



SNV, the Netherlands Development Organisation, is an international non-profit development organisation that provides capacity development services in 36 countries in Africa, Asia and Latin America. We help empower local communities, businesses and organisations to break the cycle of poverty by providing them with the tools, knowledge and connections they need to increase their incomes and gain access to basic services. We do this by providing advisory services, knowledge networking and supporting advocacy in the areas of agriculture; water, sanitation and hygiene; and renewable energy.

## Facts about bee products in Zambia

🌿 Zambia is the largest exporter of bee products in Africa, with an estimated 1,100 MT exported in 2010 (valued at USD 1, 650, 000).

🌿 Only 20% of the estimated production is marketed through formal market channels.



## Apiculture in Zambia



In the last 15 years, honey production in Zambia has steadily increased from 200 MT to 2000 MT in 2011/2012. Yet, this is just a fraction of Zambia's full production potential, estimated at 20,000 MT, which could generate more than EUR 25 million in export revenues. Farm gate prices have also increased, from USD 0.6 per kg to USD 1.0 per kg in 2010. Zambian organic honey maintains a niche market in Europe, with exports increasing from 500 MT in 2005 to 1,100 MT currently. At household level, an estimated 20,000 beekeepers now supplement their incomes from rain fed farming activities. In honey producing areas, honey contributes between 6% to 80% of household annual cash incomes<sup>1</sup>.

Demand for honey is expected to increase in the medium to long-term, due to life style changes made by increasingly health conscious populations. For a honey producing and exporting country like Zambia, the current and projected demand for bee products warrants continued investments in enhancing production, increasing the processing capacity of processors, and expanding market access and trade. Not only does expanding the beekeeping industry contribute to a non-traditional export sector, diversified export base, and increased foreign exchange earnings, but it also broadens the income base for many rural households.

1. SNV Agriculture Strategy 2012

## Challenges affecting beekeeping production and productivity

Zambia has abundant natural forest area, ideal for beekeeping activities. Despite the huge potential, production is very low and is currently estimated at 2000 MT. With a concerted effort, production could reach as much as 20,000 MT. Challenges facing the honey sector include:

- 🌿 Inappropriate production technology
- 🌿 Low productivity; poor quality produce
- 🌿 Weak organisation of beekeepers
- 🌿 Lack of commercial orientation
- 🌿 Lack of high-grade processing facilities
- 🌿 Cheap bee product imports
- 🌿 Absence of market information
- 🌿 No suitable financing mechanisms
- 🌿 Poor coordination among donors
- 🌿 Lack of coherent sector strategy and follow-up activities

# Our approach

SNV Zambia seeks to empower people to break the cycle of poverty and guide their own development by giving them the tools, knowledge, and connections they need to increase their incomes and gain access to basic services.

Along these lines, we use Local Capacity Builders (LCBs) in addition to our professionals to provide advisory, knowledge brokering, and evidence-based advocacy services to local communities, businesses and organisations.

SNV has a long history working in Zambia, and we have worked in the beekeeping sector since 2005. Over that time, we have gained an unparalleled understanding of the local development context and a distinct ability to help clients overcome their technical, business and organisational challenges. Using the honey processors as entry points, our capacity development services are designed to stimulate increased production, productivity, marketing and incomes for beekeepers and include:

- 🌱 Multi-stakeholder process facilitation
- 🌱 Producer group strengthening
- 🌱 Value chain financing
- 🌱 Market intelligence
- 🌱 Impact investment advisory services
- 🌱 Effective public policy management
- 🌱 Inclusive business strategy to incorporate low-income communities
- 🌱 Project management



# Who we work with

## The Enhanced integrated framework (EIF)

SNV works with the United Nations Office of Project Services to implement the Trade and Investment Project for Enhanced Competitiveness of Zambia's Apiculture Sector within the Enhanced Integrated Framework programme. The programme aims to enhance sustainable entrepreneurship in the apiculture sector through increased production, productivity, market access and quality standards. 5000 smallholder beekeepers are expected to be integrated into the apiculture value chain through commercial and inclusive business arrangements.

# Our achievements to date

- 🌱 Finalised Apiculture Policy 2012/13 to provide overall sector guidance (pending government approval).
- 🌱 2000 beekeepers benefitted from trainings on beekeeping management, technologies and access to inputs.
- 🌱 Increased incomes of beekeepers in Northwestern Province from USD 80 per year in 2005 to USD 350 per year.
- 🌱 Brokered agreements between Northwestern Beekeepers Association to supply 200+ MT of honey to Mpongwe Beekeepers Enterprises (MBE), and between Lua Lua Processors and Chiundaponde Beekeepers.
- 🌱 Improved MBE's processing capacity from 22 MT to 1,000 MT per annum and reduced their transaction costs by 35% by linking them with NWBKA through bulking strategies.
- 🌱 Increased number of producer groups from two in 2006 to six currently.

# Where we work

With offices located in Lusaka and Kasama, SNV Zambia works mainly in the Northern, Muchinga, Northwestern, Copperbelt, Central, Western and Eastern regions of the country.



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