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Gestion des Ressources Naturelles
Economie Rurale
Gouvernance Locale et Société Civile



HONEY VALUE CHAIN DEVELOPMENT: PROMOTING ACCESS TO THE MARKET FOR POOR BEE-KEEPERS

PLAN OF THE PRESENTATION

- Context and justification
- The approaches used by SAHA
- Market system supporting the integration of poor beekeeper
- The roles of the Program
- Monitoring and results
- Challenges and lessons learned
- The way forward



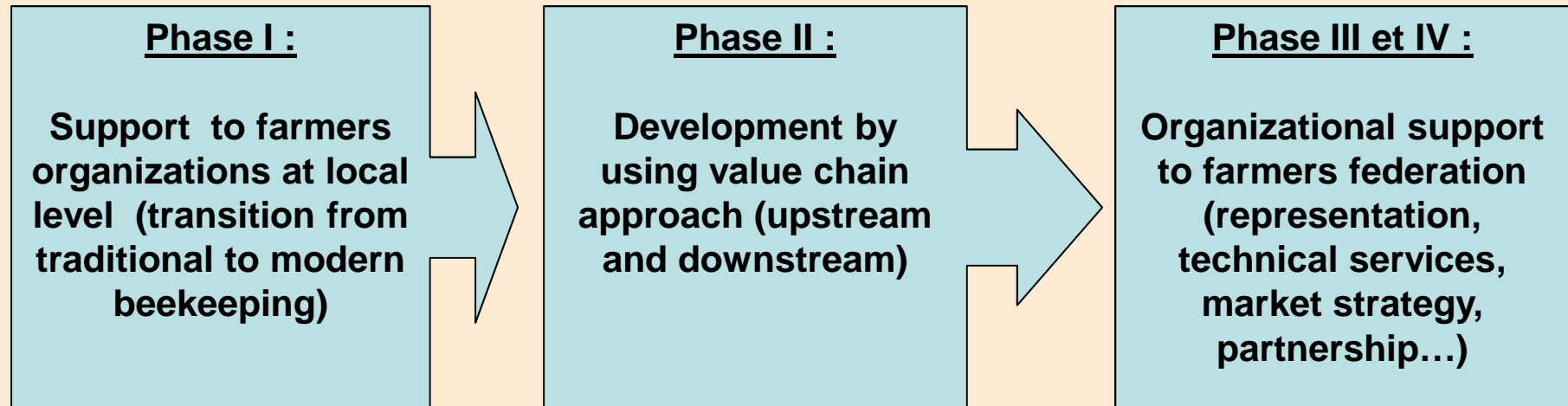
CONTEXT AND JUSTIFICATION

- ❑ Development challenges in Madagascar: poverty, poor private sector organisation, limited market development, low human resource capacity, low capacity of governmental agencies, remoteness of rural areas
- ❑ SAHA : Rural development program supporting farmers organizations with pro-poor focus
- ❑ Farmers activities hampered by many constraints experienced by different stakeholders upstream and downstream the value chain
- ❑ Honey value chain : 60% poor beekeeper using traditional techniques (1 or 2 hives), market poorly organised
- ❑ Honey value chain was chosen using pro-poor criteria (no land needed, low inputs, known activity, short cycle of production...)



APPROACHES USED BY SAHA

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□ Integration of the poor is based on:

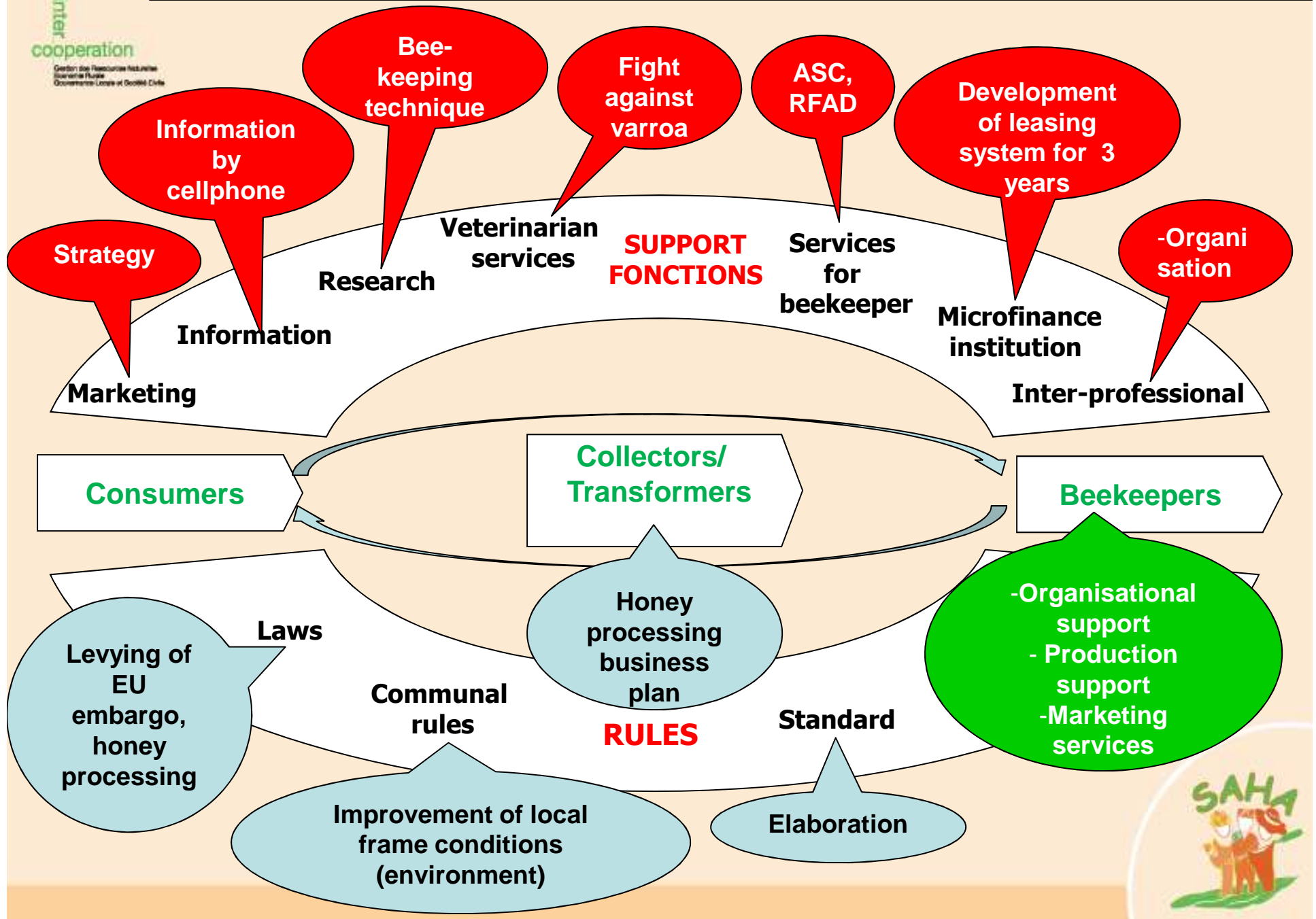
- Support to direct partners in analysing advantages to work with poor
- Development of a win - win strategy
- Capacity building of direct partners to deal with this cause

NB : SAHA is not a M4P program as such, but it integrates and respects the main principles of M4P



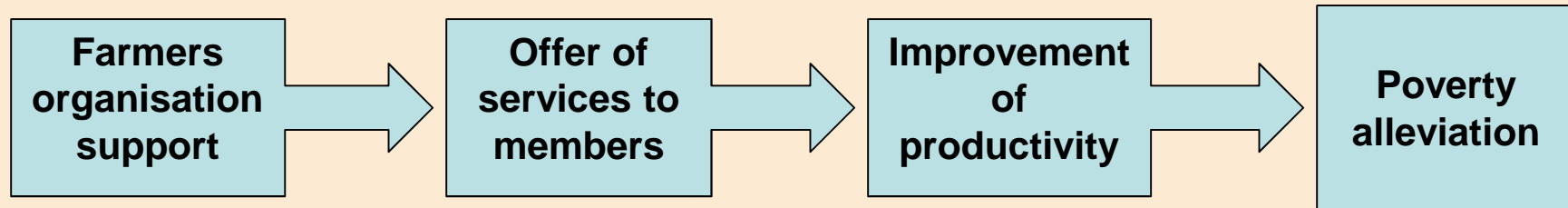
MARKET SYSTEM SUPPORT INTEGRATING POOR BEEKEEPERS

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ROLES OF THE PROGRAMME

□ Envisaged result chain



- SAHA does not provide services directly but finances service delivery
- SAHA does not substitute the actors but collaborates with them :
decentralised local governments, local technical services, others actors...
services suppliers
- SAHA facilitates linkages between producers (the beekeepers) and buyers
(collectors, processors)
- SAHA collaborates with others stakeholders involved in the value chain



MONITORING AND RESULTS

- Monitoring of behavioural changes using Outcome Mapping based on:**
 - Participatory approach
 - Complementarity
 - Social inclusion – participation of the poor (vulnerable)

- Some qualitative and quantitative impacts:**
 - Self confidence
 - Social openness
 - Increased production from 5 l (traditional hive) to 15 l (modern hive)
 - Improved prices of honey from 1400 Ar / l to 7 000 Ar/ l,
 - Increased income

NB : SAHA does not monitor impact on the market system, nor changes at the level of indirect partners – the focus is on the direct partners



CHALLENGES AND LESSONS LEARNED

- ❑ Facilitation : the effectiveness of facilitation is limited by :
 - ❑ Poorly developed markets (private sector, services providers...)
 - ❑ Lack of entrepreneurial culture/ mindset

- ❑ System: In order to understand changes in the market system, it is important to monitor behavioural changes amongst and between the multiple actors

- ❑ Scale: The strength of SAHA lies in working at local, regional and national level – especially important in promoting a pro-poor approach

- ❑ Crucial for sustainability :
 - ❑ Institutional maturity
 - ❑ Viable services for members
 - ❑ Strong linkages with other actors



- ❑ Facilitation / scale: continuation of the interventions with focus on the supports functions and rules (in the light of the phasing out of project support), thus scaling up
- ❑ System: analyze the feasibility to monitor market access
- ❑ Sustainability:
 - ❑ Institutionalisation: contribution to the development of sustainable mechanisms to finance farmers' organization as CSA/ FRDA
 - ❑ Capitalisation : sharing SAHA's experiences with the integration of the poor





**THANK YOU FOR YOUR
ATTENTION**

