

**PRESENTATION GIVEN AT THE TRANSLINKS NATURE,
WEALTH AND POWER WORKSHOP**

QUEZON CITY, PHILIPPINES

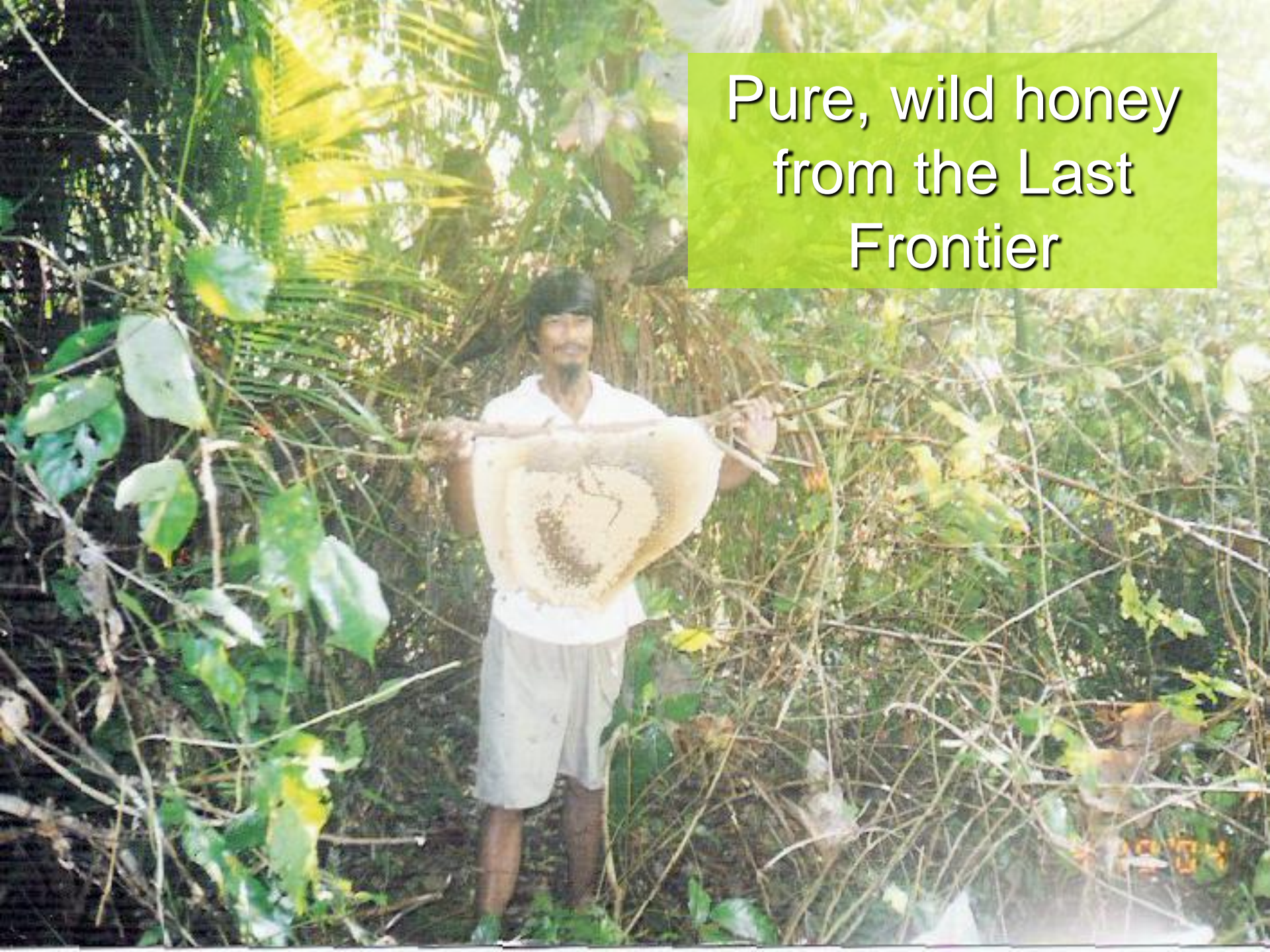
JUNE 20 – 21, 2007

HOSTED BY ENTERPRISEWORKS/VITA



This workshop was made possible by the generous support of the American people through the United States Agency for International Development (USAID) under the terms of the TransLinks Cooperative Agreement No.EPP-A-00-06-00014-00 to the Wildlife Conservation Society (WCS). TransLinks is a partnership of WCS, The Earth Institute, Enterprise Works/VITA, Forest Trends and the Land Tenure Center. The contents are the responsibility of the authors and do not necessarily reflect the views of USAID or the United States government.

Pure, wild honey
from the Last
Frontier



NATRIPAL

- Largest indigenous peoples federation in Palawan, Philippines (70 member local associations)
- Comprised of 3 major ethnic groups – Batak, Tagbanua, Pala'wan
- Organized in 1989 with the objective of advocating for the recognition of ancestral land and access to natural resources

PHILIPPINES



- Main programs:
community organizing,
livelihood, resource
management & tenurial
security

Problems/ challenges identified in honey production

- Honey quality
- Food standards for honey
- Seasonality of supply
- Working capital
- Business systems, processing facility, technical personnel
- Packaging and marketing
- Licenses / permits
- Awareness of the federation and local communities in supporting the livelihood

A photograph showing a person climbing a large tree trunk in a lush, green forest. The person is wearing a dark shirt and shorts, and is barefoot. They are positioned on a thick, horizontal branch, leaning forward. The background is filled with dense foliage and other trees, suggesting a tropical or subtropical environment. The lighting is bright, indicating daytime.

We rise up to the challenges...

...by using integrated approaches/interventions:

- Trainings and workshop on systematic harvesting
- Information dissemination campaigns (comics)
- Good manufacturing practices
- technical assistance (including permitting and policy reform support) and capacity building
- Infrastructure support for setting up processing facilities
- Linkaging for working capital
- Marketing



Harvesting



Field Pre-Processing



Receiving and Testing



Processing (cutting, filtering, dehumidifying)



Bottling and labeling



Quality control



Handling and storage



Marketing



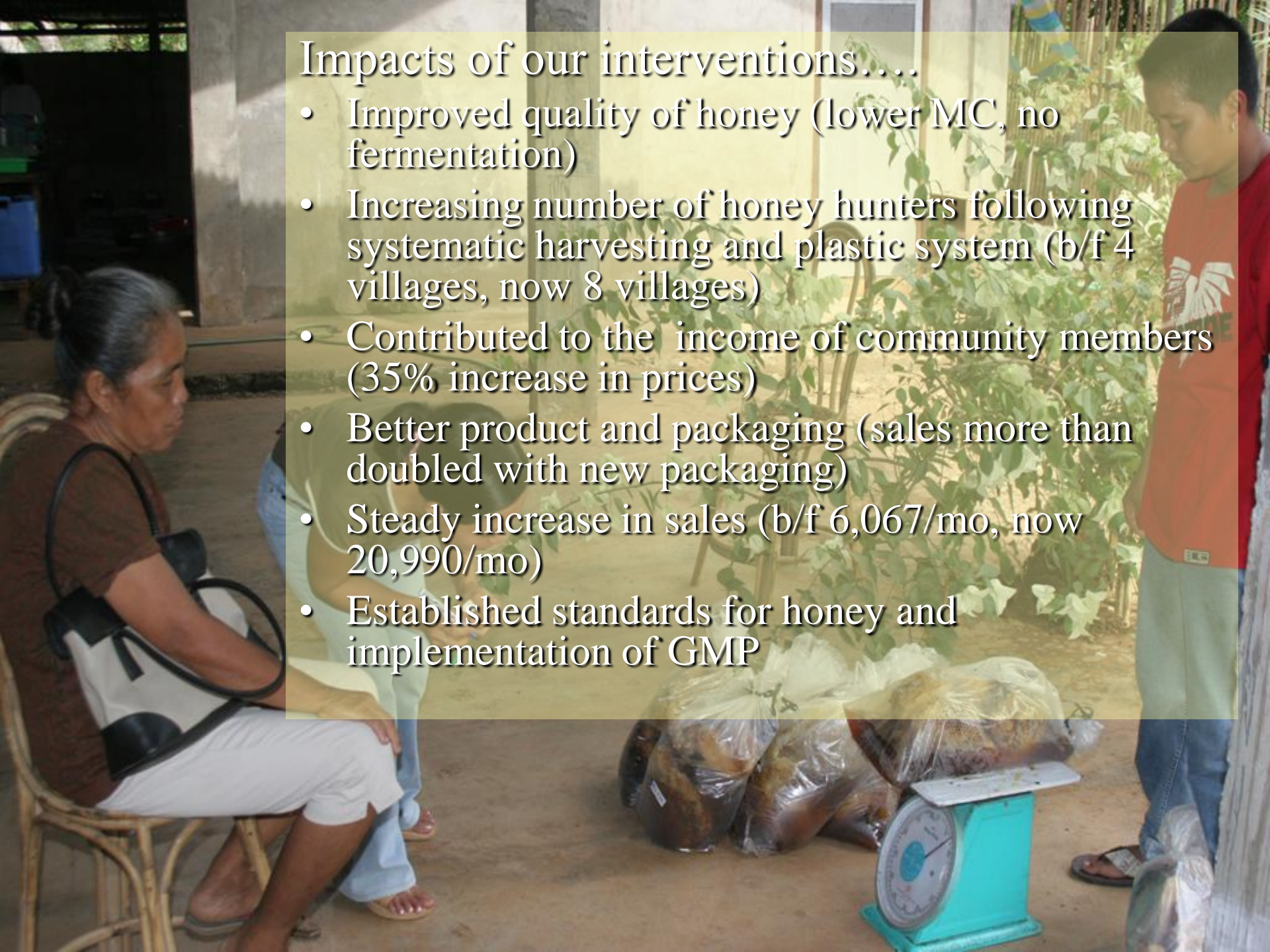
Monitoring

Honey Production Systems/ GMP

QuickTime™ and a
TIFF (uncompressed) decompressor
are needed to see this picture.

Impacts of our interventions....

- Improved quality of honey (lower MC, no fermentation)
- Increasing number of honey hunters following systematic harvesting and plastic system (b/f 4 villages, now 8 villages)
- Contributed to the income of community members (35% increase in prices)
- Better product and packaging (sales more than doubled with new packaging)
- Steady increase in sales (b/f 6,067/mo, now 20,990/mo)
- Established standards for honey and implementation of GMP






Lessons from the forest:

- Identify all problems in the value chain and work at addressing them with appropriate stakeholders / actors
- Reward system by paying premium price on high quality produce; never bend on quality requirements
- Better quality product is sought after by the consumer and has better marketability; be patient, quality pays off
- Insist on financial controls, build financial management systems

What's in the honey bottle for us?

- 
- Expansion of the honey processing facility
 - Diversification of honey and its by-products (e.g., cream honey, vinegar, wine, candles)
 - More intensive campaign to increase the supplier base of honey
 - Aiming for business viability and sustainability
 - Documentation of honey hunters
 - Conservation and expansion of the bee habitat
 - Sharing learnings with others