



Isle of Man
Government

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Project Reference No: SGO02.17

PROJECT REPORT

Project Name: Isle of Man Christian Aid Week appeals projects

Organisation Name: Christian Aid

Date Funds Received: 04/10/2017

Notes to Reporters:

A brief, concise, and to-the-point report of two three pages is what we require. Insert as much text as you feel is appropriate, but do not feel obliged to write a long report when a short one would suffice. The questions in Sections 1-5 must be clearly addressed.

A report must be sent within 12 months of funding – even if the project is incomplete. Failure to do so will disqualify you from consideration for further funding.

Note regarding the Isle of Man Christian Aid Week appeals project grant: As per the application, this grant has been split between two sub-projects, in order to provide co-funding to money raised through public donations during Christian Aid Week on the Isle of Man in May 2016 and May 2017. Funds for sub-project one 'Kenya Honey Hub' were used between 10th October 2017-30th September 2018. As such, this report only refers to information from the Kenya project, which will be continuing with other funding until 2020. The second sub-project 'Zimbabwe Disabled Children' began its Isle of Man-funded phase on 1st June 2018 and will conclude on 30th May 2019. The report for the Zimbabwe project will be submitted in July 2019.

1: Projects Outcomes – the results achieved.

(Include here a brief comparison between original project goals and actual outcomes.)

Objectives Planned Activities Planned Outcomes	Narrative - Actual Outputs & Outcomes
<p>Outcome 1: Improved incomes of 6,500 Small Scale Honey Producers</p> <p>Towards this outcome, the project aims to:</p> <ul style="list-style-type: none"> Increase productivity of target honey producers Increase the unit price of a Kilo of honey Diversify the hive products traded by farmers 	<p>As of June 2018, this project has reached a total of 3,536 smaller scale bee keepers through mobilization, training and hub support.</p> <p>A review of the average income per farmer was conducted for randomly selected farmers across the 4 honey hubs (Maasai Mara, Tsavo, Makueni, Tharaka Nithi) for the period 2016 - 2017. There was a notable improvement in average Income for most of the farmers across the four hubs as compared to the income from the baseline supply of honey. Testimonies from farmers indicated that on average, farmers sold a kilo of honey at approximately Ksh 80 to Ksh 100, mostly to middlemen. The hubs offer Ksh 250 per kilo- making them more attractive to farmers. Out of the farmers sampled, approximately 50% of bee-keepers in Maasai Mara and Makueni hub hubs recorded incremental sales. In Tsavo and Tharaka Nithi hubs, this proportion was 40% and 30% respectively. The increased income was attributed to either increased quantity or value addition of the honey.</p> <p>Out of the farmers randomly sampled for the review, in a quarter of the farmers (22.5% across the four hubs), the average income during the year was lower than the income from honey supply at the first instance (baseline) and 37.5% reported no changes in income and this can mainly have attributed to the seasonal fluctuation and the effects of the prolonged drought.</p>
<p>Outcome 2: To create four functional, efficient and profitable Honey Hubs serving at least 6,500 producers</p> <p>Towards this outcome, in the first year the project aims to:</p> <ul style="list-style-type: none"> Set-up four functional and fully operational honey hubs in four counties of Kenya Set-up 15 functional and operational production units Enhance the profit share between farmers and the honey hub 	<p>The 4 established Hubs have currently bought and bulked 14 metric tonnes of honey from farmers, of which over 8 MT has been packaged and sold. A total of £17,440 has been paid to beekeepers.</p> <p>The Narok hub (the first to be established) is now self-sufficient, the second in Taita Taveta is close to self-sufficient, and the final two hubs that were established are also on track but will require continued support until they are making a profit.</p> <p>In Narok, the hub has reported an increase in yields for beekeepers of 100% – from 2kg per hive to 4kg per hive. This is predominantly due to training in harvesting techniques and a basic understanding of the beekeeping calendar.</p> <p>Improved access to safety equipment and more accessible hives mean that honey production is now a viable option for women who were previously excluded from the activity. 875 beekeepers have been recruited and registered as members of the four hubs.</p> <p>1114 farmers actively supplying honey to the hubs. Most of these will have collected honey from approximately 20</p>

	<p>other households, meaning the hubs have benefitted up to 8,420 beekeepers.</p> <p>A review of the average income per farmer was conducted for randomly selected farmers across the 4 honey hubs (Maasai Mara, Tsavo, Makueni, Tharaka Nithi) for the period 2016 - 2017. There was a notable improvement in average Income for most of the farmers across the four hubs as compared to the income from the baseline supply of honey. Testimonies from farmers indicated that on average, farmers sold a kilo of honey at approximately Ksh 80 to Ksh 100, mostly to middlemen. The hubs offer Ksh 250 per kilo- making them more attractive to farmers. Out of the farmers sampled, approximately 50% of bee-keepers in Maasai Mara and Makueni hub hubs recorded incremental sales. In Tsavo and Tharaka Nithi hubs, this proportion was 40% and 30% respectively. The increased income was attributed to either increased quantity or value addition of the honey.</p>
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2: Financial Accountability – how the money was spent.

This first £31,000 instalment of this grant has been combined with the £31,000 raised from churches and individuals during our Christian Aid Week fundraising appeal on the Isle of Man in May 2016. Additional funds have then been sought from Christian Aid’s internal innovation fund, In Their Lifetime, which is funded by philanthropists and charitable trusts.

3: Project Process Narrative – how the project was implemented or progressed to date.

The Kenya Honey Hubs Project was designed to address a market need for high-quality locally produced honey for domestic consumption and export in a way that benefitted the lives of marginalised, small-scale farmers. A Christian Aid led Value Chain analysis revealed significant exploitation of honey producers, who are mainly small-scale farmers, by unscrupulous middlemen. The quality of honey in the market was also poor- often adulterated with additives to maximize profit. However, there is a growing demand for pure honey and many off-takers import the product from neighbouring countries.

To address this market gap, Christian Aid designed an innovative project to test models that would empower smallholder bee-keepers to increase production of high quality honey and receive higher financial returns. Christian Aid partnered with a private sector company, The Hive, to mobilize and train bee-keepers on modern beekeeping equipment, and to set up processing hubs for the honey supplied by the beekeepers. Traditionally, Kenya has fully organized and supported hubs for dairy, cereal, tea and coffee that support farmers along the value chain. Through this funding, Christian Aid sought to come up with a business approach to support small bee keepers through the hub model.

The project’s core activities were recruiting and training beekeepers, establishing the hubs in four counties – Narok, Tharaka Nithi, Makueni and Taita Taveta – and processing and marketing the honey products.

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of honey. Testimonies from farmers indicated that on average, farmers sold a kilo of honey at approximately Ksh 80 to Ksh 100, mostly to middlemen. The hubs offer Ksh 250 per kilo- making them more attractive to farmers. Out of the farmers sampled, approximately 50% of bee-keepers in Maasai Mara and Makueni hub hubs recorded incremental sales. In Tsavo and Tharaka Nithi hubs, this proportion was 40% and 30% respectively. The increased income was attributed to either increased quantity or value addition of the honey.

Out of the farmers randomly sampled for the review, in a quarter of the farmers (22.5% across the four hubs), the average income during the year was lower than the income from honey supply at the first instance (baseline) and 37.5% reported no changes in income and this can mainly have attributed to the seasonal fluctuation and the effects of the prolonged drought.

Even though the actual honey production has been ongoing for one year, farmers have reported that they have been able to harvest more times than they did prior to the training. Improved technologies from traditional to modern hives means that harvesting does not deform the honey comb thus enabling the bees to continue production. A review of data available, farmers generally recorded a frequency of about 2-4 of honey supply to the hubs. This is an area of strengthening that the social mobilization aspect of the Nyuki Hubs will address, by encouraging farmers to plan and spread out the production period.

The quality of honey presented to the hub also determines the sale value. Most farmers present crude, unprocessed honey (purchased at Ksh 250 per kilo) and processed honey (approx. Ksh 320). The quality of processing also determines how much will be paid for the supply- processing using centrifuges produces more refined produce compared to the traditional manual pulping. Through training, the producer groups have received training on value addition. This was however done later in the year and the results will be evidenced during 2018.

There was a progressive increase in the volumes of honey sold by farmers to the hubs, which indirectly implies increased revenue. The sales to the hubs fluctuated during the year due to external weather patterns. Kenya experienced a 3 year drought cycle, which negatively impacted on the yields of established hives and colonization of new hives. The table below reflects the volumes supplied to the hubs during the year. In the next phase, the project plans to review the business model to ensure a constant supply of honey through improved technologies and climate adaptation strategies eg leveraging on other interventions such as water supply, irrigation and forest conservation. Honey production in these ASAL areas is heavily dependent on climate. Technical assistance will be sought to maximize on production during the low seasons, which will then imply increased sale values.

Testimonials from project participants

The **Makueni Honey Hub** was fully established on September 2017, with honey supply having started in January 2018. Since then, it has recorded consistent supply. To date, the hub has a membership of 283 beekeepers (154 male and 130 female). The yield fluctuates due to weather conditions and bee productivity. It is strategically positioned in an urban set up which also hosts the county headquarters. However, plans to have different outlets especially along the Nairobi-Mombasa highway would be an added advantage and a boost to marketing aspect of the project. Members of the hub include Beht Nzyoka and Daniel Mwanzau.

Beth Nzyoka: is a beneficiary of the honey project, she has 12 log hives with 6 colonized. She supplied 25.3 kilograms to the hubs last year and earned kshs 7,500, and used the most of money to pay school fees for her child and the rest on buying iron sheets for her house. She is widowed and holds beekeeping close to her heart as a cherished income source, having taken over her husband's hives but with little experience and support. She says her main challenge is unfavourable weather conditions and needing finances to expand now that she is the only bread winner. She will share her journey in bee keeping especially after the demise of her husband.

Daniel Mwanzau: was recruited in the honey project in June 2017 and managed to sell to the hubs 59.7kgs despite the ravaging drought. This money went to reinvestment in his farm. He speaks well of the training skills gained by joining the project transforming him to be a trainer of bee keepers. He has helped recruit more farmers in bee keeping.

The **Taita Honey Hub** was established in 2017 and currently has a membership of 238 beekeepers (152 male and 86 female). During the start-up, this hub had major challenges especially on honey marketing due to honey taste greatly affected by sisal flowers dominating the region which has a nectar source with unpleasant smell. The hub has addressed this challenge by blending honey from different hives and farmers and sometimes from other hubs to dilute the bitter aftertaste. Two Demonstration units has been established one in Mwatate and the other in Taveta. Emmanuel Mzungu is a member of Taita Honey Hub.

Emmanuel Mzungu has sold 454 kgs of honey since joining the hub. The income earned was used for different purposes including; building a modern house, educating his school going children and in supplementing crop diversification in his farm. He sank a water pan in readiness to venture into horticulture as well as provide water for his bees. He attributes commercial bee farming to his joining the honey project through which he gained knowledge and skills in modern bee keeping. He also received training on how to train other small-scale farmers in bee keeping. His future plans are to diversify more in agribusiness through the hub support.

4: Visual Report – photographs.

(Attach some photographs in electronic format of project implementation & results).

These have been included in the email with the report.

5: Your Comments – sustainability / next steps / potential to scale up etc....

(Include here any other comments, learnings, or suggestions you have for the Isle of Man)

The project is based on an adaptive programming approach in which we improve our interventions as we continually learn what works and does not work. Through our implementation approach we developed the building blocks for a scalable social enterprise model - we were able to test our concept of mobilising beekeeping communities around a processing hub, guaranteeing them access to a ready market with higher financial returns for their honey products, which in turn improves their quality of life.

What worked well:

1. Mobilization, especially of women bee-keepers. Bee Keeping has often been viewed as a male activity due to the harvesting process. Through the training and uptake of improved technologies, women are now involved in honey production.
2. Technical Assistance- Christian Aid sought technical expertise from industry players to develop, test and assess our models. Through partnership with The Hive, farmers were trained and supported to improve their technologies. Independent experts were also recruited to assess and advice on the viability of commercialising the project in the form of a new social enterprise, Nyuki Hubs Ltd. We will continue to use industry experts for our business development capacity needs.
3. Stakeholder engagement at different levels was consistent during the project period. The ownership of the project by communities and local stakeholders has resulted from extensive consultation with local authorities, beneficiaries, traders and industry actors.
4. The adaptive programming approach enabled this project to adjust our activities and targets in response to lessons, experience and recommendations from technical experts

Lessons learnt to date in Honey Project

a) Our initial assumption was that beekeepers once organised, trained and registered into beekeepers associations, would engage in enterprise at cooperative level, and Christian Aid would pull out of the market space leaving them engaging in with other actors in that space. We learned that while the beekeepers associations were good for organising beekeepers for support purposes, the cooperative model was political in nature and those elected as officials were not necessarily entrepreneurial individuals. They often were keen on handouts from the project than on getting markets for their honey. Setting up the PLC was a way to keep the business separate from the producer groups but sustain the enterprise model of the inclusive markets approach.

b) Partnering with The HIVE as a market actor in that space was meant to create and strengthen relationships between honey/beekeeping-equipment private sector traders and beekeepers' groups so they can trade in honey, equipment and expertise. For the 2 years of this partnerships, not many hives were bought by beekeeper as initially assumed and little trading happened due to emphasis on buying honey only from CAB hives by The HIVE. Going forward the project through the Nyuki Hubs Kenya Limited will be the intermediary between other markets actors and beekeepers' groups facilitating technology and expertise transfer to beekeepers and equally facilitating access to markets for honey produced by small holder beekeepers.

October 2018