USAID helps co-op understand market demands and successfully sell their products Beekeepers' Association Better Manages Business



Photo: Laura Lartigue

A beekeeper in the Fouta Djalon Highlands of Guinea points out his new Kenyan beehive.

"Our collaboration with the USAID project helped us identify the weaknesses in our management, learn to manage a loan and our community savings, and showed us how to be more enterprising with our business."

 Oumar Bah, a biology engineer and the President of the Administrative Committee of ADAM-Gui apiculture cooperative,.

The USAID project helped form the Beekeeper's Association of Fouta Djalon and is conveying improved beekeeping techniques, along with business information, to help Guinean beekeepers successfully commercialize their high-quality products. Traditionally, Guinea's rich, dark honey and honey by-products have rarely been marketed in Guinea let alone internationally. USAID is helping beekeeping cooperatives in the Fouta Djalon highlands not only produce highquality products, but also understand market demands. USAID is working with the association members to make good contacts with the private sector who are interested in honey and honey products like beeswax. The association has been successful in securing contracts to clarify and filter beeswax, and has earned more than \$1,500.00 from this activity.

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