

## **ZHC/PRO€INVEST CAPACITY BUILDING FOR HONEY ASSOCIATIONS REPORT**

In an effort to improve the quality and relevant services of Honey Associations, Pro€Invest a European Union funded institution whose aim is to empower rural communities, conducted capacity building trainings of selected intermediary organizations. The purpose of the trainings was to help Intermediary Organisations deliver efficiently and effectively against their mandates, by identifying key capacity gaps and assisting in the design of training materials. Three countries from the South African region were selected, Zambia, Malawi and Mozambique. Organizations picked from these countries were the ; **Zambia Honey Council (ZHC) based in Zambia, One Village One Product Programme based in Malawi (OVOP) and Association Of Honey Production based In Mozambique (AHP).**

Two day Workshops in March 2011 were held in each of the respective countries, addressing strengths, weaknesses and opportunities for the Honey industries in their respective countries. Subsequent capacity building programmes were defined and developed and incorporated into logical framework. Intermediary organizations had an improved knowledge of their members and the requirements of the honey industry.

Following a research done by Pro€Invest, which included field research of apicultural industries in each of the countries, highlighted that of the three countries, Zambia honey industry is well organized institutionally and is linked to district honey associations and assumes responsibility for coordinating the activities of the Honey sector. It identified Zambia Honey Council as having a framework for the value chain analysis with emphasis on beekeeping training, improved production and marketing networks, and organizational sustainability. ZHC showed it had committed members supporting the representative bodies. There were a sufficient number of beekeepers in the industry, value addition practices are simple and can be done with low capital investment requirements. Access to forest land for beekeeping is abundant and that the government polices provide a stable environment for honey production.

ZHC has taken up the initiative to ensure that selected honey producers improve in their knowledge of the honey industry and ensure that the associations have prioritized the institutional capacity building needs that are based on their member's requests. At the moment, most Beekeepers produce low quality products which force them to sell to domestic wholesalers at prices that are below the regional and global market. It is in light of these challenges that Pro€Invest has made it a priority to play a pivotal role in addressing this gap between the domestic and international honey markets, by providing technical assistance to allow selected honey producers associations to provide improved services to their members.

Despite the basic challenges in the honey sector, there is need to address financial sustainability for the long term. A credit management scheme needs to be implemented together with a need to capacitate and train ZHC members in specific areas of communication, quality improvement and promotion of the quality assurance mark. Because of its achievements and efforts to promote the Honey Industry, Zambia Honey Council was chosen by Pro€Invest to gain more exposure in the bee industry by

attending a one week capacity building training programme in Cape Town, South Africa with South Africa Bee Industry Organization (SABIO). The objective of this program was for ZHC to network with other regional institutions, develop an understanding of practices in South Africa and obtain exposure to value adding techniques and meet with packaging and marketing companies. ZHC National Coordinator Mr. Bill Kalaluka and Program Manager Mr. Macdonald Kanyuuna represented Zambia.

The aim of the visit was for **ZHC** to learn **South Africa Bee Industry Organization (SABIO)** model of income generation and to understand the state of the industry in South Africa. **SABIO** attributed its source of funds from membership fees, government support, and investment from the private, public and development organizations. The program helped develop a focused and coordinated approach for ZHC to improve in its own income generating ventures in order to support its programs, meet its core expenses and become a self sustaining organization.

ZHC aims at taking up the initiative through its service delivery program focus on private sector development and encourage more private sector investments. This Initiative can help ZHC achieve its vision of a sustainable honey industry that can contribute to improved incomes and livelihoods of honey value chain actors and national development.