



13 December 2016

Business skills training for young beekeepers in Ethiopia

Progress report for Rotary District Grant through Millom Rotary Club

In August 2016 Bees for Development Ethiopia was delighted to receive a grant of £1000 to help support their work in providing business skills training for young beekeepers in Ethiopia. The grant has contributed significantly to the development of Dera Honey Marketing Cooperative for Young Beekeepers and Derbanta Honey Marketing Cooperative for Young Beekeepers. We are pleased to submit this progress report.



New beehives made by one of the members of the Dera youth beekeeping group

Progress against planned activities

Activity	Progress
Refresher training in hive-making, bee colony management	This was undertaken in October and November 2016 and completed
In-village technical coaching for honey harvesting and quality control	This was undertaken in November and December 2016, and is still underway
Provision of equipment for honey and beeswax processing so they can market quality produce	Completed
Business training: business model, leadership, management, market analysis, sales negotiations	This was undertaken in November and December 2016



Financial report against planned budget

Activity	Budget	Expenditure
Refresher training in hive-making, bee colony management	£600	£600
In-village technical coaching for honey harvesting and quality control	£420	£480
Provision of equipment for honey and beeswax processing so they can market quality produce	£360	£600
Business training: business model, leadership, management, market analysis, sales negotiations	£540	£570
Administrative support for office rent, internet and bookkeeper	£580	£580
	£2500 <i>Note 1</i>	£2830 <i>Note 2</i>

Note 1: Of the original budget £1500 was provided by Bees for Development Trust (UK) and £1000 Rotary District Grant. Note 2: The expenditure was more than planned. Bees for Development Ethiopia sourced some additional funds from NABU – a German-funded conservation charity based locally.



Narrative report

The new beekeepers are making progress and harvesting and selling honey. The quality of the honey they are harvesting is judged to be high and as a result the group members have been selling honey at nearly ETB 90¹ per kilo, which is above the usual market price of ETB 60-70. However, this is only possible because Bees for Development Ethiopia have helped link them to buyers who recognise and value a high quality product. However, this has raised some new challenges in terms of negotiating skills, because not all buyers are willing to pay these high prices.

Derbanta beekeeping youth group attending training course on colony management and honey quality.

¹ £1 = ETB 29



It is important to consider the wider marketing landscape when setting the selling price and Bees for Development Ethiopia is providing advice on this during the business training days. Since October training has been delivered on colony splitting, swarm control, honey harvest and quality control of honey. More than half the group members are young women and we recognise that they need ongoing support – some of them still lack confidence.

Testimonials

Angouch has been keeping bees with her husband for many years, but now has hives of her own as a result of this Project. Angouch's future plans are to expand her current apiary, increase the number of hives and the volume of honey produced. She and her husband also own some farmland for producing crops. The extra money that they have been able to generate from Angouch's beekeeping means that they no longer have to rely on credit to purchase their fertiliser, but have been able to afford to do so with cash. This is something Angouch is particularly proud of.

Alemnesh was raised by a beekeeper, but she had never considered owning her own hives until the Bees for Development project was launched – offering training on beekeeping skills, hive making and routes to market. Alemnesh and her brother received training under the programme, which ensures that everyone leaves having made their own top-bar hive, and having a colony of bees as well as the skills and knowledge to maintain and multiply their colonies and harvest products for sale. *“This year, we harvested and sold over 50kg of honey. We've been able to buy a goat!”* Expanding to seven hives in their first year, Alemnesh and her brother have a further seven top-bar hives ready and standing by for the next season to continue growing their production.

Assan is another member of the youth group. Assan had broken his leg and was no longer able to endure the strains of farming land or managing animals, however beekeeping offered him a livelihood that didn't put too much strain on his body.

Bees for Development extends their sincere thanks to Millom Rotary Club for this grant of £1000.