



EMPOWER



ANNUAL REPORT

2016 -17



TRAIN



IMPACT



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FOREWORD

2016-17 was a year of consolidation and new beginnings. The number of *Apis cerana* bee boxes currently managed by our Gujarat programme in two districts crossed 1000— a significant milestone. The local cadre of Master Trainers in Gujarat continues to grow in numbers and technical skills, adding depth to the programme. Many local innovations including mud hives have been successfully tested and implemented. Significant progress was made in the area of bee flora where seeds and saplings useful to the farmer and crucial for increasing nectar and pollen availability for bees - were distributed. This was well received with - farmers themselves making a financial contribution to buy seeds and saplings. This intervention had a positive impact leading to an increase in honey flow from boxes. Progress was also made with setting up local apiaries.

A strategic plan for 2017-2022 was finalized after a lot of deliberation within the team and with valuable inputs from the Board. The new model of implementation, which improves the impact, was also begun in select villages in Gujarat and Maharashtra as a pilot.

This year also marked our first international award - Beekeeping for Rural Development award, given by the Asian Apiculture Association (AAA) and HARDEN, Nepal in October 2016.

Our relationship with our corporate partner RBL Bank was strengthened further as they extended - support to our women's beekeeping project in Dhule – a pilot initially funded by NABARD – for three years. We also started new partnerships with JSW Foundation, Kalpataru Trust and Action for Social Advancement (ASA).



Good government collaboration was initiated in Dharni block of Amravati district (Maharashtra) as part of the livelihood interventions in the Chief Minister's Smart Village programme. The year also witnessed UTMT Society host its first fund raising event in October, which led to new partnerships.



This sets the tone for a year in which we further expand our work and make beekeeping matter for more small farmers.

Sujana Krishnamoorthy
Executive Director

BEES FOR POVERTY REDUCTION PROGRAM (BPR)

MAHARASHTRA

The Maharashtra programme operates in the districts of Dhule, Palghar, Amravati and Nasik.

RBL – Dhule

In the year 2016-17, 135 farmers were trained in beekeeping and 8 Master Trainers were given special training in 4 villages in Sakhri block with support from RBL bank. This project seeks to improve livelihoods of 350 tribal farmers, mostly women, from Sakhri block, Dhule district, through hands-on, farm-gate level practical trainings on *A. cerana* beekeeping and monthly handholding/follow-up technical support. Higher crop yields due to cross-pollination by bees and additional income from honey and beeswax will lead to increased food security, diversified livelihoods and higher incomes by the end of the project in 2018.

JSW- Palghar

This is a new project from January 2017 to December 2017, aims to train 25-30 farmers from two to three villages in Tarapur, Palghar district in practical bee keeping in collaboration with JSW Foundation. It will also study the impact of attitudinal changes brought about by beekeeping and its impact. The project also aims to provide hand holding support to farmers on a monthly basis through the beekeeping seasons to ensure the transition of farmers into beekeepers.

CASE STUDY

Ganpat Kamagarel, 43, beekeeper, Palghar

Ganpat is one of the enthusiastic beekeepers from Kadachimet village, ever willing to experiment with new techniques. Trained in October 2014, he has 2 beehives at present. He became aware that bees can be domesticated only after UTMT's intervention in his village

Thanks to a rivulet and well on his small 3 acre farm, Ganpat is one of the lucky farmers with access to irrigation. This enables him to both cultivate monsoon and winter crops. In the monsoon season he grows rice, Nachni (finger millet), Tuar (pigeon pea), khursani (Niger), Udid (black gram) and some vegetables like radish, bottle gourd, chillies and tomatoes. In winters, mustard, brinjal and coriander are the major crops. Many mango and guava trees dot the farm.

In the very first cropping season since having a beehive, Ganpat noted tremendous yield



increases in tuvar, mustard, coriander seeds and guava. More noteworthy was the reduced pest infestation on Tuvar and increase in yield by 20 kgs, which has also been attested by beekeepers in other project areas.

Ganpat is happy to have learned a lifelong skill that will always bring benefits to his crops. He says “The beekeeping training was very useful. Earlier I only knew how to spot bee colonies in the forest, but the training taught me how to transfer the bees into a box and look after them. It takes just 10 minutes to maintain a bee box every week.”

According to Ganpat the high point in his beekeeping journey so far was interacting with experienced beekeepers in UTMT’s old project sites at Peth and Nasik. He vividly recalls the experience, “I saw abundant amla (gooseberry) fruits in a beekeeper’s orchard. There was also a farmer who spoke about increased bottle gourd yields. Hearing this inspired me. I would like to cultivate more bee-friendly crops in future, and expand to 10 beehives!”



^
BPR Dhule

“Earlier I only knew how to spot bee colonies in the forest, but the training taught me how to transfer the bees into a box and look after them.”

>
CASE STUDY
Ganpat Kamagarel



GUJARAT

KALPATARU TRUST

The project, which began in Feb 2017, aims to train 250 farmers in beekeeping with the native *Apis cerana* bee for improved agricultural productivity and incomes across 3 years, 2017 to 2019 with support from CIPLA. In the first year, i.e. up to January 2018, 36 “Master Trainers” will be intensively trained in basic beekeeping skills through practical on-the-job sessions with senior UTMT technical staff every fortnight. Through such handholding, new beekeepers will learn to look after their beehives and expand their bee colonies for increased benefits. Special Master Trainer (MT) workshops will also be organized locally in each season. The new MTs will in turn be expected to teach farmers basic beekeeping in the second year of the project, thereby becoming local resource persons for expanding the activity.

These 36 MTs are from 9 villages in Dharampur block. They have undergone basic training and have begun filling their beehives with bees from the local surroundings. There are currently 41 beehives among these MTs.



CASE STUDY

Madhu Bhai Bhoya, Technical Assistant, Tutarkhed, Dharampur, Gujarat

“My bees are like my cows, they know when their master is around.” Says Madhu Bhai, affectionately speaking with the familiarity he has developed with his bees over the years. Madhu Bhai Bhoya is a 40-year old beekeeper from Tutarkhed village, near Dharampur in Gujarat. He is one of the first technical staff to be employed by UTMT in 2012.

Madhu Bhai spoke of his initial futile attempts at maintaining bees, but he persisted. - By the end of 2011, two years after training, Madhu Bhai filled 20 beehives with bees from the nearby forest, and extracted honey from his beehives for the first time -. He felt more capable and confident of continuing the activity.

He feels the biggest challenge in working with new farmers is to keep them motivated. “They don’t understand that once you get used to the work, it doesn’t even feel like work. Beekeeping brings profits in the long-term, but to reach there you have to invest time in the initial days”.

In 2014, Madhu Bhai extracted 20 kg of honey from his boxes, of which he sold 16 kg to UTMT for Rs.320/ kg, earning a good amount of Rs. 5100. Despite Tutarkhed having relatively low honey productivity as compared to the villages nearby owing to its much hotter climate, the village has been able to extract 88 kg honey in 2014. “Honey is always in great demand”, beams Madhu Bhai, stating that people pay advance money to book a bottle. “There is no dearth of customers who call me for orders.” Honey fetches anywhere between Rs.300 to Rs. 350/ kg.

But honey is only a by-product of beekeeping, says Madhu Bhai, explaining its larger role in positively impacting agricultural yields. Madhu Bhai used to often purchase oil, masalas, and vegetables before he started keeping bees. Since the yields have improved, their purchases are much lesser, because larger quantity of oil can be extracted from khursani (Niger) harvest, and vegetables quantity is higher. The village too saw effects of enhanced pollination, “2013 was not a good year for the mango crop in this



Beekeeping brings profits in the long-term, but to reach there you have to invest time in the initial days”.





Madhu Bhai (left) teaches Junior Master Trainer Ambelal the ropes of colony rearing

cluster. But there were mangoes in the wadis having beehives; the other mango wadis had no fruit.”

The bees have turned Madhu Bhai into a far more hardworking person.

“Earlier I used to be quite lazy, relaxing after farm work ended. Now the bees have taught me to make the best use of my time”. In his new role as Technical Assistant, he does not merely look after the village beehives, but is required in technical aspects of the programme and also manages and coaches a team

of junior Master Trainers under him. The people skills he learned during trainings hold him in good stead at such times.

Madhu Bhai spends the income mainly on his children’s education which constitutes a major household expense. His two daughters study in an ashramshala and his sons are enrolled in school in Surat and Bhavnagar. He says he is fortunate to be employed with UTMT, because on his own he would not have been able to learn a new skill or go beyond Valsad for work.

MADHYA PRADESH

In the year 2016-17, UTMT continued its work in Junnardeo block of Chinndwara district.

The first Master Trainer (MT) of Jamai, Sanju Yaduvanshi, has reached advanced competency in managing bees. He is one of the youngest MTs to be part of the UTMT family. UTMT started a one year project with Action for Social Advancement (ASA) in Mandla district in February 2017 with three villages training 25 farmers. The model is going to be a pollination service provider model which will enable greater reach, impact and diversification in livelihoods.

OTHER ACTIVITIES

In July 2016, UTMT was invited by Madhya Pradesh State Rural Livelihood Mission (MP-SRLM) in Bhopal to present our work. Our Executive Director Ms. Sujana Krishnamoorthy and Program





Associate Mr. Saurabh Vaity gave a presentation to young district officers of the state. Our work was abuzz!

UTMT was again abuzz in December 2016, when its stall garnered much interest at an exhibition held by Reliance Foundation in Beej Bhandar, Gonavadi, Chhindwara district, Madhya Pradesh. Seeing the displayed beehive, honey and colourful posters, many farmers enquired about beekeeping and its benefits for crops. It was an excellent platform to showcase our achievements with the communities we work with.

CASE STUDY

Sanju Yaduvanshi, Master Trainer, Chindwara district

Sanju Yaduvanshi, educated till Class VII, began helping his father with farm work at 19. Now at 20, Sanju's typical day involves transferring honeybees from the wild into bee boxes, checking boxes for signs of growth or enemies- and ensuring the bees are comfortable. But it wasn't always this way.

In Oct 2015, Sanju's father attended UTMT's beekeeping training session in their village in Junnardeo, Chindwara district, although Sanju was very sceptical. His traditional honey hunting background meant he had only seen bees live in trees and rocks all his life. "Bees can't stay in boxes", he thought. The 2 buzzing bee boxes set up on Sanju's farm few weeks later gave him a chance to indulge his curiosity. Watching them during farming, he marvelled at the little insects' speed and efficiency. But Sanju wouldn't believe his father's claim that crop output increased as much as 50% with bee pollination.

A month later at the weekly market, Sanju noticed that his tomatoes' shape and quality were better as compared to those of his neighbours' which resulted in his -getting a higher price. Squashed in an overcrowded jeep ferrying villagers back to the village that evening, Sanju reflected back to the





Sanju Yaduvanshi, Master Trainer
Madhu Bhai
Chindwara District

“Sanju noticed that his tomatoes’ shape and quality were better as compared to those of his neighbours’ which resulted in his -getting a higher price.”

UTMT’s key technical staff in Madhya Pradesh. He looks after 20 beehive boxes in and around his village, and is now progressing onto teaching beekeeping to new farmers in neighbouring districts.

cropping practices he had implemented, searching for an explanation.

Sanju told his father about the tomatoes, and received the answers he sought. Because bees forage for nectar early in the mornings, there is little left for late foragers including pests, thereby rendering crops pest-free.

Soon, traders began coming directly to Sanju’s home to buy vegetables. They knew his crops were of far better quality than most other farmers’. Sanju could now also save on transportation. Seeing impact first hand, Sanju realized how much he had underestimated bees. He began paying more attention to his beehive boxes, observing the plants they visited, the time of day they were most active, and even assisting in handling the bees.

Gauging his potential, UTMT offered Sanju advanced training to be a Master Trainer. He readily agreed, learning about the different types of bees in a colony, distribution of labour, communication style, life cycle, the importance of a queen bee in keeping a beehive functioning. Sanju is today one of



RECOGNITION

Asian Apiculture Association Award

Executive Director, Sujana Krishnamoorthy represented UTMT at an international conference on ‘Honeybees and Honey for Food Security and Ecological Balance’ organised by the Asian Apiculture Association (AAA), HARDEN, WWF (Nepal) and Dept of Agriculture, Govt of Nepal at Kathmandu on October 24. The conference gave us an opportunity to present our model to a distinguished gathering of apiculture experts from Asia.



Sujana, Executive Director, UTMT with Dr. Cleofas Cervancia, Philippines and Dr. Siriwat Wongsiri, President, AAA

Our work, with its focus on the indigenous bee *Apis cerana indica* and its pollination benefits for small farmers was widely appreciated. UTMT was given the Beekeeping for Rural Development award - our first international award by AAA and HARDEN.

*“Our work, with its focus on the indigenous bee *Apis cerana indica* and its pollination benefits for small farmers was widely appreciated.”*

We’d like to say a big Thank you to all our supporters and members of Team UTMT, who with their hard work, commitment and dedication made this possible!



INNOVATIONS

BEE FLORA

This has been a very successful initiative. Bee flora was distributed to about 100 farmers at Dharampur block in Gujarat and 151 farmers in Maharashtra. The main aim of this - was to increase the health of bees, income of farmers and to overall boost the nutrition of family of farmers. 108 bee boxes had increased through division of the bee boxes and many farmers want to join UTMT in this new initiative after seeing its success practically. Around 850 kgs of Honey was extracted in the year 2016-17.



GLASS BEE BOX

Very frequently people come from all over India to see the bees in Dharampur field area. Every time we need to open the box for them. Now when people come for exposure visits we can show them the bees in the glass box without having to open it which also helps with bees not getting disturbed.

This has aided in raising awareness about the bees as the glass box can be easily placed for exhibition. -. For

example we can keep it in the centrally located Science center for exhibitions and fairs.

WORK WITH OTHER INDIGENOUS BEES

Advanced beekeeping training on rearing other indigenous bee species was conducted for 20 Master Trainers from Gujarat and Maharashtra. The MTs were able to learn about a new kind of beekeeping on the other indigenous honey bees. 6 bee boxes of trigona and Apis florea honeybees were given to them.



IMPACT REPORT

NABARD PROJECT

A pilot project was undertaken by the Micro Credit Innovations Department (MCID) in, Dhule (Maharashtra) and Dangs (Gujarat)-two of India's most backward districts. The NABARD project was unique and innovative as it was the first to promote beekeeping among women. The primary objective of this project was to increase agricultural yields of small and marginal farmers by adding beekeeping as a sustainable agricultural input.

Majority of the beneficiaries were small BPL farmers with subsistence agriculture as their primary livelihood. A significant proportion of the families of beneficiaries (38% in Dangs and 65% in Dhule) practised unsustainable honey hunting. Over 70% had not heard of beekeeping before the intervention began.

A series of baseline and end-line surveys were conducted to measure the impact of this project. Some key findings are highlighted below:

- Role of bees in pollination: More than 65% of the beneficiaries now know that increased crop yields is one of the key benefits of beekeeping

“Gender stereotypes: Initially 80% of the beneficiaries felt that beekeeping ‘was a man’s job’. Today close to 60% feel that both men and women are equally capable of beekeeping.”

- Skill building: Women have become proficient in a range of beekeeping technical skills like maintenance of beehives, Natural Colony Transfers (where bee colonies are relocated from the wild into beehives) and division of bee colonies along with developing soft skills

- Sustainable honey harvesting:

“Reduced honey hunting has been reported due to awareness of the role of bees and beekeeping.”



The people now choose to put the bees into beehives instead of destroying their combs for honey and killing them in the process. This contributes to an improvement in local pollinator density and better ecosystem services for the entire village.

ACUMEN IMPACT STUDY, 2017

Acumen interviewed a total of 57 beekeepers as part of a study on impact created as a result of honey production. It was found that:

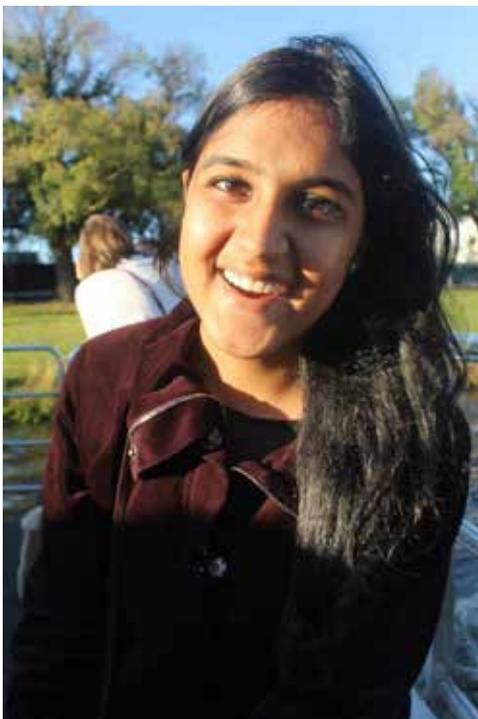
- 45% households live below \$3.10 per day. Average size of landholding is 4.7 acres
- 31% of average farm income comes from selling honey. No respondents collected honey from the wild.
- 75% see honey as becoming even more important to their families in next year.
- 70% received training on honey production or sales in last one year.
- 80% felt their quality of life had improved because of UTMT's intervention.



VOLUNTEERING AND EMPLOYEE ENGAGEMENT

Romin
Corporate Communications
Nomura Services India
Private Limited

I have been associated with UTMT since May 2016; it has indeed been a very satisfying experience. By volunteering to be associated with this organization, I got an opportunity to constructively leverage my capabilities and contribute to the society to the best of my efforts. Wishing UTMT all the very best in future endeavours!



Kruti Munot
TATA pro-engage volunteer

Being able to spend some time as a Tata Pro-engage volunteer at UTMT has been an enriching experience. The effort and passion they put into their work clearly reflects how much they care for the cause, and it has been heart warming to see how the organization has positively impacted hundreds of farmers across the country. I have learnt a lot over the short span of time that I was able to spend with the organization and its people, and heartily congratulate them for the progress they continue to make. I'd like to thank UTMT for giving us the opportunity to get a peek into the working of the organization. Looking forward to hearing about more initiatives UTMT takes towards improving rural livelihoods!



Anisha Agrawal **TATA pro-engage volunteer**

I came to know about UTMT through Tata Engage Volunteering programme. As a volunteer I found UTMT's initiative very different from other NGOs. In an agriculture intensive country they are working hard towards increasing the productivity of farmers by promoting bee-keeping. I learnt that a variety of food items we eat daily are a result of bee pollination and bees might disappear if bee-keeping is not integrated into farming. UTMT also trains farmers to grow and preserve bee colonies along with providing them with alternate source of income. I had a great insight into such an initiative and also in the way an NGO operates. It was lovely to work with UTMT and I look forward to many more opportunities in future to work on similar initiatives!



Riya Behl, Founder – Tasveer

“UTMT has been wonderful to our student-run organisation -- Tasveer. We offer free-of-cost photography services to NGOs and collaborating with UTMT provided enriching learning experiences to our volunteers.”

Simant Verma, India Fellow

The past 1 year with UTMT, with all its ups and downs, has been one of the most formative years of my life thus far. Hailing from a metropolitan city, I was a little hesitant on being placed in a small block level town in Madhya Pradesh. But everyone in the team, especially my mentor Sujana, always made me feel a part of the UTMT family. They gave me all the support in the initial stages to learn the ropes of beekeeping. From having discussions around bee flora to how to forge partnerships, I have had a blast every single day. I am grateful to every single team member for putting in efforts to enhance my learning journey with UTMT.



FUNDRAISING EVENTS



RBL Bank ran for farmers once again at the Standard Chartered Mumbai Marathon 2017.

This time, a special cheer zone was set up at

Marine Drive to raise awareness about the cause. The funds raised through this year's Mumbai Marathon helped farmers across the three states where UTMT currently operates.

Buzzing Together, 8th October 2016

With UTMT moving into the eighth year of livelihood focused interventions it was time to celebrate the impact we've made on the lives of farmers over the years. Women from Gujarat and Maharashtra came to Mumbai for the first time to share their journey with friends and supporters of UTMT at a small celebration-cum-fundraiser in October.



Vijaya, founder of UTMT (extreme right), explained how without bees we would not have all the foods we love - tomato sauce, fruits, vegetables, pulses, coffee, chocolates and lots more. Naheed Carrimjee, UTMT Board member interacted with the beekeepers. Sujana Krishamoorthy, Executive Director, UTMT Society, presented the challenges affecting UTMT's growth and outreach, the main being funding. Amitabh Mall and Mukul Gupte, Board members moderated a discussion with beekeepers where they mentioned the impact of beekeeping on their lives.

We are very grateful to count Greg Kroitzsch, founder of The Barking Deer microbrewery among UTMT's most loyal supporters. The honey braggot beer at TBD uses honey from our beekeepers; a portion of the sales comes to UTMT.



Name of the Public Trust : UNDER THE MANGO TREE SOCIETY
Balance Sheet As At: 31st March, 2017

TRUST REGISTRATION NO. : F-38609

FUNDS AND LIABILITIES		Rs.	Rs.	PROPERTY AND ASSETS		Rs.	Rs.
Trusts Funds or Corpus:- Balance as per last Balance Sheet Adjustment during the year (give details) Contribution Received (Corpus Fund)		167,000.00		Immovable Properties:- (At Cost)			
Other Earmarked Funds:- (Created under the provisions of the trust deed or scheme or out of the Income) Depreciation Fund Sinking Fund Reserve Fund Any other Fund		10,259.00	177,259.00	Investments			
Loans (Secured or Unsecured):- From Trustees From Others				Fixed Assets			
				Loans (Secured or Unsecured) : Good / Doubtful Loans Scholarships Other Loans			44,586.50
				Advances:- To Trustee (Against expenses) To Employees (Against expenses/salary) To Contractors To Lawyers To Others		(SCHEDULE 3)	180,069.20
				Income Outstanding :- Rent Interest Other Income		(SCHEDULE 4)	
Liabilities :- For Expenses For Sundry Credit Balances For Advances For Rent and Other Deposits		846,680.50		Cash and Bank Balances :- (a) In Current/Savings Account (b) In Fixed Deposit Account (c) Cash Balances		345,686.69	347,946.99
Income and Expenditure Account:- Balance as per last Balance Sheet Less: Appropriation, if any		134,819.27	846,680.50	Income and Expenditure Account:- Balance as per last Balance Sheet Less: Appropriation, if any			
Add/(Less): Surplus/(Deficit) as per Income and Expenditure Account		(586,117.08)	(451,300.81)	Add/(Less): Surplus/(Deficit) as per Income and Expenditure Account Expenditure Account Add/(Less): Income Tax Paid			
			872,615.69	Total			572,615.69

As per our report of even date

For **Agarwal Vijay & Associates**
Jay Arun
MUMBAI
CHARTERED ACCOUNTANTS
Mumbai

Under The Mango Tree Society / **Navedi Chauhan**
Authorised Signatory

Under The Mango Tree Society / **Boodla**
Authorised Signatory TRUSTEE



UTMT in the News



THE HINDU

<http://www.thehindu.com/news/cities/mumbai/news/Hunger-for-bees/article16072912.ece>

New Internationalist
The world unspun

Little insects, big impact



24 January 2017

India

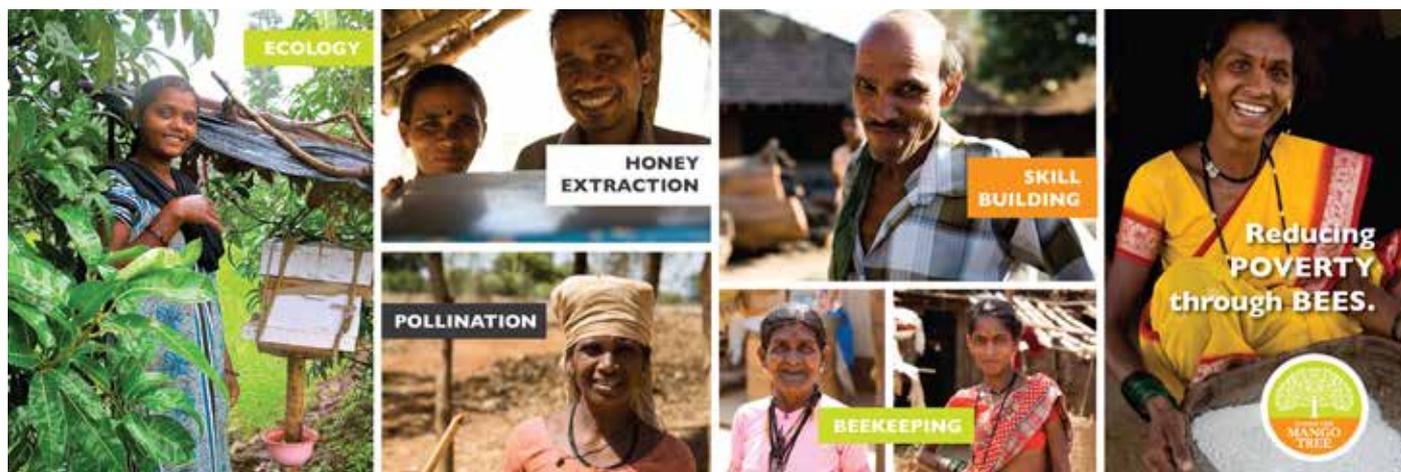
By introducing bee hives to their fields, Indian farmers are improving productivity – and lives.



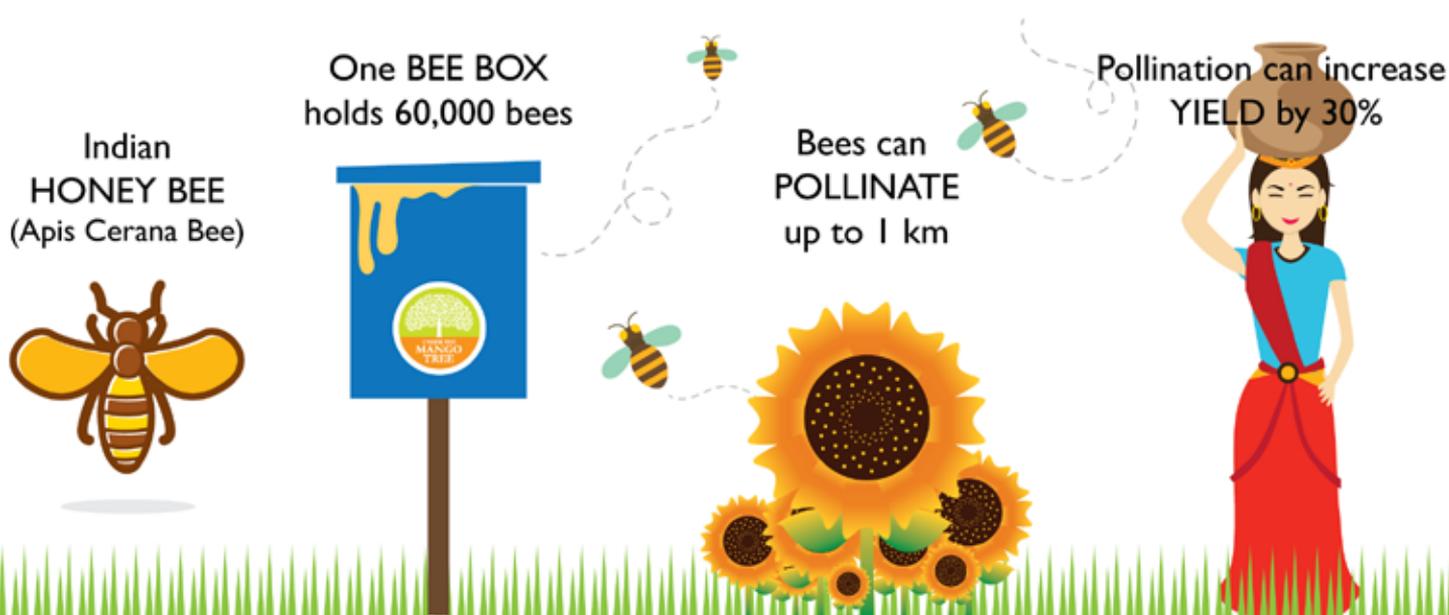
**NEW
INTERNATIONALIST**

<https://newint.org/features/web-exclusive/2017/01/24/little-insects-big-impact/>

GET INVOLVED



Sponsor seeds / saplings of bee friendly crops for a village	Rs 50,000
Support a beekeeping Master Trainer, impact 25 people	Rs 30,000
Do the Dream Run with us at Mumbai Marathon! (Support a farmer for a year)	Rs 15,000
Gift a honey extraction and beekeeping starter kit	Rs 8,000
Gift a set of bee boxes	Rs 2000





DONATE A
BEEBOX
TODAY.



UNDER THE MANGO TREE SOCIETY
A-412, Byculla Service Industries Premises CHSL,
Dadoji Kondeo Cross Marg, Byculla, Mumbai - 400 027
Tel: +91 22 23753110 • bees@underthemangotree.org

