

David Howard Holloway

Bees Abroad

The development of a large-scale sustainable honey production, processing and marketing organisation is challenging in rural locations with limited infrastructure. A social enterprise utilising microfinance has the potential to become a sustainable business, while enhancing valuable habitats and biodiversity.

The lack of basic infrastructure (roads, education, electricity, etc) in Western Uganda makes the development of sustainable businesses challenging due to the difficulty in accessing materials and markets. Beekeepers often sell to middlemen who offer low prices and pay late, if at all. Despite being a high value product, income from honey is not maximised and does not provide the full potential to lift rural beekeepers out of poverty and pay for their children's education and skills needed to survive in a very challenging location.

The establishment of Social Enterprises, bringing beekeepers together, provides an opportunity for improved skills and centralised processing and marketing. Establishing the enterprise as a Savings and Credit Cooperative Organisation (SACCO) provides credit and banking services that further allow individuals to build their own businesses in a secure environment. The formal structure required by a SACCO provides oversight and can facilitate training and technical support with centralised processing and marketing.

Since the establishment of the Bulhalho Foundation as a Social Enterprise and its registration as a SACCO, the group has grown rapidly and now supports beekeepers from 19 Districts in Western Uganda. Over 500 beekeepers supply honey and wax through their central processing facility near Fort Portal. Over the last 3 years, sales have increased from 5 tons to 20 tons per year, and the group is investing to increase production to 100 tons.

Members of the Social Enterprise are small scale subsistence farmers, typically with 1 hectare providing all their basic needs. There are limited opportunities for additional income for non-essential items such as healthcare or education. Membership provides huge benefits including guaranteed payment at high rates, and access to training funded through profits and the support of Bees Abroad. Access to loans and saving schemes at favourable rates help lift members out of poverty and encourage group cohesion, building sustainable communities through beekeeping.



Sustainable Beekeeping & Market Development in Western Uganda Through Social Enterprise & Microfinancing

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UK Beekeeper

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Small charity working in Africa for 25 years

- 3 Staff and 36 volunteers
- Support bee farming groups
- Only work through Local Delivery Partners
- Fund training, equipment and business development
- 46 projects in 6 countries
- 65% of funds go to projects





Bulhalho Foundation Fort Portal Rwenzori Mountains Uganda



- **Registered NGO**
- **Manages 19 District Groups**
- **500 members**
- **Executive team**
- **Provides:**
 - **Community support**
 - **Environmental projects**
 - **Skills training**
- **Funded with grants and beekeeping**
- **Financed through SACCO**



Community support and training at BUF



Solar Plant for community hub



Training in hive construction



Training in making smokers

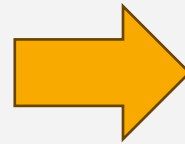


- **Raw honey supplied by members**
- **Offer high rates and quick payment through Mobile Money**
- **Investment for training and new projects part-funded by members or grants**
- **Profits only used for reinvestment & taxes**
- **Local community is the main beneficiary**

From 20 to 100 tons of honey in 5 years!

Year 1

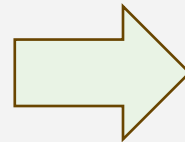
**80% dependent on
grant aid
20% on honey income**



Year 5

**40% dependent on grant aid
funding social projects only
60% income from honey**

**\$100k external
investment over 3 years**



**Repay loans
Increase spending on
community programs
Independent Social
Enterprise**

- **500 new bee farmers**
- **2500 new hives**
- **More honey per hive**
- **Upgrade processing centre & distribution hubs**
- **Better transport for monitoring & distribution**
- **New accommodation block for training centre**
- **Buy land for apiary & tree nursery**



Sales & Marketing Plan



UNBS Approved facility at LIDIFO – Kasese Uganda

- **Improved quality assurance through monitoring & testing**
- **Processing to international standards**
- **UNBS Approval and Organic Certification**
- **Update branding, marketing & social media**
- **Local, regional and national markets developed**
- **International opportunities explored**

Savings And Credit Cooperative Organisation (SACCO)

- Registered SACCO
- Regulated 'Table Banking'
- Allows the Foundation to:
 - Provide affordable credit for members
 - Fund community needs (health, schools, skills) and develops beekeeping
- Micro-loans repaid by deduction for honey supplied



Hive Twinning

Twin with a beekeeping project and bee part of a better future with a community in rural Africa

♥ Become a Twin



The Joy of Hive Twinning

Hive twinning is a living demonstration of your commitment to supporting rural communities through beekeeping, to benefit livelihoods, food security, the environment, conservation and nature across Africa.



Sarah, Divine Revelations Hive Twin project, Uganda

For £60 per hive per year, so just £5 a month, you can directly support one of our projects and get direct, exclusive updates in return.

Twin your hive, apiary, garden or even your favourite jumper! You don't have to have a hive or be a beekeeper to join.

Twin on your own or join forces with friends, BKA, community or allotment group and twin with more hives or even a whole apiary.

♥ Become a Twin

Corporate and Business Programme

Hive Twinning

<https://www.beesabroad.org/hive-twin>



Bees Abroad Website

[https:// www.beesabroad.org](https://www.beesabroad.org)



Online Donations

<https://Donorbox.org/beesabroad>

