

## How does it work?



### value chain

#### Supply and inputs:

- traditional beekeepers
- individual entrepreneurs
- organizations

#### Production:

- individually owned apiaries
- cooperative societies
- dominated by older males
- semi-processing at farm level before selling

#### Intermediaries

- Bulk purchasers
- Cooperative societies

#### Refining and packaging

- Bulk purchasers
- Advanced processing

#### Certification

- Bureau of Standards

#### End markets

- Domestic users
- Industries
- Export market

#### Supporting functions

- Transport
- Training
- Marketing

[See attached value chain diagram]

## Keys to Success



- Partnerships and farmer to farmer advisory services
- Improved extension, research, conservation and rehabilitation of vegetation
- Diversification of farm income
- Training in the use of modern hives and hiving techniques
- Advisory services strengthened
- Organization for efficient marketing of bee products, establishment of colony multiplication centers, distribution and conservation of indigenous honeybees.
- Women and youth encouraged to take up beekeeping enterprises.
- Extension personnel expanded.
- Capacity building - extension officers, producers, processors, traders to produce international quality honey.
- Marketing support – labelling, packaging, market information, link beekeepers to markets for wax and honey.
- Access to bridging finance.
- Conservation of key habitats.
- Package solutions, e.g. 3 modern beehives per beekeeper's household; the tools needed to properly manage the beehives; and training on modern beekeeping methods.

## Beekeeping



A traditional African nature-based enterprise that plays a key role in the livelihoods of the rural communities

- Income generation
- Medicinal value
- Pollination and better crop yields
- Forest health

While important for traditional and home use, honey, biomedicine and wax markets are under-developed

Adoption of modern technologies, access to seed funding and development of export markets are crucial

## Advantages & Strengths



- Opportunities for honey and wax production
- Untapped export potential
- Global trend towards nature-based medicines & foods
- Strong science & technology base
- Affordable setup costs

- Integration with other farming practices
- Diverse product range
- Ecological benefits
- Catalyst for ecosystem stewardship

## Risks & Uncertainties



- Slow technology adoption
- Poor quality assurance standards
- Barriers to supply of tools and modern beehives
- Inadequate access to credit

- Loss of traditional knowledge
- Droughts, fire
- Monoculture crops
- Pesticides
- Threats of introductions to wild bee populations

## Financial viability



- Affordable setup costs (USD 1000 / farmer)
- Quality assurance and certification: price increases of up to 28%
- Diversification of other nature-based and farming enterprises
  - Untapped export potential
- Additional income from wax, venom

## Enabling context



Strong political will

Healthy agro-ecosystems

Women's empowerment

Enabling policies

NGO support

## Supporters & Partnerships



Private sector: marketing; outgrower schemes; bulk purchasing; bulk processing

Government: enabling legislation; international trade agreements; certification

Primary producers: traditional knowledge; ecosystem stewardship; harvesting; pre-processing; local rules & institutions

NGOs: training & capacity development; seed funding; connecting different actors