet with the buyer directly



project staff will gather evidence to determine whether the quality of the relationship between beekeepers and buyers is changing. Project reports will detail any evidence that has been gathered.		
	A description from the beekeepers on what a good relationship with a buyer would be like	The buyer should be reliable, have time to empower the beekeeper and should contract with the producer group directly although payment and recommendations should come from the Apex

**Outcome 3: Approximately 600 beekeepers improve their production practices by the end of the project, leading to an increase in levels of honey produced and improved quality.**

Outcome indicators ( <i>including targets where appropriate in relation to baseline data</i> )	Data that will be required from the baseline study	Findings	
Production of beekeepers increases by an average of 20%. Data will be disaggregated by gender of beekeeper and will be gathered so that it will be possible to determine how many beekeepers have increased production and the magnitude of that increase.	Average production of honey for men beekeepers, in each of the last 2 honey seasons (kgs)	Season 1	654
		Season 2	369
	Sample size of men beekeepers	37	
	Average production of honey for women beekeepers, in each of the last 2 honey seasons (kgs)	Season 1	150
		Season 2	27
	Sample size of women beekeepers	8	
	Proportion of honey by volume which is sold through	54%	



	beekeeping groups	
	proportion which is sold directly by beekeepers.	46%
Buyers report improved quality of honey. Some buyers (e.g. Honey Care) analyze and test the quality of honey. Data from these tests can be used to determine whether quality has improved. For buyers who do not undertake tests, interviews will be used to determine whether they perceive honey quality to have changed.	None	

**Outcome 4: Approximately 300 women will be empowered to increase their involvement in beekeeping and positions of authority within beekeeping groups and associations by the end of the project.**

<b>Outcome indicators (including targets where appropriate in relation to baseline data)</b>	<b>Data that will be required from the baseline study</b>	<b>Findings</b>
Number of women actively participating in beekeeping and active members of beekeeper groups increases to 300 by project end.	Number of active women beekeepers	8
Number of women in leadership positions (chair, treasurer and secretary) within beekeeper groups/umbrella associations, doubles by the end of the project from the number mid way through year 1.	Total number of office bearers	56
	Number of office bearers that are women	19



**Outcome 5: Beekeeper groups have increased access to appropriate local services provided by 10 local service providers within the first year of the project which are available during and beyond the project.**

Outcome indicators (including targets where appropriate in relation to baseline data)	Data that will be required from the baseline study	Findings
80% of beekeeper groups are contracting directly with service providers for the provision of services by the project end	Number of beekeeper groups who have contracted service providers to provide services to them within the last 12 months	0
Percentage of beekeeper groups that report their intention to continue using local services in the future as required	Number of beekeeper groups that indicate they will buy services in the future	0

**Additional information required - aggregated across all people interviewed**

Average number of hives per beekeeper (disaggregated by hive type)	Local hives	164
	Modern Hives	2
Proportion that are productive (i.e. that they harvest from) (disaggregated by hive type)	Local Hives	33%
	Modern Hives	41%
Average yield (disaggregated by hive type)	Yield Local Hives	873
	Yield Modern Hives	31
Average sales volumes to each type of buyer (kgs)	Group sales	464 kgs
	Direct sales	449 kgs
Average costs (tsh & £)	TZS 507.86	
	£ 202.66	
Summary of training received and other benefits from group membership	<ul style="list-style-type: none"> <li>• Honey harvesting</li> <li>• Better honey production</li> <li>• Honey storage</li> <li>• Record keeping</li> </ul>	



	<ul style="list-style-type: none"> <li>• Leadership</li> <li>• Environmental management</li> <li>• Use of protective clothing</li> <li>• Making modern type hives</li> </ul>
Generally, are people interested in scaling up their beekeeping	Yes people are interested in scaling up their business and quite a number of them are investing in modern hives versus the bark hives which are predominately used.
Summary of identified needs that need to be addressed if they are to scale up their beekeeping	<ul style="list-style-type: none"> <li>• Additional skills of beekeeping</li> <li>• loans</li> <li>• access to protective clothing and other equipment</li> <li>• access to finance/loans for buying packaging and other consumables</li> <li>• company to guarantee availability of inputs, assist in finding more markets</li> <li>• skills in beekeeping,</li> <li>• government allow to bulking near forests</li> </ul>
Average proportion of household income that comes from honey	64%



## CHAPTER FOUR



#### **4.1 FINDINGS: 10 Beekeepers Cooperative Union TABECU Groups (TABECU1)**

In the 1960's there was one association for beekeepers and at the time had a national representation. It was a primary society with national members and was supported by the catholic mission and the first manager was one of the priest. Management of such a large society was difficult and resources were few. When the market was liberalized and the buyers became many it became an issue. In 2006 - 2008 Africare and Traidcraft did a pilot project and it was during this time that the Union was registered.

In 2009 Traidcraft and FaidaMali came in with the full project Beekeepers Economic Empowerment Project that helped to strengthen the primary societies.

Initially the Union was known as Tabora Beekeepers Cooperative Society limited but the registrar of societies at the time advised them to have a national perspective and that's when they became Tanzania Beekeepers Cooperative Union – TABECU.

In 2010 because the Union did not have working capital to purchase honey from the primary societies, a buyer was identified. The deal was that the price negotiated would be inclusive of a commission that the Union would earn to run operations. The contracts were signed and the price for honey rose from Tshs 650 (£0.26) per kg to Tshs. 1160 (£0.46) per kg and has continued rising since.

At the time there was no manager so the Chairman of the Board also acted as interim Manager and he ensured that before any payments were done to any of the primary societies, they had honey. In the next year and under new management, the stringency of ensuring that the societies had honey before being paid stopped and the buyer would give money, the Union would pay the societies without determining how much honey they had and thus the problems with defaults and debts began. In 2012, the buyer was reluctant to pre-finance as the Union through the societies owed them money and secondly, proper records were not kept and so tracing where the money was sent and which society owed was a task that the new Manager in 2013 was doing in order for the Union to set modalities for payment.

In 2013, the buyer went directly to the primary societies and bought cash on delivery. In the societies records, this was not recorded and the society did not earn a commission from facilitating the sale of honey.

The immediate needs of that TABECU Board sees for the beekeeping societies and for themselves as the Union are:

- There is a need to strengthen the primary societies in governance and transparency
- Need to determine how the code of conduct can be enforced as societies are not using it – leadership and management training
- Record keeping and managing money capacity building for both the union and the societies

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<sup>1</sup> Information as narrated by Dominic Sika – Board Member of TABECU



- There is a need to develop and implement a strategy that makes the Union independent in looking for a buyer by being able to procure the honey from the society themselves versus over-reliance on pre-financing.

The Union has collection centres in Urambo and Sikonge Districts

**Groups Interviewed**

Groups under TABECU category were nine. 61 respondents both male and female underwent individual interviews.

	TABECU GROUPS INTERVIEWED	village		male	female
1.	chabutwa beekeepers cooperative society	chabutwa	Sikonge	7	0
2.	igalula beekeepers cooperative society	igalula	Uyui	3	4
3.	itobela beekeepers cooperative society	itobela	Uyui	6	1
4.	ituka beekeepers cooperative society	kapilula	urambo	2	4
5.	kigwa beekeepers cooperative society	kigwa b	Uyui	6	1
6.	kiwani beekeepers group	ipole	Sikonge	4	3
7.	mpingwe	igagala	urambo	5	2
8.	nsegamulugha beekeepers cooperative union	mwongozo	urambo	6	0
9.	tura beekeepers cooperative society	tura	Uyui	7	0
10.				<b>46</b>	<b>15</b>

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**Registration and when established.**

All groups interviewed are registered as primary cooperatives under the arm of Tanzania Beekeepers Cooperative Union. The oldest group of those interviewed was registered in 2003 while majority of the groups were registered in 2008.

	Name of the group	Year of establishment	Location			Members of in current Year			Registered
			village	ward	District	Men	Female	Total	
1.	Chabutwa Beekeepers Cooperative Society	2007	Chabutwa	Chabutwa	Sikonge	24	3	27	yes
2.	Nsega Muluba Beekeepers	2011	Mwongoro	Mwongoro	Urambo	0	0	26	yes
3.	Mpigwe Beekeepers Cooperative Society Limited	2008	Mtakuja	igalala	Kailua	159	9	168	yes
4.	Kiwani Beekeepers	2003	Ipole	Ipole	Sikonge	18	8	26	yes



	Group								
5.	Kigwa Beekeepers cooperative	2008	Kigwa B	Kigwa	Uyui	35	5	40	yes
6.	Itobela Beekeepers coopeative society	2008	Itobela	Iberamilundi	Uyui		6	32	yes
7.	Igalula Beekeepers Cooperative Society	2008	Igalula	Igalula	uyui	28	10	38	yes
8.	Tura Beekeepers cooperative	2008	Tura	Tura	Uyui	29	4	33	yes
9.	Ituka Beekeepers	2008	kapilula		Urambo	16	4	20	yes

### Leadership and elections

Although elections should be carried out every year, non of the groups had a most recent election. Only 6% (3) of the total leadership in all the groups interviewed were female and of the three one was a treasurer while the other two were board members.

	Name of the group	Name of Office Bearers	Sex	Position held
1.	Chabutwa Beekeepers Cooperative Society	Moses Jacob Msonga	male	Chair person
		Jacob Johanes Mayani	male	Secretary
		Stephano Katembo Kasanga	male	Member
2.	Nsega Muluba Beekeepers	Juma B Dewji	male	Chair person
		Aloyce Pius	male	Vice chaiperson
		Fidelis Kafuku	male	Treasurer
		Oscar Kilamuko	male	Manager
3.	Mpigwe Beekeepers Cooperative Society Limited	Paulo Mbendaofi	male	Chair person
		James Hanani	male	Vice chaiperson
		Edward	male	Secretary
		Edward Mhembano	male	Member
		James Ngongwa	male	Member
		Ramadhani Pamila	male	Member
		Ramadhani Maziko	male	Member
		Majaliwa Lucas	male	Member
	Kiwani Beekeepers Group	Manyungunyungu Kasema	male	Chair person
		Jabiri Nassor	male	Secretary
		Paulo Lazaro Magubiko	male	Vice chaiperson



		Sara Simba	female	Treasurer
Kigwa Beekeepers cooperative		Haruni Mangwela	male	Chair person
		Saidi Mangwela	male	Treasurer
		Myipembe Rashid	male	Board member
		Hamadi Chapa	male	Board member
		Rashid Myipete	male	Member
Itobela Beekeepers cooperative society		Hamis Ramadhani	male	Chair person
		Michael Alphonse Nyamitii	male	Secretary
		Samson Haji Kaliki	male	Vice chaiperson
		Lucas Mikael	male	Board member
		Antony Daudi	male	Board member
		Mohamed Sadiki	male	Board member
Igalula Beekeepers Cooperative Society		Kalunde Said Chande	male	Chair person
		Swaleh ramadhani Feda	male	Vice chaiperson
		Mohamed Iddi Mpambwe	male	Secretary
		Simba Juma Salu, Kamlika	male	Treasurer
		Hassan Juma Mwigwayasila	male	Board member
		Hadia Mpambwe	female	Board member
		Yutham A Msanziza	male	Board member
Tura Beekeepers cooperative		ibrahim Mussa	male	Chair person
		Abbas Ali	male	Secretary
		Mussa S Kiyola	male	Vice chaiperson
		Mussa Ibrahim	male	Board member
		Said Mrisho	male	Board member
		Mikidadi Hussein	male	Board member
		Shaban Maondo	male	Board member
		Kaula Juma	female	Board member
Ituka Beekeepers		Ramadhani Majongo	male	Chair person
		Salum jaffery Mvyongo	male	Vice chaiperson
		Stephano Kapuga	male	Secretary
		Andrea Augusto kaluzi	male	Treasurer
		Said Mohamed Mbalamula	male	Member
		Nassoro Salum Kabi	male	Secretary
		Jumanne Makungu	male	Member



### **Age and education**

Average age of respondents is 49 and there is no disparity between men and women. Education levels on average are primary school level. This category of respondents have the highest number of individuals with secondary school education (11- 13 years).

#### *Household members involved in beekeeping*

The age of household members involved in beekeeping ranged between 36 and 60 and on average two people in each household participated in beekeeping activities

### **Production of Honey and Wax**

The overall average production for the TABECU groups stands at 530kgs. The female average production in season one was 155kgs and 85kgs in season two. Male average production was 658 and 161 respectively. The average production per type of hive per person for the males is 10kgs for local hives and 9kgs in the modern hives. Female respondents had a higher yield in the local hives of 24kgs while in the modern hives they harvested 8kgs on average.

### **Buying and Selling**

The total volume of honey that was sold by the respondent during the study period was 37,000kgs of honey. Average production for the male respondents in each of the two seasons was 606kgs in the main season and 164kgs in the dryer season. Was production averages were 153kgs and 84kgs for the two seasons for the male respondents and 29kgs and 15kgs respectively over the two seasons.

There was a minimal difference of Tshs 200 between the price the women got (2088, £1) and the price the males respondents received (Tshs. 339, £1).

#### *Group sales versus individual sales*

41 of the respondents sold their honey through the group and received an average sales income of Tshs. 1,253,568 (#500) as compared to the 14 who received an average sales income of Tshs. 403,258. The price for those who sold individually was significantly higher than those who sold in groups; Tshs. 3,403 per kilogram against 2,200 per kilogram for the group sales.

### **Beekeeping income**

The table below summarizes beekeeping income for the BEET Groups interviewed.

<b>Details</b>		<b>Season 1 - Aug</b>	<b>June</b>	<b>Season 2 Dec - Feb</b>
Male	Honey Sales Income	1,628,153		767,210
	Less: Beekeeping Costs	783,371		232,355



<b>Beekeeping activity Income</b>		<b>TZS</b>	<b>844,782</b>	<b>TZS</b>	<b>534,855</b>
		<b>£</b>	<b>337.10</b>	<b>£</b>	<b>213.43</b>
Female	Honey Sales Income		309,643		176,071
	Less: Beekeeping Costs		783,371		232,355
<b>Beekeeping activity Income</b>		<b>TZS</b>	<b>(473,728)</b>	<b>TZS</b>	<b>(56,284)</b>
		<b>-£</b>	<b>189.04</b>	<b>-£</b>	<b>22.46</b>



**4.2 TABECU: Baseline data sheet for 10 TABECU groups: completed from aggregated data from the 10 groups sampled that are members of TABECU, but were not the main focus of the BEE project**

**Outcome 1:** Increased spending power of all participants. 600 beekeepers will increase their incomes by 25% and their spending power by 10%

Outcome indicators (including targets where appropriate in relation to baseline data)	Data that will be required from the baseline study	Findings																									
<p>25% increase in income from honey. Data will be disaggregated by gender of beekeeper and will be gathered so that it will be possible to determine how many beekeepers have seen an increase in income and the magnitude of that increase.</p>	<ul style="list-style-type: none"> <li>Average income from honey for men beekeepers, in each of the last 2 honey seasons</li> <li>Sample size of men beekeepers</li> <li>Average income from honey for women beekeepers, in each of the last 2 honey seasons</li> <li>Sample size of women beekeepers</li> <li>Proportion of income from honey which is realized by sales through beekeeping groups</li> <li>proportion which is realized through direct sales by beekeepers</li> </ul>	<table border="1"> <tr> <td>Season 1</td> <td>TZS 844,782</td> </tr> <tr> <td>June - Aug</td> <td>£ 337.10</td> </tr> <tr> <td>Season 2</td> <td>TZS 534,855</td> </tr> <tr> <td>Dec - Feb</td> <td>£ 213.43</td> </tr> </table>	Season 1	TZS 844,782	June - Aug	£ 337.10	Season 2	TZS 534,855	Dec - Feb	£ 213.43	<table border="1"> <tr> <td colspan="2">43</td> </tr> <tr> <td>Season 1</td> <td>TZS 534,855</td> </tr> <tr> <td>June - Aug</td> <td>£ 213.43</td> </tr> <tr> <td>Season 2</td> <td>TZS (56,284)</td> </tr> <tr> <td>Dec - Feb</td> <td>£ (22.46)</td> </tr> <tr> <td colspan="2">14</td> </tr> <tr> <td colspan="2">48%</td> </tr> <tr> <td colspan="2">52%</td> </tr> </table>	43		Season 1	TZS 534,855	June - Aug	£ 213.43	Season 2	TZS (56,284)	Dec - Feb	£ (22.46)	14		48%		52%	
Season 1	TZS 844,782																										
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determine how many beekeepers have seen an increase in income and the magnitude of that increase.	sample of beekeepers.	
Anecdotal evidence, observation and qualitative information from participants regarding their spending power. Through their day to day work and through talking with project participants, project staff will identify and record how participants feel the project has affected their spending power. This evidence will be disaggregated by gender	None	

**Outcome 2: Beekeeper groups and 1 beekeeper association with a minimum of 600 members by the project end are working together to deliver benefits to their members (e.g. better terms of trade with honey buyers, improved links to markets, influence upon policies, if needed) by the second year of the project.**

<b>Outcome indicators (including targets where appropriate in relation to baseline data)</b>	<b>Data that will be required from the baseline study</b>	<b>Findings</b>
Increase in the number of group members, from the figure at the end of year 1, who in a survey rate the value of their membership of their group as 4 or above out of 5	Number of men beekeepers who rate the value of their membership as 4 or 5	24
	Percentage of men beekeepers questioned who rate the value of their membership as 4 or 5	51%
	Total number of men beekeepers questioned	47
	Number of women beekeepers who rate the value of their	8



	membership as 4 or 5	
	Percentage of women beekeepers questioned who rate the value of their membership as 4 or 5	53%
	Total number of women beekeepers questioned	15
The number of active group members grows to 600 and is then sustained at that level. Active members will be defined as members who participate in group meetings/training activities and/or sell honey through the group	Number of active men beekeepers	43
	Number of active women beekeepers	14
Value of deals brokered by the beekeeper association and beekeeper groups increases by 20%. There are 2 honey seasons per year. The value of deals brokered in the first 2 seasons of the project will be compared with the value of deals brokered in the last 2 seasons.	Value of honey sold by the group for of the last 2 seasons	No deals were brokered through TABECU and any buyer in the last two seasons. This was due to the debt outstanding between Honeycare and TABECU and so no new contract was signed. For the individuals who sold through the group, what they did is that when the Honeycare agent was coming around, they brought their honey to the office/central location and thus got a good price as they had bulked it.
	Volume of honey sold by the group for each of the last 2 seasons	
An increase in the number of buyers seeking to purchase from targeted beekeeper groups	If available, how many buyers were active in the region in the last season	There were many small traders and honey care was the major buyer (2)
Anecdotal evidence of good and growing relationships between the beekeepers' association/groups and buyers. Through discussions with buyers and the beekeeper association/groups, project staff will gather evidence to determine whether the quality of the relationship	The quality of their relationship with buyers	The quality of the relationship with the buyer was rated as 3 which was average.
	A description from the beekeepers on what a good relationship with a buyer would	A good relationship with the buyer according to the respondents was: <ul style="list-style-type: none"> <li>• buyers entering contracts with</li> </ul>



between beekeepers and buyers is changing. Project reports will detail any evidence that has been gathered.	be like	associations to agree on price, loan facilitation or advance to beekeeper before harvesting to cater for transport and equipment <ul style="list-style-type: none"> <li>• Buyers should provide stable prices</li> <li>• Buyers should pay through the society</li> </ul>
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**Outcome 3: Approximately 600 beekeepers improve their production practices by the end of the project, leading to an increase in levels of honey produced and improved quality.**

Outcome indicators (including targets where appropriate in relation to baseline data)	Data that will be required from the baseline study	Findings	
Production of beekeepers increases by an average of 20%. Data will be disaggregated by gender of beekeeper and will be gathered so that it will be possible to determine how many beekeepers have increased production and the magnitude of that increase.	Average production of honey for men beekeepers, in each of the last 2 honey seasons	Season 1 June - Aug	658
		Season 2 Dec - Feb	161
	Sample size of men beekeepers	43	
	Average production of honey for women beekeepers, in each of the last 2 honey seasons	Season 1 June - Aug	155
		Season 2 Dec - Feb	85
	Sample size of women beekeepers	14	
	Proportion of honey by volume which is sold through beekeeping groups	48%	
	and proportion which is sold directly by beekeepers.	52%	
Buyers report improved quality of honey. Some buyers (e.g. Honey Care) analyze and	None		



test the quality of honey. Data from these tests can be used to determine whether quality has improved. For buyers who do not undertake tests, interviews will be used to determine whether they perceive honey quality to have changed.		
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**Outcome 4: Approximately 300 women will be empowered to increase their involvement in beekeeping and positions of authority within beekeeping groups and associations by the end of the project.**

Outcome indicators <i>(including targets where appropriate in relation to baseline data)</i>	Data that will be required from the baseline study	Findings
Number of women actively participating in beekeeping and active members of beekeeper groups increases to 300 by project end.	Number of active women beekeepers	14
Number of women in leadership positions (chair, treasurer and secretary) within beekeeper groups/umbrella associations, doubles by the end of the project from the number mid way through year 1.	Total number of office bearers	54
	Number of office bearers that are women	7

**Outcome 5: Beekeeper groups have increased access to appropriate local services provided by 10 local service providers within the first year of the project which are available during and beyond the project.**

Outcome indicators <i>(including targets where appropriate in relation to baseline data)</i>	Data that will be required from the baseline study	Findings



<i>data)</i>		
80% of beekeeper groups are contracting directly with service providers for the provision of services by the project end	Number of beekeeper groups who have contracted service providers to provide services to them within the last 12 months	0
Percentage of beekeeper groups that report their intention to continue using local services in the future as required	Number of beekeeper groups that indicate they will buy services in the future	0

**Additional information required - aggregated across all people interviewed**

Average number of hives (disaggregated by hive type)	Local Hives	68
	Modern Hives	12
Proportion that are productive (i.e. that they harvest from) (disaggregated by hive type)	Local Hives	34
	Modern Hives	36
Average yield (disaggregated by hive type)	Local Hives	9
	Modern Hives	6
Average sales to each type of buyer	Group Sales	777
	Direct Sales	250
Average costs	TZS 507,863	
	£ 202.66	
Summary of training received and other benefits from group membership	<ul style="list-style-type: none"> <li>• association development</li> <li>• availability of market</li> <li>• beekeeping skills</li> <li>• cooking wax</li> <li>• determining maturity of honey</li> <li>• entrepreneurship</li> <li>• group management</li> <li>• harvesting and storage</li> <li>• harvesting honey, collection and quality management</li> <li>• honey quality control management</li> <li>• making of modern hives</li> <li>• record keeping</li> <li>• site selection for beekeeping</li> <li>• smoker making</li> <li>• storage</li> <li>• training for leaders</li> </ul>	



	<ul style="list-style-type: none"><li>• processing honey</li></ul> Other benefits is being able to sell together thus ensuring a ready market for their product.
Generally, are people interested in scaling up their beekeeping	People are interested in scaling up and are beginning to invest in modern hives.
Summary of identified needs that need to be addressed if they are to scale up their beekeeping	<ul style="list-style-type: none"><li>• Lack of working capital to allow expansion of business</li><li>• poor prices and lack of stable markets</li><li>• Lack of skills, markets, working gear, capital</li><li>• unstable market, poor education, poor equipment, lack of capital to add new hives</li></ul>
Average proportion of household income that comes from honey	80% - The respondents were asked to estimate



## CHAPTER FIVE



## 5.1 FINDINGS: PROPOSED BEET PROJECT GROUP FINDINGS

10 new groups were identified in Sikonge and Uyui Districts. Apart from one group, all the new groups are not formally registered and do not sell or carry out activities together. In some of the groups that were near a TABECU primary society some of the members sold their honey through those groups. Some of the groups affiliated themselves with those existing and registered groups that sell together and have been able to learn a few things on beekeeping that the others have been trained on and also to access markets.

The sample of respondents was 90 from a total of 10 groups.

	BEET GROUPS INTERVIEWED	village	District	male	female
1	igunavapina	mabeshi	Uyui	5	1
2	ikombabuki beekeepers group	nyangahe	Uyui	6	4
3	jahazi	sikonge	Sikonge	0	7
4	kangeme hangi beekeepers	tutuo	Uyui	10	0
5	leka tugeme beekeepers group	kikungu	Sikonge	8	2
6	malongwe beekeepers association	malongwa	Sikonge	8	2
7	miyombo	mission	Sikonge	1	7
8	mkombozi beekeepers	katunda	Uyui	9	
9	Ahsante nyuki	mtakuja	Uyui	10	0
10	vumilia beekeepers		Sikonge	7	3
				<b>64</b>	<b>26</b>

90

### Proposed BEET Groups General Details

*Gender:* Of the groups identified and interviewed, two were a female only group while in the other 9 females represented 15% of the membership.

*Registration:* Only two groups were formally registered. Of the 11 interviewed four started in the year of the study 2013. The oldest group was over 5 years old.

Table x: Proposed BEET Groups General Details

	Name of the group	Year of establishment	Location			Members of in current Year			Registered
			village	ward	District	Male	Female	Total	
1.	Ture Beekeepers	2008	Tura	Tura	Uyui	29	4	33	yes
2.	Igunavapina	2010	Malongwe	Kizengi	uyui	9	4	13	no
3.	Mlogwe	2012	Malogwe	Kizengi	Uyui	11	4	15	yes
4.	Kikomba Uki	2007	Nyangahe	Bukumbi	Uyui	23	8	31	no
5.	Asante Nyuki Kanyenyela s	2011	Mtakuja	Iberamilundi	Uyui	49	2	51	no



6.	Lekatugeme	2013	Kikungu	Chabutwa	Sikonge	14	3	17	no
7.	Mkombozi	2013	Katanda	Mabama	uyui	11	0	11	no
8.	Jahazi Group	2013	Madukani	Sikonge	Sikonge	0	20	20	no
9.	Miyombo	2012	Mission	Mission	Sikonge	0	16	16	no
10.	Vumilia	2010	Mlogolo	sikonge	Sikonge	93	22	115	no
11.	Kangeme Hangi	2013	Tutuo	Tutuo	Sikonge	37	0	37	no

**Leadership and elections**

of the 78 leaders in the new groups interviewed, 11 are female. Since the groups were not registered most had elected interim officials who were still acting at the time of the interviews. Some groups have been active for a long time but had never registered.

New Groups List of Office Bearers				
S/No	Name of the group	Name of Office Bearers	Sex	Position held
1	Tura Beekeepers cooperative	ibrahim Mussa	male	Chair person
		Abbas Ali	male	Secretary
		Mussa S Kiyola	male	Vice chaiperson
		Mussa Ibrahim	male	Board member
		Said Mrisho	male	Board member
		Mikidadi Hussein	male	Board member
		Shaban Maondo	male	Board member
		Kaula Juma	female	Board member
2	Igunavapina Beekeepers Group	Malongwe	male	Chair person
		Agness tufiri	female	Secretary
		Moshi Juma	male	Member
		Musa Mangu	male	Board member
		Fabian paulo	male	Member
3	Mlogwe Beekeepers	Selemani Mrisho	male	Chair person
		Nasibu Salum	male	Secretary
		Mariam Haruna	female	Treasurer
		Mashaka Ramadhani	male	Board member
		Moshi Omary	male	Board member
		Awali Salum	male	Board member
		Abedi Kagusa	male	Board member
		Kambega John	male	Board member
		Juma Saidi	male	Board member
		Peter Ngwisu	male	Board member
		Asha mohamed	female	Board member
Mwajuma Rashid	male	Board member		
4		Jackson Ngelela	male	Chair person



	Kikomba Uki Beekeepers	Abdallah Said	male	Secretary
		Robert Luzwilo	male	Treasurer
		Zuhura Juma	female	Member
		Elizabeth Bundala	female	Member
5	Asante Nyuki Kanyenyela Beekeepers	Pascali Maparara	female	Chair person
		Mathias Kandoro Makoba	male	Secretary
		Atanasi Emmanuel	male	Member
		fabian Antony	male	Member
		Daudi Rafaeli	male	Treasurer
		Hassan ibrahim	male	Member
6	Lekatugeme Beekeepers group	Lazaro Mangasini	male	Chair person
		Briton Dany Kavambale	male	Secretary
		Martin Fungameza	male	Member
7	Mkombozi Beekeepers	Masud Ally	male	Chair person
		Juma Manyunga	male	Treasurer
		Petro Michael	male	Secretary
8	Jahazi Group	Daniel Yuda Kaombwe	male	Secretary
		Anna Lumalizya	female	Chair person
9	Miyombo Beekeepers	sara Magombozi	female	Secretary
		Betha kateve	female	Chair person
10	Vumilia Beekeepers	Haruna Maulidi	male	Chair person
		Kaunda Furaisha	male	Secretary
		Patric Kalyasi	male	Treasurer
		Mohamed Hilal	male	Member
		Pili Ruben	female	Member
11	Kangeme Hangi	Elements N Msumeno	male	Chair person
		Peter albert Mtunda	male	Secretary
		Hamad S Kiyola	male	Treasurer
		Bakari Omary	male	Member
		Abel M Mwakifungo	male	Member
		Elia Mtasha	male	Member

### ***Beekeepers Profile***

***Age and Education:*** The average age of the beekeepers is xx ( xx males and xx female). Education level is primary school which is 7 years of schooling.



**Hives:** 94% of the total hives owned by the respondents were local hives. It was not easy to determine how many of the local hives were log or bark hives but every indication was that majority of them had bark hives.

On average, only 35% of the hives owned by men were harvested in the last two seasons (75% modern hive, 44% local hives) in the main season of June – August. Female average on hives owned versus harvested was 22% (62% local hives and 10% modern).

Ownership of hives had each man on average owning 103 hives and women owning 42 hives.

### **Production of Honey and Wax**

**Honey Yields:** Average production of honey was 193kgs across the two seasons with season averages of 303kgs for season 1 – June – August and 82 for the second season December – February. The male average on production was 380kgs and 108kgs for the two seasons respectively while the female average was 226kgs and 0kgs. Of the respondents all the men (67) and 14 women (out of 27) participated in production activities in the last two seasons.

**Wax yields:** 39kgs of wax were harvested by 63 male respondents while 26kgs was produced by 12 female respondents.

### **Beekeeping income**

**Honey Sales:** On average total honey sales amounted to 147kgs per person (67M, 14F) over the two seasons. In season 1 (June – Aug) the average sales for the men was 377kgs while in season 2 (Dec – Feb) was 85kgs bringing it to a total season average for the male beekeepers of 231kgs.



Female beekeepers sold less honey and their averages were 44kgs and 11kgs for the two seasons respectively. Female beekeepers sold a total average of 27kgs per person over the two seasons.

**Wax Sales:** Of the total active respondents (67M 14F) only 48Males and 11 females sold wax over the last two seasons. The average wax sold was 26kgs for the males and 16kgs for the female respondents.

**Income calculation:** Income of beekeepers was calculated as sales less production costs and it was seen that for the female beekeepers, they incurred losses. It is critical for training on cost calculation be incorporated in the curricula for the BEET project given that they are spread out so that the beekeepers can be able to determine how much honey production is profitable.

Male	Average honey sales income	935,340	193,582
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	Less: Average Beekeeping Costs	783,371	232,355
	<b>Average income from Honey</b>	<b>TZS 151,969</b>	<b>TZS (38,773)</b>
		<b>£ 60.64</b>	<b>£ (15.47)</b>
Female	Average honey sales income	520,000	22,299
	Less: Beekeeping Costs	783,371	232,355
	<b>Beekeeping activity Income</b>	<b>TZS (263,371)</b>	<b>TZS (210,056)</b>
		<b>£ (105)</b>	<b>£ (83.82)</b>

*Training:* Apart from members of the registered cooperative who had attended training, the new groups had not been trained in beekeeping in the last 12 months. The respondents felt that they would benefit from the training as they were still using old methods of production – bark hives and were still boiling their honey.

*Benefits from being part of a group:* Respondents felt that apart from the fellowship they get from being part of the group, in terms of business they did not get any benefits. Women had formed parallel groups that were running VICOBA – Village Community Banks and were saving and lending themselves.

Respondents named the following as the needs or requirements that would help them scale up their business:

- lack of reliable markets
- lack of capital to modernize hives
- lack of equipments and poor education
- lack of beekeeping skills
- lack of storage units
- low productivity due to use local hives
- lack of reliable market
- lack of funds to expand
- low prices of honey



**5.2 BEET – NEW GROUPS** *Baseline data sheet for 10 new groups: completed from aggregated data from the 10 new sampled.*

**Outcome 1:** Increased spending power of all participants. 600 beekeepers will increase their incomes by 25% and their spending power by 10%

Outcome indicators (including targets where appropriate in relation to baseline data)	Data that will be required from the baseline study	Findings																									
<p>25% increase in income from honey. Data will be disaggregated by gender of beekeeper and will be gathered so that it will be possible to determine how many beekeepers have seen an increase in income and the magnitude of that increase.</p>	<ul style="list-style-type: none"> <li>• Average income from honey for men beekeepers, in each of the last 2 honey seasons</li> <li>• Sample size of men beekeepers</li> <li>• Average income from honey for women beekeepers, in each of the last 2 honey seasons</li> <li>• Sample size of women beekeepers</li> <li>• Proportion of income from honey which is realized by sales through beekeeping groups</li> <li>• proportion which is realized through direct sales by beekeepers.</li> </ul>	<table border="1"> <tr> <td>Season 1</td> <td>TZS 151,969</td> </tr> <tr> <td>June – Aug</td> <td>£ 60.64</td> </tr> <tr> <td>Season 2</td> <td>TZS (38,773)</td> </tr> <tr> <td>Dec - Feb</td> <td>£ (15.47)</td> </tr> </table>	Season 1	TZS 151,969	June – Aug	£ 60.64	Season 2	TZS (38,773)	Dec - Feb	£ (15.47)	<table border="1"> <tr> <td colspan="2">67</td> </tr> <tr> <td></td> <td>Tshs. (675,386)</td> </tr> <tr> <td></td> <td>£ (270)</td> </tr> <tr> <td></td> <td>Tshs (210,056)</td> </tr> <tr> <td></td> <td>£ (83.82)</td> </tr> <tr> <td colspan="2">14</td> </tr> <tr> <td colspan="2">0</td> </tr> <tr> <td colspan="2">100</td> </tr> </table>	67			Tshs. (675,386)		£ (270)		Tshs (210,056)		£ (83.82)	14		0		100	
Season 1	TZS 151,969																										
June – Aug	£ 60.64																										
Season 2	TZS (38,773)																										
Dec - Feb	£ (15.47)																										
67																											
	Tshs. (675,386)																										
	£ (270)																										
	Tshs (210,056)																										
	£ (83.82)																										
14																											
0																											
100																											
<p>10% increase in real income from honey (income after local inflation has been taken into account). Data will be disaggregated by gender of beekeeper and will be gathered so that it will be possible to determine</p>	<p>A price index based upon current prices of a standard household basket of goods, determined from a survey of a representative sample of beekeepers.</p>																										



how many beekeepers have seen an increase in income and the magnitude of that increase.		
Anecdotal evidence, observation and qualitative information from participants regarding their spending power. Through their day to day work and through talking with project participants, project staff will identify and record how participants feel the project has affected their spending power. This evidence will be disaggregated by gender	None	

**Outcome 2: Beekeeper groups and 1 beekeeper association with a minimum of 600 members by the project end are working together to deliver benefits to their members (e.g. better terms of trade with honey buyers, improved links to markets, influence upon policies, if needed) by the second year of the project.**

<b>Outcome indicators (including targets where appropriate in relation to baseline data)</b>	<b>Data that will be required from the baseline study</b>	<b>Findings</b>
Increase in the number of group members, from the figure at the end of year 1, who in a survey rate the value of their membership of their group as 4 or above out of 5	Number of men beekeepers who rate the value of their membership as 4 or 5	14
	Percentage of men beekeepers questioned who rate the value of their membership as 4 or 5	20%
	Total number of men beekeepers questioned	67
	Number of women beekeepers who rate the value of their	17



	membership as 4 or 5	
	Percentage of women beekeepers questioned who rate the value of their membership as 4 or 5	62%
	Total number of women beekeepers questioned	27
The number of active group members grows to 600 and is then sustained at that level. Active members will be defined as members who participate in group meetings/training activities and/or sell honey through the group	Number of active men beekeepers	67
	Number of active women beekeepers	14
Value of deals brokered by the beekeeper association and beekeeper groups increases by 20%. There are 2 honey seasons per year. The value of deals brokered in the first 2 seasons of the project will be compared with the value of deals brokered in the last 2 seasons.	Value of honey sold by the group for of the last 2 seasons	0
	Volume of honey sold by the group for each of the last 2 seasons	0
An increase in the number of buyers seeking to purchase from targeted beekeeper groups	If available, how many buyers were active in the region in the last season	Many small buyers
Anecdotal evidence of good and growing relationships between the beekeepers' association/groups and buyers. Through discussions with buyers and the beekeeper association/groups, project staff will gather evidence to determine whether the quality of the relationship between beekeepers and buyers is changing. Project reports will detail any evidence that has been gathered.	The quality of their relationship with buyers The quality of their relationship with buyers (Ranking: 1=very poor 2=poor 3=average 4=good 5= very good)	They ranked the quality of their relationship as poor (2)
	A description from the beekeepers on what a good relationship with a buyer would	They feel that the buyers should stop reaping them off and offer them good



	be like	prices would have a good relationship. Respondents felt that buyers should have contracts with buyers through their groups and ensure that the prices are stable.
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**Outcome 3: Approximately 600 beekeepers improve their production practices by the end of the project, leading to an increase in levels of honey produced and improved quality.**

<b>Outcome indicators (including targets where appropriate in relation to baseline data)</b>	<b>Data that will be required from the baseline study</b>	<b>Findings</b>	
Production of beekeepers increases by an average of 20%. Data will be disaggregated by gender of beekeeper and will be gathered so that it will be possible to determine how many beekeepers have increased production and the magnitude of that increase.	Average production of honey for men beekeepers, in each of the last 2 honey seasons	Season 1 June - Aug	380
		Season 2 Dec - Feb	108
	Sample size of men beekeepers	67	
	Average production of honey for women beekeepers, in each of the last 2 honey seasons	Season 1 June - Aug	226
		Season 2 June - Aug	56
	Sample size of women beekeepers	14	
	Proportion of honey by volume which is sold through	Group Sales	0



	beekeeping groups		
	Proportion which is sold directly by beekeepers.	Direct Sales	
<p>Buyers report improved quality of honey. Some buyers (e.g. Honey Care) analyze and test the quality of honey. Data from these tests can be used to determine whether quality has improved. For buyers who do not undertake tests, interviews will be used to determine whether they perceive honey quality to have changed.</p>	None		



**Outcome 4: Approximately 300 women will be empowered to increase their involvement in beekeeping and positions of authority within beekeeping groups and associations by the end of the project.**

<b>Outcome indicators (including targets where appropriate in relation to baseline data)</b>	<b>Data that will be required from the baseline study</b>	<b>Findings</b>
Number of women actively participating in beekeeping and active members of beekeeper groups increases to 300 by project end.	Number of active women beekeepers	14
Number of women in leadership positions (chair, treasurer and secretary) within beekeeper groups/umbrella associations, doubles by the end of the project from the number mid way through year 1.	Total number of office bearers	67
	Number of office bearers that are women	11

**Outcome 5: Beekeeper groups have increased access to appropriate local services provided by 10 local service providers within the first year of the project which are available during and beyond the project.**

<b>Outcome indicators (including targets where appropriate in relation to baseline data)</b>	<b>Data that will be required from the baseline study</b>	<b>Findings</b>
80% of beekeeper groups are contracting directly with service providers for the provision of services by the project end	Number of beekeeper groups who have contracted service providers to provide services to them within the last 12 months	0
Percentage of beekeeper groups that	Number of beekeeper groups	0



report their intention to continue using local services in the future as required	that indicate they will buy services in the future	
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#### Additional information required - aggregated across all people interviewed

Average number of hives (disaggregated by hive type)	Local Hives	43
	Modern Hives	39
Proportion that are productive (i.e. that they harvest from) (disaggregated by hive type)	Local Hives	27%
	Modern Hives	28%
Average yield (disaggregated by hive type)	Local Hives	308
	Modern Hives	124
Average sales to each type of buyer	Direct Sales	TZS 1,259,206
		£ 503
	Group Sales	0
Average costs	TZS 1,015,726	
	£ 405.32	
Summary of training received and other benefits from group membership	Only two people responded to having received training in beekeeping in Tabora district from the district beekeeping officer	
Generally, are people interested in scaling up their beekeeping		
Summary of identified needs that need to be addressed if they are to scale up their beekeeping	<ul style="list-style-type: none"> <li>• lack of reliable markets</li> <li>• lack of capital to modernize hives</li> <li>• lack of equipments and poor education</li> <li>• lack of beekeeping skills</li> <li>• lack of storage units</li> <li>• low productivity due to use local hives</li> <li>• lack of reliable market</li> <li>• lack of funds to expand</li> <li>• low prices</li> <li>• lack of enough working equipments</li> <li>• bureaucracy in accessing forest permit</li> </ul>	
Average proportion of household income that comes from honey	60%	



## CHAPTER SIX



## 6.0 RECOMMENDATIONS AND CONCLUSIONS

### **Conclusions**

Of concern to the project and should be noted is that majority of the beekeepers/respondents when asked about taking their honey to a collection centre said they had no problem taking it there if the buyer would be there but their biggest problem was leaving their honey at the centre overnight or for some days. Some years ago, a number of them lost money and so have cold feet to that arrangement.

There is a need to see how the new project can intervene in training TABECU and all the primary associations on important records to keep as majority of them just kept the membership register which was not updated.

All the group discussions always ended with the group members asking how they can access money as working capital to purchase new hives or equipment etc. It is recommended that the project consider an additional module on requirements on accessing finance which is inclusive of record keeping and also try and maintain a balance on how much money is given out as per diems etc to project beneficiaries so as to avoid dependency syndrome.

### **Respondent's recommendations**

1. Future trainings should target them directly and not go through the group leaders
2. If there is a possibility of the buyer negotiating and contracting the primary societies directly they felt that it would be ideal for them given the effect of others' default had caused.
3. Access to specifications for making a modern top bar hive should be made available as a number of them had made losses when they did not make them to specifications that encouraged bees to enter

### **Consultant's recommendations**

In addition to some of the recommendations in the body of the report, we the consultants recommend the following to be considered for incorporation in the project:

- a) Encouraging the groups to also begin using the system of village community banks VICOBA to help finance their business expansion
- b) Training of people in that village carrying out that trade to provide services e.g a tailor being trained on how to make the overalls and so providing the service as part of his everyday business
- c) Incorporating ways of having access to loans for those who would like to start-up
- d) Training on gross margin analysis – simplified calculation of profit through ensuring that you expense all costs thus allowing the beekeepers to understand what they need to do to maximize their profits. Majority look at their sales income and not at their net profit which then means that they continue to operate within their poverty cycle.



- e) The market is fragmented with many small buyers each competing to absorb the small amount of honey being produced. This means that for beekeepers who have no information on what the current price is, they tend to sell at very low prices. Incorporation of a market information system that sends out messages on the market to the beekeepers may be considered
- f) Development of a different transaction system that does not operate cash. Cash on delivery is a security risk but also has a possibility of being misused as seen in the previous seasons. Developing a system that is triggered on delivery of product at the collection centre either through MPesa or other mobile money services.

# BUILDING RURAL INCOMES THROUGH ENTERPRISE

2013