

**REQUEST FOR EXPRESSIONS OF INTEREST FOR A SPECIALIST HONEY
MANAGEMENT COMPANY TO PARTNER WITH BIOCARBON PARTNERS IN
RUFUNSA, MAMBWE AND LUMEZI DISTRICTS**

BACKGROUND

The Luangwa Community Forests Project (LCFP) and Lower Zambezi REDD+ Project (LZRP) are two of Zambia's leading forest conservation projects. The two projects are a partnership with 13 Chiefdoms, and are implemented by DNPW, Forestry Department, and BCP; in Lusaka and Eastern Province. The combined mission of both projects is to make conservation of wildlife habitat valuable to people. The project implementation model focuses on livelihood improvements at a household level to reduce local drivers of deforestation.

As part of our livelihood improvements within the communities that we support, we have made an effort to drive sustainable, Non-Timber Forest Product businesses for our communities to benefit from. Previously, we have partnered with a company to assist us with running a beekeeping scheme where the company installs hives and provides technical support in the form of "beekeeping mentors" who provide the communities with technical advice when it comes to beekeeping and harvesting.

We have experienced some challenges with poor harvesting and production results over the last two years and would like to look at partnering with a new "Honey Producer" to assist us in driving Honey Production forward. We would need a company to install hives, station mentors at select sites as well as drive production in order for the honey to be brought to market.

ISSUES WE HAVE EXPERIENCED:

1. Lack of motivation/performance by the mentors.
2. We found that some community farmers sold to other buyers during the last harvest because at the time, their honey was ready for harvest, but our existing provider was not on site
3. One of the reasons for poor honey production was that in some places hives were hung too low and were affected by the bush fires so the bees couldn't colonise.
4. Farmers were also not advised to provide bees with water in areas where water is scarce.
5. Spatial distribution of hives not in line with standards of wild honey production.

SCOPE OF WORK

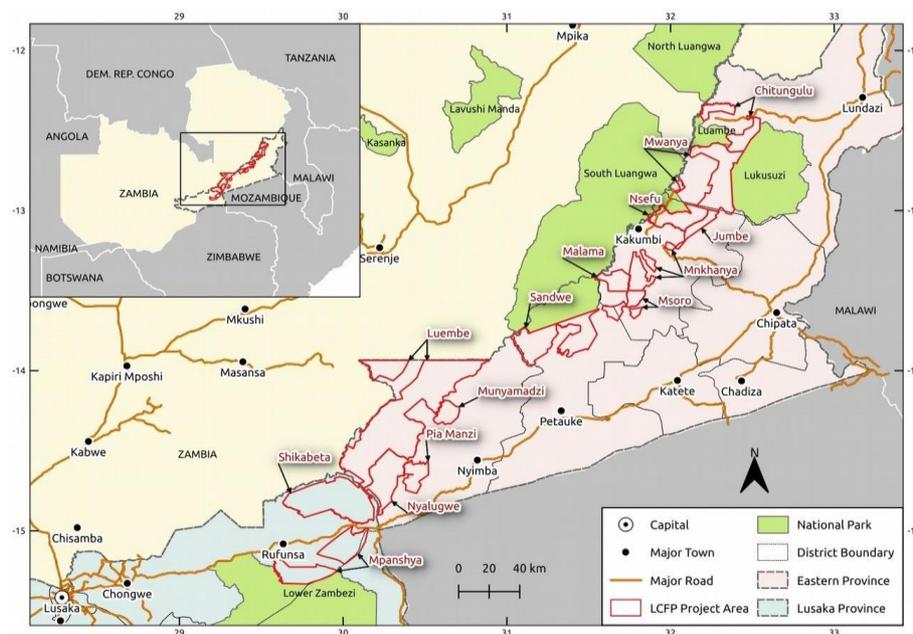
Our proposed Beekeeping scheme will require the following:

1. A company to maintain our existing 11,000 hives as well as partners with BCP to grow the number of hives to 25,000 within the next 3 years
 2. A company to ensure that honey farmers are equipped with the necessary bee keeping equipment and knowledge to make a livelihood out of bee keeping.
 3. The company will need to train and mentor honey farmers on the beekeeping process from site selection, hive deployment and maintenance, optimal honey production initiatives/strategies, field production data collection and administration, maintenance of bees to honey harvesting, packaging, collection and sales.
 4. The Honey Mentor will be required to collect honey production data ranging from hive deployment to production per hive i.e. GPS Data/Status on the hives etc.
 5. The "Honey Producer" should ensure that a worker is stationed in Mfuwe to coordinate all the beekeeping activities and supervise mentors (persons to assist in guiding and teaching community members about beekeeping). The mentor should be equipped with a motorbike.
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6. The “Honey Producer” should set up an office/Small warehouse, where Mentors will have immediate access to spares, and monies for the farmers once they sell their honey.
7. Mentors should be allocated bicycles as modes of transport between sites.
8. Mentors will report directly to CFMGs/CRBs (Natural Resource Officer-NRO) or to the employee who will be stationed in Mfuwe.
9. Monthly progress reports will be required by the CFMGs/CRBs.
10. Non performing Mentors to be replaced immediately.
11. All selected famers issued with beehives to undergo a one-day basic training in wild honey production ranging from hive maintenance/monitoring to honey production and harvesting strategies.
12. In order to archive improved food and nutrition security and improved household income in the targeted communities, the honey production program will be implemented in an integrated manner with Climate Smart Agriculture program

The maps below provide an overview of the scope of the project, indicting both project zones. From a honey production viewpoint, the incumbent “Honey Producer” is encouraged to give inputs and guidance as to maximise honey production for these zones.

Please refer to our two project zones in the maps below where bee-keeping activities will be likely to take place:



The Luangwa Community Forests Project
(LCFP) covering **943,646 Hectares**



The Lower Zambezi REDD+ Project (LZRP)
covering **40,126 Hectares**

The magnitude of this project is a fantastic opportunity for any honey production company who wishes to apply. If so, please may you forward BCP with the following information:

1. Company profile,
2. A list of referees and jobs concluded including information on honey production (kgs) and sales.
3. A sales and marketing strategy

All expressions of interest to be sent to the following addresses:

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BioCarbon Partners Limited