



HIVE UGANDA LIMITED

P.O. BOX 360, GULU PHONE + 256 – 774351122/782559940
Email: hiveug.ltd@gmail.com

Bee keeping for the blind

Three years annual report from 2013-2016

Written by Director/Co-founder

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Background;

HIVE Uganda is a registered organization which started in 2013 by promoting participation of marginalized people such as the rural blind people in Uganda through agricultural livelihood of bee keeping where 38 blind and partially sighted men and women of age 20+ years have been trained in beekeeping and given 5 local bee hives each as they open their own bee farming in their home. This is to fulfill our vision to see marginalized people in rural community of East Africa becoming great entrepreneurs. And the mission to enhance livelihood and independence of people with disabilities in East Africa through training on bee keeping and marketing of honey products. With the objective to establish bee entrepreneurship resource centre with a fully functional factory handle by farmers cooperative societies.

Overview of the report:

This report covers a three years activities implemented by HIVE Uganda. These activities includes; poverty reduction among people with visual impairment through beekeeping, mobility and orientation through promoting access to mobility devises such as white canes and advocacy for and by people with visual impairment. Through the activities 38 rural blind and partially sighted people of 20+ years of both men and women were reached. Each got five local bee hive, two improved top bar hives and a white cane as they started their own bee farm. Before the project these category of human being were seen as problem to society. They were baggers, depend on hand outs from relatives friends and other well wishers. They lacked clear source of livelihood and often neglected by community. They were subject of prejudices, deprivation, negative attitudes, and stigmatization and are living on less than a dollar a day. But through our approach of training them into beekeeping they have change a lot out of the bee hive provided them, they are now able to harvest 15kgs of honey per hive two time a year and each kgs of honey cost \$3 (three dollars) and per hive they are making \$45 and in a year they are making \$630 from honey alone. They are using the income to meet their basic needs such as buying clothes, medical needs, pay their children to school, increase on their bee farm and some has been able to go back to school and have become teachers. For example Abur Elisabeth who drop out of school because of lack of money to pay for her school fees was able to resume her studies using the income she got from the sale of honey and she is now a qualified primary teacher. Okot Thomas and Abalo Jennifer Oloya who was the first beneficiaries have become a great social change urgent in their communities after gaining self esteem through saving from beekeeping. Other community members now reorganized them for their great work of promoting community development; they are even elected by other community members to represent community views in a local council an institution which is very powerful in making local policies and bi-laws.

Founders and staff profile

OJOK SIMON – Director/co-founder.



I am a partially sighted Ugandan, a Kanthari alumna 2012 & Mandela Washington Fellow alumna 2016. I have been practicing honey bee keeping for the last 15 years. I am Applying my knowledge, skills and experience to empower rural young people with disabilities become independent, self reliant and role models in the communities through training them in bee keeping and supporting them with bee hives so that they start bee keeping in their home. In addition, I am playing the auxiliary role of running the affairs of the organization with support

from different expertise and other director.

Ojok Patrick Angala – Director Administration/co-founder



I am Physically Disabled Person; I hold a Diploma in Education Secondary and Honours' Degree in Public Administration and Management. Due to the high level of unemployment in Uganda I did part time Job as a teacher in a secondary School in my Sub-county while also participating in Bee Farming activity. I found bee farming very helpful in generating income to support my family and left part time teaching to become fully engaged in bee farming and selling honey products. Still then we use local bee hives and have not yet progressed to modern bee farming practice to increase production. Bee farming is very marketable though production is still very low to meet the market demands. Coming together as a team of three (Simon/Patrick/William) to share experiences and expertise in bee farming has been very helpful more especially through establishment of Hive Uganda Limited a company to promote the production and marketing of bee product locally and hopefully in the international market in the near future.

Bongomin William – Director Research, monitoring and evaluation



I grew up in the rural community where people cherished hunting for wild honey dew to cultural background. But because of formal education I could not have enough time to participate in wild honey hunting with my peers so I had to find way where I can still get praised and served community with hone. I established my local bee hive where during every holiday I harvest honey. After my formal education I joint NGO work and for the ten years I have work as monitoring and evaluation officer, worked with youth groups in supporting them in managing their small business, good leadership in the groups, but my love and practices in honey bee keeping remains. So privately I have been practicing honey bee keeping, harvesting, and processing, packaging and marketing of bee product. I have joined HIVE Uganda Ltd to give in my expertise in beekeeping, processing, packaging and marketing by the blind while building the organisation monitoring and evaluation system. I am a Ugandan and live in the northern district of Gulu.

I hold a Diploma in Cooperative and Business Administration and certificate in project planning and management from Uganda Cooperative collage.

AdongConcy Grace – Book keeper/administrator



I grew up in post conflict recovery district of Gulu while conducting petty businesses to raised school fees for my studies. In my formal education I have picked up interest in accounting subject right from ordinary level up to diploma level due to the fact that I was engage in petty business which uses figures, calculation of loss and interest, record keeping and fore casting future happening as well as planning, budgeting and financial control. I have also worked with the hotel industries and local NGOs where I have instilled a lot of financial disciplined. With HIVE Uganda Limited I am offering my time in building the company books of account and what it is required to be done financially to ensure the future growth of the organisation in more acceptable manner in line with the principle that governs international accounting policies which is accepted by the law.

Progress since 2013.

Establishment and registering with the government of Uganda. Being based in Gulu which is 360 kilometers away from Kampala the capital city of Uganda where all government headquarters are, the organization had to hire the service of a lawyer who stays in Kampala to help compile all the legal documents needed. The lawyer then did all that is needed and in six months the organization managed to register with the name HIVE Uganda Ltd under the registrar of companies. The organization then appointed five board members who served for the period of three years with renewable terms. This board member composes of technical people with knowledge in bee farming. They offer technical advice to the organization. To support the implementation of work, HIVE Uganda hired five full-time staff and 8 paid part-time members who support in training on beekeeping, building bee hives and field follow-up.



Colonized local hive with bees



A staff-member delivering certificate & hive

Organic bee keeping by the blind.

This was the first project implemented during the start of the organization. HIVE Uganda Ltd develops a system where rural blind people who were identified by the local community leaders, are trained theoretically for two weeks on the basic knowledge on beekeeping. Each member got five local bee hives from hollow logs of trees to start their independent bee farm in their home.

The organization then followed up practical one-on-one training at each individual bee farm. This training includes mobility and orientation around the bee farm, harvesting honey, checking the hives and site selection for the hives. And to date we managed to reach 38 direct beneficiaries; 19 male and 19 female. Of the 38 trainees, 5 members failed to manage their project successfully, 2 are female and 3 male. But 33 are doing well and one is being identified by the government to be used as a demonstration farmer for other community bee farmers who are not disabled.

Introduction to modern bee hives:

This was a project implemented with technical support from Italian friends who first came to Gulu in February 2014 and again in February 2015 for two weeks' visits. They provided us with technical skills that promote building of modern bee hives using locally available materials. HIVE Uganda Ltd involved the training of local carpenters to build modern bee hives such as; top bar hives and length-stroke hives, solar wax and catcher boxes for both different hives. To build capacity to the members, this kind of hive is given to those who are already trained and are practicing beekeeping.



Italian volunteers introducing modern bee hive to HIVE Ug

Promoting farmers' cooperative;

this system was set up to promote value addition, market strategy and sustainability of bee farming. The cooperative consists of members who are trained by HIVE Uganda and are practicing bee farming. Under cooperative settings, the members are followed up and trained in honey harvesting, hive management, book keeping and marketing. The cooperative has an enterprise section that support marking of the bee products and at the end of it all marketing sustainability of the organization to continue. Under the cooperative the organization was able to increase in the sale of the products such as honey and wax.



Italian volunteer Packaging honey of HIVE Uganda

Leadership development:

we started our approach first by empowering the co-founders with knowledge and skills in leadership style through participation in fellowship which includes; 2012 Ojok Simon who is a co-founder and director participated in seven months leadership training at kanthari in India. Knowledge, support and connection he gained from that fellowship became the corner stone for establishing HIVE Uganda. In 2015 Ojok Simon took part in a nine days leadership training program with Visio International based in Netherlands who partnered with HIVE Uganda for two years.

The training prepared the organization to remain self-sustaining in case any partner pulls out. In 2016 Ojok Simon participated in six weeks entrepreneurship course which is part of the Young African Leaders Initiative. The training promoted more network and business strategy. In December 2016 and April 2017 Adong Concy Grace who is the book keeper and administrator received training in value addition of bee products such as honey and wax processing, packaging and design. She is using this knowledge to improve on the quality of the bee products. Also in our training we incorporate leadership skills to our members and a result three of our blind beekeepers are elected in leadership positions in the community where they now are holding public offices.

Conferences and workshops:

since establishment of organization in 2013, the organization has participated both at international and local conferences including trade shows. Notably the 6th African Forum of the blind hosted in Kampala. In this conference the organization presented a paper about sustainability together with Visio International. In a local trade shows we marketed our honey and wax. We were hired to offer professional training on bee keeping by other organization to people who are not necessarily our members.



*Training during the Yali Program in Washington DC

Capacity building;

we have gone along way as an institution from processing bee products using mosquito net to using standard honey processing equipment such as honey press, steel double strainer and honey shiver. We have better settling tanks, packaging honey jars as well as quality honey harvesting equipment like smokers, veil, harvesting suit that makes our work to be standard.

Creating a bee resource centre construction with a classrooms and office is also on going. The building roof has been completed, doors and windows work is in progress and soon the works on the floor and wall will commence. When completed, the building will be able to accommodate 20 people per training. The organization is also offering capacity building to all the trained blind bee farmers through introducing improved bee hives. Our members started beekeeping using local bee hive such as hollow

logs of a tree. This was a basic process to make them gain basic skills in bee farming. But as time went by, we have trained all our members into modern bee farming and gave them top bar bee hives. This type of hive gives more bee products such as honey and it has long live span of about 15 years. It is also easy to harvest honey from it.



Roofing at resource center



Mobility training



Honey press machine

We also provide all other opportunities to our members to get more training elsewhere such that they are able to grow. We do this through linking them to various networks that can make them grow. One example is kanthari leadership training institute in south India-Kerala state where we makes a lots of referral every year to some of our members, which others would go through but others don't make it. We also provide market of organic bee products both locally and outside. We do this by building networks with various partners from Europe to America, Asia and Africa.

Scalability

in order for us to reach a wider community of people with visual impairment with our project in Uganda, East Africa and Africa at large, we are building network with various stakeholders both within and outside. We have build confident to people with visual impairment in Uganda through trust, transparency and accountability with respect to one another. This has drown a lot of attention from visual impairment to believe in what we do and say. It also includes other community leaders, local government and other organization. We have also made several visit to other east African countries such as Rwanda, Kenya and Tanzania. The visit has build network to ensure that when we start reaching out to other part of East Africa there are people with visual impairment to begin with our approach. For instance in Rwanda there is already ready group of people with visual impairment who are waiting to get



the knowledge so that they start beekeeping. They have everything ready to go get sting with bees but only waiting for our organization to go and kick them so that they start the new venture in live.

HIVE Presenting to East African members

Sustainability

To ensure that our project is self sustainable, HIVE Uganda is heavily depending on its effort. We do this by improving on the value of our products through offering our customers quality honey and wax products. Sometime also other organization hires us to provide training on beekeeping to their members and they will pay for our time and knowledge. Such income we use it to reinvest in our project. We also ensure that our approach is inclusive with other community development program and this has made everyone to appreciate our approach and they don't want to see our organization collapsing. We are now working to establish our own resource center with processing unit that will keep providing training, processing and packaging our products and marketing it to the consumers. This is going to be the engine for our sustainability and once it is complete with all the functioning system them we are ready to take off in the next level of development.



HIVE Products in the market

Fundraising strategy

to ensure that we implement our work successfully in the last three years we have embarked on the following: a) written over 90 proposal to different partners to support our ideas for the last three years and four of them were given small funding ranging from \$4500-\$10000. b) Participated in six different trade fare and market our products. c) Received contribution from our members that help us in administration. d) Hired our skills to other organization in terms of training. We have also develop our five years business plan that we are marketing to any potential partners who are ready to support our project.

Media engagement;

there are still little which has been done about this, but we got pro bono that help us to build our website www.hiveuganda.org that helps to pass any update about us. We also plan to open twitter and facebook account to pass on more information. We have not yet involve so much with the local radio station but this is for strategic purpose because we need to build strong base first.

Financial trends 2013-2016;

In the table below are the financial status HIVE Uganda manage to which made the organization reached out the listed numbers of rural blind and partially sighted with the activities.

Year	Partners	Currency		people reached			Other items spend on.
		\$ (USD)	Euros	M	F	Total	
2013	Braille Without Borders	15,000		12	12	24	Organization registration, 120 local bee hive, computer, printer, scanner, one year salary & rent, 24 harvesting suits
2014	Visio International		4,500	3	3	6	30 local bee hives, 12 harvesting suit, 10 top bar bee hive. Meals, transport and accommodation during training.
2014	Visio international		1,000				2 solar wax meltors built
2015	Visio International		7,500	4	4	8	10 harvesting suit, 64 top bar bee hive. Meals, transport and accommodation during training development of a five year business plan.
2015	Visio International		1,500				Meals, transport and communication during Visio Stakeholders meeting in Gulu.
2015	Visio International		1,300				Payment for 6 th African conference held in Kampala-Uganda.
2015	Friends Contribution from Netherlands		500				10 top bars bee hives were built and distributed.
2016	Anonymous donors	5,000					20 top bar bee hives, roofing of resource centers and transport and meals during training on top bar bee hive honey harvesting
2013 - 2016	Sale of our products ie honey and wax and hire of services	3,400					Purchase of equipments such as; 500 Honey packaging materials, honey filtering equipment and construction of bee resources center started
		23,400	16,300	19	19	38	

Other in-kind contributions by Italian volunteers which includes the following;

- Building of 4 European bee hives and laying it in the demonstration farms for learning purposes.
- Training of 8 local carpenters to built European bee hive using local available materials.
- Provision of honey filtering equipments such as four honey taps, solar wax mentoring box, honey squeezer using coffee net.
- Provision of European bee hives equipment such as one wax pads, one roller electronic motors for fixing wax in the frame and a wire bend tool.
- Probono support that help to create our website www.hiveuganda.org

Key achievements;

- The organization was able to get legally registered with the government of Uganda and also the local government of Gulu. And it has website www.hiveuganda.org
- The organization has managed to provide self employment to 38 rural people with visual impairment through training in honey bee keeping and marketing of the products.
- The organization has managed to promote the spirit of leadership among the 38 trained members where by two members of the 36 are playing great leadership in the community with the local government in their community.
- Saving the life of endangers species such as bees by providing them home through vulnerable people. We provide homes for the bees using different types of hive such as local hive and top bar hive.
- We also manage to achieve in promoting environmental protection by encouraging our farmers to plant trees which provide flowers that feed bees. Also we encourage them to protect some natural trees that provide shads to their hive.
- We also managed to promote mobility and orientation to our members through issuing white cane to aid their movement.

Challenges

- The organization still lacks a training center to provide more training to other people with visual impairment across East Africa.
- Lack of honey and wax processing equipment
- Lack of support for our human resource
- There is no administrative support to pay salary for our staff

Moving forward:

In 2017 and 2018 HIVE Uganda would like to do the following;

- Completion of a bee resource center which is going to be sustainable model for the organization. There will be a business development department which will aim at processing, packaging, branding and marketing of the quality bee products. it will also be an incubation department which will aim at capacity building to rural blind and partially sighted bee farmers where they will received more skills and knowledge how to develop their bee enterprises. The resource center will also address the issues of administrative expenses as some the profit gain will be use to support administrative expenses such as staff salaries, overhead running cost and providing more training to new group of beneficiaries.
- HIVE Uganda would also like to satisfy its products such as honey and wax with the Uganda Bureau of Standards (UBS) the body which is responsible to satisfy any products for export promotion strategy. This will widen the market base for the products produce by rural blind and partially sighted people.
- The organization will also provide more training to other 30 new rural blind and partially sighted people to become bee keepers. This is with the aim to ensure that there is constant follow of honey and wax to the cooperative and thus assuring the customers with constant supply not only depending on the few 38 people trained previously.
- HIVE Uganda would also like to diversify bee keeping with other sustainable agricultures which will includes fruits growing and crop production. This is because each of these farming activities complements one another and it will be one of the way to feeds the bees. At the end of the day we shall be addressing the problem of food security among our bee farmers as well as promoting environmental conservation.

To ensure that we meet our target we manage to raised the following:

- We manage to received Euros 10,000 (ten thousand Euros) from organization call LOT DER BLINDEN (meaning Destiny of the Blind), and the purpose of the fund is for: procurement of harvesting equipments like air tide container, settling tanks, bee smokers and harvesting suit for beneficiaries, Honey and wax filtering equipment, One year staff salaries, Motorcycle for field follow up, Fuel to follow up old blind bee farmers and contribution for office rent for one year.
- We also competed in several prize but still waiting to get the result.
- We are also marketing our business plan for any potential partners we are ready to work with us.

Lastly; HIVE Uganda would like to thanks you very much for support us in all ways possible and as we continue to move forward your support is welcome so that we are able to achieve our goal.

