The Honey value chain in Ba Be AHP in Viet Nam

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Outline:

1. Honey VLC development location
2. Main implementing partners
3. Selection of the BBP
4. Main activities in the honey value chain development
5. Main results & achievements
6. Main challenges
7. Conclusion and recommendation
Honey VC development location

- **Geography:**
  - Located in the Northeast of Viet Nam; Bac Kan Province
  - Area 10.048 ha;
  - 07 communes: Nam Mau Khang Ninh, Cao Thuong, Cao Tri, Quang Khe, Hoang Tri – Ba Be district and Nam Cuong - Cho Don district.

- **Biodiversity:**
  - Flora: The vegetation in Ba Be AHP mainly consists of limestone and evergreen forest.
  - Fauna: 553 animal species (belongs to 30 orders and 92 species) have been recorded.

- **Honey VC zone:**
  - 04 communes: Khang Ninh, Nam Mau, Quang Khe of Ba Be district and Nam Cuong of Cho Don district.
  - 44 Households participate in the honey VC
Main implementing partners

- Biodiversity Conservation Agency (BCA)
- Bac Kan Department of Agriculture and Rural Development (DARD)
- Division of ARD of Ba Be and Cho Don Districts;
- Ba Be AHP office
- People’s Committees of districts: Ba Be and Cho Don
- People’s Committees of communes: Khang Ninh, Nam Mau, Nam Cuong and Quang Khe

Role: policy consultancy; integrate parties and manpower support in the VC.

Thai Nguyen University of Agriculture and Forestry (TUAF)

Cooperatives; Restaurants; Homestays; Hotels; Shops

Role in VLC as Honey buyers and traders (Consume, distribute and expand honey products’ market)

Role: Provide bee expert; technical support; VC management manpower
Selection of the BBP

Why was honey selected?
- High benefit for biodiversity (pollination)
- Main income for local people so far from agriculture only
- Large demand in market for honey
- Beekeeping has low investment and high profit.

Who was selected?
- Prioritized poor and low income households and those passionate in beekeeping in the project area.
- Preferred households who are doing beekeeping or had raised honey bees, because these households would somehow develop the beekeeping better than the households have not involved in beekeeping yet.
Main activities in the honey VC development

(1) Establishing Ba Be AHP beekeeping clubs and association

Ba Be AHP beekeeping association:
- 4 beekeeping clubs
- 44 beekeepers
(2) Providing training course and study tour

- 03 ToT advanced beekeeping training courses for 04 club leaders.
- 02 general training courses for 44 households.
- 01 training course on improving honey quality for 44 beekeepers.
- 01 training course on business planning, building development strategies for beekeeping clubs and association
- 01 training course on improving negotiation skills, seeking and expanding markets for Ba Be honey products.
- Organized 01 study tour for beekeeping HHs to learn and share beekeeping knowledge and experiences with professional beekeepers in Thai Nguyen province.
(3) Providing breed beehives and beekeeping equipment

- Provided breed beehives for beekeepers:
  - Total beehives provided: 262
    - BBP project: 128 beehives
    - TUAF: 8 beehives
    - Beekeepers’ own funds: 134 beehives (some existed before project intervention)
- Provided 4 modern honey extractors for 4 clubs; beekeepers bought 9 additional ones from their own investments

- Provided glass jars for honey:
  - 400 by project; 100 by TUAF
Monitoring, support and supervise beekeeping development in households

Bee experts and club leaders checked activities weekly and monthly according to project plans.
(5) Commercialize Ba Be honey products to markets:

- Support to branding and labeling of the honey, including logo
- New-designed containers/glass jars for Ba Be honey products to improve product quality and attract more consumer’s attention.
- Organised campaigns to introduce honey products to tourists in Ba Be AHP area, received positive feedback
- Connect to market: 04 clubs have signed honey purchasing contracts with 15 honey shops and distributors in Ba Be AHP region
(6) Organization of final project workshop

The workshop attracted 70 participants

• Participants from ACB, GFA
• Leader of Bac Kan Agriculture and Rural Development department
• Leaders of Ba Be and Cho Don Agriculture and Rural Development departments
• Leaders and offices of Ba Be AHP
• Leaders of communes: Nam Mau, Nam Cuong, Quang Khe, Khang Ninh
• Beekeepers
• Experts from TUAF
Main results & achievements

✓ Economic achievement

• Improve livelihood for 44 HHs: Total income of 44 HHs increased by 5 – 10% in 2018, income of each HH increased from 3 – 5 million VND in 2018.

• Stabilize income for poor HHs, contribute to economic development for local communes in Ba Be AHP area.

• Strong commitment by beekeepers, including investment of own funds

✓ Environmental achievement

• Positive contribution of beekeeping on forests and agriculture through pollination by bees

• Improve awareness and responsibility of local people on biodiversity conservation in Ba Be AHP area, e.g. reduced the amount of chemical fertilizer and pesticides used by local farmers

• Less illegal violations in exploiting and harvesting timber and non-timber products from the park
Main challenges

✓ Beekeeping depends on following factors:
  – Interest of the beekeepers;
  – Beekeeping knowledge and experience;
  – Weather, seasons – loss of beehives in winter if not fed;
  – Food sources (flowers and nectars).

✓ Challenges in building and developing Ba Be honey brand:
  – Honey yield can not yet meet very high market demand;
  – Fake and low quality honey have been sold in Ba Be AHP tourism site;
  – Registering of Ba Be honey brand name not possible yet (time-consuming process but also question of scale (whole Ba Be province, park only etc.=))
Conclusion

- Highly appreciated by local people and authorities; encouraged many stakeholders to join hands in economic development of local communities
- Support local government in implementing policies relating to rural, agricultural, economic development, also diversifies tourism products.
- Created a secondary career in “Beekeeping” for local people, that can create additional income of 5 – 10% per year; helps stabilizing local income
- Important contribution to raising awareness of the community in the protection of Ba Be AHP ecosystem
- Lengthy process to register and protect Ba Be honey brand is not yet completed
- Important for beekeepers to access market information and constantly improve the quality of honey products.
- Interest by Provincial, district and commune People's Committees to issue policies to support beekeepers and to replicate the results of the project.
THANK YOU !!!