

REDUCING VULNERABILITY OF COMMUNITIES

LIVING ON FRAGILE LANDS IN KENYA:

R E V C O

EVALUATION REPORT



Sieku Honey Producer Group Meeting

(Photo Courtesy of SITE, Kenya)

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ACRONYMS:

ALRMP:	Arid Land Resource Management Programme
ATCD:	Agency for Technical Co-operation and Development
CCS:	Christian Community Service
CDF:	Community Development Fund
FA:	Field Assistant
FGD:	Focus Group Discussions
HPG:	Honey Producer Groups
KVDA:	Kerio Valley Development Authority;
KWS:	Kenya Wildlife Service
NALEP:	National Agricultural Livestock Extension Programme
REVCO:	Reducing the Vulnerability of Communities Living on Fragile Lands in Kenya
SPSS:	Statistical Package for Social Scientists
ToFs:	Trainers of Farmers
WRMA:	Water Resource Management Authority

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EXECUTIVE SUMMARY

The Evaluation Team comprised one International Evaluator who planned the methodology, managed the process and wrote the report; one National Evaluator who facilitated the Focus Group Discussions (FGDs), key respondent interviews and the collection and analysis of data, and 10 Local Enumerators who gathered the household survey results. SITE REVCO staff, including Field Assistants, supported the logistical arrangements for the Evaluators, and provided on-going background information and support.

The most essential sources of information were the beekeepers themselves. The evaluators and enumerators engaged with the farmers through focus group exchanges and one-to-one interviews. The process enabled the interviewer to assist participants to connect with the issues raised by the questionnaires. In FGDs with the Honey Producer Groups (HPGs) the interviewers' impartiality supported the participants to view their scenarios from different perspectives. The external evaluators were able to concentrate on the perspectives offered, yet retain a critical and independent stance which freed them to incorporate input that provided a broader picture of REVCO's functioning and impact.

The internal (SITE) aspects of the evaluation were also helpful because they established and addressed those things that can be changed or improved upon in the remainder of the project timeframe, eg: making more explicable and sustainable the revolving honey fund; facilitating direct links between HPGs and buyers/packers and encouraging learning and increased exchange between Beekeeping Groups. Problems and solutions have been identified and framed in such a way that the team will make every attempt to ensure that they are within reach of REVCO within the remaining project period. In May 2007 the Mid Term Review produced a series of recommendations to be addressed during the following project period. The recommendations formed the basis of the project planning during the subsequent project period. Significant progress has been made in many areas; there are, however, areas that require continued support: further inputs on gender, rights and HIV/AIDS; group leadership; developing systems to reduce dependence on SITE and record keeping and data collection by HPGs. These feature in the Recommendations section.

In response to recognition of the difficult constraints that the project has had to tackle, both political and climatic, REVCO has been granted a two month extension by the donors, The Big Lottery, and the project will now conclude in September 2008. Thus, the evaluation was conducted with a focus on the immediate future. In order for the evaluation to be of real use to SITE, the implications of the findings and potential solutions were teased out, eg: how things might be done better in the remaining period, or what needs to change and what this means for the financial sustainability of the honey production businesses. The recommendations, therefore, incorporate reflection and learning from the evaluation by the SITE REVCO team, and specify the established processes and paths to be followed in order to address the findings.

The evaluation methodology aimed to collaboratively measure impact to date on those beekeeper farmers directly involved in the intervention. Measuring impact in the wider decision-making arena was complex as direct linkage between beekeeper farmers and duty-bearers is just kicking-off. However, the process of strengthened HPGs advocating for and influencing change has begun and engagement is proceeding, albeit slowly; alliances are developing with: NALEP; KWS; Ministry of Livestock, Ministry of Water, WRMA, ALRMP, Local Administration, eg: Chiefs and Councillors. Already beekeeping farmers are taking opportunities to create awareness of the importance of managing natural resources sustainably, with relationships gradually developing with targeted/key duty-bearers. Alternative livelihoods, such as honey production, aloe vera planting and developing bio-diesel plants are also being encouraged by local chiefs. Statements made by HPG leaders and members that their increased voice to influence change is leading to a decrease in harmful practices across the community were verified by interviews with Local Administration. The HPGs are demonstrating to their communities the benefits they are gaining from adopting an environmentally favourable approach to increasing their income; many members stated that they are often asked for advice and have gained more respect from within their communities.

Although many of the beekeepers have participated as HPG members for under 2 years, the understanding of the roles and responsibilities of group officials and the levels of competency of

members to produce high quality honey is striking. This quality of honey being produced was endorsed by the Packers in Nairobi who are putting pressure on producers to increase honey volume, as supply is far from meeting demand in Kenya.

Respondents stated that food security has increased as a direct result of their access to additional income from honey sales through the HPGs and that they are now able to store food for use during lean times of the year when previously there were reduced meals per day. The project has been found to be bringing benefits to some of the poorest people in rural Kenya who have experienced devastating shocks, and previously had limited resources to address the impact of their exclusion from their fundamental rights to employment and basic service provision. With improved access to food, many are now able to concentrate on other areas of need, eg: health care and increase their children's access to schools – particularly at secondary level which is fee-paying. In addition, it was stated by group members that they are now able purchase clothes, soap, detergent and household items. A widow reported that through her increased income her quality of life has improved as she can now buy food and utensils for her home. Women and youth reported that they feel empowered by being provided with the opportunities to participate in decision-making and, although not visible, we were informed that there are a number of disabled people who are HPG members and are participating in beekeeping activities.

The training input provided to the group members was found to have improved the quality of honey in the 5 Districts where REVCO works. At local level there is a process in place for collection and reimbursement for bulked crushed comb and semi-refined honey on a regular basis; this has demonstrated to the producers and their communities the high level of business potential there is for this product. Eleven groups have been provided with beekeeper suits; storage plastic buckets; quality testing kits; hives; presses; scales and honey harvesting tools. In order to generate income for replacement and repair the HPGs charge a fee to loan this equipment to its members. Groups are being supported in some cases by the Local Administration to acquire their own Honey Collection Centres and/or rehabilitate buildings at Cluster and Sub-Cluster levels.

Initially there was a start-up fund provided to each HPG to pay the producers upon delivery of honey to the collection centres; this fund was topped-up when the turnover period was long and more honey was being delivered to the collection centres. Owing to inefficiencies in financial management within the groups, it was decided to establish a revolving fund which has been managed centrally by SITE. Currently, following sales to the Packers, all money comes back into the central revolving fund and records are maintained of all of the HPGs income and expenditure, including the costs incurred by SITE for transporting the honey to the Packers in Nairobi. Access to finance from the revolving fund is proportionate to the volume of honey bulked by the groups. As the HPGs are at different stages of honey production, with this system all groups can access the funds required to provide them with the short-term capital required to pay their producers. Although a few questions were raised by the HPGs who are unclear about the detail, on the face of it this system appears to work for the time-being, however, it is as yet undecided as to how responsibility can be assigned to the HPGs after the completion of REVCO. The HPGs clearly need further support and guidance to be weaned off the dependency this system has brought. Discussions with group members and SITE staff revealed shared concerns and it was agreed that there needs to be a focus on financial sustainability as a priority activity in the remainder of the project period. This is a burning issue for the future of the HPGs and further details of discussions and conclusions reached with the SITE team in this regard are outlined in the Recommendations Section.

It was found that, although the volume of honey produced has increased, the volume of bulked honey remains considerably lower than the demand. The quality of the farmers' honey and the continued support of the buyers indicate that SITE's training inputs have increased the farmers' skills to meet the quality requirements through technically adapting traditional methods. The Purchasing Contracts with Packers continue to be the responsibility of SITE; as they transport the honey they maintain direct links with the two main Packers in Nairobi: Nasali and Hillside Honey. Although the skills and understanding of honey production processes are well developed at group level, the continued absence of the HPGs' capacity to manage the transportation and Packers' contracts cause anxiety. To prepare the HPGs in readiness to stand alone, it is strongly recommended that more collaboration is facilitated between HPGs and between HPGs and Packers to exchange learning; to increase mutual understanding of the added value and roles of both producers and packers, and to jointly seek long term solutions to the crucial issue of marketing and sales.

Systems of setting prices and paying farmers for the honey brought to the Collection Centres were found to work efficiently and an area of responsibility that is fully owned by the HPGs. It was observed that business opportunities are promising for all HPGs – providing they have continued access to formal markets. Access to buyers beyond the local markets has strengthened the HPGs influence over the cost of locally produced honey. The challenge, however, is the volume of honey produced. It was found that only through increased volume can households and, by extension, the HPGs, register significant generation of income, as well as influence markets locally and nationally and that the pace of increasing the honey volume is slow moving. This can partly be ascribed to climatic and political difficulties faced intermittently across Kenya throughout the duration of the Project and partly to the inability by HPG members to grasp the relationship between increased volume, increased income and setting market prices.

Although SITE's services and inputs to beekeeping farmers are highly appreciated by group members and solid evidence was found of the significant changes REVCO has brought to their households, the business functions of the HPGs in relation to sales, producing timely, bulk volumes and planning and negotiating with packers remain weak. Record-keeping, leadership problems, monitoring and control, building working capital and developing responsibility to fulfil contracts directly with packers are all areas which require further capacity building in the remaining period.

An important consideration to be borne in mind with regard to the degree of capacity strengthening that has taken place is the period of existence of these HPGs. From August 2005 – June 2006, the REVCO team concentrated mainly on mapping activities and establishing relationships with honey producers in the selected Districts. We can see from Table 1 that two groups began the process of mobilisation in the first 8 months of the project. The remaining 9 HPGs did not commence mobilisation until March/April 2006, with honey production activities not commencing for 2 of these groups until January and March 2007.

Honey Producer Group	Group Mobilisation Date	Activity Start Date
Osutua	August 2005	August 2005
Sieku	April 2006	March 2007
Arabal	March 2006	June 2006
Bartum	March 2006	April 2006
Barwessa	March 2006	April 2006
Koriema	March 2006	August 2006
Linyot	December 2006	January 2007
Biretwo	April 2006	May 2006
Kipkam	April 2006	May 2006
Kiptani	April 2006	May 2006
TTBKA	August 2005	August 2005

Table 1: Mobilisation and Activity start-up dates of HPGs

Self-Help Group development and capacity building is a client-centred process and should ensure that the clients are taking responsibility for change. The diverse nature of experience, knowledge and expectations of the group officials and members means that their needs vary. As an internal process of change, in order for SITE to achieve the Project Outcomes with the range of HPGs, support has had to address the self-defined needs and purposes of each HPG within a capacity building timeframe ranging from 2 years 8 months down to 13 months. It was agreed during the first year to decrease the coverage from 6 to 5 Districts, and to retain the beneficiary goal of 4,500 households. A total of 3,944 households have been achieved to date; it is recommended not to focus too stringently on the achievement of the goal to access 4,500 beneficiary households, but rather to support processes to ensure that those households reached to date are supported to maintain the outcomes of the project and are benefiting from the cross-cutting themes of the project.

By the end of April 2008, a total of 48,268 tonnes of honey had been harvested and sold by the HPG members. An increase of 768 group members has been achieved since the Mid-Term Review of REVCO held in May 2007, the total membership rising from 3,176 to 3,944. This is some way off the target of 200 tonnes per year which is the recommended annual target as defined in the MYR by Andy Jeans and Harun Baiya in May 2007, but is twice as much as the total sold by May 2007 (21 tonnes).

Capacity strengthening is an internal process of change; the role of SITE has been to create favourable conditions and to provide appropriate inputs to support the development of technical capacity alongside business and financial management skills to encourage the formation of effective and efficient self-help groups. There has been a steady increase in the numbers of women included in project activities and feedback from both younger and older women was positive in terms of their increased participation in group decision-making processes. Women's household responsibilities tend to reduce their time available to take up official positions within the HPGs; however, this is slowly changing.

Increasingly there are signs of relationships developing with other organisations to address and influence improved natural resource management. At community level this includes local village elders, village committees, church members and local groups, such as Women and Youth. At local administration level the Chief's office liaises closely with all groups and there are links with Area Councillors and the Ministry of Agriculture, Ministry of Water and the Forestry Department.

With mobilisation of groups taking place at different times the HPGs are at varying stages of readiness and maturity. The progress of each HPG is influenced by the context in which it operates; for example, for much of the project period throughout 2006 the environment was not conducive to honey production and it took a considerable time to recover during 2007. Building capacity to produce sustainable businesses in this timeframe with well-established groups who have access to markets would be demanding, but within the context of REVCO (supporting remote, rural poor and vulnerable communities) one would question whether it is practical and workable. The coverage of the REVCO project has entailed the provision of support to a range of ethnic groups which has required understanding and sensitivity by the project team to respect diverse value systems and to challenge mindsets and power differentials. This has been a sizeable challenge for the SITE staff, within a period of unmanageable political and climatic difficulties and thus the achievements to date are commendable.

PROJECT BACKGROUND

The 36 month REVCO Project of SITE Enterprise Promotion, Kenya, in partnership with APT UK, began in August 2005 and was planned to run until July 2008. Owing to the political and climatic difficulties and problems faced throughout this period, a further two month extension has been approved by the donor, The Big Lottery. The project is now due to end in September 2008. The REVCO project aims to contribute to the following long term change:

Pastoral communities reliant on fragile land will be able to manage their natural resources and livelihood options sustainably making them less vulnerable to land degradation and the depletion of water resources that result in severe levels of poverty, food insecurity, and sometimes conflict

Beneficiaries

The project document identified the following numbers of people it would benefit:

1. Through impact of sustainable resource management and greater inclusion in decision making: 33,000 poor and vulnerable community members (60% of the population in the areas targeted): made up of 14,500 men and boys and 18,500 women and girls
2. Through impact of honey production and marketing: 4,500 households (4,000 men, 4,500 women and 18,000 children)

Project Outcomes

1. Improved food security of disadvantaged people in 6 environmentally fragile districts, and ability to meet other basic needs such as education
2. Increased opportunity and uptake of alternative, more sustainable livelihood strategies, reducing vulnerable peoples' reliance upon large livestock, which is very susceptible to environmental shocks and stress.

In addition, a number of cross-cutting outcomes (to support the project outcomes) were identified in: capacity building; influencing opinion; networking/collaboration; participation; and gender and diversity.

Problems faced

The scale of the 6 Districts originally targeted by the project was felt to be a greater challenge than originally anticipated over the timeframe of the project. Accordingly, in Year one during the mapping exercise, it was felt to be more practical to concentrate the project in 5 Districts in an effort to deepen the impact, rather than spread the resources too far; the beneficiary goal of 4,500 remained in place. To date the beneficiary target has reached a total of 3,944 which comprises 900 women and 3,014 men.

Kenya faced a cruel period of drought (in 2006) which led to an extended period where the environment for effective honey farming was unproductive. In addition the prolonged low season of honey meant that most of the producer groups did not have their expected honey crop in the period October – December 2007.

Political instability led to violence and unrest in the project areas from December 2007 to February 2008, and the SITE team were unable to visit the areas of North Pokot, Baringo and Keiyo as travel was necessary through the most dangerously affected areas. The ongoing commitment of the SITE team to provide continuity and support during this period led to a member of the team experiencing a life-threatening encounter.

Prior to this period of political unrest campaigns in the period leading up to the general election meant that farmers could not engage in any of the planned activities for the November 2007 – January 2008 quarter.

Overall Objectives of Evaluation

- To assess the success of the project in meeting its own objectives (as set out above and more fully in the project documents), with particular reference to impact and sustainability.
- To make recommendations on any changes to the project approaches, methods and ways of working that will enable the project objectives to be met during the remaining 6 months of the project.
- To assess to what extent the achievements will be sustained and recommend what future activities could be made to enable the benefits to be fully sustained or deepened.
- To establish key learning points and make recommendations for future operations of this or similar projects.

Purpose of the Evaluation

- To assess the success of the project in meeting its own objectives, with particular reference to impact and sustainability.
- To make recommendations on any changes to project approaches, methods and ways of working that will enable project objectives to be met during the remaining 6 months of the project.
- To assess to what extent the achievements will be sustained and recommend what future activities could be made to enable the benefits to be fully sustained or deepened.

See [Appendix I](#) – Terms of Reference

METHODOLOGY

- Review of relevant documentation: Annual Reports; Project Mid Term Review; Project Proposal; Outcome and Cross-Cutting Indicators.
- Prepare survey instruments: Questionnaires/semi-structured interviews/FGD guidelines.
- Factors guiding the sampling process: the exercise was carried out as a pre-evaluation survey; the time allocated for data collection was 10 days (inc 3 days travelling); the availability of appropriate people to facilitate the data collection, its entry into the data analysis system and the availability of project documentation.
- REVCO operates in 5 Districts of Kenya – Laikipia; Baringo; Pokot; Keiyo and Taita Taveta. 3 Districts were selected to participate in the pre-evaluation survey. Taita Taveta was not considered due to its location and distance from the other Districts (3 days travel away). Keiyo District has participated in surveys and visits in the past and is similar to Baringo, hence, faced with the selection decision, Keiyo was excluded. Between each of the Districts selected approximately one day's travel was required. REVCO supports 11 HPGs across the 5 Districts. A total of 5 groups were selected

to participate in the survey; the performance and experience of these groups is varied. Data was collected during the period 15 – 30 April 2008.

	Laikipia	Baringo	Pokot	Totals
District	Laikipia	Baringo	Pokot	3
Number of Groups	2	2	1	5

Table 2: Districts selected to participate in the Pre-Evaluation Survey

- Enumerators with local language skills received background guidance and data collection training from Isabel Munandi (Evaluator) which included completing a household survey under supervision. The process of implementing the household surveys was lengthy, often taking more than one day to complete, this was the consequence of having to respect the daily schedules of the respondents.
- In total 100 households, who are direct beneficiaries of the REVCO project, participated in the survey. The distribution of the respondents can be found in Table 3 below.
- A SITE team meeting to examine initial findings of the evaluation and to consider prioritisation of activities for the remainder of the project period.

In addition to key respondents who comprised of beekeeping farmers in the cross-District sample group, other key informants at District level were from: Local Administration and HPG officials and members. Sub-cluster groups (total: 39) were represented through these meetings. Thus the FGDs included members from sub-cluster groups. The Local Administration participants were drawn from the Chief's offices and area councillors.

One day was allocated for data collection per HPG. The groups were all based in rural areas of Kenya and each group consisted of local people of one ethnic origin. The ethnic communities represented in the survey were: Maasai (Laikipia District); Tugen (Baringo District) and Pokot (North Pokot District). To facilitate the data collection local enumerators and interpreters were recruited. The total number of enumerators was 10 (See Table 4) and the interpreters required were 2. Five of the enumerators had secondary school level of education and the remaining five had completed college or university level. The household surveys took place as per Table 3, below.

Name of Bee-keeping Group	District			Total
	Baringo	Laikipia North	North Pokot	
Koriema H.P.G	Sex of respondent	Male	14	14
		Female	6	6
	Total		20	20
Arabal H.P.G	Sex of respondent	Male	15	15
		Female	1	1
	Total		16	16
Oсотua H.P.G	Sex of respondent	Male		15
		Female		5
	Total		20	20
Lotoro Sieku H.P.G	Sex of respondent	Male		16
		Female		7
	Total		23	23
Kodich/Linyot H.P.G	Sex of respondent	Male		17
		Female		4
	Total		21	21

Table 3: Number of respondents by sex, district and HPG.

Responsibility	Koriema HPG		Arabal HPG		Oсотua HPG		Lotoro Sieku HPG		Kodich/Linyot HP	
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female
Data collection	2		1		2		2		2	1
Interpreter	1				1					

Table 4: Enumerator survey locations

Tools and Activities

- One-to-one interviews with Beekeeping Households, using structured questionnaires. The interviews were conducted on a sample of 100 individual beekeepers that are members of HPGs; refer to Table 3 above for details of distribution.
- Focus Group discussions with a sample of 4 HPGs, Osutua, Linyot, Koriema and Sueko. SITE Field Assistants attended FGDs but remained objective unless requested to make clarification on language or cultural issues. Impartial translators were used.
- Discussions were with Local Administrators (Area Councillors and Chiefs offices) in Osutua; Sieku; Koriema; Kodich and Arabal.
- Analysis of raw data from the semi-structured household questionnaire was done using SPSS.
- Analysis of data using the REVCO Outcomes and Indicator framework.
- Discussions with key SITE staff – Beatrice Njambi Nyakundi business development specialist and project manager, and Michael Njugi , beekeeping and community development specialist and HPG and ToF skills trainer, 4 Field Assistants, SITE Chief Executive, and architect of REVCO, Harun Baiya and Andy Jeans, Chief Executive of APT.
- Triangulation of data – meetings and visits.
- Report of the findings as a basis for reaching conclusions, lessons learned and recommendations for the final 5 month period of REVCO Project implementation.

See [Appendix II](#) – REVCO Evaluation Methodology

See [Appendix III](#) – Case Studies

See [Appendix IV](#) - Project Outcomes and Indicators.

FINDINGS

Outcome 1: Improved food security of disadvantaged people in 5 environmentally fragile districts, and ability to meet other basic needs such as education.

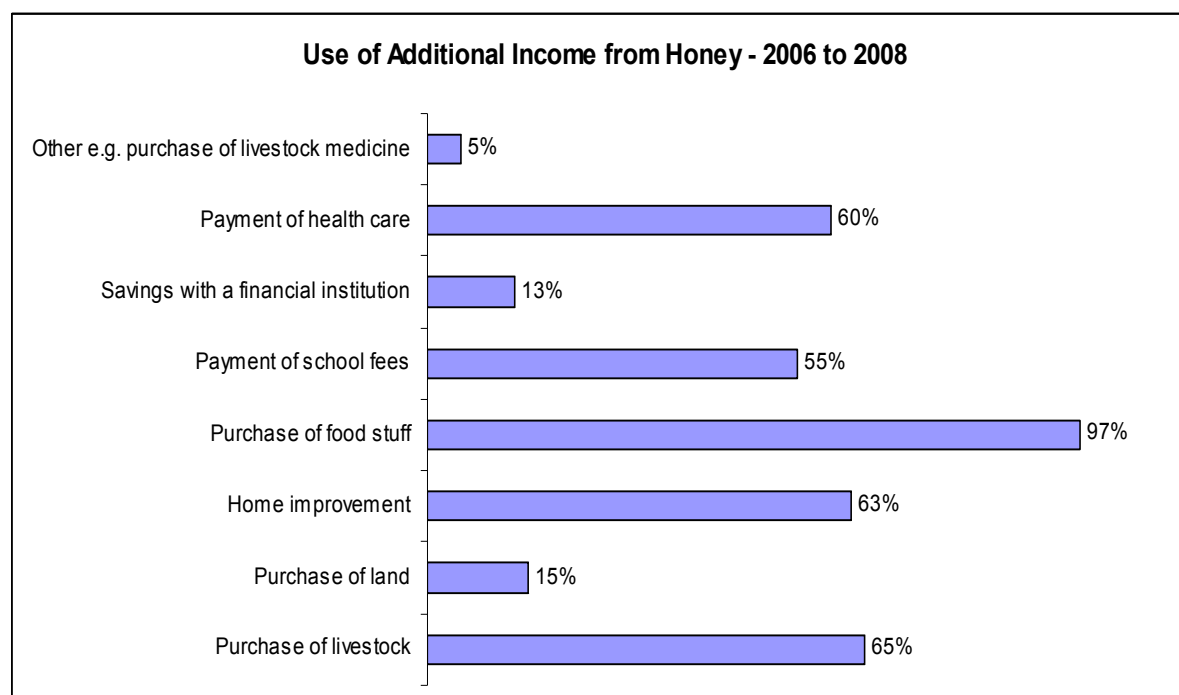


Table 5: Vertical axis: Use of additional income

Horizontal axis: Percentage of sample respondents who used additional income in this way.

A quotation from Koriema HPG member, Baringo District, is reflected in our findings from other HPG and Local Administration discussions and Household surveys: *“The extra income earned from the honey business has had positive impact on the households. For example, there is one old man who has over 100 hives. The honey from these hives has been used to educate five of his children.”*

REVCO has increased the food security for my household

1 2 (5.1%) 3 (8.2%) 4 (31.6%) 5 (55.1%)

(From Household Interview Rating Scale: 1 - strongly disagree, 5 - strongly agree with the statement)
See Appendix VII

From research it was found that food security has increased since honey producers' partnership with REVCO. (See Table 5.) We were informed that additional income from honey has increased access to food throughout the wet and dry seasons; with the increased ability to buy food at low cost to store for use during lean, and therefore expensive, times. Access to food security was by far the greatest need identified by the HPG members, who represented a total of 3,944 beneficiaries; with 97% of the respondents' additional income being spent on food.

Purchase of livestock (65%), home improvements (63%) and payment for health care (60%) were areas of expenditure that were prioritised by many over the payment of school fees, with 55% of the respondents using additional income to pay for education. Research revealed the Group members' who selected to use their additional income supported their children at Primary School with the supply of uniforms, books, etc, and others have been enabled to support their children through Secondary School which requires payment of school fees. Primary School is free in Kenya but Secondary School is fee paying. Thus participation in the REVCO project has enabled children to attend Secondary School who would formerly have completed their education at the end of Primary School. Details were provided of purchasing power being increased to enable beekeeping farmers to buy additional items such as clothing, detergents and soap. Previously the farmers were dependent upon livestock sales; this dependency has said to have reduced. In discussions, it was stressed by women in the HPGs that, in the absence of income from a husband, widow beekeepers are now able to generate sufficient income to improve their quality of life through increased access to food and household utensils.

In addition group members stated that there had been an increase in disposable income which had been used to meet principal needs, which had previously been neglected. The following quotation from a Sieku member reflects the findings across the communities interviewed: *"The honey business is good as it has improved our food security at the household level. For example, when there is a famine, the livestock is affected. The honey bee may also be affected due to lack of rains, but when the rains come, the honey bee returns. At this period, it takes time to build the livestock size, which is an expensive process as it requires one to have money. Also, managing the stock size involves money, eg: to purchase veterinary services. However, comparably, beekeeping is inexpensive..."*

From an HPG focus group discussion we learned that the Dorobo communities, who were hunter gatherers, traditionally kept their honey for subsistence. Commercial orientation was limited to surrounding communities who used it mainly in preparation for circumcision rites. The exchange was in the form of barter trade, or honey for livestock – which was how the Dorobo people started to keep livestock. Today the REVCO project provides money for their honey which is used to purchase services such as healthcare, school fees and to purchase cooking oil, soap and utensils. For this reason they now see bee farming as having considerable potential for their future development.

It was affirmed that, through SITE, the intervention has provided an assured market for the honey produced by the farmers. The capacity building interventions of the project have developed skills to produce honey that is of good marketable quality and the demand has motivated the beekeeping farmers to consider further skill development to produce semi-refined honey for the market. Many community members that had previously faced marginalisation as a result of their poverty, gender, age or disability are now better placed to plan and prepare for unexpected situations that may arise. The capacity of the HPG leaders and officials has developed and issues of conflict and weaknesses in leadership are being addressed; group decision making is facilitatory and they are alert to issues of exclusion. Findings provided evidence that some of the most marginalised people in their communities are being included in the opportunity to profit from honey and to improve the quality of their lives. The HPG's increasing awareness and adoption of gender equity is demonstrating evidence of the mutual benefits of shared consultation across the community and within the household. Increasingly women in the household are participating in decisions relating to the household expenditure as they are now directly involved in generating the additional income from honey. In addition to using their savings to purchase livestock

(65%), some beekeeper households from Laikipia District are now choosing to open personal savings accounts in the local banks (13%) while some are purchasing land (15%).

Another benefit identified from the household survey, and corroborated by other HPGs, was that the households are now able to budget and plan in advance how they will use their additional income. It was stated that prior to REVCO this was not the case as there was no assurance of income as the farmers were only able to sell honey in an ad hoc way, in small quantities, through time-consuming marketing activities. The current reimbursement process of the HPGs' paying the farmers upon receipt of the honey was appreciated by all producers. It was borne out by the HPGs, the households and by Local Administration that the REVCO Project has indeed improved the income security of the bee-keeping community. It was stated that initially the price offered for honey was low, but now their return is increasing slowly and the commercial interest of the community is also increasing. There was considerable discussion related to the price paid per Kg of Honey to the Producer Farmers, and it was agreed that the main challenge identified was to get more beehives to increase the volume of honey production per household. There was a suggestion from the Local Administration in Osutua that the project should consider providing a loan to the community to purchase beehives, stating that this could be repaid from their increased honey business. See Case Studies, Appendix III.

Outcome 1 – Indicators of Achievement: Summary of Findings

- Improved nutritional intake patterns of men, women and children in 4500 families throughout the year, qualitative improvements in health (target is for 90% families to meet all basic food requirements as identified by them all year round, even in periods of drought or other crisis.)

97% of families (3825 households) use their additional income to purchase food.

- Increased levels (target of 30% increase) of seasonal storage of basic foods and/or savings by disadvantaged households.

Respondents stated that additional income enabled them to store food to plan for lean times. 65% (2563 households) purchase livestock with additional income, as a means of saving. A few honey producers are opening bank accounts, but this is at a low level.

- Increase in household income of 4500 families by 15-20% per year, with increased expenditure on basic needs; decision-making (who and why) involved

At an individual/household level, findings indicate that 31% (1223) of farmers' incomes were from 10,000 KShs upwards in 2007, compared to 7% (355) in this income bracket prior to their participation in REVCO, See Table 8. 69% (2721) of farmers in 2007 were on an income below 10,000KShs compared to 93% (3668) prior to REVCO.

- 2800 children (1600 boys and 1200 girls) will increase their participation and attendance in different forms of education; indicated by levels of attendance and reduced dropout rates

55% (2169 households) are using additional income to pay for school fees – formerly children were unable to attend secondary school education as they could not pay the levy.

- 14,500 males and 18,500 females have access to services and support in managing their fragile natural resources

Across the 5 Districts of coverage, approximately 27,500 men and women have increased access to information that supports their management of fragile natural resources.

- Reduced levels of conflict over scarce resources; key opinion leaders identify 50% reduction in conflict where its an issue

Conflict reduction has reduced as a result of capacity building inputs from SITE.

Outcome 2: Increased opportunity and uptake of alternative, more sustainable livelihood strategies, reducing vulnerable people's reliance on large livestock, which is very susceptible to environmental shocks.

11 Cluster HPGs and 39 Sub-Clusters are being supported by the REVCO Project; HPG membership totalled 3,944 (900 ♀ and 3,044 ♂); who at the time of the study own a total of 30,114 hives (See Table 6). The difficulties facing this project has led to the achievements to date varying from the target of 4,500; however, during the remaining five month period it is anticipated that group membership will continue to expand. Traditionally beekeeping is a male activity; by virtue of the fact that men in this region often have more than one wife, and have children with multiple wives, it is believed that significantly more women than the 3,014 men, and many more children, have already directly benefited from the REVCO project. It was also intended that women's participation would increase and, as can be seen, this is the case. Findings revealed that the numbers of hives and apiaries has increased since the farmers' became members of the HPGs. Although not all hives are colonised (16,988 in April 2008),

members in the main expected the increase in the hives to translate into higher volumes of honey. This was ascribed to the assured market decreasing the vulnerability that reliance on livestock has created.

The skills I have learnt through REVCO have reduced my reliance on livestock.

1 (2%) 2 (2.1%) 3 (12.2%) 4 (43.9%) 5 (39.8%)

(From Household Interview Rating Scale: 1 strongly disagree, up to 5 strongly agree with the statement.)

Number of hives owned by beekeepers in 2006	Number of hives owned by beekeepers in 2008
5,615	30,114

Table 6: Numbers of Hives owned in 2006 and in 2008.

The total sale of honey has increased by 247,515 KShs in 2007, compared to the year before the beekeeping farmers' participation in the REVCO Project (See Table 7).

Total sales (Ksh) of honey in the year before involvement with REVCO project	Total sales (Ksh) of honey in the year 2007
621,995	869,505

Table 7: Honey Sales from HPGs before REVCO, and in 2007, in KShs.

Total Sales (Ksh)	% of Respondent	
	Year 2007	Year before involvement with REVCO project
None	5%	3%
1 - 5,000	40%	66%
5,001 - 10,000	24%	24%
10,001 - 15,000	17%	4%
15,001 - 20,000	3%	1%
20,001 - 30,000	7%	0%
40,001 - 50,000	2%	0%
50,001 - 60,000	1%	0%
60,001 - 70,000	0%	1%
100,000+	1%	1%

Table 8: Honey Sales from Individual HPG members in 2007, and prior to REVCO.

At an individual/household level, findings indicate that 31% (1,223) of farmers' incomes were from 10,000 KShs upwards in 2007, compared to 7% (355) prior to their participation in REVCO. (See Table 8) 69% (2,721) of farmers in 2007 were on an income below 10,000KShs compared to 93% (3,668) prior to REVCO.

Findings suggest that since involvement with REVCO the HPG members have been able to reduce their reliance on livestock. It was stated by the beekeeping farmers that a reduction in dependency on livestock is related to accessing the support of the HPGs and their increased access to a formal market and more reliable income. Prior to REVCO the prices offered for honey were low but now the prices offered by the Groups have been set in accordance with the rates paid by the Packers in Nairobi, and this has led to local buyers having to revise their prices upwardly. In the past some buyers were selective with their honey purchases, regarding some honey to be more superior to others. This has resulted in considerable wastage of good quality honey. However, the HPGs now purchase all honey irrespective of source (from both members and non-members) and payment is made directly to the producers upon delivery to the Honey Collection Centres. With the current systems in place, ie: a revolving honey fund via SITE, the farmers are assured of accessing payments upon delivery of their honey to the HPGs' Cluster and Sub-Cluster Collection Centres.

A number of farmers reported that they are now able to accumulate their honey until they have sufficient bulk to deliver it to the Group Collection Centre in the security that they will receive the agreed price

whenever it is delivered. In the past the honey was consumed by the households, or they depended upon local buyers for sales which meant that they sold honey as they harvested it, and often received minimal income for it. Thus they could not budget effectively or plan in advance to meet their needs. The findings showed that since participating in REVCO the HPG members can now select bee-keeping activities to generate income and, although they continue to keep livestock, the reduction in reliance on livestock alone makes them less susceptible to environmental shocks. Their involvement in the project has raised their awareness of environmental degradation and they are developing more efficient grazing systems for the livestock they do have in an effort to reduce their contribution to local environmental damage. An increase in ecological awareness has also led to changes in other practices, such as charcoal production and logging and local administration confirmed that their practices have influenced the behaviour of others within their communities.

The skills and capacity strengthening inputs of SITE has led to the honey producers (both ♂ and ♀, young and old) now viewing honey as a commercial enterprise and they are keen to become familiar with the yields of honey harvested, and to understand the markets, as it has illustrated pronounced financial benefits. Since recognising the benefits of selling honey through the HPGs, households have become involved in honey production on a larger scale in the knowledge that they have access to a formal market via SITE. The producer groups' buying price was found to be between 80 Ksh and 100 Ksh per Kg. Before the intervention members stated that the brokers offered 40 Kshs per Kg; today the brokers offer as much as 130 Ksh per Kg. Nonetheless farmers stated that they are not keen on selling to those buyers offering the higher price due to the distance they have to travel to reach them.

Feedback from Local Administration verified the findings from group members that Beekeeping and Honey Production has become an economically viable alternative to the former dependency on generating income from their livestock. As a way of life, livestock continues to be the key focus of the majority of Beekeeper Farmers and honey production is regarded as additional income. Farmers, group leaders and local administration stated that the attitudes within the communities towards the beekeepers had greatly improved since REVCO, as they have been able to demonstrate their improved skills to be effective in generating increased income and understanding issues related to the environment. Networks are developing slowly with other NGOs, Ministries and NALEP, and the HPGs are increasingly becoming a strong voice that is being sought and respected.

It was found that REVCO has contributed to the stabilisation of the cost of honey locally; many HPGs are purchasing honey from both members and non-members. This has encouraged non-members to join the HPGs and, according to the HPG members and local administration, it has increased the standing of the group members within their communities. Decentralisation of some Collection Centres to sub-clusters supports the needs of the more remote producers. At intervals, in Koriema the HPG arranges for a vehicle to collect the bulk honey from the sub-clusters and delivers it to the main Koriema Collection Centre. (Other HPGs could learn from, and perhaps consider expanding this practice to the Nairobi markets.)

There were concerns amongst the group members. Upon the exit of the project, they anticipated challenges with marketing their honey, specifically transporting honey to packers who are located in Nairobi, and pre-financing arrangements to pay the producers. Vis-à-vis, the group members expressed the likelihood of the beekeeping farmers accepting the low costs of the local buyers if the HPGs are unable to pay the producers upon delivery of their honey to the Collection Centres.

Outcome 2 – Indicators of Achievement: Summary of Findings

- Growth in alternative livelihood options and their uptake, indicated by:
 - 4,000 disadvantaged men and 4,500 disadvantaged women who increase their income from honey production and sales by 70-100%

3,044 men and 900 women have increased their income to improve the quality of their lives significantly. The achievement of an increase of 70-100% is implausible over a period of drought and political instability.

- Number of men and women (target of 5000 households) who successfully begin honey production or other food / income generating activities to supplement traditional livestock raising

A total of 3,944 men and women have successfully begun honey production activities that supplement their livestock-raising.

- Increased opportunity indicated by: Active linkages established within the community (for collective action) and to organisations, private companies and business systems that enable the successful pursuit of alternative

livelihood strategies: 4500 honey producers have long-term links with at least 3 buyers of bee products. 30 peer/local people are providing technical, marketing or enterprise services to producers.

There have been considerable linkages established across the communities with reports that the unity development through HPG membership has enhanced collective action, particularly in relation to issues of natural resource management and participation in wider networks. Solid alliances have been developed, via SITE, between the HPGs and two buyers in Nairobi, in addition to other buyers in the Districts. The provision of technical marketing and enterprise services beyond SITE is a slow process and requires further strengthening.

Cross-Cutting Themes

Capacity Building

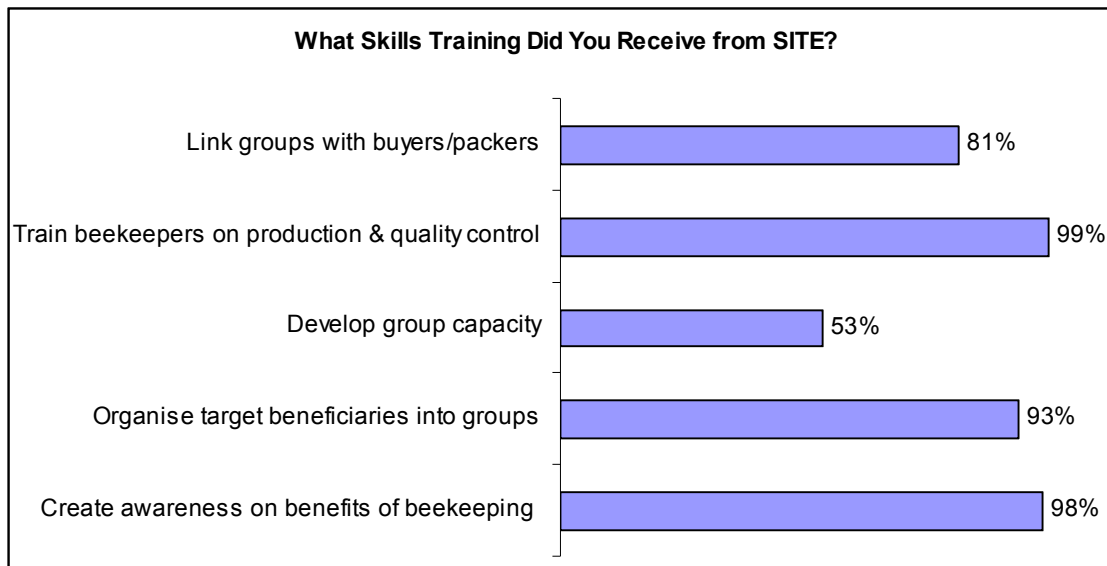
The Pastoralists Groups and Organisations are meeting the needs of their membership sustainably.

1 (7%) 2 (7%) 3 (31%) 4 (31%) 5 (20%)

(From Household Interview Rating Scale: 1 -strongly disagree, 5 - strongly agree with the statement)

See Appendix VII

The study revealed the range of training that the honey producers had participated in during their engagement with REVCO. Group members were satisfied with the quality of training received, however, they stressed that they would like more. A total of 399 local farmers have been trained in the Trainers of Farmers scheme in 7 of the 11 HPGs. The remaining training has been delayed owing to the political disruption, but it is planned to take place in the coming months. The expectation of SITE is that these ToFs will provide ongoing support in the acquisition of modern beekeeping methods. Group members were aware that ToFs are training group members on beekeeping and improved honey production and quality, and that they are doing so voluntarily. Some discussions with HPGs revealed that there was, however, lack of clarity as to the roles and responsibilities of the trained farmers in supporting the skill development of group members, and they thought it preferable that SITE should continue to provide this support. There was a request from members for periodic refresher courses to update knowledge and skills.



**Table 2: Vertical axis: Category of skills training
Horizontal axis: Percentage of sample respondents who received skills training in these areas.**

HPGs have had training support in the development of byelaws and regulations, and of developing democratic processes to elect leaders and office bearers. These rules are regarded as the groups' constitution and direct processes which include meeting procedures, consultation processes with the membership and leadership guidelines. Further training to develop leadership would be beneficial in the remaining project period. The Field Assistants provide on-the-job support with record-keeping and financial management training. Groups have been supported with conflict resolution skills training. Some training has been provided in gender awareness, HIV/AIDS and human rights, but more intensive support is required. An external facilitator will be employed to provide specialist support. Networking

and linkage has increased beekeeping farmers involvement and understanding of wider issues of natural resource management and environmental issues and will continue throughout the remainder of the project period. Group members affirmed how the quality and volume of their honey had improved owing to their access to REVCO training which included: the introduction to modern beekeeping techniques; honey harvesting, quality control, use of modern bee-hives, the use of bee-suits and smokers; how to colonise and transfer hives; improved understanding of differences between ripe and non-ripe honey. It was stated that the introduction of the Collection Centres has enabled the farmers to realise more time for other activities.

The Groups were satisfied with the services provided by SITE, including their increased access to a formal market; storage buckets and hives; they had also received support to establish their Collection Centres and to purchase the required materials. There were discussions regarding the 'Start-up' working capital arrangements and the process of paying honey producers and the reimbursement following the sale of the honey by SITE. As well as being unclear to the HPGs, currently the process of accessing profits and the revolving fund is not sustainable and causes confusion; this needs urgent attention. There are systems in place to manage the accounts and make and receive payments, however, it was revealed that often the HPG's reconciliation process, accounts and record-keeping are weak. There was a suggestion that REVCO could provide support by introducing the group to financial institutions that could support the group through loans. It was stated that collecting honey from the various collection centres and transporting it to major buyers outside the local market is a key challenge facing groups; a suggestion was that the provision of finance to purchase a vehicle for this purpose would be greatly appreciated. There were also other suggestions as to how SITE could provide additional support by a) deepening the relationship between the HPGs and packers by facilitating linkage and b) facilitating interaction among the HPGs to exchange learning. Some group members regard SITE as their major buyer. Additional training has been requested to build capacity in pricing processes and skills to ensure their sustainability. In addition they would like support to perfect the refining of the honey.

With certain reticence some HPGs stated that they could continue to manage the membership groups in the absence of REVCO, but the members requested more direct linkage with the Packers; they raised concerns about their lack of linkage with the market and funds to pay honey producers. A quotation from a Local Administration respondent reflects this: *"If REVCO were to exit today, the group would survive but with difficulties specifically in marketing the honey"*. Requests from group members included the following: *"Could the Project facilitate the group in sourcing other buyers?"* and *"Could the Project facilitate the group in acquiring much better processing equipment?"*

All Groups referred to NASALI as the Packer of their product; none mentioned Hillside Honey, the other Packer who buys the HPGs honey. This indicates the remoteness of the groups to the process of selling to the market. Generally the HPGs believe they have now acquired the skills and knowledge and that their main challenge is accessing the Packer and transporting their honey to Nairobi. Discussions around record-keeping and financial management revealed weaknesses in management at group level.

The group members were positive about the unity that the HPG's had brought about. Each HPG is governed by an agreed set of regulations and they hold AGM's for the re-election of Group Officials. SITE has supported the increased capacity to establish democratic processes to select office-bearers, eg: Chair; Vice-Chair; Secretary; Vice-Secretary; Treasurer and committee members. Group members confirmed that decision-making processes are consultative. Cluster groups have officials who are democratically elected at the sub-cluster levels; it is from these sub-cluster officials that office bearers to the main group are elected. All sub-clusters must have a representative as a main group official. Regular meetings of the groups take place. Members have a vision in the future of the allocation of shares and/or dividends to the membership.

It was reported that the capacity of group members has increased in terms of understanding the importance of adopting effective natural resource management measures. The Maasai partners stated that they traditionally adopt good natural resource management practices, however, they stated that they are now able to better support their communities on the commercial implications of managing their natural resources effectively.

A total of 4 SITE Field Assistants have responsibility to facilitate support and training to the HPGs. Many of the HPGs have become dependent on the FAs to take care of the record keeping; this is an identified area of weakness that is in urgent need of attention for long-term sustainability.

Requests were received from group members to build their capacity to process and package the honey.

There was a request from the HPG members for further capacity building training to improve the quality of harvesting, particularly in relation to mitigating against contamination of honey, eg: using tin containers that rust and harvesting honey with dead bees, sand or leaves. Additional support was also requested to enhance the capacity, co-ordination and commitment of committee members and officials at sub-cluster level.

Indicators of Achievement: Summary of Findings

- Number of effective linkages between groups & other institutions; accessing and negotiating with service providers and private sector buyers
 - Number of links SITE has with other organisations and their impact, quality and impact of information exchanged
- Increased capacity in networking and linkage has empowered the beekeeping farmers to access improved understanding of wider issues of natural resource management and environmental issues and increasingly their knowledge is being sought at local level; increased status is ensuring their participation in local decision making processes. In addition groups are working in partnership with local communities, traditional leaders, elders and local administration. Their successful market linkage has strengthened their influence over local honey prices and strengthened their power and sway over the local private sector buyers. Details of those links are provided within the Findings.**
- 1500 trained in group producer management etc
 - 1500 seeking and demanding training & information, and trained according to their needs

Against both indicators, targets have been achieved with 3,000+ benefiting from the training. Ongoing monitoring ensures that management weaknesses are identified and refresher training support is provided that strengthens group mobilisation and development towards becoming self-help groups, which underpins their potential to become independent CBOs. Training support is continuous, to support, for example: the governance of the HPGs, honey finance and advance fund management; consultation processes, record keeping, conflict management and bee management.

Natural Resource Management

In the FGD's it was stated that *"as a result of the Project there is a difference in attitude towards natural resource management."* Respondents commented that since their involvement with the project there has been an improvement in the participation of beekeepers in natural resource management and conservation within their communities. Key natural resources identified by the beekeepers as important to their livelihoods, include: acacia trees/shrub; aloe vera plant; water; grass, plants and flowers. The influence of the beekeepers has led to an order from a community chief stating that trees can only be felled with his consent. The raised awareness of the community members' has resulted in them working together to manage natural resources more effectively. Charcoal making is a recognised challenge to resource conservation; beekeepers state that they are reducing their use of charcoal and discouraging those in the community from producing charcoal to generate income; in addition to increasing environmental degradation there is also a concern that the smoke from the charcoal process deters bees. A number of bee-keepers stated that they no longer actually produce charcoal and discourage others in the community from doing so. Although stating that they have reduced their use of charcoal, during the rainy season honey producer said that they may find it necessary to use charcoal for cooking as there is limited access to dry fuel. (See Appendix III: Case Studies)

The beekeepers are participating with the local administration and the Forest and Livestock Department to create awareness of the importance of managing natural resources. Alternative livelihoods, such as honey production, aloe vera planting and developing bio-diesel plants are being encouraged and we were informed by HPG leaders and members, and local administration that this is leading to a decrease in harmful practices. An added benefit is that the flower from the bio-diesel plant can be useful in honey production. HPG members also stated that they are now involved in establishing managed grazing to conserve grass which is required to feed their livestock (cattle and goats).

Honey producers are gradually increasing their links with NGOs to manage natural resources; schools are also included in these activities. These links are stronger in some Districts than in others. The NGOs with whom the HPGs are engaging include: Kerio Valley Development Authority; Agency for

Technical Co-operation and Development and Christian Community Service, as well as village elders. SITE project staff continue to raise awareness of NRM issues in the absence of the NRM project officer who has moved on from the organisation. Short-term consultants will provide specialist support for the remainder of the project period.

HPGs' contain members that participate in Environmental Committees in collaboration with the National Livestock Extension Programme (NALEP) which is a programme within the Ministry of Agriculture and Livestock. It was stated by the Administrators that the arrival of REVCO had strengthened these committees as the bee-keeping farmers were trained in the importance of natural resource management. The Environmental Committees oversee the management of local natural resources and if a community member wishes to fell a tree they have to seek permission from this committee who alerts the local Chief's office of his/her intention; the Chief makes the final decision. HPG members are aware of the need to use modern beehives and the necessity to avoid felling trees to construct traditional hives; community elders monitor irresponsible tree felling and charcoal production. The necessity to conserve water was also raised as an important issue by the beekeepers and there are links between some groups and the Ministry of Water. HPGs take advantage of the community meetings to educate others on the benefits of natural resource management;

Influencing Opinion and Participation

Attitudes in households and communities have changed more positively towards the inclusion of those who were previously excluded from livelihood activities.

1 (5.4%) 2 (15.1%) 3 (18.3%) 4 (31.2%) 5 (30.1%)

Service providers are seeking the opinions of the Beekeeper Groups.

1 (3.9%) 2 (7.9%) 3 (3.9%) 4 (38.2%) 5 (46.1%)

(From Household Interview Rating Scale: 1 - strongly disagree, 5 - strongly agree with the statement)

See Appendix VII

Group members reported that they now feel more empowered, stating that they “*have been given the right to speak out*”. A female member said that she now feels comfortable addressing meetings and can rally the community together when issues or problems arise, this was previously unheard of. A number of the groups agreed that they are better placed to influence others to think about and change their actions – they believe that their unity has enhanced their voice to make demands. Previously only the Chief was able to call a meeting in the community, but now the Group Members can mobilise other farmers and gather the honey producers together.

It was stated that since the REVCO intervention there is positive change in how the beekeepers themselves are making decisions and that prior REVCO the beekeepers were not active participants in decision making processes as a group within their communities. It was apparent that decisions are being taken in consultation with the group members and it was acknowledged by the members that there are benefits of working as a united group.

We learned that beekeepers who are involved with the REVCO Project are more actively involved in decision making in the community compared to those who are not group members. This was ascribed to the fact that beekeeping is considered as an alternative source of income and its potential has changed attitudes towards HPG members within their communities.

Due to the nature of the HPG membership, there was limited information available to segregate data on socio-economic groups or sex; observation showed that the majority of HPG members are rural poor people, many of whom live in very remote areas, with limited access to resources.

Local Government officials gave a positive account of their experience with the HPGs and welcome opportunities to include beekeeping farmers and SITE project officers at District level meetings.

Indicators of Achievement: Summary of Findings

- Framework established for incorporating views with various service providers

All group members are encouraged to participate in the discussions and debates involved in decision making. It was affirmed that this has strengthened their capacity to participate in public decision making

fora at Sub-Location, Location and Constituency Development Committees. For example, from one group (it was stated that this is as a direct result of REVCO strengthening) the beekeepers requested the County Council to provide them with a main Collection Centre from which to sell their honey. Subsequently the County Council allocated a plot of land upon which to build the Collection Centre. The same group has requested the CDF to assist in building the Collection Centre.

- Documentation of changes in practise

It is recommended that the project process and links between change and capacity building be fully documented.

Networking/Collaboration

The Beekeeper Groups are engaging with other institutions and increasing linkage between members and service providers.

1 (4.2%) 2 (13.5%) 3 (35.4%) 4 (11.5%) 5 (35.4%)

There are strong alliances with the trading community.

1 (18.4%) 2 (10.5%) 3 (18.4%) 4 (31.6%) 5 (21.1%)

Collaboration with other organisations is strong and providing support sustainability.

1 (5.3%) 2 (18.4%) 3 (19.7%) 4 (18.4%) 5 (5.3%)

We have established links with 3 honey buyers.

1 (36.4%) 2 (15.6%) 3 (15.6%) 4 (15.6%) 5 (15.5%)

We have established links with other private sector entities which are generating increased income.

1 (30.7%) 2 (22.7%) 3 (21.3%) 4 (12%) 5 (13.3%)

We have established at least 5 contacts that support future growth of our honey marketing and sales.

1 (27.6%) 2 (26.3%) 3 (18.4%) 4 (10.5%) 5 (17.2%)

Some HPGs stated that they were “*happy with the current arrangement*” regarding SITE as their key collaborator. Many of the HPGs regard SITE as their buyer, and not as a short-term arrangement (as go-between) to facilitate links between suppliers and packers. A number of HPGs stated that they were not seeking to collaborate with other ‘buyers’; they felt there was no need as SITE provides an expanded market for them.

The HPGs work closely at local level with NALEP in areas of common interest. NALEP works at community level; they assemble their stakeholders through fora at community level and recognise the benefits of developing the capacity of honey producers to participate. NALEP is a Government body, but one which works within both the Ministries of Agriculture and Livestock. They have identified cross-cutting issues, including: gender; human rights awareness raising; HIV/AIDS; training of farmers in environmental issues; conflict management and peace building, but have yet to agree coverage for support for 2008/09. There is potential to build on this resource and to encourage the further development of alliances in the future.

The HPGs collaborate with others to access training, eg: Trainer of Trainers courses, sponsored by SITE and World Vision. It was noted that in some Districts the SITE trained farmers have disseminated their learning through Chief’s Barazas, which has impacted on the wider community members, but that there was limited dissemination of learning from the World Vision Forum.

Sub Location and Location Development Committees are collaborating closely with the Chiefs’ Offices and Village Elders. It was recommended by the HPGs that SITE institutes an exchange programme between the HPGs to exchange and build on learning. In addition HPGs are collaborating with the Arid Lands Resources Management Programme (ALRMP). It was reported that the decentralisation process is helping to increase collaboration at duty-bearer level; both ALRMP and NALEP have been devolved to reach local level. Farmers from Keiyo participated in a NALEP stakeholders’ exhibition, courtesy of the MoLFD. Linkage with private sector and other NGO groups is limited in most areas – apart from Pokot where there is a high presence of NGOs.

In the past one group reported that it was selling honey to the KVDA, who was buying from individual beekeeping households. They now believe that their honey ‘belongs to SITE’ and felt they could no

longer sell to KVDA. They requested the permission of SITE to allow the group to sell to other buyers. They also requested that SITE support them to find a buyer for wax as a by-product. The exact role of SITE clearly needs highlighting across the HPG membership.

Examples of NGO collaborations also include the African Wildlife Service, Kenya. At community level it included local village elders, village committees, church members and women's and youth groups. At duty-bearer level collaborations included Provincial Administration, specifically the Chief's Office; Ministry of Agriculture, Forestry Department, Ministry of Water and Area Councillors. Members of the Sieku HPG mentioned that a CBO has been formed, known as Ilamamus, whose function is to protect the eco-system inside the forest surrounding the community.

There are concerns within some HPGs regarding their lack of collaboration with others, with a respondent stating that in the absence of SITE the HPG would not survive. Some see their main obstacle to sustainability as their inability to access transportation for their honey; others regard the dependency on SITE's funding as their main constraint to independence. More positively there are signs of competitive spirit with the statement that if 'another buyer' offers them similar services as SITE but with better terms, they would enter into a relationship with that buyer instantly. During the recent post-election violence, it was declared by one HPG, that they felt particularly vulnerable as SITE did not 'purchase' (collect) honey from them. Those group members said that at that stage they realised they should begin to consider opening up to other marketing options.

An opportunity to develop closer collaboration with the Packers was a frequent request of the HPGs. NASALI staff stressed their concerns about the end of REVCO and would welcome the chance to meet with the groups to encourage increased volume (as demands for more honey are increasing) as well as long-term solutions together. NASALI appreciates that it is in their interest to support the HPGs to ensure the honey arrives that is assured of quality and quantity. In 2007 NASALI received 16 tonnes of honey from the SITE HPGs and 4-5 tonnes from others. Hillside Honey was less keen to support the HPGs directly stating that HPGs need to be capable of delivery, payment and terms and making it clear that they are not in a position to collect the honey themselves. (Records of transactions with REVCO partners were not available during the meeting with Hillside Honey.) Following discussion, they said they were willing to meet with the HPGs to discuss the future.

One of the HPGs has an additional major buyer of honey - from Nyeri - who collects honey for resale. In addition the surrounding ranches also purchase large quantities of this HPG's honey occasionally. It is recommended that the other HPGs have an opportunity to link with and learn from this HPG.

In Baringo District there were reports about another co-operative in the district that had adopted a SITE approach; however, there are signs of it struggling now. The Koriema HPG is interested in learning from this and requested more exposure to others.

Indicators of Achievement: Summary of Findings

- Links with 3 honey buyers established, and a range of linkages with other private sector entities, operating sustainably and generating increased incomes

Following a study to develop a knowledge and understanding of the honey marketing sector (Plan B) and the development of detailed criteria for selection of buyers/packers, SITE recommended the establishment of honey marketing partnerships with 4 honey buyers in Nairobi. Two of these companies agreed to institute contractual relationships with the REVCO project: NASALI and Hillside Honey, Nairobi. Many of the HPGs also sell to local buyers.

- 5 key collaborations established (operating sustainably or if appropriate completed by end of the project)

Examples of NGO collaborations include the African Wildlife Service, Kenya. At community level it includes local village elders, village committees, church members and women's and youth groups. At duty-bearer level collaborations included Provincial Administration, specifically the Chief's Office; Ministry of Agriculture, Forestry Department, Ministry of Water and Area Councillors.

Gender and Diversity/Participation

Women and men from marginalised groups benefit from this project equally.

1 (10.7%) 2 (4%) 3 (16%) 4 (25.3%) 5 (44%)

All those that participate in beekeeping activities (men and women, marginalised people) are participating in decision making.

1 2 (4%) 3 (5.3%) 4 (36%) 5 (54.7%)

(From Household Interview Rating Scale: 1 strongly disagree, up to 5 strongly agree with the statement)
See Appendix VII

Women's membership in the groups is strong, however, there are only a few women holding positions of office within the HPGs at cluster and sub-cluster levels, in spite of the fact that approximately one third of the membership is now women. In the cultures visited (Maasai, Pokot and Tugen), traditionally women and men do not sit together to discuss issues; however, the HPGs have encouraged male and female co-operation and in group meetings men and women sit adjacently and freely share thoughts and discuss project outcomes, experiences and the problems encountered by their Group. (See Sieku HPG meeting of male and female members below.)



Traditionally in the cultures visited beekeeping has been the responsibility of the male household members and so has been considered a male-only occupation. Today female members of the households are increasingly becoming engaged in the activity. Beekeeping activities were conventionally undertaken in forests, which limited female participation as these were generally far from home. Now hives are found within the homesteads; they are often closer to the ground and more accessible, and with modern beekeeping techniques the women and children are increasingly engaging in the bee-keeping - this development was linked by the HPG members to the influence of REVCO.

From the FGDs we gathered that before REVCO women in the communities were not actively involved at all in honey business, but subsequently there has been a shift; women are now joining the group as members; husbands are recognising the benefits and were said to provide encouragement to them and they are now visible with respect to selling the honey locally. Traditionally, a woman's participation in beekeeping was as an assistant to the husband – carrying the hive, assisting in hoisting the hive up a tree and, assisting in carrying the harvested honey – the honey having been harvested by the man who received the status of bee-keeping farmer.

Disability is not regarded by the farmers as a deterrent to beekeeping; there were no disabled people visible as participants in the surveys and discussion groups; however, we were informed by group members of the inclusion of disabled people who participate in beekeeping activities. No records are kept of disabled people's involvement or no breakdown of membership in terms of age or economic status. During the FGDs members stressed their awareness of the participation of vulnerable community members, highlighting those who faced marginalisation from other economic activities. There are a number of elders involved in beekeeping – many were seen and participated in the FGDs. Both male and female older people are participating in honey production; widows contributed their views

and opinions to the FGDs stating that their increased income provided them with food security and access to utensils for the home. There was strong evidence of youth involvement through their attendance at FGDs. With encouragement they participated positively to discussions; traditional cultural respect for their elders means that they only voice their views when asked to in community groups. The youths who attended the FGDs were mainly male. The household survey responses revealed the inclusion of children in bee-keeping activities.

Additional consultancies are being co-ordinated in the final stage of the project to further support inclusive approaches to gender, HIV/AIDS, rights and age issues, and to increase advocacy skills in natural resource management.

Indicators of Achievement: Summary of Findings

Participation:

- Segregated impact data (eg incomes, access to education etc) according to different socio-economic groups
It is recommended that the HPGs develop skills to gather and record data relating to above and to ensure that this is shown by gender, age, disability and socio-economic grouping, so that they can monitor progress and change effectively.
- Number of decision making platforms the beneficiaries participate in and have influence.

In addition to those collaborations referred to under Influencing Opinion/Participation: **Sub Cluster and Cluster Development Committees are working in partnership with the Chiefs' Offices and Village Elders. In addition HPGs are collaborating with the Arid Lands Resources Management Programme (ALRMP). It was reported that the decentralisation process is helping the HPGs to join forces at duty-bearer level; both ALRMP and NALEP have been devolved to reach local level.**

Gender and Diversity:

- Demand for information and appropriate services, by women and other vulnerable groups in particular
As the project has progressed, so has the voice of HPG members to demand access to HPGs and to additional REVCO capacity building training and support; through their increased voice the HPG members have become empowered to participate in local decision making processes and to demand their rights to education and health service provision.
- 1500 received training in gender awareness, rights, HIV/AIDS awareness
This has been achieved; however, the SITE team do not believe it has been effective. Even though gender, rights and HIV/AIDS awareness training has taken place it has not been a training priority. During the final period of the project initial training will be enhanced by further inputs from specialists in these areas.

RECOMMENDATIONS

The recommendations have been prepared following an analysis of the evaluation findings by the evaluation team and a feedback workshop with all project staff from both SITE and APT. It is anticipated that the SITE team will work together to prepare a strategy which will prioritise and address the key needs, bearing in mind the capacities of the groups, during the remainder of the project period and it is intended that these recommendations guide this process. The recommendations have been presented under headings which have been identified as key requirements to develop the independence of the HPGs. The recommendations are intended to guide the project team's next steps.

Ensure the HPGs' understanding of the REVCO timeframe:

It is recommended that, in consultation with the HPGs, SITE staff agree a plan and timetable of activities for the duration of the project, prioritising those areas that will strengthen each group's independence as outlined in these recommendations.

- The full SITE-REVCO team should establish an exit process and produce a strategy. The Field Assistants should assess the strengths and weaknesses of their groups and leaders and take this into consideration when planning the strategy, consulting with the HPGs to ensure that their priorities are taken into consideration. The agreed Exit Strategy should be explained in detail to the HPG leadership.
- HPGs need to understand the importance of mobilising more farmers into sub-cluster groups to strengthen their HPGs and, therefore, strengthen their position with buyers in the local markets.

HPGs Sustainability:

The SITE Exit Strategy and the HPG Plans should be driven by the outcomes and cross-cutting aims of the REVCO project with a focus on financial and environmental sustainability and the quality of

leadership.

- SITE should increase the awareness of the farmers of the link between membership of a solid self-help group and their access to a reliable income.
- HPG exchanges should be facilitated to encourage alliance building for the future and to promote transfer of knowledge and practices by the stronger HPGs – to share learning and experience that will strengthen the weaker HPGs.
- Initially SITE staff should develop a strategy to work with more productive beekeepers to increase volume, to encourage their sustainability. These groups should be linked with other beekeepers to demonstrate the value of this concept.
- Provide continued efforts to strengthen leadership – there appears to be a pattern of those groups with strong leaders producing more honey.
- Refresher training on HPG governance issues, bye-laws and constitutions.
- Effective training of farmers is a key element in addressing the long-term skills needs of the beekeeping community. More ToF training should take place as planned and their profile should be highlighted within their communities and understanding by the ToFs of the importance of their role to the long-term success of honey production businesses should be reinforced.
- The ToFs were selected on the basis of their effective bee-keeping skills – this should be promoted and they should become more involved in the work of the SITE Field Assistants.
- Encouragement should be provided to the Chiefs/Local Administration to recognise the skills of the ToFs and to improve their profile at local level.
- ToFs should be encouraged to provide more help in the community, eg with harvesting to increase the volumes of honey.
- A recognition 'award' scheme for the best-performing ToF could be considered for helping the bee-keeping community and to motivate the ToFs.
- The FAs should focus on strengthening the record keeping and financial management skills of the HPG committees.
- The FAs should aim to develop a workable business plan/strategy with each committee; this should be a coherent plan which addresses the exit strategy of SITE.

Access to Marketing and Transportation:

Facilitate meetings between producers and packers to increase mutual knowledge and understanding through exposure visits.

- To develop an understanding of the HPGs of the added value the Packers bring to the product and the procedures followed to process honey, and the procedures followed to generate wax products.
- To increase the HPGs' understanding of the breakdown of the costs incurred in honey processing, including transportation and marketing and the roles and responsibilities involved in securing long-term sustainability.
- To help to increase the understanding of the Packers of the situation faced by the HPGs and to discuss the problems they face, eg: accessing markets, transporting their honey from collection centres, accessing finance and to facilitate a process to find joint solutions to the problems faced.
- To jointly agree sustainable methods of payment, eg: acceptable periods for reimbursement.
- To set and agree the obligations between HPGs and Packers to ensure long term benefits to both parties and to plan annual programmes of delivery together.

To develop pre-financing systems that can be maintained by HPGs:

The SITE-led revolving fund has been found to perpetuate dependency. SITE might consider a process of hand-over of financial responsibility that enables them to continue to monitor and manage the revolving funds for as long as is necessary to support HPGs as they strengthen over time. SITE staff and HPGs must look jointly at systems to reduce dependency through accessing other means of resourcing, for example:

- Through the mobilisation of group savings.
- By paying some money to the producers upon delivery and some later, following sale to the Packer.
- Research MFI possibilities and make approaches to seek advice and facilitate linkage, eg: KRep, Opportunity International (?).

- Determine ways of issuing funds that are currently available (and held by SITE), eg: a process should be developed to measure both the groups' performance and their financial management competency. Those who perform well could be selected to access funding as a one-off grant.
- Continue to provide HPG leadership and financial management to build on current skills capacity.

Encourage Inclusion

HPGs should be encouraged to ensure the inclusion of the poorest and most vulnerable people in their communities; collection of data by the HPGs should be encouraged showing the breakdown of membership in age groups, gender, disability and economic status to ensure the active inclusion of the most marginalised people in their communities. Gender, rights and HIV/AIDS inputs by short-term specialists should feature in forthcoming activity plans.

Recommendation for the future support to HPGs

The majority of the HPGs have participated in REVCO for two years or less. At this stage, they can be categorised as emerging self-help groups. They have benefited significantly from SITE's ongoing group strengthening, technical skills development and cross-cutting inputs and are promising to become effective and well-organised community based organisations. The unfailing inputs of the SITE team have been to build the management capacity of these groups, a long term process, whilst simultaneously providing skill development and Training Farmers to ensure sustainable practices in the production of a good quality, marketable, product. The Packers in Nairobi are delighted with the quality of honey received from the HPGs, and stress their ongoing request for increased volume as the demand in Kenya far exceeds the supply.

In a limited timeframe, REVCO has built solid foundations for the HPGs to grow. It is recommended that the learning from this project, and the technical and management skills of the group members are harnessed to sustain their demonstrably robust enterprises and to further strengthen the honey producers' linkage to influence natural resource management within and beyond the honey producers and their communities.

A further period of investment is required to reinforce the management and business planning skills of the current HPGs; to strengthen their access to markets and financial institutions and to further refine their honey and honey products, building on their significant success to date so they can realise their potential to become sustainable businesses.

Finally, it is recommended that SITE document the links between capacity building and the changes that have occurred since the outset of the REVCO Project and that the documented learning influences future interventions and is disseminated widely.

PROJECT LEARNING/POTENTIAL AREAS OF REPLICATION

The REVCO project has been an innovative programme of support that has enhanced business development and income-generating skills of people who are marginalised by their remote rural location and their exclusion from their fundamental rights to access employment opportunities and basic service provision. SITE has facilitated opportunities for poor people to demonstrate that they can produce a product of marketable quality that is in high demand.

- 1 The processes of group formation has encouraged unity, enhanced self-worth, developed the potential and strengthened the voice of individuals in the community to participate in local decision making processes and to mobilise others in the community.
- 2 Through accessing training opportunities, beekeeping farmers feel empowered by their improved skills.
- 3 REVCO has had a wider positive impact on the lives of the honey producers, than improved honey production, including: financial management, natural resource management, gender equity, consultative problem-solving.

- 4 Linking natural resource management with livelihoods has increased the appreciation and importance of addressing issues of environmental degradation at a local level.
- 5 The recognition of beekeeping and honey production as a household livelihood has helped to break down gender barriers and increased the inclusion of women in livelihood opportunities. This has increased the deference shown to women by men, and has provided ♀ who are single parents and widows with an income and skills that increase their independence.
- 6 The opportunity to access Nairobi markets has increased an understanding of the quality needs of the wider market; the farmers have responded to this.
- 7 Improved group management, governance and conflict resolution skills are transferable in other aspects of life.
- 8 Group membership has developed alliances, enhanced wider learning and increased understanding of the work of State, Para-Statals and non-government bodies.
- 9 SITE's role as a go-between has been valuable to the HPGs, however, as SITE is not a commercially sustainable trader but dependent upon donor funds this has been unsustainable.
- 10 Unless beneficiaries are encouraged to take responsibility and ownership they will not achieve their potential and could revert to previous practices and a dependency upon livestock.
- 11 Producers need to link to the packers and to visualise the procedures involved to increase their understanding as to how to market their product and to appreciate the costs incurred.

CONCLUSIONS

REVCO has achieved a remarkable amount in the face of the political and climatic difficulties it has had to contend with throughout its duration, August 2005 to date, April 2008. The partnership between SITE and APT is solid, built on regular communication and mutual support. Throughout the REVCO timeframe, both SITE and APT have been involved in monitoring and reviewing the activities and outcomes; decision making and problem solving are collaborative. Exchange of information, case studies and reports provide mutually beneficial learning and influence other projects of both SITE and APT.

The evaluation has analysed and verified evidence that demonstrates the achievement of Outcome 1, but with the caveat that further inputs are required over the next few months to ensure sustainability of the positive achievements to date. SITE and the HPGs are aware of the uncertainties and weaknesses regarding the continuation of the honey businesses in the absence of SITE to facilitate processes, eg: access to markets and the revolving honey fund. A significant percentage of the membership is using additional income to prepare for food shortages and unexpected shocks. Many members are able to purchase school uniforms, books, etc, for their children at primary school and to access secondary education for their children who would otherwise not attend in the absence of school fees. Marginalised people in the communities are becoming more self-sufficient and less dependent on the support of others, eg: widows and single mothers who often face pervasive poverty and exclusion from opportunities. Cross-cutting inputs have simultaneously changed attitudes towards gender equity, inclusion and natural resource management, and increased participation has enhanced the voice of people who were formerly excluded from contributing to decision making at local level.

Towards the achievement of Outcome 2, the rolling plan of skill reinforcement and group development activities have focused on supporting vulnerable people to strengthen their ability to adopt alternative means to generate income and to prepare for food shortages in times of difficulty or shock. There is solid evidence that this outcome is being achieved; however, there have been suggestions from HPG members that in the absence of SITE they may be forced to revert back to their dependency upon livestock. The potential for the sustainability of newly acquired, and functional, livelihood skills is strong, but accessing markets is weak.

There is evidence of diversifying savings to augment long-term security; some members stated that their additional honey incomes were being invested in livestock; others are now opening savings accounts or purchasing land.

The project expenditure reflects efficiency and cost-effectiveness in terms of the provision of skill development and the numbers of beneficiaries reached (3,944 group members by April 2008). Skill development training will continue for the duration of the project. However, the revolving honey fund

cannot be sustained through the current mechanism which is SITE-led; this is an area of financial capacity development that should be prioritised during the remainder of the project period.

A total of 399 Farmers have received Trainer of Trainers training; this is a constructive initiative as it addresses the continued provision of beekeeping and apiary skills training and support to farmers upon completion of REVCO. Further training and strengthening is planned during the final stages of REVCO, if possible during the honey flow period.

The cross-cutting issues have been integrated into the project activities successfully. Over the project period, there has been a significant increase in the number of women who participate in beekeeping activities. It was stated by the women farmers that the income has provided them and their families with an improved quality of life. Almost one third of total group membership (900) is made up of women. In TTBKA HPG 33% of the members are women and in Sieku HPG 38% of the membership are women. Throughout the project's lifespan, these pastoral communities have shown increased signs of adopting wider consultation processes in honey production management that are inclusive of women; traditionally women have been excluded from male dominated community leadership. The beneficiaries of REVCO are rural poor people, living in remote areas of Kenya, therefore, some of the poorest and most marginalised people have benefited from REVCO. Their pastoralist activities having been significantly affected by climatic shocks, environmental changes and poverty, they previously had limited capacity to supplement their household economy - which was reduced considerably by their diminished ability to purchase and sell livestock. The HPGs have been supported to increase the outreach of their groups and group leaders have taken on the responsibility of mobilising more members, now establishing 39 sub-clusters of the 11 cluster groups across 5 Districts.

SITE is the key player in marketing the groups' honey. In an effort to improve the linkage between Packers and Producers, SITE supported an initiative, Plan B, to carry out a one-year feasibility study to establish and develop this relationship. The outcome was to select potential Buyers/Packers (using agreed criteria) who would purchase honey from the REVCO honey producers. Four Packers were selected, however, only two of them agreed to purchase the REVCO HPG's honey on a regular basis. Due to the remote and distant location of the HPGs in rural areas, SITE has undertaken the role of collecting the honey from the Honey Collection Centres and transported it to the selected Packers, ie: NASALI and Hillside Honey. The Packers are delighted with the quality of honey received from the HPGs, and stress their ongoing request for increased volume. The honey producers have developed the knowledge and skills from SITE to execute beekeeping and honey harvesting as a profitable business and they realise there is potential for growth. The Packers provide no doubt that there is a market for the HPG's honey and that they can produce the quality required.

Relationships between the HPGs and other key players have increased and are growing. In order to be successful at influencing the attitudes of others, they need to understand the rights and responsibilities involved for the relationships to work and to be productive. Their increased access to other stakeholders is influencing mutual respect and understanding. Increasingly the beekeeping farmers are participating in environmental debates and positively influencing local environmental behaviour. They are sharing their knowledge of natural resource management within their communities and promoting better understanding of environmental degradation brought about by issues such as charcoal burning, inefficient grazing techniques and logging.

At Outcome level, the REVCO project has made considerable progress in achieving its goals and cross-cutting objectives. The evaluation has cited evidence that demonstrates that beekeeping farmers who have participated in the REVCO project have achieved the opportunity to meet their basic needs through accessing additional income which has reduced their vulnerability. The remaining five month period provides an opportunity for SITE to continue to strengthen the 11 Cluster and 39 Sub-Cluster HPGs to develop marketing and financial structures to maintain the solid competence and skill capacity that has been accrued by 3,944 bee-keeping farmers throughout this challenging period in Kenya since August 2005. It is believed that the REVCO inputs have, to date, directly improved the quality of lives of approximately 18,000 men, women and children of the 5 Districts of Kenya supported, and has significantly improved natural resource management and brought about the greater inclusion in decision making processes of traditionally marginalised people.

Appendix I

Terms of Reference for the Evaluation of the Project: Reducing Vulnerability of Communities Living on Fragile lands in Kenya (REVCO)

Introduction

The project evaluation is to provide an opportunity for reflection by the implementing partners (SITE and APT) upon progress in achieving the REVCO project's objectives and targets to date; to assess the likelihood of them being fully met and chart the way forward for better achieving the project's stated objectives in the remaining 6-month period of the Lottery Grant; and to distil and document lessons learned for wider application.

Background and Project Objectives:

This 36 month project of APT UK and SITE, Kenya began in August 2005 and is planned to run until July 2008. This project aims to contribute to the following long term change:

Pastoral communities reliant on fragile land will be able to manage their natural resources and livelihood options sustainably making them less vulnerable to land degradation and the depletion of water resources that result in severe levels of poverty, food insecurity, and sometimes conflict.

Beneficiaries

The project document identified the following numbers of people it would benefit:

3. Through impact of sustainable resource management and greater inclusion in decision making: 33,000 poor and vulnerable community members (60% of the population in the areas targeted): made up of 14,500 men and boys and 18,500 women and girls
4. Through impact of honey production and marketing: 4,500 households (4,000 men, 4,500 women and 18,000 children)

Two project outcomes were identified and included in our project outcome form:

3. Improved food security of disadvantaged people in five¹ environmentally fragile districts, and ability to meet other basic needs such as education
4. Increased opportunity and uptake of alternative, more sustainable livelihood strategies, reducing vulnerable peoples' reliance upon large livestock, which is very susceptible to environmental shocks and stress.

In addition, a number of cross-cutting outcomes (to support the project outcomes) were identified in: capacity building; influencing opinion; networking/collaboration; participation; and gender and diversity.

Indicators of achievement (quantitative and qualitative) of both project outcomes and cross-cutting outcomes have been developed and agreed. These are recorded in the Outcomes Tracking Form

Evaluation Objective:

The overall objectives of this evaluation are to:

- assess the success of the project in meeting its own objectives (as set out above and more fully in the project documents), with particular reference to impact and sustainability,

¹ The originally planned number of districts was 6, but during the course of the project this was reduced to 5 while retaining the original numbers of beneficiaries.

- make recommendations on any changes to the project approaches, methods and ways of working that will enable the project objectives to be met during the remaining 6 months of the project
- assess to what extent the achievements will be sustained and recommend what future activities could be made to enable the benefits to be fully sustained or deepened.
- establish key learning points and make recommendations for future operations of this or similar projects.

Evaluation Activities:

The following activities are expected to be undertaken by the evaluation team:

1. Review of relevant documents relating to the project, including: the Project Proposal, reports and monitoring information (including the midterm review report).
2. Oversee the design of the survey instrument and collection of an appropriate and adequate sample of data prior to the in-country visit, through liaison with a local consultant.
3. Review the information collected in-country and cross check through visiting a sample of Honey Producer Groups and bee-keepers as appropriate.
4. Relate project data to the macroeconomic environment within which the project is operating.
5. Meet and discuss the project operation and outcomes with the relevant staff of SITE, and other organisations with whom the project relates.
6. Draft an outline report with initial findings, and present to the project management (SITE and APT) for discussion and feedback.
7. Production of a final version of the report, in both electronic and paper versions.

Outputs:

A report of approximately 20 pages, including an executive summary, assessing the overall impact of the project, including:

- A consideration of the project achievements, numerically and qualitatively.
- A consideration of the design of the project to meet the project objectives within the overall socio-economic context in which the project operates.
- Lessons learned and recommendations of measures required for future or similar projects.

Timing:

January / February 2008. A deadline of 28 February 2008 is set on the submission of the final report.

Duration:

12 days will be allocated to this evaluation, comprising up to 7 days in Kenya and 5 days for preparation and report writing.

Appendix II

REVCO: Project Evaluation

METHODOLOGY

Pre-Evaluation Preparation Process

Via direct email communication between Kenya and UK-based evaluation team
Evaluation Team to:

- 1 Become familiar with key documents: Big Lottery Project Proposal; Annual Reports (Yrs 1 & 2); Project Review and Survey/Discussion Guides (May 2007); REVCO Business Plan; Outcome Tracking Form; Ongoing Monitoring information.
- 2 Compare/analyse findings and gaps in Reports/Review against Outcome Tracking Indicators and the Annual Indicators of cross-cutting themes. Agree and assess the critical issues that must be explored in depth for the project to realize its outcomes. Agree and finalise the survey instruments.

Specifically Consultants should agree:

- Which key stakeholders should participate? Agree with partners and evaluation team, eg: which members/groups that did and did not participate in the Project Review, ensuring sample representation from all 5 Districts, and diversity with the inclusion of marginalised groups; duty-bearers, private sector, and others (?).
 - How to gather evidence that the project is achieving its outcomes and assess if not, why not.
 - How to assess which interventions are sustainable and cost-effective.
 - How to assess what are the contextual factors determining the degree of success or failure of activities across the 5 Districts.
 - How to gather quantitative data from instruments and observations and how to gather qualitative data using case analyses comparing pre- and post-project.
- 3 Identify and agree which of the stakeholders should participate in pre-visit and during visit surveys and how to guarantee data collection pre-visit can be validated during the evaluation visit.
 - 4 Ensure that all stakeholders who agree to participate fully understand the reason for the evaluation and our requirements of them, and make arrangements for meetings with advanced warning.

Pre-Visit Evaluation

- 5 Kenya-based team member(s) to carry out survey as agreed and to communicate progress and iron-out issues with Team Leader, remotely.

During Evaluation Visit

- 6 Evaluation team meet with Harun Baiya and Project Staff to discuss the process and the initial findings; to ensure appropriate information is being collected, that all cross-cutting issues are included and to plan the next phase of data collection at community level, to include UK-based Consultant.

- 7 Evaluation team carry out the data collection in agreed Districts, with Stakeholders.
- 8 Collation and discussion of findings with team and agree recommendations and next steps.
- 9 Presentation of initial findings and recommendations to SITE and APT Staff.
- 10 Evaluation Report drafted, agreed and modified.
- 11 Final Report submitted.

Appendix III:

Pre-Evaluation and Evaluation Schedule

12.4.08 – 22.4.08	<p>Selection and training of Enumerators; selection of study locations, agreements with participating households and HPGs.</p> <p><u>Pre-evaluation activities:</u> Semi-structured interviews with households and focus group discussions with HPGs.</p> <p>Meetings with Local Administration – Councillors and Chiefs; NALEP officials.</p> <p>Processing of data collection.</p>
23.4.08 – 29.4.08	<p>Briefing meeting: SITE Team, Isabel and Jan.</p> <p>Sharing of pre-evaluation progress.</p> <p>Review and agree activity plan.</p> <p>Visit Sieku HPG (Laikipia) – FGD</p> <p>One-to-one interview with individual beekeepers (non-officials).</p> <p>Meeting with NALEP/Ministry of Livestock Beekeeping Officer in Nanyuki.</p> <p>Visit Koriema HPG, Baringo</p> <p>FGD with group leaders and members.</p> <p>Discussion with Local Administration – Chief.</p> <p>Discussion with environmental committee members/NALEP sub-committee members.</p> <p>Visit to Nasali Packers, Nairobi.</p> <p>Visit to Hillside Honey, Packers, Nairobi.</p> <p>Follow-up meetings with key SITE staff members.</p> <p>Continuation of analysis of raw data.</p> <p>Compiling findings from field visits and data.</p> <p>Preparation of initial findings and presentation to SITE REVCO Team.</p> <p>Discussion of recommendations and next steps with team.</p>

APPENDIX IV

CASE STUDIES

KIPKAM GROUP

Name of interviewee: Edward Koech Chebor

Registered group member: Yes

Marital status: Married with 2 children.

Edward Koech has been an active beekeeper since 1997. He currently has 25 log hives. Edward used to live in Kabulwo before moving with his family to Songeto.

Why did he move to Songeto? Edward was living in Kabulwo; however, there was a cattle raid by the Pokot Community and as a result he lost his 12 cattle – the source of his family’s livelihood. He feared for his family’s security and therefore decided to shift permanently and to settle in Songeto. On arrival at Songeto, Edward was offered temporary accommodation at Songeto dispensary.

Survival as an internal refugee at Songeto. Reflecting back, Edward narrates the difficulties he went through as a victim of cattle rustling: *“Life was tough. Unlike before when I could get milk from my cows, now I had to struggle harder to get milk for my family. I had no source of income because all my cattle had been stolen in the raid. For survival I had to fell trees and burn charcoal which I could sell to buy food for my family. With the little money I got from selling charcoal I could buy maize and beans. This was such a tough job that required a lot of energy. Despite the fact that there was rampant logging, sometimes I could run into trouble with the chief and forest rangers, especially due to the occasional ban on charcoal burning. Since we were escaping from the troubled war zone, I had not managed to bring my log hives. Though with time I managed to get my log hives from Kabulwo to Songeto and started hanging them on trees in bushes around...”*

Kipkam group membership: In the year 2006, Edward heard about KIPKAM Honey Producers Group through a Chief’s baraza. He was keen to know more about how he could benefit as a group member. After attending 2 barazas, he registered with the group: *“It was the high honey season and there was a lot of honey in my hive. I did not know where to sell it. Since I needed money to buy food for my family, I decided to register as a group member. I knew I had been given a ready market for my honey. I knew group membership would benefit me because I could sell my honey and get good money”*.

More benefits with time. Edward states that he has learned a lot by being a group member. *“I sold 20 gallons of honey - each weighing 4 Kgs - to the group and I was paid Kshs 10,000. Since I did not have my own piece of land, I used Kshs 6,000 of my honey income to buy one acre of land. Currently I am planting sukumawiki and tomatoes both for family consumption and for sale. I am lucky the land I bought has piped water which I use to irrigate these crops. I have also rented one acre of land for Kshs 500. On this rented land I have planted maize because this year there has been favourable rain. I am looking forward to having a bumper harvest. I do not think I will spend money on buying maize. You see how the money I got from selling honey has helped me?...”*

Besides the financial benefits, Edward mentions other ways he has benefited by being a group member. *“Through the group, I got free training on hive preparation, honey harvesting, taking care of bees and trees by stopping charcoal burning.”*

Changes in living standards. *“Currently in my house we can take tea in the morning and evening. We can take githeri, chapatti and meat frequently. These are foodstuffs we could eat only occasionally previously, during Christmas holidays. I am now able to buy clothes using money from honey sales. Since my son is joining nursery school next year, I am sure of being able to have money for his basic education needs.”*

Attitude/behaviour changes. *“Unlike before when I used to fell trees and burn charcoal for sale, now I do not. I only burn charcoal once every three months for use at home. I do this mostly during the rain seasons when there is no dry firewood available for cooking. On the piece of land I bought, I have established a tree nursery. I collected locally available tree seedlings and planted them in my tree*

nursery. The seedlings I collected are Koloswo (*Terminalia brownii*), Sesya (*Acacia tortilis*), Chokowo (*Salvadora persica*) and Belel (*Acacia mellifera*). I made a nursery like the one people make for sukumawiki and planted 500 seedlings. The trees have matured and next I want to start transplanting them as there is rain. I am planning to add 10 log hives to the 25 I have hanging along the River Kapsagarat. During the Chief's barazas, I now educate the youth on the dangers of felling trees and burning charcoal”.

BIRETWO GROUP

Name of 1st interviewee: Grace Ego

Registered group member: Yes

Marital status: Married

Grace came to learn of Biretwo Honey group after getting information about the group from a group committee member. She got interested in the group and registered herself as a member during the honey buying season in September 2006. Grace was interested in being a member of Biretwo Honey Producers Group because she did not want to travel long distances in search of a market to sell her honey. She was also attracted by accessing the equipment and training services offered by the group.

In September 2006, Grace harvested 25 gallons of honey and sold it to the group. In total she was paid Kshs 12,500. She used that money to develop her farm. Grace would like to continue being a member of Biretwo group. *“I know the profit the group makes from selling honey still belongs to me as a registered member. I am happy to have been taught how to manage bees, harvest good quality and large quantities of honey to make large sums of money”.*

About her future plans Grace says *“I want to buy more log hives. Also, I expect to have modern hives and to have many flowering trees on my farm”.*

Name of 2nd interviewee: Joseph Chesisir

Registered group member: Yes

Marital status: Married with 3 children

In September 2006, Joseph registered as a member of Biretwo group. *“I registered myself in September 2006 during the harvesting season. I went to the Main Collection Centre and paid a membership fee of Kshs 100”.* His interest to register developed after he attended a meeting at Walba Primary School in Kipcheptem where SITE REVCO project staff sensitized farmers on the benefits of being a group member. Among the benefits that encouraged him to join the group were accessing a ready market for honey and honey harvesting equipment.

During honey harvesting training in August 2006, one of his log hives was used to train farmers. In that season Joseph harvested 50 Kgs of honey which he sold to Biretwo Honey Producers Group. He was paid Kshs 5,000. *“Last year there was scarcity of food due to limited rainfall. When I got the money from honey sales I used it to buy food. I also bought school uniforms for my 3 children who attend Walba Primary School”.*

Joseph said he would like to continue being a member of Biretwo group. He said that through the group he can reduce the poverty his family has faced and he will be able to increase his knowledge and skills in beekeeping and to harvest good quality honey. *“As a member of Biretwo group, I know the group belongs to farmers; one day we will sit together to share the dividends we’ve earned among the group members”.*

His interest to undertake beekeeping as an income generating activity stands out in his future plans; *“I would like to buy more hives, and develop my bee farm by having a tree nursery and piped water”.*

Kamatenguel Lokol: Pokot

Kamatenguel started practicing bee-keeping in 2000 when her husband refused to give her honey which he had harvested when she was pregnant. She is a housewife with 6 children (5 boys and 1 girl).

She started with one bee hive and got two more hives. From her three hives she was able to become active in bee-keeping, harvesting and selling the honey produced.

Through her increased awareness and sensitization by SITE REVCO project staff in North Pokot on commercialized honey production and the group's interventions, she became interested and actively participated in HPG meetings where she was elected an official for one of the sub-clusters.

Since membership, she has increased her hives to five and she plans to add more hives so that she can produce more honey and increase her income.

She uses the proceeds from honey to buy food, clothing and to educate her children.

Sofia Lodomo: Pokot

Sofia is a single parent and works as a nurse aid in Orolwo. She is a livestock farmer as well as a bee keeper. She has two hives which she had neglected.

When the SITE REVCO project mobilized beekeepers and sensitized them on the issues of honey production and business, she registered as a member of the group. She increased her hives to six and put into practice the skills she received during sensitization and training on hive management and environmental conservation to improve on her hive production.

Sofia created a water pond near her home and planted aloe vera around it, hanged her hives around the area and all her hives were colonized. She intends to increase more hives so that she can increase her honey quantities and income.

William Chemweno: Keiyo

William has been practicing bee-keeping for a long time and has 60 hives. He is a member of Kipkam honey producers group in Keiyo.

He is happy with the services offered by the group such as marketing, accessing equipment and the instant pay he receives when delivering his product to the HPG. He also appreciates the fact that he has acquired new skills and knowledge in bee-keeping and environmental protection and management.

He says he used to produce honey for home consumption and ceremonies but now he is able to sell it and earn an income.

In August, 2006, he was able to harvest 5, 28kg buckets (140kg) of honey which he sold to the group and received Kshs. 12,500.

He spent the money to pay his son's school fees, cultivating his land, to buy maize seeds and food for his family.

He is particularly happy that the distance and time he formerly spent looking for a buyer has been reduced and he is able to do other activities.

Richard Cherop: Keiyo

Richard has 85 hives but only a few of them attract bees. He is a member of Kipkam honey producer group. He appreciates the services offered by the group which he says have assisted him a lot, eg: access to a honey market and buyers, access to equipment, training and the collection centres - which has cut down on the distance he previously walked looking for buyers.

Last year, in August 2007, he produced 10x28kg buckets (280kg) of honey and sold it to the group. He received Kshs 25,000 from his sales. He spent the money to educate his brother's son and bought a 2 acre piece of land with the remaining sum together with some earnings from livestock sales.

He says that he will work hard to see all the hives are colonized to give him good honey yields and income.

Appendix V: Project Outcomes and Indicators

Project outcome form

Project outcome	<p style="text-align: center;">Indicators of achievement of Project Outcome</p> <p style="text-align: center;">(Indicators should show impact on different beneficiary groups in the project. They should refer to both women and men. There should be a mixture of qualitative and quantitative indicators).</p>
<p>Outcome 1</p> <p>Improved food security of disadvantaged people in 5 environmentally fragile districts, and ability to meet other basic needs such as education.</p>	<ul style="list-style-type: none"> • Improved nutritional intake patterns of men, women and children in 4500 families throughout the year, qualitative improvements in health (target is for 90% families to meet all basic food requirements as identified by them all year round, even in periods of drought or other crisis.) • Increased levels (target of 30% increase) of seasonal storage of basic foods and/or savings by disadvantaged households • Increase in household income of 4500 families by 15-20% per year, with increased expenditure on basic needs; decision-making (who and why) involved • 2800 children (1600 boys and 1200 girls) will increase their participation and attendance in different forms of education; indicated by levels of attendance and reduced dropout rates • 14,500 males and 18,500 females have access to services and support in managing their fragile natural resources • Reduced levels of conflict over scarce resources; key opinion leaders identify 50% reduction in conflict where its an issue
<p>Outcome 2</p> <p>Increased opportunity and uptake of alternative, more sustainable livelihood strategies, reducing vulnerable peoples' reliance upon large livestock, which is very susceptible to environmental shocks and stress.</p>	<ul style="list-style-type: none"> • Growth in alternative livelihood options and their uptake, indicated by: <ul style="list-style-type: none"> - 4000 disadvantaged men and 4500 disadvantaged women who increase their income from honey production and sales by 70-100% - Number of men and women (target of 5000 households) who successfully begin honey production or other food / income generating activities to supplement traditional livestock raising • Increased opportunity indicated by: Active linkages established within the community (for collective action) and to organisations, private companies and business systems that enable the successful pursuit of alternative livelihood strategies: 4500 honey producers have long-term links with at least 3 buyers of bee products. 30 peer/local people providing technical, marketing or enterprise services to producers.

Cross cutting outcomes	Supporting outcomes to reach Project outcome <i>Delete years as appropriate to the length of the project</i>	Related project outcome (e.g. 1,2,3 and/or 4)	Indicators of achievement of supporting outcome (There should be indicators for different beneficiary groups in the project. They should refer to both women and men. There should be a mixture of qualitative and quantitative indicators). <i>Delete years as appropriate to the length of the project</i>
Capacity building	<p>Project end</p> <p>Year 3</p> <ul style="list-style-type: none"> - Pastoralist groups & organisations less marginalised and meeting the needs of their members sustainably - SITE strengthened to better support enterprise development and organisational capacity building in ASALs <p>Year 2</p> <ul style="list-style-type: none"> - Practise of pastoralist groups/organisations changed due to increased knowledge and skills in conflict resolution/prevention and for joint action. - Further skills development (including of the trading community) - SITE's systems for collection and exchange of information improved <p>Year 1</p> <ul style="list-style-type: none"> - Skills developed according to participatory development plans eg in governance, group dynamics, leadership, negotiation, environmental awareness, resource mobilisation; and in enterprise based activities (eg group producer management, quality control etc) - Procedures for information gathering and sharing information established <p>Project start</p>	<p>1 2</p> <p>12</p> <p>1</p> <p>12</p> <p>12</p> <p>1 2</p> <p>12</p>	<p>Year 3</p> <ul style="list-style-type: none"> - Number of effective linkages between groups & other institutions; accessing and negotiating with service providers and private sector buyers - Number of links SITE has with other organisations and their impact, quality and impact of information exchanged - 1500 trained in group producer management etc - 1500 seeking and demanding training & information, and trained according to their needs <p>Year 2</p> <ul style="list-style-type: none"> - Observation of evolving group operation and group producer management - 2000 trained in group producer management, either directly or through TOT - Type and number of information exchange <p>Year 1</p> <ul style="list-style-type: none"> - 1500 trained in group producer management, either directly or through TOT; 3000 trained in governance etc according to plans.

<p>Influencing opinion</p>	<p>Project end Year 3</p> <ul style="list-style-type: none"> - Changes in approaches and practises at household, community and regional levels to benefit marginalised men and women in ASALS and better management of their natural resources - Changes in attitudes and practices of government and other authorities in the control of natural resource bases <p>Year 2</p> <ul style="list-style-type: none"> - Men and women ASAL producers engaging and lobbying for resources and support from GoK and other service providers <p>Year 1</p> <ul style="list-style-type: none"> - Men and women from marginalised groups are aware of their rights and responsibilities and able to identify key issues affecting their lives and their environment - Increased awareness on alternative livelihoods among the women and men beneficiaries. <p>Project start</p>	<p>1 2</p> <p>1 2</p> <p>1 2</p> <p>1 2</p> <p>2</p>	<p>Year 3</p> <ul style="list-style-type: none"> - Framework established for incorporating views with various service providers - Documentation of changes in practise <p>Year 2</p> <ul style="list-style-type: none"> - Participation in various at least 5 lobbying groups, local government forums/processes (such as land tenure) in each District - 2000 trained as below <p>Year 1</p> <ul style="list-style-type: none"> - Numbers (1500 in Year 1) trained in rights awareness; participatory development plans agreed
<p>Networking/ Collaboration</p>	<p>Project end Year 3</p> <ul style="list-style-type: none"> - 'Alliances' with trading community operating sustainably - Collaborations with other organisations, or their impact, operating sustainably and leading to more effective delivery of the project impact <p>Year 2</p> <ul style="list-style-type: none"> - Improved information exchange and dissemination mechanisms with other organisations - Improved information and exchange with private sector entities <p>Year 1</p> <ul style="list-style-type: none"> - Networks/collaborative arrangements established at different levels - Links with private sector entities established <p>Project start</p>	<p>2</p> <p>12</p> <p>1</p> <p>2</p> <p>1</p> <p>2</p>	<p>Year 3</p> <ul style="list-style-type: none"> - Links with 3 honey buyers established, and a range of linkages with other private sector entities, operating sustainably and generating increased incomes - 5 key collaborations established (operating sustainably or if appropriate completed by end of the project) <p>Year 2</p> <ul style="list-style-type: none"> - Numbers of links, meetings and workshops held with other organisations - Impact of information exchange documented <p>Year 1</p> <ul style="list-style-type: none"> - Identity of networks and collaborations confirmed - Private sector entities identified and capacity assessed

Participation	<p>Project end</p> <p>Year 3</p> <ul style="list-style-type: none"> - Women and men from marginalised groups in ASALS benefit from the project in an equitable and sustainable way. - Women and men in the target areas participating in local, regional and national decision making forums of their natural resource management/issues. <p>Year 2</p> <ul style="list-style-type: none"> - Men and women from different marginalised groups involved in managing and implementing the project. <p>Year 1</p> <ul style="list-style-type: none"> - Awareness raised amongst beneficiaries of rights to equitable participation. - Systems and procedures established to enable equitable participation <p>Project start</p>	<p>1 2</p> <p>12</p> <p>12</p> <p>1 2</p> <p>1 2</p>	<p>Year 3</p> <ul style="list-style-type: none"> - Segregated impact data (eg incomes, access to education etc) according to different socio-economic groups - Number of decision making platforms the beneficiaries participate in and have influence. <p>Year 2</p> <ul style="list-style-type: none"> - Numbers of women and men from marginalised groups active in planning, decision making, training <p>Year 1</p> <ul style="list-style-type: none"> - Design & implementation of monitoring system inclusive of different vulnerable groups. Project Advisory team with balanced group of stakeholder representatives established. Feedback on participatory development plans.
Gender and diversity	<p>Project end</p> <p>Year 3</p> <ul style="list-style-type: none"> - Women and men from ASAL communities addressing inequalities within the household and their communities. <p>Year 2</p> <ul style="list-style-type: none"> - Increased confidence and status of women and other vulnerable groups supported at household level - Increased inclusion of women and other vulnerable groups in key household and community decision making <p>Year 1</p> <ul style="list-style-type: none"> - Increased awareness of rights & responsibilities with respect to gender and other marginalised groups <p>Project start</p>	<p>1 2</p> <p>1 2</p> <p>1 2</p> <p>1 2</p>	<p>Year 3</p> <ul style="list-style-type: none"> - Demand for information and appropriate services, by women and other vulnerable groups in particular - 1500 received training in gender awareness, rights, HIV/AIDS awareness <p>Year 2</p> <ul style="list-style-type: none"> - 1200/ increase in numbers of girl children being educated - Changes in household expenditure which are attributed to women's inclusion in decision making. - Representation and engagement by women in community and district decision making structures - 2000 received training in gender awareness, rights, HIV/AIDS awareness <p>Year 1</p> <ul style="list-style-type: none"> - 1500 received training in gender awareness, rights, HIV/AIDS awareness

Appendix VI

REVCO PRE-EVALUATION QUESTIONNAIRE

Thank you for accepting to help us with our survey. You have been selected because of your participation in the REVCO Project implemented by SITE Enterprise Promotion. SITE is an organisation working with MSEs with the aim of promoting employment opportunities and economic growth. The information you provide will be confidential and will only be used for project reporting; personal details will NOT be disclosed to any other party. In order to measure progress and to learn from your experience, we kindly request that the information you provide is as accurate as possible.

Enumerator's Name: _____ Date of Administration: _____

District: _____ Location: _____

Bee Keeping Group's Name: _____

Respondent's Name: _____ Tel: _____

✓ Please tick appropriate box

Membership status of respondent in the Bee Keeping Group: 1) Official 2) Ordinary Member

Year and month respondent became involved with the REVCO project: _____

1.0. BIO DATA

1.1. Sex of respondent: 1) Male 2) Female

1.2. Marital status of respondent: 1) Single 2) Married 3) Widowed, divorced or separated

1.3. Number of persons that lived in your household for the following periods

Period	Total number of persons living in household		Of the total persons living in household, how many are children ages 5 to 16		How many children ages 5 to 16 are in school	
	Male	Female	Male	Female	Male	Female
1. Year 2005						
2. Year 2006						
3. Year 2007						
4. Currently						

2.0. SOURCES OF HOUSEHOLD INCOME

2.1. What has been your production and sales of honey for the seasons in the following years?

Period	No. of Hives	Yield (Kg)	Sales				Total Sales	
			Through the Group		Other Channels			
			Kg	Ksh	Kg	Ksh	Kg	Ksh.
1. Year before involvement with REVCO Project								
2. Year 2006								
3. Year 2007								
4. Currently								

2.2. Do you plan to increase your honey production? 1) Yes 2) No

2.3. Please provide us with your other sources of household income and the average amount earned from the source for each of the following periods. Complete the table below:

Other Sources of Household income		Average Amount Earned for the Specified Period (Ksh)			
		Year before involvement with REVCO Project	Year 2006	Year 2007	Jan '08 to March '08
1.	From wages (<i>combined for all earning in the household</i>)				
2.	Sell of Livestock				
3.	Sell of Milk				
4.	Sell of crops (<i>specify all</i>)				
5.	Other(specify)				
6.	Other(specify)				
7.	Other(specify)				

3.0. USE OF ADDITIONAL INCOME EARNED AT HOUSEHOLD LEVEL

3.1. How have you used the additional income earned?

Investment Undertaken at the Household level	Year undertaken:			Describe/Explain
	1. (Year 2006)	2. (Year 2007)	3. (Jan. to March '08)	
1. Purchase of livestock				
2. Purchase of land				
3. Home improvement (<i>e.g. constructed a home, renovated house etc</i>)				
4. Purchase of food stuff				
5. Pay school fees				
6. Savings with a financial institution				
7. Pay for health care				
8. Other(specify)				
9. Other(specify)				

3.2. Who did you consult regarding how to use the additional income earned?

3.3. 1) No-one 2) Spouse 3) Other Specify...

3.4. For the periods specified which household members have been actively involved in beekeeping activities?

Members of	Year before	Year	Year	Jan '08	Explain why family member was not actively
------------	-------------	------	------	---------	--

Household Actively Involved in Honey Farming	involvement with REVCO Project	2006	2007	to March '08	involved for the specified periods
1. My self					
2. Spouse					
3. Male children					
4. Female children					
5. Other(specify)					

4.0. SKILL AND ENTERPRISE DEVELOPMENT

4.1. What skills or knowledge have you acquired as a result of the REVCO Project?

Skills/Knowledge Acquired from REVCO	Who provided the skill/knowledge? 1. SITE/REVCO Project 2. Trainer of Farmers 3. Other(specify)	Can the skill/knowledge be used in other aspects of life? <input type="checkbox"/> Yes <input type="checkbox"/> 2) No <i>If no, explain below:</i>
0. None		
1.		
2.		
3.		
4.		
5. Other (specify)		
6. Other (specify)		

4.2. What services do you receive from SITE? How have the services benefited your beekeeping business?

What services do you receive from SITE Enterprise?	Has the service benefited your beekeeping business? 1) Yes <input type="checkbox"/> 2) No <input type="checkbox"/> <i>If yes, explain</i>
0. None	
1.	
2.	
3.	
4.	

5.0. GROUP DATA

5.1. What services do you receive from your beekeeping group?

- 1) Advocacy and lobbying 2) Marketing Services 3) Training of members
 4) Social welfare 5) Advance loans to members 6) Other Specify ...

Do the services received from your group completely address your needs?

- 1) Yes 2) No Explain:

5.2. Have the services received from your group really helped you strengthen your business?

- 1) Yes 2) No Explain:

5.3. What are the three main advantages of being a member of your beekeeping group?

5.4. What are the three main disadvantages of being a member of your beekeeping group?

5.5. Since your involvement with REVCO, approximately how many:

- 1) Beekeepers have you come to know? _____
 2) Beekeeping groups have you come to know? _____

5.6. Have you been able to learn from the beekeepers and beekeeping groups? 1) Yes 2) No

6.0. LEVEL OF PARTICIPATION IN COMMUNITY DECISION MAKING PROCESSES

6.1. Have you participated in decision making forums organised outside your household?

- 1) Yes 2) No

6.2. If yes, please provide three examples of decision making forums attended, and your role.

6.3. If yes, has your involvement with REVCO improved how you participate in the decision making processes?

- 1) Yes 2) No Explain:

6.4. At the decision making forums, what is the role of a beekeeper? And, what is the role those offering services to the beekeeper?

	What is the role of a beekeeper in decision making forums organised outside the household?	In decision making forums, what is the role of the government and those offering services to beekeepers?
1.		
2.		
3.		

7.0. NATURAL RESOURCE MANAGEMENT

7.1. Which natural resources are important?

	Most important natural resources	What is the link between your livelihood and this natural resource?	Are you doing anything to manage this natural resource? 1) Yes <input type="checkbox"/> 2) No <input type="checkbox"/> If Yes, what?
1.			
2.			
3.			

7.2. Are you working with others in managing the natural resources? 1) Yes 2) No

7.3. If YES, who are you working with?

7.4. If YES, how?

7.5. What more do you intend to do in managing the natural resources?

Appendix VII

Please rate the following statements by circling the value you give to the statement:

1 (strongly disagree) to 5 (strongly agree)

% FINDINGS IN **BOLD** BELOW

Outcome 1

REVCO has increased the food security for my household.

1 2 (**5.1%**) 3 (**8.2%**) 4 (**31.6%**) 5 (**55.1%**)

Outcome 2

The skills I have learnt through REVCO have reduced my reliance on livestock.

1 (**2%**) 2 (**2.1%**) 3 (**12.2%**) 4 (**43.9%**) 5 (**39.8%**)

Capacity Building

The Pastoralists Groups and Organisations are meeting the needs of their membership sustainably.

1 (**7%**) 2 (**7%**) 3 (**31%**) 4 (**31%**) 5 (**20%**)

The Beekeeper Groups are engaging with other institutions and increasing linkage between members and service providers.

1 (**4.2%**) 2 (**13.5%**) 3 (**35.4%**) 4 (**11.5%**) 5 (**35.4%**)

Influencing opinion

Attitudes in households and communities have changed more positively towards the inclusion of those who were previously excluded from livelihood activities.

1 (**5.4%**) 2 (**15.1%**) 3 (**18.3%**) 4 (**31.2%**) 5 (**30.1%**)

Service providers are seeking the opinions of the Beekeeper Groups.

1 (**3.9%**) 2 (**7.9%**) 3 (**3.9%**) 4 (**38.2%**) 5 (**46.1%**)

There are strong alliances with the trading community.

1 (**18.4%**) 2 (**10.5%**) 3 (**18.4%**) 4 (**31.6%**) 5 (**21.1%**)

Collaboration with other organisations are strong and providing support sustainability.

1 (**5.3%**) 2 (**18.4%**) 3 (**19.7%**) 4 (**18.4%**) 5 (**5.3%**)

We have established links with 3 honey buyers.

1 (**36.4%**) 2 (**15.6%**) 3 (**15.6%**) 4 (**15.6%**) 5 (**15.5%**)

We have established links with other private sector entities which are generating increased income.

1 (**30.7%**) 2 (**22.7%**) 3 (**21.3%**) 4 (**12%**) 5 (**13.3%**)

We have established at least 5 contacts that support future growth of our honey marketing and sales.

1 (**27.6%**) 2 (**26.3%**) 3 (**18.4%**) 4 (**10.5%**) 5 (**17.2%**)

Participation

Women and men from marginalised groups benefit from this project equally.

1 (**10.7%**) 2 (**4%**) 3 (**16%**) 4 (**25.3%**) 5 (**44%**)

(Please provide examples of marginalised groups.)

None provided

All those that participate in beekeeping activities (men and women, marginalised people) are participating in decision making.

1 2 (**4%**) 3 (**5.3%**) 4 (**36%**) 5 (**54.7%**)

Appendix VIII

Survey Discussion guide – HPG

Information we are looking for from each group:

1. Increased income from honey
2. Improved skills capacity of group
3. Understanding of group roles of responsibility and democratic leadership systems
4. Increased access to marketing and distribution organisations
5. Improved relationships with service providers and policy makers
6. Increased networking and collaboration with other organisations in non-government, private and government sectors
7. Evidence of strengthened voice that influences positive change
8. Description of diversity in decision-making processes within groups and other decision-making fora
9. Evidence of changes in inequalities being addressed within groups

And, from our findings and observations:

10. Ways that REVCO works with groups: what works and what does not work
11. Behavioural attitudes towards diversity within the group (gender, disability, PLWHA, age)
12. Capacity development needs of group (leadership, systems, records, management of resources, clarity of objectives)

Enumerator:

Date:

Group name:

Address;

Members:

Male:

Female:

Committee members:

Male:

Female:

Numbers at this discussion:

Male:

Female:

What physical assets does the group have? (own or rent)

Knowledge and skills available to run the group as a honey collection and marketing business?

How was this knowledge and skill developed?

What services does the group provide to member beekeepers?

What services does the group provide to non-member beekeepers?

What sales?

	No. of suppliers		Purchases		Sales			
	members	others	Kg	Ksh	Nasali		Other buyers	
					Kg	Ksh	Kg	Ksh
05/06-04/07								
05/05-04/06								
05/07-03/08								

Does the group intend to increase the volume of sales?

If so, how does it plan to do this?

Group Development

What plans do you have for developing the group?

What else would the group intend to do in the future?

How are decisions made within the group?

Are women and other marginalised people encouraged to join the group?

What links does the group have with other organisations?

What plans are in place to increase networking with other organisations?

Is the group represented on any decision making forums?

If so, in what way has this been (or do you expect it to be) useful to the group?

Managing / conserving natural resources

As a group, what do you see as the main natural resources?

What do you see as the link between the livelihoods of the members and these natural resources?

Is the group doing anything to manage/ conserve these natural resources?

What more do you intend to do?

What or who has influenced you?

How?

Level of satisfaction

Using the scale below, indicate your agreement or disagreement with the following statements

- a. "The timing and location of the service provided by SITE was very convenient for us"
- b. "The services provided by SITE completely addressed our needs or problems"
- c. "The service provided by SITE really helped us strengthen our group"

Mostly Disagree	Slightly Disagree	Slightly Agree	Mostly Agree	Strongly Agree
a) 1	2	3	4	5
b) 1	2	3	4	5
c) 1	2	3	4	5

Observations of the Enumerator:

Using the scale below, indicate your assessment of the capacity of the group in each of the following areas:

- a. Leadership
- b. Systems
- c. Records
- d. Management of resources
- e. Clarity of objectives

Very poor	Weak	Satisfactory	Good	Very good
a) 1	2	3	4	5
b) 1	2	3	4	5
c) 1	2	3	4	5
d) 1	2	3	4	5
e) 1	2	3	4	5

Any other observations?

From this discussion, summarise what REVCO inputs have worked and not worked for this household, and make suggestions for future improvement.

APPENDIX IX

Honey Production Information

2006-2008

	Group Name	Osotua			Sieku			Arabal			Bartum			Barwesa		
Variable	Period	2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008
Hives	Total number owned by registered members		7,842	11,813			6,393		3,086	5,685	4,000				2340	
	No.colonized by data collection date		2,763	5,047			5,712		1,411	2,394	1,800				936	
Honey Sales	Quantity of honey bought from farmers by group (Kgs)	0	9,068	4,352	0	5,543	775		5,037	2,876	2742		1,908	0	661	0
	Quantity of honey sold to packer by group (Kgs)	0	9,068	2,815		5,543	775		5,037	2,876	942		1,703		661	-
	Quantity of honey sold to other buyers by group (Kg)		-	-							1,800					
	Sale period		Feb,Mar, Apr,May, Jun,Jul, Oct	Jan-Mar	-	Jun-Nov	Mar	-	Mar-Apr	Mar-Apr	Dec		Jan-Mar-08	-	Jun	-
	Members sold honey to group	0	413	639	-	256	545	0	69	162	70	0	0	0	26	0
	Buying price (Kshs)	100	110	110	-	90	90	80	80	80	80	80	90	70	90	90
	Selling price (Kshs)	110	120	120	-	100	100	100	100	100	90	90	100	90	100	100
	Mobilization starting period	Jul-05	-	-	Apr-06	-	-	Mar-06	-	-	Mar-06	-	-	Mar-06	-	-
	Group Activity start period	Jul-05	-	-	-	Mar-07	-	Jun-06	-	-	Apr-06	-	-	Apr-06	-	-
	1st honey fund advance	-	Jan-07	-	-	Mar-07	-	Oct-06	-	-	Oct-06	-	-	-	Feb-07	-
	Ist honey sales	-	Feb-07	-	-	May-07	-	-	Mar-07	-	Dec-06	-	-	-	May-07	-
	Trainings commencement	Sep-06	-	-	-	Mar-07	-	Aug-06	-	-	Sep-06	-	-	Aug-06	-	-

Koriema			Linyot			Biretwo			Kipkam			Kiptani			TTBKA			Totals		
2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008
			-	4,968	6,223				1,615	1,615						1475		5,615	21,326	30,114
			-	3,082	3,835													1,800	8,192	16,988
0	1,124	1,678	-	1,790	2,801	895			1,565	-	-	520	1652	-	1668	1612. 42	0	7,390	26,487	14,391
-	1,124	1,497	-	1754. 8	1,505	895	-	-	1,565	-	-	520	1,652	-	1,668	-	-	5,590	24,839	11,172
			-	-	750	28	-	-	20	-	-					491		1,848	491	750
	May, June, Nov	Jan, Feb	-	Jul, Oct	Jan- Mar	Aug/ Sep	-	-	Aug/ Sep	-	-	Sep	Feb- Mar	-						
0	35		0	289	254	41	-	-		0	0	20		0		73	0		1,161	1,600
75	85	90	-	80	90	80	80	80	70	70	70	70	75	75	100	100	100			
90	100	100	-	100	100	100	100	100	90	90	90	80	80	80	120	120	120			
Mar-06	-	-	Dec-06	-	-	Apr-06	-	-	Apr-06	-	-	Apr-06	-	-	Jul-05	-	-			
Aug-06	-	-	-	Jan-07	-	May-06	-	-	May-06	-	-	May-06	-	-	Jul-05	-	-			
Dec-06	-	-	-	Jun-07	-	Aug-06	-	-	Aug-06	-	-	Aug-06	-	-	Aug-06	-	-			
-	May-07	-	-	Jul-07	-	Aug-06	-	-	Aug-06	-	-	Sep-06	-	-	Nov-06	-	-			
Sep-06	-	-	-	Mar-07	-	Jul-06	-	-	Jul-06	-	-	Jul-06	-	-	Aug-06	-	-			