



Intellectual output n° 5

Cross visiting training guide for innovative beekeeping



Co-funded by the
Erasmus+ Programme
of European Union





Authors:

Salvatore Basile (Coord.), Alba Alvarez, Bjørn Dahle, Catarina Coelho, Cristina Amaro da Costa (Coord.), Daniela Costa, Davide Gaião, Helena Esteves Correia, Jorge Oliveira, Luis Touriño, Martina Kršnik, Paula Correia, Raquel Guiné, Reet Karise, Risto Riamets & Vedran Lederer

English language editors:

Lara Oddie & Melissa Oddie

Media type: ebook

Edition: 1st edition

Publisher: Instituto Politécnico de Viseu/ Bio-Distretto Cilento

ISBN: 978-989-97584-5-2

Concept by: Beeb – Foster for beekeeping bridges through innovative and participative training

Project financed by the Erasmus+ programme

beeB Project

Foster for beekeeping bridges through innovative and participative training



October 2022

Book published in 7 languages: English, Portuguese, Spanish, Italian, Croatian, Estonian, Norwegian

The project has been funded with support from the European Commission.

This publication is the sole responsibility of its author(s). The Commission is not responsible for the use that may be made of the information disclosed here.

www.beebproject.eu | info@beebproject.eu

Proj No: 2019-1-PT01-KA202-60782

beeB - Foster for beekeeping bridges through innovative and participative training



Table of contents

Introduction	03
Objective of the Training Guide	05
Guidelines for hosts	07
Guidelines for trainers	09
Guidelines for learners	11
Examples of itineraries	13
Annexes	40










Introduction

The practical training of the BeeB course, using a b-learning approach, will be structured using the Cross-visiting method, facilitating the training and learning progress and at the same time providing the adequate ecosystem for experience change and innovation.





The learners will be trained with the goal of building shared knowledge about innovative and sustainable beekeeping.

The “Cross visiting training guide for innovative beekeeping” will allow to structure the practical component of training, in a familiar training ecosystem: the apiary environment of a fellow beekeeper, a farm, etc.

Advantages of the Cross-visits method are:

-  It creates opportunities to appreciate the way beekeepers do similar work, to find out about solutions they found for problems they share and to inspire each other with practices that appear to work.
-  It creates opportunities to reflect on the role beekeepers play in their own system, by comparing what colleagues elsewhere are doing.
-  Spending time together, travelling to places, meeting key actors, and reflecting together of what has been observed: this interaction is much more productive in terms of learning than attending a seminar or a training course where lecturers try to transfer their wisdom.
-  The interactions form a good basis for professional relationships that last after the cross visits. We have seen many activities emerging as a result of the contacts made during the cross visits: we called them by-products.
-  The exchange between practitioners on an equal basis (no one pretends to know best) shapes an environment where co-creation can emerge, finding new solutions together.

Leading principles:

-  all of us have valuable experiences to share;
-  in our exchanges we try to appreciate what is there, and to understand why things work as they do within their specific historical and cultural context;
-  we hope to inspire each other with examples that are shown, and with ideas from elsewhere;
-  each participant decides for himself what to do with the ideas and suggestions from others.



Objective of the Training Guide





Key activities in the beeB Courses are the Cross Visits.

Mixed teams, composed of beekeepers, aspiring beekeepers, farmers, students, unemployed job seekers, citizens interested to know the bees world, visit a region, to study innovation cases as proposed by an hosting Organisation.

In this Guide we describe the different elements of the cross visits, and the experiences that made us to improve the method to what it is now. The basis of this text was already part of the beeB Training experience implemented in Italy, in occasion of the Short-term joint staff training event in Cilento Bio-District, from 6 to 8 of July 2021. Since then, quite a number of improvements still have been made.

This document serves as a guide for hosts, trainers and learners, helping them to be oriented, updated and organised.

The aim of this guide is:

-  **to explain what cross visiting training is,**
-  **to describe this methodology applied to innovative beekeeping,**
-  **to illustrate its potential through concrete examples**
-  **to provide operational tools for trainers, hosts and learners.**



Guidelines for hosts

The host should be an education and training Institution, a territorial organisation, a beekeepers' association, an organic district, a territorial development agency, etc.

The role of the host is to organise the training, draw up the programme, choose the trainers, select the learners, provide the training sheets and materials, accompany the learners on all visits (with a facilitator) and ensure the follow up of the training.

A social activity can be filled in the way the host likes, preferably informal, creative and pleasant.

It is necessary to nominate a facilitator for the group of learners. She / he keeps an eye on the time and stimulates all the learners to ask their questions during the visits.

Preparatory document

A well prepared team gets faster to the point. The host contributes to this by sending information to the trainers and, before they arrive, to the learners, about the beeB training Course and in particular the Cross Visiting Training Methodology and the training objectives to be achieved.

During the first visit

Before starting, the host presents the function of the cross visit, the learning environment, the territory, the most important actors of the food system, the types of farming, support agencies, partners in research, etc.



Guidelines for trainers

The trainers should be beekeepers, technicians, scientists, experts of the territory, touristic operators, local administrators, selected by the host Organisation.

Trainers should be instructed in advance on the beeB training Course and in particular on the Cross Visiting Training Methodology and on the training objectives to be achieved.

It is useful to organize a meeting with all the trainers involved before the start of the training activities, in order to facilitate the exchange of experiences and create a collaborative environment for creating well-integrated lessons, avoiding repetition of the topics covered. The meeting can also take place online.

Let's start with a Icebreaker

An ice breaker is an activity used to welcome and warm up the conversation among participants in a meeting/training. There are so many of these activities, we have identified one as an example.

Around the world.

The trainer begins by saying the name of any country, city, river, ocean or mountain that can be found in an atlas. The young person next to him must then say another name that begins with the last letter of the word just given. Each person has a definite time limit (e.g. three seconds) and no names can be repeated. For example - First person: London, Second Person: Niaagara Falls, Third Person: Switzerland

After The actors being visited introduce shortly what can be seen during the visit. They should be prepared for the purpose of this visit: we are interested to the technical details, but we like to understand how this experience/innovation came about.



Guidelines for learners

The learner should be a beekeeper, an aspiring beekeeper, a farmer, a student and any other person interested in the wonderful world of beekeeping!

Before to go the visits should consider the following questions:






- 🐝 What are you most curious about?**
- 🐝 What kind of answers would you like to take home after the training?**
- 🐝 How would you like to use these answers for your work/studies?**
- 🐝 What questions would these answers correspond to?**
- 🐝 What specific experience or knowledge would you like to share?**

This is a preparation for yourself to focus on. A written version is not a requirement for participation.

Things to read: this guide, info sheet on the host, info sheets on the trainers (beekeepers, technicians, scientists, experts of the territory, etc.), info sheet on the learning environment.

After returning home, the visitors write a personal reflection. They should do so within one week, when the memories are still fresh.

These personal reflections cover the following points:

-  **What is the main aspect the owner/responsible/trainer presents/shares?**
-  **What was new for me?**
-  **Are there any innovations noticed?**
-  **What was familiar/common to me?**
-  **Do I see something I would like to do differently? Why?**

The personal reflections are valuable as feedback for the trainers. The host use them as feedback on the methodology.

Learner's Decalogue

- 1. Approach the learning experience with an open mind and a positive approach**
- 2. Keep in close contact with the cross visits Organizer and follow his/her instructions**
- 3. Make sure you have all the useful information about the places/farms you are going to visit (possibly also visiting websites, social, blogs, etc.)**
- 4. Before to go, read the Cross-visiting training Guide and all the other documents provided to you by the hosting Organisation**
- 5. Ask the organizer if the protective equipment will be provided by the farm or if you have to get it yourself**
- 6. If you bring your own protective equipment, it must be clean and sterilized!**
- 7. Prepare in advance the questions that are important for you and that you would like to ask to the beekeeper**
- 8. Ask if the beekeeping activities are located in a healthy area, rich in biodiversity, which provides an ideal habitat for bees**
- 9. When approaching the apiary, don't make any sudden movements, remain calm and strictly follow the beekeeper's instructions**
- 10. After returning home, write your personal reflection and send it to the hosting Organisation**



Examples of itineraries

ITALY

Name of the training

“Cross visiting training itinerary in Cilento Bio-District on Organic beekeeping”

Location of the training activities

National Park of Cilento, Vallo di Diano, Alburni. Campania Region. Salerno Province. Italy.

Learning Environment

Cilento Bio-District was constituted in 2004 and represents the first bio-district in Europe: territory that act according to the principles and methods of the organic production and consumption, that become drivers of sustainable development, adopting an integrated approach and active participation of the different territorial actors.

The bio-district approach, aiming to stimulate dialogue between grassroots experiences, governments, international organizations and the private sector, to work together in building a better quality of development, contributes to the major EU global challenge of ensuring food and nutrition security (FNS). It also aims to respond to the international agreements on climate commitments and to the current EU political priorities of growth, secure and competitive economy, a more democratic Union and the circular economy. It is also consistent with the orientations of the UN Agenda for 2030 approved by the General Assembly on September 25th, 2015.

Host Organisation

Associazione Bio-Distretto Cilento

39 Serre Street – 84052 Ceraso (Salerno)-Italy

Conference Centre: 10, S. Silvestro Square – 84052 Ceraso (SA)-Italy





E-mail: Cilento@biodistretto.it

www.ecoregion.info

Training Responsible: Salvatore Basile, e-mail presidente@ecoregions.eu

Cross visits description

The training objectives to be achieved are the follows:




-  **to build shared knowledge about innovative and sustainable beekeeping**
-  **to know the opportunities offered by the beekeeping activity in a natural and strongly sustainability-oriented context, such as a bio-district**
-  **to learn from each other and with each other about ways to effectively assist beekeepers in their efforts to innovate**
-  **to inspire a new approach to beekeeping: sustainable and innovative, well integrated in the local context**

Training Programme

Facilitator: Salvatore Basile, General Secretary of Bio-District


Day 1

Place: Ceraso, Salerno Province, Campania Region, Italy.

-  **Visit to Cilento Bio-District Headquarters, welcome to the participants, presentation of hosting Organisation, detailed presentation of the training programme, introduction to local beekeeping, with statistical data on the number of beekeepers, quantities produced, strengths and weaknesses of the sector, overview on the beeB Project, description of the Cross-visiting Methodology and of the objectives of the training.**
-  **Visit tour to sites of agricultural, environmental and tourist interest in the area, description of the territory and of the local community and of the local food system, overview on the forest beekeeping.**
-  **Social activity: tasting of local products and honey cakes in an organic farmhouse.**

Day 2

Place: San Mauro Cilento and Sessa Cilento, Salerno Province, Campania Region, Italy.

-  **Visit to beekeeping farm “Apicoltura Volpe”, introduction to the stationary beekeeping and to the mountain beekeeping problems and solutions adopted.**
-  **Visit to beekeeping farm “Michele Giordano” (President of beekeepers Association too), introduction to the nomadic beekeeping, bee nutrition, health issues, evolution of beekeeping in Cilento, market, legislation.**
-  **Social activity: tasting of local organic products at the Agr. Cooperative “New Cilento”**

Day 3

Place: Roccagloriosa and Castelnuovo Cilento, Salerno Province, Campania Region, Italy.

- **Visit to beekeeping farm “Francescantonio Cavalieri”, introduction to integrated management of traditional agricultural production (old cultivars, traditional products and recipes) and beekeeping. E-commerce of hive products and local food.**
- **Social activity, Visit to the Agrotourism “Anna dei Sapori”: introduction and tasting of local food and honey recipes, closing of training activities and final remarks and greetings.**

Trainers

- **Emilio BUONOMO, expert of the territory**
 - **Salvatore BASILE, expert of organic farming and organic districts**
 - **Pasquale VOLPE, beekeeper**
 - **Michele GIORDANO, president of local beekeepers' Association and beekeeper**
 - **Francescantonio CAVALIERI, farmer and beekeeper**
 - **Anna NIGRO, touristic operator**
 - **Giuseppe CILENTO, mayor and founder of the "New Cilento" Agr. Cooperative**
-

Learners

1. **beekeepers**
 2. **aspiring beekeepers**
 3. **farmers**
 4. **students**
 5. **unemployed job seekers**
 6. **citizens interested to know the bees world**
-

Advertising the Training Course

The initiative will be publicised through websites, social and info-sheets available at the host's headquarters:

- www.biodistretto.net
 - www.ecoregion.info
 - <https://www.facebook.com/biodistretto>
 - <https://www.facebook.com/biodistretti>
 - <https://twitter.com/Biodistretti>
-

Materials for the cross-visit

- **notepad**
 - **smartphone for taking photos, short videos**
 - **protective equipment**
-

During the training (design the steps for training)

1. **Present ourselves (use a icebreaker)**
2. **Present the aim and ask who knows something about it**
3. **Collect information during the training (cards, pictures, video)**
4. **Share you impressions and discuss**
5. **Promote a collective discussion (use a Mind maps, post its, debates)**
6. **Write a list of what you have learned**

Post Training

The hosting Organisation will ensure the exchange of information between learners and trainers through feedback, updates, e-mail. All course documents will be available in a dedicated folder on google drive.

In order to give valuable feedback to the learners and to the trainers, the host should collect the ideas/comments of the visitors. We would collectively find best suggestions and point on smart solutions we saw. This would allow the responsible to develop his/her organisation as well as allows new beginners to avoid basic mistakes, to generate good ideas (see template in annex).



ESTONIA

Name of the training

“Cross visiting training itinerary in Estonian beekeeping operation.”

Location of the training activities

Annavare, Nõmavere village, Põltsamaa parish, Estonia

Learning Environment

“Honey processing house” – honey processing (spinning, packaging) rooms with automatic equipment + honey marketing sales hall

Host Organisation

Name: Estonian University of Life Sciences

Address: F.R.Kreutzwaldi 1, Tartu, Estonia, 51006






Contacts: reet.karise@emu.ee; risto.raimets@emu.ee

Web: www.emu.ee

Training Responsible: Meemesitrid OÜ

Cross visits description


The training objectives to be achieved are the follows:




-  To gain knowledge about “economic beekeeping” – How to use “green energy” in your production
-  To learn about using novel techniques in honey processing
-  To gain knowledge how to meet high hygienic demands
-  To learn how to give honey extra value
-  To gain some knowledge about successful marketing

Training Programme






Facilitator: Meemeistrid OÜ

Place: Beekeeping operation “Meemeistrid”

-  Excursion in beekeeping operation “Meemeistrid”. This operation was established in 2010. It is a small family business, whose main production is honey. In addition, they have focused on producing various flavoured honey products (honey with cinnamon; honey with black garlic etc).

-  **Social activity (I):** Guests had an opportunity to taste and buy products of Meemeistrid OÜ
 -  **Social activity (II):** Joint dinner to discuss the experiences gained.
 -  **Social activity (III):** Seminar for participants to collate experiences gained and to gather thoughts on feedback to Meemeistrid OÜ in order to help them to develop their business.
-

Trainers

-  **Reet Karise.** Senior-researcher in the Estonian University of Life Sciences, beekeeper
 -  **Risto Raimets.** Researcher in the Estonian University of Life Sciences, beekeeper.
 -  **Sigmar Naudi.** Junior researcher in the Estonian University of Life Sciences, beekeeper.
 -  **Margret Jürison.** Junior researcher in the Estonian University of Life Sciences, beekeeper.
 -  **The team of Meemeistrid OÜ**
-

Learners

1. beekeepers
 2. aspiring beekeepers
 3. farmers
 4. students
 5. unemployed job seekers
 6. citizens interested to know the bees world
-

Advertising the Training Course

The initiative will be publicised through websites, social and info-sheets available at the host's headquarters:

- www.emu.ee
- www.mesinikeliit.ee
- www.mesinikud.ee
- Facebook group "Mesindushuviliste klubi"

Materials for the cross-visit

- **Not specified**
-

During the training (design the steps for training)

1. **Present ourselves (use a icebreaker)**
 2. **Present the aim and ask who knows something about it**
 3. **Collect information during the training (cards, pictures, video)**
 4. **Share you impressions and discuss**
 5. **Promote a collective discussion (use a Mind maps, post its, debates)**
 6. **Write a list of what you have learned**
-

Post Training

The hosting Organisation will ensure the exchange of information between learners and trainers through feedback, updates, e-mail. All course documents will be available in a dedicated folder on google drive.

In order to give valuable feedback to the learners and to the trainers, the host should collect the ideas/comments of the visitors. We would collectively find best suggestions and point on smart solutions we saw. This would allow the responsible to develop his/her organisation as well as allows new beginners to avoid basic mistakes, to generate good ideas (see template in annex).



NORWAY

Name of the training

“Cross visiting training itinerary in Norway on innovative and urban beekeeping”

Location of the training activities

Southcentral Norway

Learning Environment

The best conditions for commercial beekeeping in Norway are found in Southcentral Norway due to a combination of a relatively dry and warm summers and a various soil types that are suitable for important honeybee nectar and pollen plants. For this reason, beekeeping is popular in the area, covering the range from hobby beekeeping to commercial beekeeping and from urban city beekeeping to beekeeping in remote and less populated areas.

Host Organisation

Norwegian Beekeepers Association

Dyrskueveien 20, 2040 Kløfta - Norway





E-mail: post@norbi.no

www.norbi.no

Training Responsible: Bjørn Dahle, e-mail bjorn.dahle@norbi.no

Cross visits description

The training objectives to be achieved are the follows:





-  **to build shared knowledge about innovative and sustainable beekeeping in a northern climate**
-  **to know the opportunities offered by the beekeeping activity in a low colony density and predominantly natural landscape**
-  **to learn from each other and with each other about ways to effectively assist beekeepers in their efforts to innovate**
-  **to inspire a novel technology and problem solving, well integrated in the local context**

Training Programme

Facilitator: Bjørn Dahle, special adviser, Norwegian Beekeepers Association




Day 1

Place: Oslo, Kløfta and Hadeland, Southcentral Norway

-  **Visit to the local beekeeping association “Bybi” in the city of Oslo, overview of the urban beekeeping in Oslo and the collaboration with local authorities to avoid competition between honeybees and local vulnerable wild pollinators. Visit to one of Bybi’s apiaries located at the Royal family’s property at Bygdøy and sensory analysis of Norwegian honeys.**
-  **Visit to the Norwegian Beekeeping Association headquarters, welcome to the participants, presentation of hosting organisation, detailed presentation of the training programme, introduction to Norwegian beekeeping, with statistical data on the number of beekeepers, quantities produced, strengths and weaknesses of the sector, overview on the beeB Project, description of the Cross-visiting Methodology and of the objectives of the training.**
-  **Visit to the beekeeping farm of Alexander Du Rietz one of the innovative beekeepers that combine urban city beekeeping in Oslo and commercial beekeeping in the district of Hadeland**
-  **Social activity: Dinner and a seaside walk in Oslo centre**

Day 2

Place: Nannestad and Gjerdrum, Southcentral Norway

-  **Visit to the Norwegian Beekeepers Association demonstration apiary, introduction to harvest of pollen and bee bread, demonstration of different hive types and hive material, digital hive scales and chemical free parasite treatment**
-  **Visit to the beekeeping farm of Terje Reinertsen who manage 200 colonies that survives without varroa mite treatment, colony inspections and the selection for varroa resistance**
-  **Social activity: Dinner**

Trainers

- **Bjørn Dahle, beekeeping adviser and researcher**
- **Terje Reinertsen, beekeeper**
- **Ragna Riebe Jørgensen, adviser at Bybi**
- **Alexander Du Rietz, beekeeper**

Learners

7. **beekeepers**
8. **aspiring beekeepers**
9. **farmers**
10. **students**
11. **unemployed job seekers**
12. **citizens interested to know the bees world**

Advertising the Training Course

The initiative will be publicised through websites, social and info-sheets available at the host's headquarters:

- www.norbi.no

Post Training

The hosting Organisation will ensure the exchange of information between learners and trainers through feedback, updates, e-mail. All course documents will be available in a dedicated folder on google drive.



SPAIN

Name of the training

Cross visiting training itinerary in Galicia on The wonders of bee life and products as tools to promote a new business beekeeping.

Location of the training activities

The event took place between the cities of Santiago de Compostela, Coruña, Ourense and Pontevedra. All these cities are located within the Autonomous Community of Galicia.

Learning Environment

Strategy and Organization, SA (EOSA) is a consulting company established in 1993 and specialising in the area of consultancy and training, eimt at both public administrations and private entities.

The main characteristic of the work methodology lies in the active participation of the organisation in the project. In this sense, the methodology moves away from traditional consultancy, in which the organisation assumes a passive role, leaving all responsibility for the development of projects in the hands of external organisations.

EOSA develops projects applying a strategic vision that contributes to achieving the objectives set, thanks to our extensive experience and the search for creative solutions, we design new methodologies and services for the development of innovative initiatives that help to generate change.

Host Organisation

Name: Estrategia y Organización,S.A.

Address: C/Doctor Cadaval,5 1º. 36202 Vigo

Contacts: Luis Touriño (ltourino@eosa.com) and Alba Álvarez (aalvarez@eosa.com)

Web: <https://www.eosa.com/>

Training Responsible: Luis Touriño (ltourino@eosa.com)

Cross visits description

Effective environmental communication of the beekeeping activity favours the achievement of objectives within the sector such as, for example, the consolidation of its professionalisation, the modernisation and improvement of production systems and its commercialisation.

The aim of this training programme is to enable the different agents involved in the beekeeping sector, such as searchers, associations and producers, to acquire communication skills and strategies.

These tools will enable them to deal with the problems they may encounter in carrying out their main activities in the beekeeping sector.

Training Programme

Facilitator: Luis Touriño (ltourino@eosa.com). Innovation and Environment Manager.

Day 1

Place: Council of the protected Geographical Indication “Miel de Galicia”. City: Boqueixón (A Coruña-Galicia)

- **Visit to the Regulatory Council of the Protected Geographical Indication "Miel de Galicia". <https://mieldegalicia.org/2018/>**

The Regulatory Council of the Protected Geographical Indication 'Miel de Galicia' is the body responsible for managing the designation and is in charge of controlling, protecting and certifying 'Miel de Galicia', identifying this certification with its corresponding back label, which is the guarantee that this honey meets each and every one of the quality requirements set out in the specification.

The production, processing and packaging area of the protected honeys covers the entire territory of the Autonomous Community of Galicia.

Social activity:

Communication Module

1. Situation of beekeeping in Galicia:

- **Ester Ordóñez. President of Agrupación Apícola de Galicia y Mel de Galicia.**

2. Communication strategies by EOSA Consulting

- **Beekeeping in online and offline media: Alba Álvarez García.**
- **Beekeeping brands: how to connect with your target through storytelling. Reyes Moreno Fernández.**
- **3 Online apps to manage your branding. Alberto Mandado Graña.**

Honey Tasting

It allowed the participants to discover specific questions about honey and its production, types of honey, properties, defects and how to appreciate all its qualities. Multi-flower and multi-flower honeys were tasted.

Place: Visit to the beekeeping museum Arzúa (A Coruña) -Galicia)

- **Visit to the beekeeping museum: O Enredo do Abelleiro**
<https://www.abelleiro.com/>

O Enredo do Abelleiro' was born from the passion of Isidro Pardo for bees (its founder), who, always eager for ideas and concerns, decided to increase his hobby and create this Honey Museum, achieving that this admiration and affection for the bee is now inherited by his daughters.

Social activity:

The main objective of this family space is to spread the importance of the bee to as many people as possible who come to visit it to learn a little more about this tiny giant.

It is a living museum which not only shows an insight into the beekeeping of our ancestors but also the diversity of products and methods of modern beekeeping.

It is located in an environment with botanical and melliferous plants in which the beehives occupy a prominent area, with the various glass hives attracting the visitor's attention.

Visitors can share the beekeeper's activity both in his workshop and in the apiary, accompanying him in his tasks if he so wishes.

The processes of extraction, decanting and packaging of the honey can be followed in three modern rooms.

At the same time, visitors can taste and purchase the different natural products derived from bees that we sell: honey, honeycomb honey, honey and jelly, honey and cinnamon, honey and nuts, pollen, propolis, royal jelly.

Day 2

Place: Agrupación Apícola de Galicia.Ourense. (Galicia)

- Visit to Agrupación Apícola de Galicia
<https://apicoladegalicia.com/>

The Agrupación Apícola de Galicia guarantees the survival of Galician beekeeping. Galician beekeeping continues to demonstrate its importance within the agricultural sector of the community, constituting a new possibility of real sustainable business, with a growing income.

Participants were able to learn about this type of organisation which supports the beekeeping sector in the Galician community.

The Agrupación Apícola de Galicia presented Belacolmea, the Galician line of apicosmetics that is made with the contribution of all beekeepers who want to bet on a new line of diversification of their business.

During this visit, the University of Vigo participated, showing the projects they are currently working on as well as the new avenues of research they are developing in the field of beekeeping.

- Visit to a packaging company: Mel de Galicia Outeiro
<https://www.apicolaouteiro.com/>

They visited the partners, a young entrepreneur who joined five years ago in a professional way and who has become their way of life. Because Apícola Outeiro, his farm, is one of the 4,932 beekeeping farms registered in Galicia and which, according to

data from the Regional Ministry of Rural Affairs, total 218,730 hives, 22% more than there were in 2018.

Social activity

To learn about new lines of research in the field of beekeeping within the Galician university system.

To learn about the honey production process from the moment the beekeeper arrives from his hive to the packaging machine.

- **Visit to a packaging company: Company visit: Mel do Saldoiro (Lalín-Pontevedra)**

Mel do Saldoiro, more than 80 years producing honey of excellence Antonio Gómez Tapia sees beekeeping as a family tradition, a legacy left to him by his father and started by his grandfather. Today he is one of the most prestigious producers in Galicia, thanks to the quality of his honey, which has won several awards and which he produces in eleven apiaries and an old alvariza.

Antonio Gómez Tapia is the third generation of beekeepers in this family, after his grandfather started keeping bees in 1936. Since then, they have not stopped producing honey, and from the 80 hives that his grandfather managed, they have increased to the more than 350 that this beekeeper now has between the mountains of Lalín and Dozón, in the lands of Deza. Mel do Saldoiro is also a honey that has received numerous awards for its excellence, the latest being at the end of last year when its single-flower chestnut blossom honey won the gold award at the latest edition of the Galician Mel Tasting.

Day 3

Place: Santiago de Compostela (A Coruña)

- **beeB project**

Meeting with the Spanish partners of the beeB project, to learn about all the intellectual productions and tools available to beekeepers.

Social activity:

- **Cultural visit to Santiago de Compostela**

The pilgrimage destination par excellence, as well as being the city protected by UNESCO as a World Heritage Site. Santiago undoubtedly has a fascinating history, and many of its buildings (especially the cathedral) reflect the rich heritage of the region. But Santiago is also the site of many contemporary buildings. Walking through this cultural city you could see the mix of old and new.

Trainers

- **Ester Ordóñez. President of Agrupación Apícola de Galicia y Mel de Galicia**
 - **Alba Álvarez García. Communication consultant**
 - **Alberto Mandado Graña. Design consultant.**
 - **Reyes Moreno. Digital marketing consultant.**
 - **Jonhy García. Beekeeper**
 - **Antonio Gómez Tapia. Farmer and beekeeper**
 - **Lucía Outeiral. Touristic operator**
-

Learners

- **beekeepers**
- **aspiring beekeepers**
- **farmers**
- **students**
- **unemployed job seekers**
- **citizens interested to know the bees world**

Advertising the Training Course

The initiative will be publicised through websites, social and info-sheets available at the host's headquarters:

- <http://beebproject.eu/2022/04/13/galicia-acoge-el-primer-evento-de-formacion-apicola-del-proyecto-beeb/>
 - <https://www.elespanol.com/quincemil/articulos/cultura/galicia-acoge-del-19-al-21-de-abril-la-primer-formacion-apicola-del-proyecto-europeo-beeb>
 - <https://www.lavozdegalicia.es/noticia/somosagro/ganaderia/2022/04/20/miel-gallega-presume-europa/00031650453787480734774.htm>
 - <https://www.crtvg.es/tvg/a-carta/labranza-1622-proyecto-beeb-biodiversidade-na-casa-grande-de-xanceda-5626970?t=825>
-

Post Training

The hosting Organisation will ensure the exchange of information between learners and trainers through feedback, updates, e-mail. All course documents will be available in a dedicated folder on google drive.

In order to give valuable feedback to the learners and to the trainers, the host should collect the ideas/comments of the visitors. We would collectively find best suggestions and point on smart solutions we saw. This would allow the responsible to develop his/her organisation as well as allows new beginners to avoid basic mistakes, to generate good ideas (see template in annex).

CROATIA

Name of the training

Cross visiting training itinerary in Croatian beekeeping operation with an emphasis on beekeeping in Slavonia and Baranja

Location of the training activities

Osijek, Našice, Kopačevo, Zmajevac, Batina, Antunovac, Tenja, Bilje – Slavonia and Baranja region in eastern Croatia

Learning Environment

TERA TEHNOPOLIS d.o.o. focuses on connecting science and economy and ensuring infrastructural, financial and consultancy support to innovative and technology-based projects.

It aims to develop a knowledge-based economy by using new and significantly improved technologies, create conditions for a quick and successful transformation of research results and innovations into competitive products, and encourage the international transfer and development of SMEs. The areas of particular interest are biotechnology, environmental protection, information science, and entrepreneurial development projects.

On a daily basis, TERA provides business support in all aspects of business operations, especially business planning, business internationalisation, funding, and intellectual property management and protection.

TERA is a member of the Enterprise Europe Network and the EIT Food hub Croatia. Furthermore, since 2021, TERA has been a fully operational Digital Innovation Hub that provides companies with the possibility of enhancing their competitiveness concerning their business/production processes, products or services by using digital technologies.

TERA is situated in Osijek, the fourth largest city in Croatia and the administrative, economic, educational and cultural centre of the Osijek-Baranja County and entire East Croatia. As the city is located in a fertile area, agriculture is also very significant, including beekeeping and honey production. According to the publicly available databases, in Osijek-Baranja County, there are currently 484 registered beekeepers and 28 909 hives.

Host Organisation

Name: TERA TEHNOPOLIS d.o.o.

Address: Trg Ljudevita Gaja 6, 31000 Osijek, Croatia

Contacts: martina@tera.hr; vedran@tera.hr







Web: <https://tera.hr/>

Training Responsible:

Martina Krsnik, Vedran Lederer

Cross visits description

The training objectives to be achieved are the following:

-  To learn about the process of processing bee products in a pharmaceutical way
-  To learn about different methods of analysing honey and bee products and exchange knowledge and experience
-  To learn about the state of beekeeping in East Croatia
-  To learn about the process of bee selection and queen breeding technologies
-  To get acquainted with bee products from local producers
-  To learn about the possibilities of internationalisation of beekeeping business and e-tool for business plan writing

Training Programme

Facilitator:

1. Martina Krsnik (martina@tera.hr), Associate Expert at TERA TEHNOPOLIS d.o.o.
2. Vedran Lederer (vedran@tera.hr), Associate Expert at TERA TEHNOPOLIS d.o.o.

Day 1

Place: Osijek, Našice, Kopačevo

- Tour of the Osijek's main farmers market with the aim of tasting honey from local producers.
- Visit to Apipharma d.o.o. - a pharmaceutical company that processes bee products in a pharmaceutical way. Apipharma d.o.o. has grown from the old, regionally traditional craft industry enterprise of beekeeping and mead and gingerbread production named Apimarket. In 1996, it became a commercial

pharmaceutical company. Since then, the company has been focused on the production of dietary supplements and special purpose cosmetics, natural pharmaceutical products and so on. Apipharma d.o.o. produces 64 different products and exports to 43 countries around the world. Their exports are currently 85% of total production. During the visit, the guests learnt about the production process of the mentioned products. Furthermore, the guests had the opportunity for networking and exchanging good practices with the host, as well as discuss potential future cooperation.

- **Social activity (I):** Guests had an opportunity to taste beekeeping breakfast at Apipharma d.o.o., specific for Croatia
- **Social activity (II):** Lunch in Našice.
- **Social activity (III):** Tour of the Kopački rit Nature Park (boat ride).
- **Social activity (IV):** Dinner in Osijek.

Day 2

Place: Osijek, Zmajevac, Batina

- **Visit to the laboratory for testing the quality of honey and other bee products at the Faculty of Food Technology Osijek.** It is a part of the Josip Juraj Strossmayer University of Osijek. At the Faculty, the guests visited the mentioned laboratory and learned from Ljiljana Primorac, Prof. PhD, Associate Professor, PhD, Ivana Flanjak, and Blanka Bilić Rajs, PhD, about different analyses that are performed in it.
- **Visit to the Faculty of Agrobiotechnical Sciences Osijek.** It is a part of the Josip Juraj Strossmayer University of Osijek and one of its oldest members. 18 October 2021 marked exactly 61 years of its foundation. Besides teaching students in undergraduate, graduate and postgraduate studies, a major activity of the Faculty is scientific research, primarily in the field of Agriculture and Biotechnology. At the Faculty, the guests were welcomed by Zlatko Puškadija, Prof. PhD, who took them through the Beekeeping and Zoology department and presented his knowledge and experience related to beekeeping in East Croatia.
- **Visit to the Kovačić Family Farm – one of the largest queen productions in this part of Europe.** During the visit, the participants learnt from Assistant Professor Marin Kovačić, PhD, from the Faculty of Agrobiotechnical Sciences Osijek – who is also the head of the family farm – about the process of bee selection and queen breeding technologies.
- **Social activity (I):** Tour of the Osijek Old Town.
- **Social activity (II):** Tour of the Belje vineyards and lunch in Zmajevac.
- **Social activity (III):** Tour of the Battle of Batina Monument and dinner in Osijek.

Day 3

Place: Osijek, Antunovac, Tenja, Bilje

- **Visit to the apiary belonging to Mrs Erkapić. She is a member of the beekeeping association "Pčela" Osijek, the oldest beekeeping association in Croatia. She presented her production to the guests, and the guests had the opportunity to taste local bee products.**
 - **Visit to the Novaković craft for the production of wax foundations. The guests were introduced to the technology of processing beeswax into wax foundations.**
 - **Training on Building new ideas for beekeeping using spirals of innovations at TERA. The guests were introduced to TERA's e-tool for writing business plans that facilitates starting a business, and they learnt about the possibilities of business internationalisation.**
 - **Social activity (I): Lunch in Bilje.**
-

Trainers

- **The team of Apipharma d.o.o.**
 - **Zlatko Puškadija, PhD, Full Professor, Faculty of Agrobiotechnical Sciences Osijek**
 - **Ljiljana Primorac, PhD, Full Professor, Faculty of Food Technology Osijek**
 - **Ivana Flanjak, PhD, Associate Professor, Faculty of Food Technology Osijek**
 - **Blanka Bilić Rajs, PhD, Faculty of Food Technology Osijek**
 - **Marin Kovačić, PhD, Assistant Professor, Faculty of Agrobiotechnical Sciences Osijek**
 - **Dubravka Erkapić, beekeeper**
 - **Luka Novaković, owner of the Novaković craft for the production of wax foundations**
 - **Martina Krsnik, Associate Expert at TERA TEHNOPOLIS d.o.o.**
 - **Danijela Gazdik, Associate Expert at TERA TEHNOPOLIS d.o.o.**
-

Learners

1. **beekeepers**
2. **aspiring beekeepers**
3. **farmers**
4. **students**
5. **unemployed job seekers**
6. **citizens interested to know the world of the bees**

Advertising the Training Course

The initiative will be publicised through websites, social and info-sheets available at the host's headquarters:

- <https://tera.hr/>
- <https://www.linkedin.com/company/tera-tehnopolis-ltd>
- <https://www.facebook.com/budiuzor>

Materials for the cross-visit

- Not specified

During the training (design the steps for training)

1. Present ourselves (use a icebreaker)
2. Present the aim and ask who knows something about it
3. Collect information during the training (cards, pictures, video)
4. Share you impressions and discuss
5. Promote a collective discussion (use a Mind maps, post its, debates)
6. Write a list of what you have learned

Post Training

The hosting Organisation will ensure the exchange of information between learners and trainers through feedback, updates, e-mail. All course documents will be available in a dedicated folder on google drive.

In order to give valuable feedback to the learners and to the trainers, the host should collect the ideas/comments of the visitors. We would collectively find best suggestions and point on smart solutions we saw. This would allow the responsible to develop his/her organisation as well as allows new beginners to avoid basic mistakes, to generate good ideas (see template in annex).

PORTUGAL

Name of the training

Harvesting honey: the sweet gold

Location of the training activities

Santa Maria de Émeres, Trás-os-Montes, Portugal

Learning Environment

Mel de Santa Maria is an Organic honey company, in production since 1996. They operate at Quinta do Paranho, in Santa Maria de Émeres, in Valpaços and have around 1000 beehives, located in various areas of Trás-os-Montes.

Valpaços is located in the northern interior of Portugal in the Trás-os-Montes region, and part of the district of Vila Real. From north to south, the Transmontanan relief is exemplified by planar stretches of the Iberian Meseta, with altitudes between 700–800 metres above sea level, tending to have a regular profile north of the Douro River.

Host Organisation

Name: Politechnic Institue of Viseu - Agrarian School

Address: Estrada de Nelas, 3500-606 Viseu

Contacts: 232 446600

Web: www.esav.ipv.pt

Training Responsible:

Cristina Amaro da Costa

Cross visits description

The training objectives to be achieved are the follows:

-  **know the main steps of honey harvest**

-  **be able to identify the critical point in the extraction process**
 -  **diferentiate honey based on organoletical and physical characteristics**
-

Training Programme

Facilitator: Rui Batista

Day 1

Place: Mel de Santa Maria, Largo do Toural, 5445-052 Santa Maria de Émeres, Trás-os-Montes

Portugal

- **Visit the harvesting facilities**
 - **Visiting the quality control lab**
 - **Visiting the packaging facilities**
 - **Social activity: tasting honeys and other beekeeping and local products**
-

Trainers

- **Catarina Coelho, Professor**
 - **Rui Batista, beekeeper**
-

Learners

- **beekeepers**
- **aspiring beekeepers**
- **farmers**
- **students**
- **citizens interested to know the bees world**
- **researchers**
- **trade stakeholders**

Advertising the Training Course

The initiative will be publicised through websites, social and info-sheets available at the host's headquarters:

- www.esav.ipv.pt
 - <https://beebproject.eu/>
 - <https://www.facebook.com/beeb.beekeeping.7>
 - <https://www.instagram.com/beebproject/>
-

Materials for the cross-visit

- gloves
 - tasting spoons
 - honey samples
 - polen preparations
 - recording device
 - white board and pens
 - plant species photos or exemplaires
 - image recording authorizations
-

During the training (design the steps for training)

1. Present ourselves (use a icebreaker that induces collaboration - Musical chairs)
2. Present the aim and ask who knows something about it
3. Ask trainees to collect information during the training (cards, pictures, video)
4. Present students impressions and write them on the whiteboard
5. Promote a collective discussion (use a Mind maps, post its, debates)
6. Present different honeys, introduce its characteristics and relate them with floral species
7. Let trainees look to different polens using the microscope
8. Ask students to identify the correspondent plants (use photos or plant exemplares)
9. Write a list of what students have learned
10. Write a list of what students still want to learn
11. Vote for the most desired

Post Training

The hosting Organisation will ensure the exchange of information between learners and trainers through feedback, updates, e-mail. All course documents will be available in a dedicated folder on google drive.

In order to give valuable feedback to the learners and to the trainers, the host should collect the ideas/comments of the visitors. We would collectively find best suggestions and point on smart solutions we saw. This would allow the responsible to develop his/her organisation as well as allows new beginners to avoid basic mistakes, to generate good ideas (see template in annex).





Annexes

ANNEX 1 - TRAINING ASSESSMENT

The individual thoughts from visitors/learners

To be filled in for each visit

(template developed by Reet Karise – EMU)

Description of the visit

(by the training provider Organisation)

In order to give valuable feedback to the learners and to the hosting Organisation, we should collect the ideas of the visitors. We would collectively find best suggestions and point on smart solutions we saw. This would allow the responsables to develop his/her organisation as well as allows new beginners to avoid basic mistakes, to generate good ideas.

The remarks of the visitor/Learner

What is the main aspect the owner/responsible presents/shares?

What was new for me?

Are there any innovations noticed?

What was familiar/common to me?

Do I see something I would like to do differently? Why? (from positive, friendly suggestion point of view)

The feedback to the owner/responsible

What impressed me?

Aspects, that visitors suggest to develop further?

Is there any aspects not solved at all?

ANNEX 2 – TEMPLATE FOR CROSS VISITING TRAINING ITINERARIES PLANNING

<p>Name of the training Cross visiting training itinerary in on beekeeping</p>
<p>Location of the training activities</p>
<p>Learning Environment</p>
<p>Host Organisation Name Address Contacts Web</p> <p>Training Responsible:</p>
<p>Cross visits description The training objectives to be achieved are the follows:</p> <ul style="list-style-type: none"> • ... • ... • ... • ... <p>Training Programme Facilitator:</p> <p>Day 1 Place:</p> <ul style="list-style-type: none"> • Visit to ... • Visit to ... • Social activity: ... <p>Day 2 Place:</p> <ul style="list-style-type: none"> • Visit to ... • Visit to ... • Social activity: ... <p>Day 3</p>

Place:

- **Visit to ...**
- **Visit to ...**
- **Social activity: ...**
-

Trainers

- ...
- ...
- ...
- ...
- ...
- ...
- ...
- ...

Learners

1. **beekeepers**
2. **aspiring beekeepers**
3. **farmers**
4. **students**
5. **unemployed job seekers**
6. **citizens interested to know the bees world**
7. ...

Advertising the Training Course

The initiative will be publicised through websites, social and info-sheets available at the host's headquarters:

- ...
- ...
- ...

Materials for the cross-visit

-
-
-

During the training (design the steps for training)

1. **Present ourselves (use a icebreaker)**
2. **Present the aim and ask who knows something about it**
3. **Collect information during the training (cards, pictures, video)**

- 4. Share you impressions and discuss**
- 5. Promote a collective discussion (use a Mind maps, post its, debates)**
- 6. Write a list of what you have learned**

Post Training

The hosting Organisation will ensure the exchange of information between learners and trainers through feedback, updates, e-mail. All course documents will be available in a dedicated folder on google drive.

...



beeB Project

Foster for beekeeping bridges through innovative and participative training



This project has been funded with support from the European Commission.
This publication reflects the views only of the author, and the Commission cannot be held responsible for any use
which may be made of the information contained therein.

www.beebproject.eu | info@beebproject.eu

Proj No: 2019-1-PT01-KA202-60782
beeB - Foster for beekeeping bridges through innovative and participative training