

**Name of Applicant:** Ojok Simon.

**Name of Business or Social Venture:** HIVE Uganda.

**Name of Project (if different):** Organic bee keeping of people with disabilities.

**Applicant's Position/ Title:** Managing Director/co-founder

**Grant Amount budgeted:** USD \$ 25,000

**Physical Address (in Africa):** Gulu-Kampala Road, Layibi Corner P.O Box 360, Gulu.

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**Email Address:** ojoksmn@gmail.com

**Social Media:** facebook ojok simon Website [www.hiveuganda.org](http://www.hiveuganda.org)

**Sector:** Bee Keeping

**Target Customer:** Directly 50 Rural people with disabilities in Northern Uganda and indirectly 250 community farmers.

**# of Employees (full and part-time):** 9, 5 full time and 4 part-time

## **1. Executive summary**

### **I. Vision Statement for your venture (250 characters or less):**

To create a Bee Resource Centre that will assure people with disabilities in rural communities of East Africa become great self-employed entrepreneurs that sustain their operations working in organic bee keeping, honey harvesting, and marketing of their products.

### **II. History: (200 words or less)**

HIVE Uganda Ltd started in 2013, legally recognized with the Uganda government number 168846, and registered with the local government of Gulu, license number 2711. To date, the program has reached, trained and empowered a total of 38 rural blind and partially sighted people on the agricultural livelihood of bee keeping. As part of the training, each person received a start-up kit of 5 local bee hives to open their own bee farm. In year one, two cohorts with 12 and 15 farmers completed the training. In year two, 11 finished the program. The self-employed farmers formed a cooperative to promote the value addition of the product while marketing wax and honey to local market. To promote sustainability and increase the

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production level, 6 local carpenters were trained and built improved bee hives using the local available materials resulting in 70 top bar bee hives being distributed back to first cohort of 12 beneficiaries. All this occurred as the company invested about \$15000. And the revenue collection is as follows; Sale of honey and wax \$2500, sale of bee hives to non- beneficiaries \$1500, hire of harvesting suit \$300 and 10% contribution by beneficiaries \$800. Total revenues \$5100.

## **2. Program description of your venture + proposed activities**

The grant will be used to officially establish a Bee Resource Centre sustaining community development for persons with visual disabilities providing training and ongoing supports in bee farming, harvesting, including honey and wax production. Individual farmers will be trained in cohorts, receiving two weeks of training in the theory of bee farming with 3 months of practical hands on training on business of bee keeping. As self-employed farms grow their business improved hives will be added. A formed cooperative with the self-employed farmers will be nurtured contributing to sustainable community development expanding the capacity of their farms.

### **I. Background:(200 words or less)**

HIVE Uganda Limited is located in northern Uganda district of Gulu where the twenty years of war between Lord Resistance Army and the government has devastated development. While development partners and the government have worked to rebuild the region little attempts have been made to help persons with disabilities. Partners focus on education, computer training and workshops for job seekers. So many people with disabilities leave their home and travel to urban centres to participate in such training with intention of finding employment. But jobs are not always available, so they end up on the street as beggars with limited technical skills.

Instead of moving people with disabilities into urban centres, HIVE Uganda will create a Bee Resource Centre that train people with disabilities to start their businesses in the rural areas learning and sustaining organic beekeeping, agriculture, learn self-advocacy and address human rights issues. Collectively, the self-employed farmers can expand their growth by better processing, packaging and marketing the products.

The proposed project will be implemented in Gulu District, Northern Uganda. The project will target directly 50 bee farmers who are persons with disabilities. However, in terms of indirect beneficiaries 250 family, friends and neighbors that support the project lead by the bee farmers.

### **II. Goal:**

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The project will increase quality of honey/wax products within the local and possibly international market such as different types of honey, improving the quality standard, start processing refined honey and also increase the annual production per farm.

In order to increase the quantity sold and the income per member, HIVE will focus on strengthening a cooperative of farms that can grow different customer segments.

New members will get basic beekeeping training with start-up kits such as bee hive, harvesting suit and air tide containers. At a later time, HIVE will provide an additional training in advance beekeeping and other products with intends to give to all of them the necessary knowledge of hives management and honey processing techniques.

These training will be performed by personnel of HIVE adequately trained as Trainer of Trainers (ToT) with advance beekeeping training.

Together with the beekeeping training, HIVE will provide training for its beneficiaries in mobility and orientation. This kind of training helps them live a better independent life.

All the training will take aspect of environmental friendly honey/wax processing techniques and food security. In the vision of HIVE it is also necessary to have specialization in the production of improved bee hives.

### **III. Purpose:** (200 words or less)

The impact of the project is to contribute towards a peaceful, stable, prosperous Northern Uganda with reduced poverty and marginalisation for people with disabilities and their families. The desired outcome is increased economic opportunities and positive social engagement of people with disabilities in Northern Uganda. The result is measured through two key indicators of sustainable livelihoods and social capital:

a) Directly the project will result to increased numbers of people with disabilities into gainful agricultural practices through bee keeping, thus promoting their employment and reduce poverty. And more practically this can be measured by: working 40 hours or more a week while attaining a liveable monthly income.

2. Percentage of people with disabilities reporting increase in social capital (e.g. increased networks amongst peers and community). Social capital can be defined as the institutions, relationships, attitudes and values that govern interactions between people. Social capital contributes to economic and social development of society.

### **IV. Expected Outcomes:**

Instead of convincing people with disabilities into urban centres to look for job which is often not available, the project will create self- employment to over 50 people directly and over 250 community farmers moving in sustainable organic agriculture of bee-keeping. Indirectly also the project will provide employment to over 500 individuals through processing, packaging and marketing networks.

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The community member's mind-set will change positively towards people with disabilities since they will start seeing the potential talent among people with disabilities not just their disabilities. And finally as disabled people get engage into development process will also taking lead as farmers in the community, the status quo of some leaders toward disability will change thus promoting inclusive development while addressing one of the goal of sustainable development.

Lastly with initiative of planting trees and other fruits to feeds bees and bees also being one of the endangered species, the project will be promoting environment protection while preserving the engendered species.

### 3. Budget Table

Category	Description	Cost (\$)
<b>A. Infrastructure</b>		
A1. Creating bee resource center.	Putting echo friendly training hall, fencing, training facilities and bee hives and planting flower beds to feed bees.	10000
<b>B. Equipment purchases</b>		
B1. Honey and wax processing equipment.	Settling tanks, solar wax extractor and packaging materials.	3600
B2. Transport means	One motor cycle for field work to the farmers	3500
<b>C. Working capital/ inputs</b>		
C1. Bee Hives	building 100 top bar bee hive @ \$50	5000
<b>D. Training (incl. conferences)</b>		
D1. Training 50 members	Meals, accommodation & materials for five days	2000
<b>E. Technical assistance</b>		
E1. Practical on-site training.	Support to community volunteers for follow up.	300
<b>F. Administrative support</b>		
F1. Computer/stationaries	Lump sum	600

**TOTAL \$25000**

### 4. Milestone Chart

	Milestone	Deliverable	Date	Disbursement
1	Creation of bee resource center	Putting echo friendly training hall, accommodation facilities and fencing of the resource center.	Sep – Dec 31 <sup>st</sup> 2016	10000
2	Equipment and transport	Honey settling tanks, wax extractors, honey processor & motor cycle	Jan 1-30 2017	7100

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3	Building 100 bee hives	100 top bar bee hives	Feb 28 2017	5000
4	Training and technical support.	Training in bee farming and follow up to the trained people	Mar 1 <sup>st</sup> -June 30th 2017	2000
5	Progress Report	Training reports, photos, narrative and financial report	June 30 2017	300
6	Outcome Report	Project evaluation and audit report including external visit.	Jul1-30 2017	600

## 5. Financial Forecast

Revenues		<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
	<i>Sales of honey, 1kg=\$ 2.5</i>	23000	31000	33000
	<b>TOTAL</b>	<b>23000</b>	<b>31000</b>	<b>33000</b>
<b>Expenses (indicate categories and forecasts for recurring operating costs)</b>				
		<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
	<i>Promotions</i>	1500	1500	2000
	<i>Operating Expenses</i>	7000	8500	9000
	<i>Administration</i>	3500	3500	3500
	<i>Other</i>	5500	5500	5500
	<b>TOTAL</b>	<b>17500</b>	<b>19000</b>	<b>20000</b>
<b>Net Profit</b>				
	Net profit from the sales of honey	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
		5,500	12,000	13,000
HIVE is tax exempted				
<b>Net Income (Net profit after tax and depreciation)</b>				
	Sale of Honey, wax plus donation and volunteers	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
		<b>5500</b>	12,000	13,000

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