



ANNUAL REPORT

2018-19



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Foreword

As Under The Mango Tree Society completes ten eventful years, it is time to step back and acknowledge the people and institutions that have got us this far. Our founder, Vijaya Pastala, who had the foresight, courage and conviction to set up the organization and nurture it. Our founding Managing Committee – Sophie Moochhala, Naheed Carrimjee, Mukul Gupte and Vikram Doctor and Vijaya – who have given us their time and support, encouraged us when the chips were down, showed us the mirror when needed and have always been there for us. Amitabh Mall, during his stint in the Managing Committee engaged with us intensively, got us to think strategically on how to increase impact and ensured that a more efficient implementation model was in place.

At the end of the day, an organization is good as the people in it. The women and men who have propelled us and made our work stand out deserve special mention. Convincing a community to eschew unsustainable practices which are age old, putting in place alternate systems requires commitment and an immense amount of hard work. Our teams never shied away from this and toiled through sun and rain, putting all else second. As Vijaya always says to the team, each of you has put in a brick in the creation of this organization. And today, we stand tall because of you.

I would like to especially mention our Technical Expert, Atar Singh Kaintura, who in the first five years, thought nothing of putting his work in Uttarakhand on hold and spending weeks in the interiors of Gujarat, Maharashtra and Madhya Pradesh, training farmers in the technical aspects of beekeeping. His positive attitude rubbed off on all of us and gave us the strength to face the next day when nothing went right. A strong local cadre of Master Trainers today in three states stands testimony to his ‘margdarshan’ (guidance).

Supporting a new idea, putting your funds in a fledgling programme which shows promise, requires courage. Many of our donors did just that. I would like to thank Mr Jehangir and the Trustees of Dr and Mrs SMH Modi Hormus House Benevolence Trust Fund and RBL Bank who have supported us for many years now and been an intrinsic part of our journey.

As we complete a decade, we look forward to the next one: further deepening of the programme, new innovations and challenges await us and we are raring to go.

Sujana Krishnamoorthy
Executive Director



A Decade of Under The Mango Tree Society

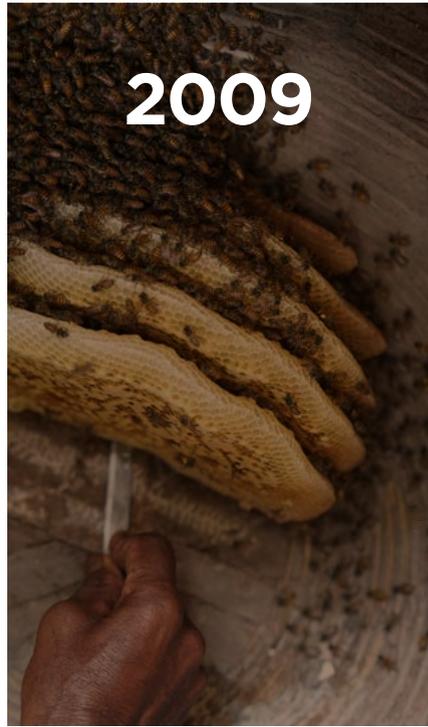
Under The Mango Tree (UTMT) Society evolved from a concept note in 2009 that identified the need to provide beekeeping training to tribal farmers in *Apis cerana indica*. Since then, it has grown by leaps and bounds. Today, UTMT Society runs a unique, award winning beekeeping programme that focuses on a multipronged approach on working with indigenous bees in three states- Gujarat, Maharashtra and Madhya Pradesh. This encompasses creating awareness about conservation of indigenous bees, providing farmer friendly beekeeping training, better pollination services to entire communities, strengthening local ecosystems, enhancing biodiversity, adopting sustainable, bee friendly agriculture practices and creating new livelihoods for the community.

UTMT Society is perhaps the only organisation in the country that promotes beekeeping with indigenous bees, *Apis cerana indica* and *Trigona*, to improve pollination cover for small holder agriculture. The decline of insect pollinators due to reasons of pesticide use, climate change, and diseases is threatening food supply. The impact of beekeeping on increasing agricultural productivity was recognised more

than forty years back by the first National Commission on Agriculture in 1976. In 2016, this was reiterated by José Graziano da Silva, Director-General of the Food and Agriculture Organization of the United Nations (FAO), who emphasised that “Pollination services are an ‘agricultural input’... All farmers, especially smallholders, benefit from these services. Improving pollinator density has a direct positive impact on crop yields, promoting food and nutrition security. It is important for achieving the Sustainable Development Goals, as well as for helping family farmers’ adaptation to climate change.” UTMT Society began this work in India in 2009 and endeavours to increase the presence of indigenous bees on small farmer farms and studies its impact on crop productivity.

Through community outreach programs, advocacy and policy recommendations, UTMT Society reaches out to citizens and policy makers to protect and use indigenous bees as an input in Indian agriculture.

UTMT Society runs a unique, award winning beekeeping programme that focuses on a multipronged approach on working with indigenous bees.



- A pilot of UTMT Society's Bees for Poverty Reduction programme was rolled out in Dharampur (Valsad) and Surgana (Nashik) blocks in collaboration with BAIF Development Research Foundation. The Pilot aimed at documenting local honey hunting practises and information on bees, through Focus Group Discussions (FGDs) within identified communities and providing basic beekeeping training with *Apis cerana indica* to farmers in select villages.



- Moved from Pilot to Project Mode by laying down the guidelines of the Bees for Poverty Reduction programme and defining the salient features.
- Worked with partners with a sound field base.
- Procured Grant from EdelGive Foundation to research the impact of pollination on small farmers.
- Expanded work to Kaparada (Valsad), Dangs (Gujarat) and Peth block (Nashik), Amravati (Maharashtra).
- Crossed the milestone of training 1000 farmers.
- Designed Training Modules and audio-visual training tools (extensive photo documentation).
- First exposure visit to Uttarakhand to learn new techniques.



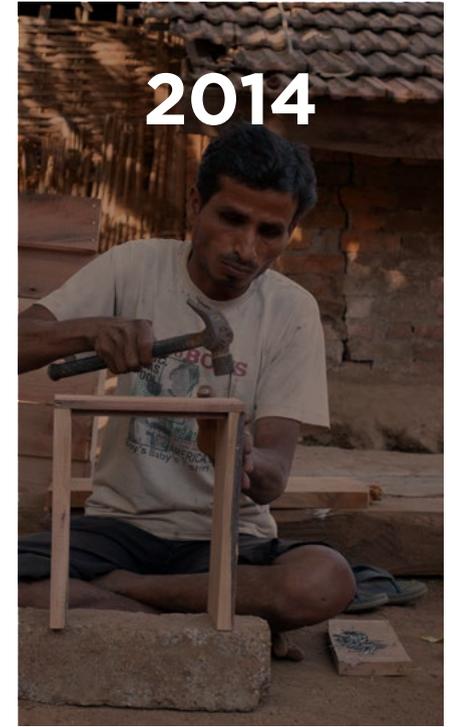
- Continued work in both Gujarat and Maharashtra, expanded to new areas and associated with new partners.
- Training done for the first time by local Master Trainers, thereby establishing a perpetual, sustainable model of knowledge transfer.
- First field office established in Dharampur, Valsad (Gujarat).
- Critical factors for success of programme identified (village, farmer and cluster selection, Master Trainers, need to match inputs with beekeeping season).
- Mumbai's first urban beekeeping programme started in Maharashtra Nature Park.
- First foray made into Madhya Pradesh in Umaria district (in partnership with Taj Safaris).



- The first ever research study on beekeeping with indigenous bees in open field conditions released in February.
- **Celebrated National Bee Day**, with Bee Walks, a Panel Discussion, activities for children, and demonstration of cooking with Honey on February 5th at Maharashtra Nature Park, Mumbai.
- Got considerable Media coverage (newspapers and Times Now).



- Was awarded the **World Bank Development Marketplace** award for being among the most innovative models in rural development.
- Began our programme in Madhya Pradesh. Bhopal office set up.
- Project to take the programme to 1000 WSHG women in Dangs (Gujarat) and Dhule (Maharashtra) sanctioned by MCID, NABARD.
- Highest fundraiser in the livelihood category at Mumbai Marathon.



- Programme further consolidated in Gujarat and Maharashtra; expansion to a new district (Seoni) in MP.
- Re-engineered the BPR model, added 'ecosystem' elements that included livelihood streams like localized input procurement, addition of bee flora component and training of honey hunters as colony spotters.
- Piloted mobile based data collection system.
- Commenced partnership with RBL Bank (under the corporate challenge segment of Mumbai Marathon), which going forward emerged as a significant and meaningful association.



2015

- First cadre of women Master Trainers came to the fore in Dhule (Maharashtra) and Dangs (Gujarat), breaking gender stereotypes in the community.
- Training 1000 women in beekeeping helped the programme gain insights on how to tailor it for women.
- Developed new techniques in colony rearing that prevented pest attacks.
- Innovations like mud hives mainstreamed and the bee flora component was further developed to include specific bee friendly indigenous seeds and saplings.
- A basic Beekeeping Resource Centre set up in Tutarkhed village, Dharampur block, Valsad district as a training - cum- resource centre.



2016

- Installation of beehives in Gujarat state crossed 1000 in number, a new milestone for the programme.
- New model of programme implementation finalized in collaboration with a group of volunteers of Boston Consulting Group (BCG) led by Managing Committee member, Amitabh Mall.
- Strategic Plan for 2017-2022 put in place.
- **First international award**, "Beekeeping for Rural Development", awarded to UTMT Society by Asian Apiculture Association (AAA) and HARDEN, Nepal.
- RBL Bank committed to support a 3 year CSR programme, one of the most important relationships in the life of UTMT Society.
- First fund raising event held in Mumbai, leading to new partnerships.



2017

- Apiaries set up for propagation of **Apis cerana indica** bee colonies.
- Monitoring and Evaluation Unit strengthened, new tools for data collection and impact assessment.
- Work and its impact presented to international audiences at British Ecological Society, London and Apimondia, Istanbul.
- Independent office for UTMT Society set up in Mumbai.



2018

- UTMT Society works in tribal communities in 175 villages 14 districts in Gujarat, Maharashtra and Madhya Pradesh and have impacted close to 67,000 lives.
- Sustainable agriculture practises added to the model.
- Bee flora component becomes more structured.
- Sharing of our work in conferences in Nagaland and Jharkhand.

UTMT Society is perhaps the only organisation in the country that promotes beekeeping with indigenous bees, **Apis cerana indica** and **Trigona**, to improve pollination cover for small holder agriculture.



Our Programme



Gujarat

A. Key Highlights of 2018-19

In 2018-19, UTMT Society was present in **39 villages** spread across **5 blocks** in **3 districts** in Gujarat. The Gujarat office also supported beekeeping in Bhujada village in Girva block, Udaipur, Rajasthan.

- Beekeeping training and hand-holding support was given to 760 farmers. The beekeepers had a total of 1695 beehives (1583 Cerana beehives and 112 Trigona beehives).
- 59 woman beekeepers were provided with hand-holding support.
- More than **1900 families, including neighbours of beekeepers, received pollination benefits** due to the presence of beehives in and around their farms.

- Approximately 1833 hectares of land belonging to small farmers in tribal communities benefited from improved pollination due to beekeeping.
- **5 carpenters** were trained to make Beehives to meet the increasing demand from farmers.
- 23 apiaries consisting of 234 hives were set up.



Honey and Wax

- **3281 Kg of Honey** was extracted from the beehives, of which 1250 Kg of honey was sold.
- Beekeepers **earned Rs. 3,75,000** in one year just by selling honey.
- More than **24 Kg of Beeswax** was collected.

Beekeeping Ecosystem

- The beekeeping ecosystem currently comprises **11 Carpenters, 3 Swarm-bag & Bee-veil makers and 25 Colony Spotters and NCT Experts.**
- 37 Master Trainers, 5 Technical Assistants and 2 Field Officers manage the work on the field.
- 1 Beekeeping Resource Center (BRC) is fully functional in Tutarkhed village.

The eco-friendly BRC was inaugurated on 20th May 2018, to serve as a residential training center and to hold events related to Beekeeping. The construction of the BRC was funded by the RBL Bank.

Bee Flora

- **17 different types of Bee Flora** were distributed to 529 Beekeepers. 1,72,310 Saplings and 751 Kgs of Seeds were distributed. 11,388 tons of carbon was sequestered as a result of this.
- Farmers contributed 50% of the cost of Bee Flora seeds and saplings amounting to **Rs. 1,74,000.**



B. Innovations

Production of bio fertilizer and bio pesticides

- 68 farmers were trained in making bio fertilizer and bio pesticides. Twenty of the trained farmers prepared and supplied bio fertilizers and bio pesticides to 263 beneficiaries. This was done to reduce use of chemical fertilizers and pesticides, which are harmful to bees.

- **Establishment of Bee Flora nurseries**
Two bee flora nurseries were established by women's SHG groups. This was another step towards empowering women socially and financially in beekeeping villages.

- **Piloting of Passion fruit cultivation**
The first scientifically managed passion fruit farm in Gujarat was set up which provides forage for bees during the dearth season. Market linkages were established for the beekeepers for providing an alternative income source.

- **Moving to Six frame bee boxes**
After witnessing the advantages of 6 frame beehives in Kerala, the Gujarat team tried modifying the 8 frame boxes to 6 frame ones. This strategy helped in maintaining the temperature better inside the hive.

- **Designing of Carrying cage**
A carrying cage was designed to easily carry the frames with combs and bees to faraway locations.

- **PVC pipe stands**
Low cost stands for beehives were made using PVC pipes and cement to protect the boxes from enemies like ants, lizards.





C. Events

Seminars and Conferences

- In June 2018, the Gujarat Team Leader, Dhara Patel, attended a Conference organised by Jharkhand State Livelihood Promotion Society (JSLPS), Government of Jharkhand in Ranchi to assist with the making of a 5-year perspective plan for beekeeping.
- In December 2018, UTMT Society's work was presented at a seminar organized by the Nagaland Honey Mission to celebrate the National Honey Bee Day in Kohima.

Exposure Visits and Awareness Programmes

- 105 beekeepers of the Gujarat team visited Ambheti KVK and Navsari Agriculture University to learn about Organic farming practices.
- The Gujarat team arranged exposure

visits for Navsari Agriculture University, Anand University and Barefoot College (Rajasthan) at the Beekeeping Resource Centre in Tutarkhed.

- In Dharampur and Kaprada blocks, UTMT Society organised an awareness programme on bees and their importance in nature, especially pollination, in 5 local schools. Four hundred and sixty three children were impacted by this programme.

- Around 200 beekeepers celebrated **National Honeybee Day** on 18th August 2018 at the District Science Centre in Dharampur. Officers of the science center, Forest officers from Dharampur and Taluka Development officers also participated.





“Future seems more positive and buoyant. Beekeeping has chased away my worries for the future”.



D. Stories from the field

Deshmukh Sarojben, Master Trainer, 28 years of age, lives in Supdahad, Dang with her farmer- husband and two school-going children. She has received education upto 9th grade. The family owns 3 hectare of agricultural land, which is rain fed. The family stores half the agricultural yield for household consumption and sells the rest in the local market. The annual income of family is INR. 12,000/-. Sarojben says, “With limited sources of income, life was full of drudgery. The mere thought of my children’s future made me gloomy.”

In 2014, she enrolled in the two-day basic beekeeping training organized by UTMT Society hoping to benefit from honey. She says, “I never knew that bees can be domesticated. I thought handling bees is a man’s job. But during the training I realized how uncomplicated it is”. She adds, “Post-training I filled bee-boxes with the help of UTMT’s technical staff and my husband, as he is a good colony spotter. During the NCT, I was encouraged to handle bees by the technical team of UTMT and this inspired my husband to come forward and assist me in filling the bee-box”. Noticing her skills, she was soon selected for Master Trainer training by UTMT Society and learnt all the intricacies of beekeeping within a year, with UTMT Society’s hand-holding support. Currently, she has 3 filled bee-boxes and serves as a local resource person in beekeeping for thirteen farmers.

Sarojben, while discussing the benefits of beekeeping, said that she experienced improvement in the quality and quantity of mango, cashew and custard-apple. She says, “Not only I but also my plot neighbours also experienced the perks of beekeeping in terms of improved quality and quantity of yields. All of us were convinced that this was the work of bees”. She adds, “I earned Rs. 7,000 from sale of cashew as compared to Rs. 3,000 before beekeeping. Same was the case for mangoes; I earned Rs. 10,000 from sale of mangoes, up from Rs. 4,000 in pre- beekeeping days. Also, I sold 8 kgs of honey harvested at Saputara at the rate of Rs.700/kg”. The additional income generated was used by her to pay children’s school tuition fees.

Sarojben credits beekeeping for diversifying her livelihood and has decided to continue beekeeping in future. She says, “Future seems more positive and buoyant. Beekeeping has chased away my worries for the future”.





Maharashtra

A. Key Highlights of 2018-19

In 2018-19, UTMT Society's work was spread across **31 villages** spanning **5 blocks** in **3 districts** of Maharashtra.

Beekeeping training and hand holding support was given to 646 farmers 145 for **Apis cerana** beekeeping and 81 for Trigona beekeeping. The beekeepers had a total of **598 beehives** (429 Cerana and 169 Trigona boxes).

The salient features of the Maharashtra programme are as follows:

- Developing 96 Women Beekeepers.
- Providing pollination benefits to **1260 families, including neighbours of beekeepers**, by placing beehives in

and around their farms. This translated into better pollination for approximately 968 hectares of farm land.

- Organising 205 Trainings on seasonal beehive maintenance.
- **Training 2 Carpenters** to make beehives to meet the increasing demand by farmers.



Honey and Wax

- **81 Kg of Honey** was extracted from the beehives, of which 22 Kgs of honey was sold.
- Beekeepers earned **Rs. 7,700** in one year just by selling honey. About **3 Kg** of beeswax was collected.

Beekeeping Eco-system

- There are currently 2 Carpenters and 2 women's SHG groups (one of 10 women and another of 5 women) who are Swarm-bag & Bee-veil makers as part of the Beekeeping Eco system.
- 29 Master Trainers, 3 Technical Assistants and 1 Field Officers manage the work on field.

- 1 Beekeeping Resource Center has been established in Palghar.

Bee Flora

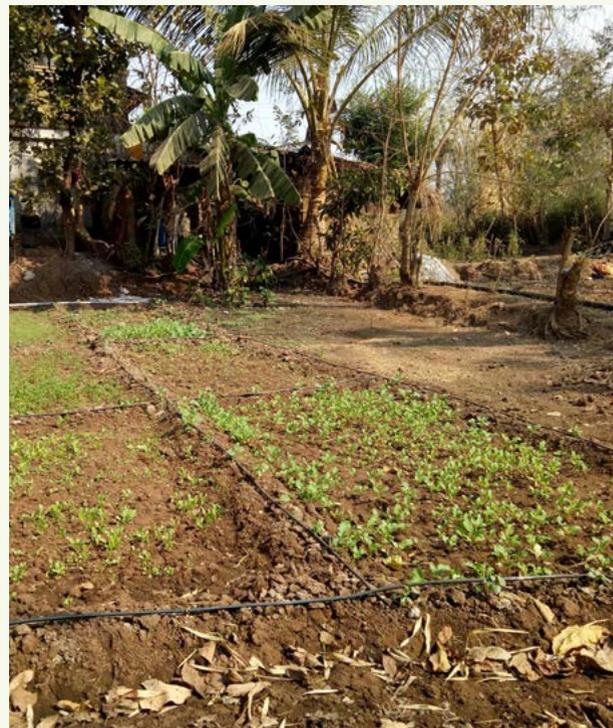
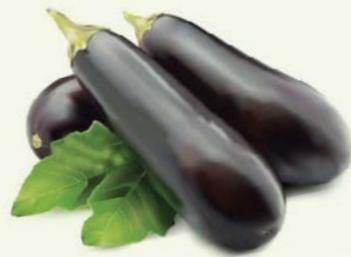
- **51 different types of Bee Flora** were made available to 172 beekeepers.
- The **500 saplings** and **342 Kgs** of seeds distributed among farmers had the potential to sequester carbon on 300 hectares.
- The farmers contributed 50% of the cost of seeds and saplings, amounting to **Rs. 32,990**.



B. Innovations

Bee Flora + Kitchen Gardens + Indigenous Bees + Grey Water

Thirty women developed kitchen garden plots and learnt that the combination of grey water (from kitchen and bath) + bees helped them not just manage nutritional needs of their own families but also create an additional stream of income in a drought year. By selling surplus vegetables like brinjal, gourds in the local markets, women earned between Rs. 100-300 per week.



C. Events

Exposure Visits and Awareness Programmes

World Bee Day Celebration

On World Bee Day, a group of women beneficiaries in Pondapada, Zari village took a pledge to protect bees and promote beekeeping. Women beekeepers were felicitated by UTMT Society for taking up beekeeping and also for the efforts put in by them.

Awareness with "Narishakti" (Women Self Help Group)

On the occasion of International Women's Day around 50 women attended the beekeeping programmes at Dhule and Palghar. The achievements of both districts in fostering a large number of women beekeepers and enabling their path-breaking transition to successful Master Trainers was highlighted.

Awareness on "Anna Divas"

30 participants were targeted at Anna Divas where the correlation of bees with food and the significance of pollination by honey bees was explained.

College Awareness

Awareness sessions were conducted in Missionary College, which were attended by 20 women and 40 youth. Beekeeping and its significance was introduced.



“I have received multifarious benefits from beekeeping, not only have I earned money by selling honey and colonies but also from selling the excess yield harvested because of pollination impact”



D. Stories from the field

Sangeeta Bahiram, beekeeper, 30 years of age, has received education up to grade four. She lives in Varpada, Dhule in a family of seven, which comprises her mother-in-law, sister-in-law, her husband and the couple’s three school-going children. The family is dependent on their 1.5 acres of agricultural land for subsistence. The annual income of the family is Rs. 20,000/- Her husband is a farmer and at times works as a farm laborer in other farms to meet the needs of the family. While discussing about her economic condition she says, “A thought that lingers in my mind continuously is how we can reduce the burden on my husband, as he is the sole breadwinner and six of us are dependent on him.” She adds, “My husband works very hard so that the family can eat twice a day. We are amongst those families who cannot even afford visiting a doctor when we are sick”.

In 2014, Sangeeta took two-day basic training in beekeeping at Varpada. Describing her experience she says, “It was a unique experience for me to observe bees settling in the box. I was stunned and thought of it as nothing less than a miracle”. She filled two bee-boxes post-training, but the colonies absconded within one month of filling the bee-boxes, this brought her temporary dismay but it did not deter her spirit to continue with beekeeping. She again filled her bee-boxes and kept them in her farm for pollination and there has been no looking back ever since.

Sangeeta while reviewing benefits of beekeeping says, “I have received multifarious benefits from beekeeping, not only have I earned money by selling honey and colonies but also from selling the excess yield harvested because of pollination impact”. She has also received bee flora from UTMT Society such as drumstick saplings and vegetable seeds.





Madhya Pradesh

A. Key Highlights of 2018-19

In 2018-19, UTMT society worked in 22 villages spread over 3 blocks in 2 districts of Madhya Pradesh.

Beekeeping training and handholding support was given to 169 farmers. There were a total of 216 beehives (123 cerana beehives and 88 Trigona boxes). **10 Colony Spotters** were trained to identify the type of bee hives in the vicinity.

More than 400 hectares of farms were provided improved pollination cover. More than **150 families, including the neighbours of beekeepers received pollination benefits** from the presence of beehives in and around their farms.

Honey and Wax

6.5 Kgs of Honey was extracted from the beehives.

Beekeeping Eco-system

There are currently 9 Master Trainers, 1 Technical Assistant and 1 Field Officer who form part of the Beekeeping Ecosystem that manage the work on the field. 1 Beekeeping Resource Center has been set up in Umradi village in Chhindwara.

Bee Flora

9 different types of Bee Flora were distributed to 70 Beekeepers. **200 Saplings** and **41.5 Kgs of Seeds** were distributed.



B. Innovations

Wooden Trigona Bee Box

The Madhya Pradesh team designed a wooden bee box for Trigona bees as Trigona colonies in Mandla district are relatively larger in size, with greater population of bees. It is made up of Sagwan (Teak) wood and Deodar (Cedar) wood, both of which act as a heat insulator. This ensures that the three chambers inside remain cooler during summers.





C. Exposure Visits and Awareness Programmes

Farmer Visit

30 farmers from the Foundation of Ecological Security (FES) visited UTMT Society's field areas for exposure to beekeeping and to understand its importance in agriculture.

Reliance Foundation Farmer's Market

UTMT Society setup a display stall at Reliance Foundation Farmer's Market in Gonavadi village of Chhindwara to create awareness related to indigenous honeybees and role of beekeeping in agriculture. About 3000 farmers visited this exhibition.

World Honeybee Day Celebration

UTMT Society celebrated World Honeybee Day in Umradi village with 78 farmer attendees. Deputy Director, Horticulture Department, Mr. Tomar was the chief guest. The aim was to raise awareness

about honeybees and their value in ecosystems. The arrangements and invitations were enthusiastically made by the field team who went around the villages in a motorbike making announcements on a speaker. The chief guest felicitated 13 of the beekeepers with a certificate and shield.

Reliance Foundation Farmer's Annual Meet

Mr. Santosh Vishwakarma, Programme Associate was invited to speak during the Meet, where he raised awareness about importance of honeybees in agriculture. All RF stakeholders and local farmers were present.

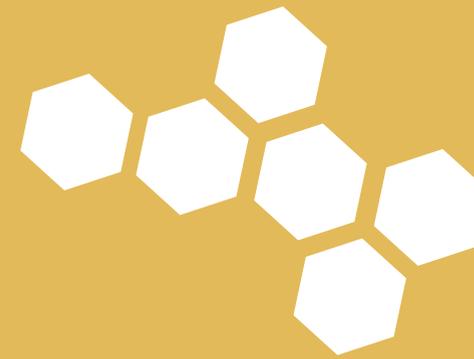
Master Trainers visit to Gujarat

Master trainers from Chhindwara and Mandla visited Tutarkhed to attend advanced trainings there.





Kavita's farm has vegetables such as bottle-gourd, ladies finger, tomatoes, potatoes, bittergourd, mustard, sesame and green peas. She has seen both quantitative and qualitative impact on her crops due to beekeeping.



D. Stories from the field

Kavita is a 28-year-old-pioneer woman beekeeper from Umradi village in Jamai block. She lives with her family of eight consisting of her husband, three kids, parents-in law, brother-in law and grandmother-in law. Prior to attending the awareness programme conducted by UTMT Society in her village in 2017, Kavita had no idea about beekeeping. She used to work with ***Saksham Swasth Samiti***, a government healthcare scheme. It was after she saw Sanju (local master trainer) transfer bees into a box during the awareness meeting that an interest grew within her. She decided to attend UTMT Society's training.

She is an enthusiastic and keen beekeeper who has started performing division of her bee colonies (a methodology used for multiplying bee colonies) after attending just the two-day basic training on beekeeping. In 2017, after filling her first bee box, she filled two more boxes through division within a few months. However, as poor luck would have it, the queen in one box had died and the two other boxes absconded due to harsh weather conditions. However, this did not deter Kavita from continuing as a beekeeper; she was determined to fill her bee boxes again. She continued maintaining and keeping the box clean, which eventually led to a queen bee settling in. Since then she has again managed to do two more divisions and is again the proud owner of three bee boxes.

Kavita's farm has vegetables such as bottle-gourd, ladies finger, tomatoes, potatoes, bittergourd, mustard, sesame and green peas. She has seen both quantitative and qualitative impact on her crops due to beekeeping.





Organisational Development



UTMT Society Team in 2011

Annual Planning Meet 2019

The Annual Planning Meet - 2018-19 was held at the DHRUVA BAIF campus at Lachakadi, Vansda. The state teams shared their progress, learning and challenges encountered by them. Various programme areas that needed re-evaluation were deliberated upon and plans drawn up for implementation during the year. The three day meeting were marked by intense analysis, discussions and reflection for fine tuning the programme model for superior results.



The bee's brain is oval in shape and only about the size of a sesame seed, yet it has remarkable capacity to learn and remember things and is able to make complex calculations on distance traveled and foraging efficiency.



UTMT Society Team in 2019



TATA Mumbai Marathon 2019

- The Tata Mumbai Marathon (TMM) is amongst the top 10 marathons in the world and has truly put India on the global map of distance running. The event is not only the biggest participative sport in the country, but also the single largest fund-raising platform for Civil Society Organisations.
- TMM has been an important platform of fundraising for UTMT Society. In 2018-19, UTMT Society was supported by three corporates – RBL Bank, Tata AIG and Mastek Foundation. The total amount raised from TMM was Rs.27,20,671, a progression over the previous year and was the highest raised in the Livelihood cause category.



Media mentions

May 2018
Where on Earth is Pimpalner?

<https://www.bee-craft.com/news/where-on-earth-is-pimpalner>

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Where on Earth is Pimpalner?

Home > News

In February 2018, Martin and Marianne were invited to Pimpalner by Sujana Kirshnamoorthy to visit an Under the Mango Tree (UTMT) bee project in India. In January, staff of this NGO had undertaken training sponsored by Bees Abroad. Under the Mango Tree works exclusively with Indian honey bees.

Take a map of Maharashtra, find Mumbai, move some 230 km to the east, as the crow flies, zoom way in – and there is Pimpalner, a small rural town with some 12,000 inhabitants.

We arrive on Friday, which is market day. Hundreds of vendors have set up shop in three narrow lanes. Some commercial traders sell dried fish, pulses and spices but they are few and far between the beautiful display of local vegetables.

Mansi and Nikhil from the Under the Mango Tree (UTMT) bee project spot many familiar faces. 'Usually there are 20 to 30 beekeepers among the vendors,' says Mansi. 'More come to shop.' Like Pandit Chavre and his wife Shushila who have bought okra, fenugreek leaf, potatoes and some dry goods. On their five-acre farm they grow chickpeas, wheat, and onions which are one of the most important cash crops in the area. Onions are used in pretty much every Indian dish and onion prices are an important economic indicator. Onions are pollinated by bees and as farmers save seeds for the next planting season it's not hard to get them interested in beekeeping.

Over a glass of very sweet tea at the local teashop across the road, Pandit tells us he is the newly elected village headman of Holychepada. Last year Nikhil, Mansi and other UTMT staff held several meetings about beekeeping in the village. Fifteen farmers signed up for the training, including Pandit. Since then he's helped to find and collect 20 *Apis cerana* colonies from the wild, and he has high hopes for yield increases for his chilies and onions in particular.

Going Door to Door

Under the Mango Tree started work in the area in 2013. There are now eight villages with experienced beekeepers, and farmers in seven others are still receiving training. Nikhil and Mansi estimate there are about 70 active and over 200 'inactive' beekeepers, ie. those still waiting for a swarm or whose bees have absconded.

Fifteen farmers are now master beekeepers, able to help others with day-to-day tasks, getting colonies from the wild or catching swarms. Trainees (80% of whom are women) receive two bee boxes for free; for every additional box they have to pay Rs 100 (£1). That's just 10% of the actual cost, but given that a daily wage is Rs 200-300, buying a new box is an investment and a commitment.

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UTMT Society's progress has been made possible through its donors and supporters. A special Thank You to RBL Bank who have been committed funders and helped us grow.

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 Sowmya Raghothaman
 Gaffney Mendonsa
 Swati Anand
 Shreyoshi Ghosh
 Tanvi Zaveri
 Geeta Kumana
 K Sarath Chandra



WITH YOU ALWAYS



United Way Mumbai



Volunteers/Interns

Jaidil Menon (Intern)

Symbiosis Centre of Media and Communication, Pune

Jaidil interned with us for a month and worked on developing the communication collateral for “Marketing of Pollination Services to Commercial Farmers” and developed some case studies. His suggestions helped us grow and improve our internship programme.



Rasika Kakde and Abhay Singh

NMIMS We Care programme, Mumbai

Rasika and Abhay interned with us full time for three weeks as part of NMIMS’s “WE CARE” programme that places their MBA students with various NGOs across India for a 3-week stint. Abhay and Rasika created a business model for beekeeping training and beehive maintenance for Mumbaikars having farms outside Mumbai. They also developed a deck for UTMT Society for prospective donors. Their report was published as an article in the We Care Anthology 2020, an NMIMS publication and can be accessed at Vanchit: Strategies to Empower the Marginalized.



Karan Sethi

India Fellow

Karan was our second India Fellow - a platform for young Indians to become socially conscious leaders by being a part of an organisation engaged in grassroots level work. Karan joined the Maharashtra team and was based at Palghar. He focused on developing a framework for pollination services among chikoo farmers in the Dahanu - Palghar area. This involved creating a model, piloting it and then creating a template for replication. We got some useful insights for running pollination services from his work.

We would like to thank all our Fellows and interns for their valuable time and contribution to our work.



In the First
Person



Ashok Ladkya Gimbal

Ashok Gimbal takes every opportunity to promote beekeeping and sensitize the community about the disadvantages of honey hunting in his village, Vassa in the Talasari block of Palghar district. Acknowledged as a progressive beekeeper in his village, he was approached by 10 big farmers from Bordi village to make beehive inspection visits. This made him feel more confident about his beekeeping skills that he developed over time with UTMT Society. He started conducting two-day training sessions as co-trainer with UTMT Society's Technical Assistants. He says he would never have thought to stand as a trainer in front of 30-40 participants, and believes that his life has changed after beekeeping.

He further adds, "Now that I can see the benefits of beekeeping it has become my responsibility to make others visualize the same. Agriculture is our primary interest and the role of bees in raising production should be brought to the notice of all, in order to prevent honey hunting and foster protection of bees for our families and for our future families."



Tulsi Samu Godhale

Tulsi Godhale is from Valhaipada hamlet Zari village. She is 36 years old and has 4 family members in her household husband, wife, daughter and son. Her husband migrates for fishing seasonally, while helping her during paddy cultivation and harvesting season. Tulsi Tai has always believed in retaining traditional farming practices and has never stepped out in search of income opportunities.

She says, "Opportunity knocked on my door when UTMT Society entered my village. I learned that they were looking for women to teach and train in a beekeeping project, which at first seemed strange to me as I believed beekeeping is a difficult subject for women. UTMT Society told me about beekeeping and its benefit, like supplementary income from increase in agricultural yields through pollination."

She took up backyard kitchen gardening along with beekeeping which yielded fenugreek and other greens that she used to purchase from the market earlier. She says, "This is the first time we have expanded agriculture trusting the existence of bees and UTMT Society".



Madhu Bhai Bhoya

“Giving my four children good education would not have been possible without my association with the UTMT Society”, says Madhubhai, Tutarkhed village, Valsad district whose two kids are being provided with technical education in the city, while two others are in boarding school. Working with bees has not only helped him monetarily but also provided him with a lot of exposure.

Unlike most he has not married off his elder daughter, but is facilitating her studies. Madhu bhai, himself a diploma holder, believes education is the true enabler. He has 2 acres of land half of which has mango and cashew trees, while the other half has other crops. He has been associated with beekeeping for 10 years now.



Yuvraj Bhai

“I have always moved out of my village to seek work in cities, but never imagined that one day I would go to the city to teach beekeeping”. Being an experienced beekeeper, he now also goes to different cities to impart beekeeping knowledge to interested parties.

Yuvraj Bhai is a small farmer from Moti Kosbadi village, Dharampur block in Valsad district of Gujarat. He has traditionally cultivated only rice and millets in his farm. With the extra income from sale of honey and colonies he now also cultivates vegetables. The sale of vegetables ensures him additional income. He has also levelled his fields which earlier were unfit for cultivation.



Sadhu Bhai

Sadhu bhai is a fine beekeeper, known for his expertise in beekeeping. He started beekeeping as income from agriculture was not enough to cover his expenses. Earlier he worked in the vineyards of Nasik district during the lean season. With decent earnings from the beekeeping, he now has an alternative source of income close to home.

Beekeeping has also earned him respect in his community and people are eager to learn beekeeping from him. He plans to add more bee boxes in his wadi and earn extra through the sale of colonies. He has also planted one thousand mango saplings with his savings from beekeeping, for sale in the market.



Gulab Singh Parteti

Gulab Parteti is a small landholder farmer and former honey hunter from Chhwada village in Junnardeo block, Chhindwara-Madhya Pradesh. He became a beekeeper in 2018 and soon afterwards started working as a Master Trainer (MT) with UTMT Society.

Gulab says that he was surprised to see that bees can be kept in a box and started beekeeping out of inquisitiveness, only to witness firsthand its benefits on his field. He's happy that he could understand the value of bees and learn beekeeping skills



Sandeep Marlya Dhodade

Sandeep started beekeeping with the belief that it will help expand his agriculture. Even though his fear of bees was apparent on the day of practical training, his overall participation in induction training was commendable. However, he said, “My fear of bees was non-existent by the time I filled five bee boxes with colonies.”

He noticed that the production of chilly crop was affected by virus/pest attack on almost every neighbouring field. Irrespective of this setback, Sandeep’s farm managed to yield 2500 kg of chillies, as compared to 1800 kgs last year. “My idea is to continue beekeeping till my next generation adopts it and it becomes an integral part of farmers’ lives just like cow, bullocks, goats, and hens- all these complete a farmer’s existence”.



Sunil Narre

Sunil Narre is a 29 years old farmer from Chhwada village in Junnardeo block, Chhindwara- Madhya Pradesh. He was tapped by UTMT Society as a local resource person and trained as a Master Trainer in 2018.

Sunil Narre, since July 2019 has been ardently promoting beekeeping amongst other farmers. He shares, “People in the village would extract honey after burning the comb and I did not like it because honeybees would just die. This is when I associated myself with UTMT Society and learnt beekeeping.” He adds, “My life has changed for good, thanks to beekeeping and UTMT Society.”

Financial Reports

Name of the Public Trust: UNDER THE MANGO TREE SOCIETY
Balance Sheet as at: 31st March, 2019

Trust registration no. F-39609

FUNDS AND LIABILITIES	Rs.	Rs.	PROPERTY AND ASSETS	Rs.	Rs.
Trusts Funds or Corpus:-			Immovable Properties:- (At Cost)		
Balance as per last Balance Sheet	1,78,256.00		Investments		
Adjustment during the year			Fixed Assets		
Contribution Received (Corpus Fund)	1,000.00	179,256.00	Loans (Secured or Unsecured): Good/Doubtful		
Other Earmarked Funds:- (Created under the provisions of the trust deed or scheme or out of the Income)			Loans Scholarships		
Depreciation Fund			Other Loans		-
Sinking Fund			Advances:-		
Reserve Fund			To Trustee (Against expenses)		
Any other Fund			To Employees (Against expenses/salary)		
			To Contractors	(SCHEDULE 3)	28,460.00
			To Lawyers		
			To Others	(SCHEDULE 4)	2,75,756.00
Loans (Secured or Unsecured):-			Income Outstanding :-		
From Trustees		NIL	Rent		
From Others			Interest		
			Other Income		-
Liabilities: -			Cash and Bank Balances :-		
For Expenses (SCHEDULE 1)	7,80,763.62		(a) In Current/Savings Account	18,93,857.21	
For Sundry Credit Balances (SCHEDULE 2)	3,550.00		(b) In Fixed Deposit Account	-	
For Advances	-		(c) Cash Balances	7,753.00	19,01,610.21
For Rent and Other Deposits	-				
Funder Balance (SCHEDULE 2)	16,96,288.00				
		24,80,601.62			
Income and Expenditure Account:-			Income and Expenditure Account:-		
Balance as per last Balance Sheet			Balance as per last Balance Sheet	8,11,735.69	
Less: Appropriation, if any	NIL		Less: Appropriation, if any	-	
Add/(Less): Surplus/(Deficit) as per Income and Expenditure Account	NIL		Add/(Less): Surplus/(Deficit) as per Income and Expenditure Account	4,13,104.38	
			Add/(Less): Income Tax Paid	55,400.10	4,54,031.41
			Total		1,924,638.50
		26,59,857.62			

As per our report of even date

Vijay Agarwal(Agarwal Vijay & Associates)
Chartered Accountants
Mumbai

For Under The Mango Tree Society

Vijaya Pastala
Trustee

For Under The Mango Tree Society

Naheed Carrimjee
Trustee

Name of the Public Trust: UNDER THE MANGO TREE SOCIETY
Income and Expenditure Account for the Period ended: 31st March, 2019

Trust registration no. F-39609

EXPENDITURE	Rs.	Rs.	INCOME	Rs.	Rs.
To Expenditure in respect of properties:-					
Rates, Taxes Cesses			By Rent		-
Repairs and maintenance			By Consultancy Fees Received	-	-
Salaries			By Workshop/Seminar Fees Received		-
Insurance			By Patent Training exam fees Received		-
Depreciation (by way of provision of adjustments)			By Interest		-
Other Expenses			On Loans (Accrued)	-	-
To Establishment Expenses			On Fixed Deposit	25,294.00	
To Remuneration to Trustees			On Bank Accounts (Realised)	1,31,221.00	1,56,515.00
To Remuneration (in the case of a math) to the head of the math, including his household expenditure, if any					
To Legal Expenses			By Dividend		-
To Audit Fees		8,850.00	By Donation in Cash or Kind		25,03,644.00
To Contribution and Fees			By Grants		1,26,11,046.00
To Amount written off :			By Income from other sources (in detail)		
(a) Bad Debts		-	as far as possible)		
(b) Loan Scholarship		-	Miscellaneous Income	2,58,140.31	
(c) Irrecoverable Rents		-	Project Income	-	
(d) Other Items - Sundry Balances		-	Reimbursement of Expenses	28,500.00	
(e) Leasehold Improvement		-			2,86,640.31
To Miscellaneous Expenses					
To Depreciation					
To Amount transferred to Reserve or Specific Funds					
To Expenditure on Objects of the Trust (Schedule 6)					
(a) Religious			By Transfer from Reserve		-
(b) Educational					
(c) Medical Relief					
(d) Relief of Poverty		1,51,35,890.93			
(e) Other charitable objects.			By Deficit carried over to Balance Sheet		
To Surplus carried over to Balance Sheet		4,13,104.38			
Total		1,55,57,845.31	Total		1,55,57,845.31

As per our report of even date

Vijay Agarwal (Agarwal Vijay & Associates)
Chartered Accountants
Mumbai

For Under The Mango Tree Society

Vijaya Pastala
Trustee

For Under The Mango Tree Society

Naheed Carrimjee
Trustee

Acknowledgment

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Acumen: Front and back cover pages, Pg. 3, 9, 25, 50

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Get involved

You can do your bit by gifting:

A bee veil and swarm bag made by local woman's Self Help Groups: Rs. 300

A bee box made by local carpenter groups: Rs. 1500

A beekeeping starter kit: Rs. 3000

A honey extraction kit: Rs. 4000

A farmer's beekeeping training and practical hand-holding for one year: Rs. 10,000

For more information please contact: info@utmtsociety.org



We look forward to your continued support, keep buzzing!



**DONATE
A BEEBOX
TODAY.**



Under The Mango Tree Society

301, 3rd Floor, Tardeo AC Market Building,
Tardeo Road, Mumbai Central, Mumbai – 400 034
022-49731965 info@utmtsociety.org
www.utmtsociety.org