



**USAID** | **SOMALIA**  
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# USAID SOMALIA GROWTH, ENTERPRISE, EMPLOYMENT & LIVELIHOODS ANNUAL PROGRESS REPORT

FY 2019 ANNUAL REPORT (OCTOBER 1, 2018–SEPTEMBER 30, 2019)

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GROWTH, ENTERPRISE, EMPLOYMENT & LIVELIHOODS (GEEL)

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USAID/SOMALIA

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# ACRONYMS AND ABBREVIATIONS

ACOR	Alternate Contracting Officer's Representative
AECF	Africa Enterprise Challenge Fund
AEW	agriculture extension worker
AI	Artificial insemination
AMELP	Activity Monitoring, Evaluation and Learning Plan
AMITCO	Al Mizan Trading Company
AS	Al-Shabaab
B2B	business to business
BEC	Berbera Electricity Company
BECO	Banadir Electric Company
BOQ	Bill of Quantities
CAHW	community animal health worker
CBO	community-based organization
CGIAR	Consultative Group for International Agricultural Research
CLA	collaborating, learning, and adapting
CO	Contracting Officer
COP	Chief of Party
COR	Contracting Officer's Representative
CPUE	catch per unit effort
DCA	Development Credit Authority (USAID)
DFID	Department for International Development (UK)
DQA	Data Quality Assessment
DRC	Democratic Republic of the Congo
EMMP	Environmental Mitigation and Monitoring Plan
ERF	Environmental Review Form
ERR	Environmental Review Report
ESP	Electricity Service Provider
FCA	Finn Church Aid
FGS	Federal Government of Somalia
FMS	Federal Member States
FTE	Full-time equivalent
FTF	Feed the Future
FY	Fiscal year
GAP	good agricultural practice
GBPP	good banana production practice
GCI	Golden Cara Investments
GEEL	Growth, Enterprise, Employment and Livelihoods
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit
GUC	Grants Under Contract
HACCP	Hazard Analysis and Critical Control Point
HIACoT	Hiiraan Integrated Agricultural Commodities Trading
HR	human resources
HRRO	Homboboro Relief and Rehabilitation Organization
IDIQ	Indefinite Delivery/Indefinite Quantity
IDP	internally displaced person
IED	Improvised explosive device
IEE	Initial environmental examination

IFC	International Finance Corporation
INSO	International NGO Safety Organization
ISIS	Islamic State of Iraq and Syria
KIMS	Kaah International Microfinance Services
LOP	life of the project
M&E	monitoring and evaluation
ME&L	monitoring, evaluation, and learning
MFI	microfinance institution
MIA	Mogadishu International Airport
MoAI	Ministry of Agriculture and Irrigation
MoAD	Ministry of Agriculture Development
MoEM	Ministry of Energy and Minerals
MoFMR	Ministry of Fisheries and Marine Resources
MSME	micro, small, and medium enterprises
MT	metric tons
MV&R	monitoring, verification, and reporting
NECSOM	National Energy Corporation of Somalia
NGO	nongovernmental organization
ODF	Oog Dairy Factory
OMF	Oog Mixed Farm
PIMS	Promoting Inclusive Markets in Somalia
PREG	Partnership for Resilience and Economic Growth
PRIME	Pastoralist Areas Resilience Improvement through Market Expansion
PV	photovoltaic
PVP	private veterinary pharmacy
Q	Quarter
RE	renewable energy
SARIS	Somali Agricultural and Regulatory Inspection Services
SBG	Somali Bovine Genetics
SEA	Somaliland Energy Association
SECCCO	Solar Energy Consulting & Construction Company
SFG	Somali Federal Government
SIDRA	Somali Institute for Development Research and Analysis
SME	small and medium enterprises
SMPC	Somali Marine Products Company
SNA	Somali National Army
SOMEAT	Somalia Meat Company
SPSS	Somalia Program Support Services
SSI	Small-scale infrastructure
SUAP	Safe Use Action Plan
SWS	South West State
TA	technical assistance
TO	Task order
TOC	Theory of Change
ToT	Training of trainers
UAE	United Arab Emirates
UN	United Nations
UNDP	United Nations Development Programme
UNIDO	United Nations Industrial Development Organization
USAID	United States Agency for International Development

USG	U.S. Government
USAID	United States Agency for International Development
VAPCO	Veterinary and Agricultural Product Manufacturing Co. Ltd.
VC	value chain
VCCF	Value Chain Competitiveness Funds
VSF	Vétérinaires Sans Frontières
WIE	Women in Energy
Y	Year



# I. CONTEXT UPDATE

## I.1 MOGADISHU AND SOUTHERN SOMALIA

The security situation across Mogadishu and Southern Central Somalia remained unchanged since last year. The conflict between Al-Shabaab (AS) and government forces, the African Union Mission in Somalia, and its international allies continued during the year. Security incidents continued to include targeted assassinations that are generally politically motivated, associated to business rivalry, or nonpayment of AS tax; improvised explosive device (IED) attacks on military or government targets; attacks on European Union military convoys; complex attacks on hotels, restaurants, shopping centers, and local businesses; and under vehicle improvised explosive device attacks. For example, targeted assassinations declined in Mogadishu between March and April, which was counterbalanced by a rise in IEDs in the same period.

AS is still a formidable enemy to the stabilization of Somalia. They demonstrated that they are capable of conducting attacks with precision planning throughout the capital, including getting a person borne IED into the office of the mayor of Mogadishu in July 2019, killing the mayor and several senior officials. The Islamic State of Iraq and Syria (ISIS) was also very active at the beginning of the year, including implementing taxation measures in Mogadishu and Puntland and claiming several attacks within the capital. While ISIS is also competing with AS to control areas, they do not have the footprint to control Mogadishu, nor do they have the assets or manpower to take on AS within the capital.

**Incidents in Mogadishu.** Outside the capital, Somali Special Forces (Danaab), backed by their international allied mentors, continued their offensive toward other AS locations/bases. For example, despite several attacks by AS, Danaab advanced throughout the Afgooye district and held newly recovered villages, including several in the Marka district. This allowed the government to establish a functional administration in Marka town that assisted in the reconciliation between the two major clans that have been fighting for decades. The withdrawal of the Kenyan Defense Forces allowed AS to move freely and increased the risk for international nongovernmental organization (NGO) personnel and assets operating in these areas. AS conducted attacks on multiple Somali National Army (SNA) bases through south central Somalia, in some cases causing the SNA troops to withdraw completely, leaving the base and its assets in AS control. For example, on September 2, 2019, AS took all the assets, including six armored vehicles, weapons, ammunition, food, clothing and other military equipment, from the base in El-Saliini, Marka.

**Serious incidents in Somalia.** On the political front, the disputes between the Somalia Federal Member States and Somalia Federal Government continued, culminating with the arrest in 2018 of Mukhtar Robow, a former founder and leader of AS who tried to run for office in South West State (SWS). His arrest was followed by violent demonstrations in Baidoa and a diplomatic crisis wherein the SFG declared the United Nations (UN) special envoy persona non grata. However, on January 4, the UN secretary-general announced the organization's intent "to appoint in due course a new Special Representative for Somalia and Head of UNSOM," which suggests a willingness to re-establish diplomatic relations. This year also saw the re-election of Jubaland president Ahmed Madobe, which two other candidates contested and the SFG did not recognize. For a few days, the Federal Government of Somalia (FGS) suspended all flights from Mogadishu to Kismayo and rerouted all international flights from Kismayo to Mogadishu to bar politicians from attending the inauguration ceremony.

## **I.2 PUNTLAND**

During the start of the year, Puntland reported an increase in armed clashes from clans compared to the previous months, with at least eight incidents along the border with Galmudug. Tensions between the two warring communities were very high, and the negotiation process remains stalled. In year (Y) 4 ISIS scaled up its operations in Bosaso town and Bari region. The number of incidents initiated by either ISIS or AS doubled at the end of Y3 and the start of Y4. Puntland's commercial port, Bosaso, offers a conducive environment for trade and business growth; therefore, it attracts internally displaced persons (IDPs) from Southern Somalia and immigrants from Ethiopia and Yemen while the mountainous geography also attracts AS and ISIS. Terrorist cells continue to take advantage of interclan hostilities and disparities as they struggle over resources and power, making Bosaso more susceptible to AS and ISIS infiltration. On December 16, 2018, in the Miraale area (25km from Bosaso), AS attacked ISIS fighters that received weapons from Yemen, resulting in at least eight killed from both sides. The same day, a drone struck ISIS and AS bases in Miraale, killing 10 fighters. While AS and ISIS may not have reconciled their territorial disputes in Bari, incidents in the latter end of Y4 decreased. Areas within Puntland are still very difficult to access due to AS and ISIS presence and the increase of incidents in Bosaso.

## **I.3 SOMALILAND**

During Y4 Somaliland reported arrests of AS and ISIS fighters both inside and outside the city. In early 2019, clashes between clans took place in Buuhoodle, Hargeisa, and Laas Caanood, and later this year clashes occurred between Habar-Jeclo/Biicide and Habar-Yonis/Sacad-Yonis clans in Ceel-Afweyn town and near Siigo-Dheer village. Several episodes of revenge fighting took place, prompting the Somaliland Army to intervene and the Somaliland president to ask clans to stop the bloodshed. Despite that, the tension between local clans in Ceel-Afweyn remained tense, as both clan elders traded accusations against one another in the media and reportedly mobilized their militias for a possible confrontation, which also seemed to propagate fighting among the other clans living in Sanaag region. However, the Somaliland president appointed a new reconciliation committee consisting of the former president, vice presidents, and other high-profile elders and party leaders to end the hostility between the two clans. He also deployed additional troops to prevent further clashes in the region. The biggest security concern in Hargeisa is random crime by youth gangs, while in the rest of Somalia the incidents range from petty crime, robbery, theft, and rape to interclan shootings.

Somaliland's security forces and internal security have been working hard to limit the incidents within the capital and surrounding areas. Although it is widely known that AS and ISIS members have been seen within the capital, no major attacks have taken place since 2008. This can only be due to the security forces' excellent procedures and the community policing that has been seen in Hargeisa over the past 3 years. Toward the borders of Somaliland and Puntland, the Sool, Sanaag, and Togdheer areas remain volatile, and as a result, movement into these areas is restricted for Growth, Enterprise, Employment, and Livelihoods (GEEL) team members. Movement into areas east of Burco in Somaliland are looked at on a case-by-case basis, including movement for local national team members, due to AS activity and attacks/clashes with clans in these areas.

Based on the current security situations within Somalia, the GEEL team's local national members and expatriate team members will continue to maintain agility and work in project areas with the support of the GEEL security management team.

## 2. EXECUTIVE SUMMARY

In Y4, GEEL achieved significant results in promoting sustainable and inclusive economic growth throughout Somalia by building upon partnerships developed with key private stakeholders such as lead enterprise firms, associations, financial institutions, banks, along with small and medium enterprises owned and managed by women and youth institutions.

GEEL technical teams delivered results through flexible and responsive approaches, such as private sector-driven targeted trainings; the introduction of new technologies and approaches like Hazard Analysis and Critical Control Point (HACCP) for the fisheries sector or new seed varieties for the agriculture sector; and co-investments in critical infrastructure and in-kind grants to address systemic value chains (VCs) constraints and promote sector-wide impact.

GEEL partnered with Federal Government of Somalia (FGS) institutions at the federal and regional state levels. At the federal level, key government partners are: the Ministry of Planning and International Cooperation for investment promotion; the Ministry of Fisheries and Marine Resources for fisheries policies, management, and best practices; the Ministry of Agriculture and Irrigation (MoAI) for the development of agricultural inputs, such as new seed varieties and products and services; the Ministry of Trade and Commerce for the promotion of agricultural products export, standards, and quality control; and the Ministry of Livestock and Forestry for livestock sector improvements, including new technologies such as artificial insemination and fodder production.

GEEL's application of best practices and scale-up approaches were key to success in Y4 as the project's implementation expanded into various regional state partnerships with public and private sector actors. For example, in Somaliland expansion of a new private sector-led agro-input supply approach led to exponential growth in production and domestic sales of fresh fruits and vegetables. As a result, the Somaliland government increased investments in the sector. In SWS, GEEL's entry via the resilience lens leveraged humanitarian and development actors as well as a banana sector revival. In Hirshabelle, the key agricultural state, GEEL continued with greater investments in the sesame and banana sectors and in the Benadir region of the state, the key epicenter of the agro-processing and services sector. Both in Puntland and Jubaland, GEEL focus and impact has been on the fisheries sector, including expansion of private sector-led fisheries production and export, introduction of new fisheries techniques such as HACCP, and market exports. At the regional level, GEEL worked closely with various regional state government officials and ministries in actions that included joint planning of key activities, trainings, assessments, and investment and agricultural events and exhibitions.

### 2.1 KEY NARRATIVE ACHIEVEMENTS

#### **Achievements: Year 4**

Key highlights of the project's cumulative achievements in Y4 are

- 1,716 full-time equivalent (FTE) jobs created as a result of GEEL support to fisheries (995) and agriculture (fresh fruits, 322; dairy/livestock, 291; banana, 68; and sesame, 40).
- 2,077 microenterprises supported through good agriculture practice (GAP) trainings and drip irrigation installation.
- 3,911 individuals directly benefited by training, workshops, and competitiveness events.
- 35%-woman participation in GEEL activities, including trainings, jobs, workshops, and competitiveness events.

- 1253 participants trained on GAP and seed quality, cold chain equipment maintenance, hygiene and food safety, solar practices, drip irrigation, sanitary and phytosanitary standards, HACCP awareness, fish data management and fish handling, HACCP implementation for regulators and auditors, and basic accounting practices.
- \$18,004,328 in export value created, including fish and dairy exports to Oman, Ethiopia, Yemen, United Arab Emirates (UAE), Djibouti, and Saudi Arabia.
- \$7,897,009 in new capital investments generated as for the Somali private sector.

### **Achievements: Life of Project**

Key highlights of GEEL's cumulative achievements since the start of the project are

- 3,320 FTE jobs created (all sectors);
- 7,711 microenterprises supported through technical assistance (TA), training, grants, exposure visits, and market linkages.
- \$29,951,246 in export sales by businesses, in the agriculture, livestock, and fisheries sectors.
- \$18,936,295 in new private capital investments to improve production and income.
- 6,688 farmers completed multiday trainings to increase production and introduce new technologies.
- 35% women beneficiaries.
- 34 government officials participated in GEEL activities, including exposure visits, competitiveness events, and training to facilitate policy making and certification. Examples of activities include linkages to establish HACCP certification among Somali businesses and translation of the phytosanitary policy and consultation forum on economic growth.
- 25 small-scale infrastructure (SSI) projects completed since the inception of the GEEL project;
- 88 multiday trainings organized to strengthen the capacities of local Somali businesses in increased production, introduce new technologies, and improve their management practices.
- 35 new technologies introduced to support increased production in GEEL's VCs through technologies such as artificial insemination (AI), hybrid solar power production, cold chain and storage systems, feed formulation technique, yogurt-making technique, greenhouses, drip kits, seeds and pesticides, HACCP, and GAPs.

### **Agriculture and Livestock**

In Y4, the livestock sector strategically integrated interventions such as improved livestock food available through improved fodder production, herd and udder health best practices, water management technologies, dairy product processing, improved cold chain and market milk infrastructure, and upscaled breeding technology such as AI. The project introduced prudent rainwater harvesting, hybrid solar power-driven irrigation systems, and strategic fodder reserves to improve and increase production; upscaled technology transfer and adaptation; increased and improved sales and income; created jobs; and spurred economic growth.

For sesame, GEEL provided TA on production to three new sesame VC partner companies: the Danwanaag group of companies in Jowhar district; ASMA, an affiliate of the Moumin Group of companies in Afgoye; and Bay Agrobusiness Company in Baidoa. The TA resulted in further increases of 38% in sesame production per hectare, bringing production to a new level of 0.83MT per hectare from 0.2MT per hectare before GEEL intervention. This same strategy will be continued in Y5 to reach the target of beyond 1.0MT per hectare.

**GEEL supported youth enterprise harvesting farm produce**  
**Photo credit: GEEL staff**

The production increases were enhanced through GEEL's assessments of growth performance for two sesame seed varieties which sesame farmers are now using to make data/market-driven decisions about their crops. With a few exceptions, the Duniyar variety is more adaptable to local climate variability, more resistant to pests, and had higher production outcome puts than the Ethiopian Humera variety. Both varieties had higher productivity in terms of yield and quality over other traditional varieties.

The GEEL banana VC improved the availability of quality seeds in the market and increased productivity and competitiveness within the sector in Y4. GEEL assisted the Filsan seed supply company with technical support on quality seeds, banana tissue culture, greenhouses, and seed packaging. This was all aimed at improving seed quality for Somali farmers and increasing yields per hectare. Furthermore, GEEL provided capacity building and TA on good agricultural practices to banana farmers through on-farm training by Costa Rica-trained Somalis with the objective of increasing the capacity of banana farmers on best practices, banana quality, and production levels. This on-farm training of foremen and assistant foremen has resulted in significant improvements in the banana plantation management practices in southern regions of Somalia.

In Y4, GEEL provided technical and financial support to Dayib Farm, which was among the winners of the 2018 Global Entrepreneurship Week competition held in Hargeisa and co-sponsored by the project. With support from GEEL, Horn Gardens in Somaliland facilitated a 2-week training of trainers (ToT) session for agriculture service providers and agri-input dealers at its new training center in December 2018. GEEL facilitated financing and technical support to 15 women- and youth-owned farms to facilitate access to greenhouse technology. GEEL supported the establishment of a one-stop shop for Agritech, a

retail agriculture input supplier in Hargeisa. Following these input supply sector improvements, GEEL facilitated the installation of 50 drip kits through a partnership with Horn Gardens.

GEEL supported Togbarwaaqo Farm to develop a sustainable water storage system by assisting in the installation of an industrial-grade dam liner, which prevents water seepage from the dam. This relatively low-cost solution boosted production of high-value vegetable crops in the farm's greenhouse units and in open fields using drip irrigation systems. GEEL's SSI assistance helped Horn Gardens complete the excavation of a borehole at its model farm near Hargeisa. Horn Gardens invested approximately \$[REDACTED] in a solar pump for the borehole, which has irrigation capacity for 8 hectares. Oog Mixed Farm (OMF) in Burao, Somaliland, installed unique technologies, including 3 acres of automated drip irrigation on its fodder and vegetable farm. Drip systems typically require the manual addition of crop nutrition products, such as soluble fertilizers, to the irrigation tank; an automated system includes a filtration unit that mechanically injects crop nutrition, reducing labor and increasing precision. OMF is the first Somaliland farm to use an automated fogging greenhouse. GEEL also provided financial and technical support for the construction of one greenhouse for the Ministry of Agriculture Development in Somaliland. The completed installation showcases modern greenhouse farming technologies, demonstrates government commitment for improved agriculture, and can be used for training on production of high-value commercial fruits and vegetables for local markets.

## **Fisheries**

In Y4, GEEL continued its holistic approach to sector growth, provided systemic solutions across the seafood industry, from fisherfolk to retailers to exporters. GEEL strengthened its private-sector collaborations for larger businesses investments where GEEL provided technical guidance, installation assistance, and hands-on training. GEEL also increased its support for improved seafood quality in domestic and international markets. GEEL declared Y3, with federal and state government buy-in, to be the "Year of HACCP," an international export standards certification program. Full implementation of HACCP will improve international ratings of Somali seafood from "Junk Quality" to "HACCP Certified" and open lucrative overseas markets to Somali exporters. Additionally, better quality, "food-safe" seafood will be available domestically, leading to consumer confidence in local products and improved sales. The first HACCP seafood companies will be certified by early 2020.

In the previous years, GEEL focused on getting fishing boats back in the water by creating demand for fish and helping to establish or revamp seafood companies. This initiative resulted in a rapid increase in the local availability of seafood. Three years ago, Hargeisa had 10 retail fish outlets struggling to find enough fish to sell. Now there are over 60 outlets being supplied by larger seafood companies. Similar expansion has happened in every major city as more and more Somali people turn to seafood as a main source of protein. Yet supply during the peak of the fishing seasons still outweighs demand, thus the need to work closely with governments and enterprises to improve processing and storage facilities and boost exports and local demand while ensuring a sustained resource management approach.

GEEL understands that fish stocks are finite, and exploitation needs to be managed to prevent depletion. To this end, GEEL has been training the industry to collect data and monitor fish stocks in collaboration with governments and other stakeholders. GEEL also continued to work with Puntland communities in Y4 to better understand and manage lobster populations. Throughout Somalia, GEEL trained seafood company representatives on data collection methods and facilitated studies on the rehabilitation of sea cucumbers and mangroves. GEEL also joined the Fisheries Data Working Group, an initiative of the Federal Ministry of Fisheries and Marine Resources. In Y5, GEEL will increase its focus on fish stock management to ensure sustainable fisheries and long-term, viable business well into the future.

## Investment Facilitation

During Y4 GEEL supported Somali businesses with \$[REDACTED] million in completed private capital investments in the agriculture, dairy, and fisheries sectors. Support was through grants, SSI, TA, and investment facilitation, with most investments coming from businesses' own funds. Across VCs, most investment dollars went toward infrastructure, including processing and packaging equipment, warehouses, packhouses, laboratories, vehicles, boats, and cold storage equipment. An increased proportion of investment compared to last fiscal year (FY) went toward climate-smart and renewable resources, including greenhouses, drip irrigation kits, solar-powered irrigation equipment, and water- and soil-testing equipment for improved fodder farming. These initiatives were complemented by an increase in training, financial planning guidance, and events, with a focus on women and youth.

The investment sources in Y4 remained similar to the previous years, with 77% sourced from businesses, owners, and the owners' families and friends. However, GEEL increased its partnerships with banks and microfinance institutions, which began to increase the availability of external finance to GEEL beneficiaries. GEEL also teamed up with stakeholders to further assist banks and microfinance institutions (MFIs) by developing means to access \$[REDACTED] million from Gargaara that is now becoming available to invest in rural small and medium enterprises (SMEs). In addition, GEEL worked with and encouraged Finnish Church Aid to potentially invest \$[REDACTED] million into GEEL's larger SMEs. Other areas of focus in Y4 have been enabling a renewable energy (RE) investor to acquire \$[REDACTED] million with the support of a guarantee from the Development Credit Authority; expanding technology and microfinance packages; increasing the participation rate of GEEL beneficiaries to access microfinance events; and expanding partnerships with innovation and entrepreneur hubs and finance providers to help youth and women entrepreneurs start and expand their businesses via the introduction of microfinance packages.

**Women in Energy Trainee.**  
Photo credit: GEEL staff

## **Energy**

Although GEEL's Task Order (TO) 3 wound up at the end of Quarter 2, GEEL continued providing regulatory support to the Somaliland Ministry of Energy and Minerals (MoEM), loss reduction support to electricity service providers (ESPs), and TA to agribusiness VCs under TO2, in addition to assessing businesses in terms of their energy capacity and RE needs. Two energy engineers remained with GEEL to support the Agriculture and Fisheries VCs and kept up a lot of the former momentum.

Performing energy assessments; providing advice to ministries, industries, and financial institutions; training technicians; and guiding the GEEL technical teams in RE options and strategies dominated the activities in the second half of Y4. Three unique RE systems were commissioned in Y4, including solar power to warehouse freezers and solar lighting for commercial fishing boats.

Support to electricity utilities included energy assessments and recommendations for improved operations. The GEEL agriculture, dairy, and fisheries teams received support, and 17 assessments were produced for private-sector businesses. Grant technical viability assessments resulted in procurement for new equipment for Somalia. The team also facilitated paid internships for women electrical engineering students as well as multiple workshops for professional and technical development, with 20 female engineers trained on residential and commercial electrical wiring systems. Other highlights included 1,709 new connections for households and businesses by ESPs National Energy Corporation of Somalia (NECSOM) and Berbera Electricity Company (BEC), providing a 22% energy tariff reduction per kWh, and an energy learning event in South Africa.

## **FGS and Regional States**

In Y4, GEEL supported eight visits for Somali government officials in other parts of Somalia and within the region to study different aspects of different industries. Those visits were:

- In partnership with the Somaliland Ministry of Livestock and Fisheries, GEEL brought together dairy VC stakeholders to discuss fodder production, regulatory and policy frameworks, and a panel discussion on camel leasing.
- Organized government representation at the 2018 Seafood and Fish Expo in Qingdao, China.
- High-level consultative forum on Somalia's economic recovery to review economic growth, livelihoods, and employment creation issues.
- Increased sesame productions increased through farm level production trainings, and application of best practices.
- High-level engagement between Somali government and businesses with USAID leadership to discuss achievements and challenges facing the country's economic growth.
- Support to South West Federal Member State to review its own resilience and growth-creation approaches to economic recovery; discussed issues and possible ways to reintegrate IDPs and unemployed youth into the workforce.
- Support to Hirshabelle Federal Member State to unleash agribusiness opportunities and promote inclusive economic growth.
- Partnership with the Puntland Ministry of Trade and Women to support economic empowerment of youth and women by building entrepreneurship capacities for increased job creation opportunities.



**Table I. Quantitative Highlights**

Indicators	FY16 Total	FY17 Total	FY18 Total	FY19 Actual				FY19 Total	FY16-FY19 Actual Cumulative	Life of Project Target
				Q1	Q2	Q3	Q4			
Microenterprises supported	586	2,276	2,772	179	633	905	360	2,077	7,711	8,400
Women's participation	42%	35%	35%	18%	61%	35%	26%	35%	35%	40%
Visits for Somali government officials	7	14	5	2	1	2	3	8	34	16
Trainings organized by project	15	29	18	5	2	4	11	22	84	75
Individuals who received U.S. Government (USG)-supported, short-term agricultural sector productivity training	586	2,512	2,337	140	56	849	208	1,253	6,688	7,230
Individuals directly benefiting from the project	842	3,321	4,217	227	1,142	1,486	1,056	3,911	12,291	18,000
FTE jobs created	0	524	1,080	278	436	439	563	1,716	3,320	5,000
Value of new private capital sector investment	\$0	\$1,662,000	\$9,377,286	\$805,898	\$1,914,748	\$1,552,303	\$3,624,060	\$7,897,009	\$18,936,295	\$18,000,000
Total export sales	\$0	\$0	\$11,947,092	\$961,734	\$3,523,366	\$5,848,011	\$7,671,043	\$18,004,154	\$29,951,246	N/A
Number of promotional or competitiveness events organized	5	6	8	1	2	1	4	8	27	24
Women's participation in promotional or competitiveness events	34%	15%	51%	12%	54%	18%	31%	35%	37%	35%
New technologies introduced	0	10	10	0	0	7	8	15	35	40
SSI works completed	0	2	15	2	0	0	6	8	25	40
Number of vocational training programs completed	0	3	3	2	0	0	1	3	9	10
Number of for-profit private enterprises receiving USG food security-related organizational development assistance	0	0	127	0	9	10	29	48	175	200



**Cabbage production under open drip irrigation at Urcade Farm.**

Photo credit: [REDACTED] GEEL

### **Activity Administration**

In Y4, GEEL ramped up implementation after a slowdown due to budget constraints. For example, the project ramped up implementation of key activities such as in-kind grants for the fish vendor shops, among others. Also, in consultation with USAID, other USAID-funded partners, and the private sector, GEEL initiated resilience activities in SWS to enhance household and community resilience to shocks. In terms of staffing and operational geographic focus, GEEL continued to deepen implementation in various regions throughout Somalia, such as Somaliland, Puntland, SWS, Hirshabelle, Galmudug, Jubaland, and Benadir, in various types of implementation of core VC and SME support. In Y4, GEEL was fully staffed except for the position of Deputy Chief of Party. Towards the end of Y4 GEEL updated the Activity Monitoring, Evaluation and Learning Plan (AMELP) framework and the Theory of Change (TOC) for each of the VCs to align with the new outcomes and outputs. Based on lessons learned, the AMELP also incorporated a new definition for the direct and indirect jobs as well as resilience outcomes.

### **Operations Highlights**

In Y4, the GEEL operation team continued to make improvements, including;

- Automation of processes and procedures such as travel requests, leave systems, payroll system, timesheet, procurement documentation, and robust use of SharePoint by project staff.
- Training and capacity building for staff in financial, procurement, human resources (HR), and IT processes, thus increasing their knowledge and effective budget utilization and monitoring. This was achieved through pipeline development and streamlined processes and procedures. Financial reporting also improved with the installation of accounting software in the Hargeisa office.
- Administration and logistics of the project were improved by defining the role of staff and improving workflow and guidelines for travel approval procedures; coordination of events, conferences, training, and workshops; control of office inventory and supplies; maintenance of office systems and procedures; and vehicle management policy and procedures.
- Installation of robust IT management systems, the SAGE Payroll system; SharePoint application and file sharing system; video conferencing facility and servers in Mogadishu and Hargeisa. Improvements to internet connectivity in the Hargeisa and Mogadishu offices; SharePoint training for all staff; replacement of obsolete laptops; and workflow automation.

# 3. KEY NARRATIVE ACHIEVEMENTS

## 3.1 TASK ORDER I: MANAGEMENT, COORDINATION, AND LEARNING

GEEL held several meetings and telephone/Skype discussions with the Contracting Officer's Representative (COR), Alternate COR (ACOR), and Contracting Officer (CO) in Y4 and appreciates the continuous technical, administrative, and contractual support provided. GEEL received useful feedback relevant to enhancing project implementation and outcomes and will continue to strive toward implementation excellence.

Key engagements in Y4 were:

- USAID staff spent time with GEEL colleagues in Mogadishu and Nairobi reviewing project progress and results while jointly addressing implementation challenges.
- Held several meetings to discuss a variety of topics, such as work planning, resilience interventions in SWS, and implementation focus in key areas (e.g., investment and finance, leveraging private sector actors, and high-level consultations with key government institutions and actors).
- GEEL participated in the Horn of Africa resilience workshop held in Kampala, Uganda. The GEEL team had the opportunity to learn about the USAID resilience frameworks as well as learn from other resilience projects in the region, mainly the Pastoralist Areas Resilience Improvement through Market Expansion (PRIME) project in Ethiopia and the Partnership for Resilience and Economic Growth (PREG) in Kenya.
- GEEL continued with several high-level events, such as the visit of USAID Administrator Mark Green to Somalia, which included his visit to GEEL's Market Place inside Mogadishu International Airport (MIA).
- GEEL conducted a 3-day workshop to review the current monitoring, evaluation, and learning (ME&L) framework, including the project's TOC, and to realign and update outcomes and outputs. The workshop brought together technical teams from each of the project's target VCs, with management and monitoring and evaluation (M&E) teams to undertake a comprehensive audit, including developing a workplan for Y5 of the project. USAID and DFID representatives participated and contributed to the discussions.

### Grants Under Contract

In FY19, GEEL released a request for applications to establish 25 fish vendor shops across Somalia. The Grant Technical Evaluation Committee evaluated all 35 submitted applications. Out of these 35 applications, 25 applications with a score above or equal to 65 have been selected. In this past FY, GEEL also released a request for application to establish six banana model farms. Out of 13 received application, only six companies were selected by GEEL's Grant Technical Evaluation Committee. Rejection letters were submitted to the unsuccessful applicants, and grant kick-off meetings were held for the selected companies for fish vendor shops and banana model farms. To date, \$█M out of \$█M has been obligated to 45 grantees: 35 approved, 9 completed, and 1 canceled. Another four grant packages for banana model farms valued at \$█ will be submitted to USAID for approval during Q1 of the FY 2019–2020. After approval of the four banana grant packages, the balance of the allocated budget for GEEL Value Competitiveness Fund will be zero. Table 2 summarizes the status of Value Chain Competitiveness Funds (VCCF).

**Table 2. Summary of VCCF**

<b>A</b>	Total available funds	\$ [REDACTED]
<b>B</b>	Total obligated funds	[REDACTED]
<b>C</b>	Total pending grants (not submitted to USAID)	\$ [REDACTED]
<b>D</b>	De-obligated funds	\$ [REDACTED]
<b>E</b>	Disbursed funds	\$ [REDACTED]
<b>F</b>	Balance (Available funds – Total obligated – Pending + De-obligated)	0

In FY19, the grants management team worked with the technical team to support women entrepreneurs through direct grant support. Six out of 25 approved fish vendor shops are women owned. Though the ratio favors men, this is nevertheless good progress; in the previous grant round, only one woman-owned business (Irmaan Dairy) was supported.

In Y4, grant disbursement increased significantly as most of the grants were awarded and procurements of in-kind equipment were fast-tracked. Most of the grants were in-kind hence GEEL was able to ensure grantees met cost share contributions. However, we encountered delays due to shipment and delivery schedules and sourcing of equipment and materials. However, GEEL was able to ensure compliance to USAID’s Geographic Code 937 by mitigating against the challenges through anticipating delays and extending planning and delivery schedules by at least 2 months.

### **Monitoring, Evaluation, and Learning**

GEEL M&E activities included monitoring grants; support to the Somali Program Support Services (SPSS); AMELP revision; the Annual Outcome Survey; and learning, adaptation, and capacity support.

#### *Monitoring and Verification of GEEL Activities*

The M&E team completed quarterly data collection of project indicators, including coordination with over 120 GEEL partners to collect outputs, and verification of GEEL activities in all VCs, with a specific focus on deliverables and data collection. The team visited field locations to monitor activities, including GAP training for lead farmers in five regions in South Central Somalia, SSI installation, competitiveness events, and a multi-stakeholder dairy workshop in Somaliland that served as a platform for access to new technologies. During these visits, the team verified activity implementation, collected data, and briefed partners on project data requirements.

In Q3 of Y4, the M&E team developed internal systems to support its monitoring efforts, including a tracking tool to review data for verification and collate the data in a database. The quality of data submitted by partners has been improved by requiring partners to affix their official business stamps to source records, which encourages them to take responsibility for the data. This method also allowed for direct collection from primary sources rather than burdening the technical teams. A new Microsoft Excel-based contact database with geographic details enables the team to easily reach partners.

#### *SPSS Monitoring, Verification, and Reporting (MV&R)*

The M&E team supported SPSS data quality assessment activities during Y4, including assessment and verification of two GEEL indicators: value of capital investments and value of export sales, both as reported in FY18. For the analysis, the M&E team collaborated with SPSS, providing all supporting documents and sharing its system. The DQA team completed the assessment and recommended to enhance GEEL’s M&E data quality standards (e.g., to create records for FY17 reported capital

investments). Following the DQA, USAID shared a feedback matrix for GEEL to respond to the findings which GEEL completed and submitted to USAID.

GEEL also supported the SPSS MV&R assessment of all its activities earmarked for monitoring and verification by the consultants, including the provision of supporting documents for all activity sites, linkages to GEEL partners for monitoring reported support, and coordination of a field monitoring team to undertake interviews with GEEL technical staff and partner firms. Following completion of the

MV&R exercise, GEEL provided comments on the draft MV&R report shared by SPSS. The reluctance of some project partners to share their revenue and other businesses details and documents remains a challenge, as does the security risks associated with on-site verification. GEEL and SPSS discussed solutions, including the timely mobilization of partner businesses and more frequent communication.

#### *Revision and Updating of GEEL AMELP*

GEEL reviewed and updated of the AMELP with the support of an M&E consultant, the M&E team discussed AMELP revisions, lessons learned, and challenges of capturing the multiplier impacts of the project. An M&E workshop was held to discuss the M&E system and AMELP revisions such as indicators and targets. Workshop participants proposed changes to the “number of FTE jobs created with USG assistance” indicator, noting the challenges inherent to the measurement and verification of secondary jobs created as a result of GEEL support. The GEEL M&E team also suggested a separate, custom indicator to measure spillover or downstream jobs created with USG assistance, which is a level of impact not captured by the current indicator framework. GEEL is finalizing the AMELP for submission in Q1 of Y5 and will include the following revision and proposed changes:

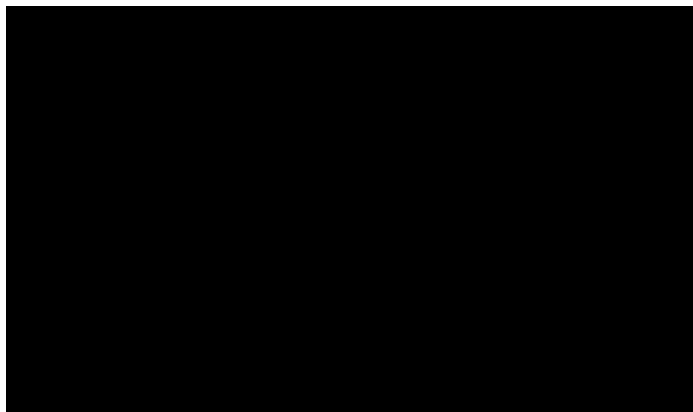
- Propose a custom indicator for secondary jobs created as a result of GEEL assistance
- Increase targets for indicators that have been overachieved

#### *GEEL Annual Outcome Survey*

In Q4 of Y4, the M&E team undertook an annual outcome survey. The assessment targets over 5,800 enterprises across Somalia from five major productive sectors, namely banana, dairy and livestock, fisheries, fruits and vegetables, and sesame. GEEL contracted a third-party research firm, HACOF, to carry out the survey and provided all data collection tools and survey samples. HACOF completed raw data collection from all target locations in Somalia in September 2019 and is currently consolidating and analyzing the data. GEEL will review the report and share it with USAID in Q1 of Y5.

#### *Learning, Adaptation, and Capacity Support to GEEL Partners*

In July 2019, GEEL conducted a 3-day workshop to review the current ME&L framework, including the project’s TOC, and to realign and update outcomes and outputs. The workshop brought together technical teams from each of the project’s target VCs with management and M&E teams to undertake a comprehensive audit, including developing a workplan for Y5 of the project. GEEL engaged an M&E consultant to undertake the review, and workshop participants spent considerable time analyzing the



Three-acre drip irrigation system installed at KAAH Farm, Burao. Photo credit: [REDACTED] /GEEL

TOC for each target economic sector. The workshop was held at the DFS Somalia hotel compound, with participation by USAID and the United Kingdom Department for International Development (DFID). GEEL submitted an updated TOC for each sector and updated Y5 targets for approval.

As part of the learning process, GEEL M&E provided orientation sessions to its partners to familiarize them with GEEL data collection tools, facilitate data collection at the source, and support partners to deliver timely milestone data. This support will be streamlined to allow partners to adopt GEEL tools and strengthen their reporting.

## Communications

During Y4, the GEEL communications team produced regular communications outputs (weekly reports, quarterly newsletters, success stories, social media updates) and supported events and campaigns.

GEEL's social media accounts grew significantly over the year. [Facebook](#) followers started at 1,900 likes at the beginning of Y4, and the Q3 report for Y4 marked 30,400 followers, while current follower numbers exceed 37,500. [Twitter](#) follows show a similar trajectory, from 8,953 at the beginning of the year to 13,700 by end of the year. These increases are the result of consistent, dynamic content from the communication team, in particular GEEL's multimedia officer. Diverse post content ranges from infographics, colorful photos, and videos about GEEL's impact, to personalized stories from businesses and project beneficiaries, to updates and announcements about project opportunities for Somali engagement, especially among youth.

Communications output highlights are summarized below:

- **Success stories/blogs:** GEEL developed a blog post titled [From One Greenhouse to a Flourishing Agri-business](#). The blog documented innovative farming practices in Somaliland and the impact they're making in the lives of the people and businesses in the region.
- **Print visibility materials:** The communications team updated GEEL project sheets with input from USAID, then redesigned and printed them. These documents are now being translated to the Somali language. The communication team is leading branding GEEL offices across Somalia. The Garowe office is now branded and Mogadishu is almost done, and the branding is currently being rolled out to the other GEEL offices. Other visibility materials developed this year include GEEL [notebooks](#), which have been printed and distributed to all GEEL offices, among other brandings produced during GEEL events.
- **TV series:** The agriculture competition (*Tartan Tacab*) season has ended successfully, and awards have been given to winners. The communication team is now working with the GEEL agriculture team on developing pre documentation of Tartan Tacab session (ii) considering opportunities and lessons learned from Tartan Tacab (i).
- **Video and photography:** GEEL produced many videos, including coverage of the [Dubai Gulfood Trade Show](#), the [Global Entrepreneurship Week](#) event in Mogadishu and Hargeisa, the [Blue Economy Conference](#) in Nairobi, [Horn Gardens training of trainers](#), and USAID-approved GEEL Somaliland videos, a [lengthy](#) and a [summary](#) video on GEEL impacts in Somaliland. Through [photography](#), especially as featured on GEEL's Google Drive account, GEEL documented the [Somalia Products and Market Exhibition](#), [Business to Business Forum](#) in Baidoa, [Hirshabelle Agribusiness Investment Forum](#), and [Puntland Investment Forum](#). Photos of the [pivot irrigation system](#) at Beder dairy farm and a summary video have been developed to document how the system works, and the communication team is working to develop an additional clip showcasing the impact of the system.

### 3.2 TASK ORDER 2: AGRICULTURE VALUE CHAIN

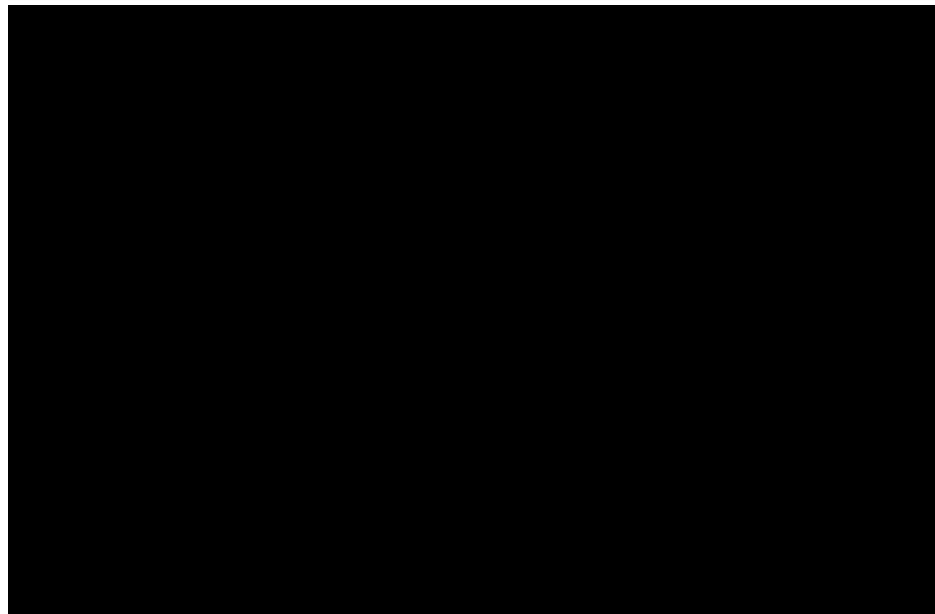
A number of cross-cutting themes are integrated into the project. In Y4, GEEL teams achieved gains in RE, cold chain storage, water management, and opportunities for women and youth.

#### **Youth Economic Opportunity/Technical Vocational Training Program**

GEEL, in partnership with Shaqadoon, facilitated youth enterprise competitions during Global Entrepreneurship Week in Hargeisa and Mogadishu, sponsored in part by USAID.

Eight young entrepreneurs pitched their business proposals to panels of judges in each location, and GEEL technical staff analyzed the concepts based on business plan feasibility and innovativeness. Five competitors who pitched businesses in GEEL priority sectors were selected as winners, including three men and two women. These entrepreneurs are establishing two greenhouse farms and two fish retail businesses, while one will establish an open-field vegetable farm. The winners received award packages from USAID/GEEL, including grants for SSI and TA to be provided by technical and investment teams. GEEL will help the entrepreneurs refine their concepts.

GEEL provided technical and financial support to Dayib Farm, which was among the prize winners. The business received a \$█████ grant for one greenhouse and a 1-acre drip irrigation system as well as seeds, plant nutrition, crop protection, and extension support for one growing season. To procure and implement the grant items, GEEL connected Dayib Farm to Hargeisa-based service provider AgriTech. With this investment, Dayib is expected to produce 15,000 kilograms of high-value vegetables in its first year, worth approximately \$█████. Dayib made investments of approximately \$█████ in equipment and infrastructure, and the farm has created three full-time jobs.



The youth owned  
Huruuse Fishing  
Company receives an  
award in Mogadishu.

Photo credit: ██████  
██████ for GEEL

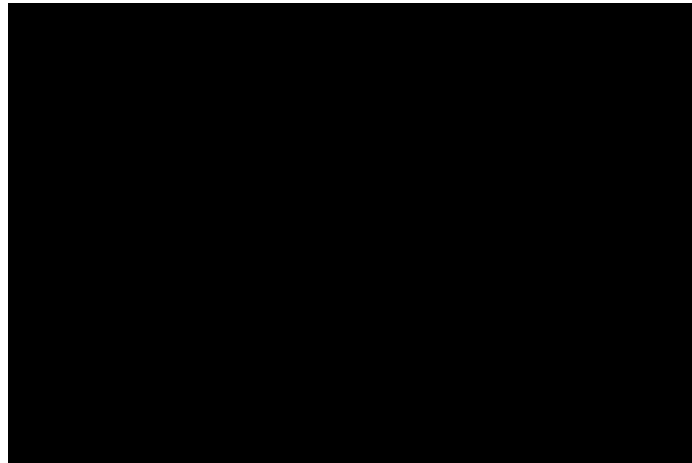
#### **New Horn Gardens Training Center Increases Skills and Employment for Somali Youth**

With support from GEEL, Horn Gardens in Somaliland facilitated a 2-week ToT at its new training center for agriculture service providers and agri-input dealers in December 2018. Participants also included 11 university graduates and five interns from among extension staff at the Ministry of Agriculture Development. Horn Gardens invested new capital worth approximately \$█████ in the



training center, which employs three full-time staff. The objective of this activity was to train graduates and interns to become agricultural extension agents for the Ministry of Agriculture and selected agribusinesses in Somaliland. Training topics included GAP, integrated pest management, marketing, crop production planning, and drip irrigation systems.

Following the training, Horn Gardens to engaged four graduates at its training center and model farm and facilitated negotiations for two commercial farms to employ two graduates each as farm managers. AgriTech, Kaafi, and Beersan also employed three graduates from the training for their operations and agro-support services. The Minister of Agriculture Development assigned five graduates as agricultural extension agents in three regions of Somaliland. Kaafi Farm in Borama employed one graduate.



**ToT course for greenhouse production and management training at Horn Garden training center. Photo credit: iZone**

### **Linkages for Women and Youth Agribusinesses**

GEEL facilitated financing and technical support for 15 women- and youth-owned farms to facilitate access to greenhouse technology. In this collaboration with AgriTech, GEEL responded to pest infestations and climatic factors that hampered production of fresh vegetables in Somaliland.

### **Strengthening Resilience Through Market Systems Development**

*USAID-Somalia Resilience Partnership (Bay/Bakool) in Baidoa*

In April 2019, GEEL participated for the first time in the USAID-Somalia resilience partnership, with facilitation by Africa Lead in Baidoa. GEEL has launched resilience activities in Bay and Bakool regions, and this was an opportunity to collaborate with existing USG-funded projects in the region. Partners include SomRep-funded projects, World Vision, ACTED, Mercy Corps, the World Food Programme, UNICEF, Save the Children, and Catholic Relief Services. GEEL hosted a 2-day event on July 9–10, 2019, at the SWS presidential palace in Baidoa. The event supported GEEL’s objective to prioritize VC opportunities that significantly increase employment, including jobs in industries likely to attract women and youth who have been marginalized from economic opportunity.

Somalia has experienced recurrent humanitarian crises for the past 30 years, with devastating impacts in Bay and Bakool. During the event, partners mapped the region with emphasis on the zone of influence of each. The GEEL team made a presentation on the project’s approach, mainly capitalizing on private-sector solutions to address recurring problems and make vulnerable populations more resilient. GEEL also had discussions with each partner to identify strategic action points for possible collaboration.

The event brought together senior political and government players, private-sector entrepreneurs, GEEL technical staff, local NGOs, and business representatives to review SWS resilience and growth creation approaches to economic recovery. Senior officials, including the president and ministers of SWS and leaders of humanitarian and business ventures, discussed issues and possible solutions to integrate IDPs and unemployed youth in the workforce. The event showcased USAID support to the



development of private-sector approaches and provided an opportunity for discussion on lessons learned, key priorities, and potential resilience activities in SWS for GEEL in coming years.

#### *USAID Horn Resilience Workshop in Kampala*

On May 13–16, 2019, GEEL participated in a Horn of Africa resilience workshop held in Kampala, Uganda. The team, composed of technical and M&E staff, learned about USAID resilience frameworks and gathered insight from other resilience projects in the region, especially the PRIME project in Ethiopia and PREG in Kenya.

#### *USAID Resilience Partners Meetings in Baidoa and Mogadishu*

In Q4 of Y4, GEEL participated in several meetings organized by Africa Lead in which all USAID resilience partners, including humanitarians, were present. GEEL's approach to resilience through market system development was welcome.

### **Agriculture Value Chains**

In Y4, GEEL's agriculture initiatives focused primarily on technology adoption, SSI support, grants to unlock financial investments, and VC competitiveness. Here are some of the results and achievements.

- 721 (Male 529, Female 129) new FTE jobs in agriculture VCs, including livestock and dairy
- \$■■■M of new private-sector investments
- Seven new technologies
- \$■■■M combined sales value among GEEL-supported businesses and exported to Oman, Ethiopia, Yemen, UAE, Djibouti, and Saudi Arabia
- 1,417 microenterprises supported through training and events, and
- 971 individuals trained on Sesame GAPs, GLP and seed quality, hygiene and food safety, solar training, drip irrigation, sanitary and phytosanitary standards, and basic accounting practices training.

#### *Strengthening Women's Participation in Input Distribution*

In line with GEEL's objective to increase women's participation in economic activity, the project partnered with Istar Agro, a leading women-owned input distributor in Mogadishu, to boost the business capacities of local women distributors and form a distribution network for the company. A total of 15 women were trained on the safe use of pesticides, financial recordkeeping, and sales strategy. There is ongoing discussion on a credit scheme between Istar Agro and the newly established link with the women in the input sector.

#### *Gulfood Fair 2019*

In Q2 of Y4, USAID supported GEEL partners from the banana, sesame, dairy/livestock, fishery, and gums and resins VCs to exhibit their products at the Dubai Gulfood exposition. Twenty Somali businesses attended and successfully secured orders for their products. The most notable was the increased demand of Somali banana and sesame from the Gulf states (Saudi Arabia, UAE, Kuwait, Bahrain, and Turkey).

#### *Regional Linkages*

GEEL has facilitated linkages between Somali input sector players and private and research organizations. For example, the managing director of Filsan seed company has undertaken field tours in Italy, Kenya, and Turkey to establish contacts and partnerships, and to gain knowledge and insight on seed sourcing and tissue cultures worldwide. Filsan is sourcing 5 metric tons of vegetable bulk seed from Italy to be

packaged and marketed in Somalia. In addition, Filsan has established contacts with chemical companies based in the United States and Nairobi to source chemicals required for the tissue culture laboratory. Both Filsan and Center for Social Enterprise and Economic Transformation CSET have a memorandum of understanding with Consultative Group on International Agricultural Research (CGIAR) centers in Nairobi, which will supply the newly introduced seed varieties for companies to undertake multiplication locally.

#### *Increased Input Sector Actors*

In Y4, there are three new entrants in the Somali market providing agricultural inputs, including seeds, agro-chemicals, and farm machineries: CSET, Istar, and BayAgro, all based in Mogadishu and mainly active in the Lower Shabelle, Bay, and Bakool regions. As a result of GEEL's intervention and through partnership with the MoAI, there is increasing awareness about the need to introduce new and improved seed varieties that meet the requirements of Somali laws. These input entrants will compete to introduce new products and support increased agricultural productivity.

#### *Improved Mechanization*

GEEL partners continue to adopt new technologies to improve productivity. For example, Moumin Group has imported 10 new sprayers for commercial distribution. These mechanized sprayers will support the sesame and vegetable VCs in managing pest and disease.

#### *Policy Support*

GEEL continues to support an enabling environment in the agricultural sector toward increased productivity and market access. In Y4, GEEL participated in MoAI stakeholder forums and meetings to review the Somali Agricultural and Regulatory Inspection Services (SARIS) and related agricultural laws. The establishment of this authority is expected to regulate agri-inputs and outputs through inspections and certifications so that Somali products are able to access even more markets. GEEL provided TA in review of legislation and helped the ministry prioritize seed inspection to support increased productivity in the agricultural sector. The establishment of this institution will enable the ministry to improve its service delivery capacity, which will enhance growth of the private sector. GEEL will assist MoAI in strengthening its capacity to support the private-sector partners in facilitating trade.

### **Sesame Value Chain**

Prices of sesame, an export commodity grown widely in Somalia, are dependent on the international market, and sesame production is responsive to market prices. In Y4, sesame was part of a continuous upward trend in international market prices since 2005. Changing consumption patterns and increased health awareness, especially in European countries, is one cause of higher demand for sesame. However, price fluctuations and low production levels restrict growth. Asia is the biggest importer of sesame seeds, followed by Europe and North America, while Africa has emerged as the largest exporter of sesame seeds, followed by Asia and South America. Domestically, the market cost of sesame seed oil is significantly higher than imported vegetable oil, inhibiting production for local consumption until costs can be reduced.

In Y4, the GEEL sesame VC team conducted a second varietal assessment of growth performance and production of two sesame varieties to support sesame farmers in making data-driven decisions. With a few exceptions,<sup>1</sup> the local Dunyar variety has proven slightly more adaptable to local climate, seems

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<sup>1</sup> In Y4 in Beledweyne and Jowhar Districts, Humera produced a higher yield than the local Dunyar variety.

more resistant to pests, and had higher production than the Ethiopian Humera variety that was also tested.

The out-grower model recently introduced by GEEL in the sesame VC has created an opportunity for active firms and local smallholder farmers to increase business transactions. Yields among the 1,000 farmers who were trained by GEEL partners on modern sesame growing methods and application of GAPs for the *Deyr* growing season of 2018–2019 (October to March) have shown positive results at harvest, with an average increase of 600 to 830 kilograms per hectare. As a result, farmers broadened their market base and linked with local agro-dealers and sesame processors in the region.

*Deyr* season of Y4 showed generally positive results for the sector, which has shown dramatic increases in sesame production and export. Indeed, two GEEL partners, Al-Sharaf and Moumin Group, reported more than 8 combined tons of exports to Turkey valued at over \$11 million. These figures are representative of significant sales by GEEL partners during the final two quarters of Y4, totaling more than \$14.8 million.

#### *Leveraging Assets for Increased Production*

In Y4, GEEL identified Hiiraan Integrated Agricultural Commodities Trading (HIACoT) as a partner with potential for significant growth due to its large outgrower network in Hiran region, which supplies sesame seeds for oil processing to Galmudug, Puntland, and Somaliland traders. GEEL procured a sesame cleaning machine for HIACoT and began construction of a processing plant that is part of a \$██████ cost-share investment. HIACoT has increased its production by 38% by engaging and training 250 outgrowers on GAPs. The company has also employed 3 new full-time and 25 part-time staff. Due to flooding and high labor costs during planting and harvesting seasons, HIACoT achieved approximately half of its expected \$1 million revenue in Y4. Its focus is now on procuring sesame planters and harvesters through cost-sharing with USAID and preparing at least another 250 outgrower farmers to support the 500 current outgrowers who will cultivate 1,000 hectares in five villages along the fertile Shabelle River in 2019–2020.

GEEL also provided TA on sesame production to three new partner companies in Jowhar District, Afgoye, and Baidoa, resulting in a 38% increase in production per hectare. The technical support will continue in Y5 to reach target production per ton per hectare. The three companies created 28 jobs in addition to the 1,000 new farmers who were trained on GAPs and joined their outgrowers network for the next growing season.



**Sesame Sortex machine procured by Al-Mizan Company with the in-kind grant from GEEL to improve the quality of sesame exports to meet the global standard.**

**Photo credit: GEEL staff**

As a result of USAID support for the construction of a sesame storage facility, Sanguni sesame company in Kismayo exported 180 tons of machine-cleaned seeds to Dubai, generating \$2.61 million in sales and leading to 15 new full-time jobs.

In collaboration with the DAI Promoting Inclusive Markets in Somalia (PIMS) project, GEEL provided technical and financial in-kind support of \$██████ to Al-Mizan Company, which invested \$██████ million in procurement of a wet dehulling machine, a post-cleaning color sorter, and 4,000 square meters of land for a new sesame processing factory. Al-Mizan also dug two boreholes to supply water to its wet dehulling machines and constructed a facility to house four new processing machines that will produce high-quality white dehulled sesame seeds for international buyers, located accessibly at Mogadishu port. In addition, Al-Mizan purchased four new cold press machines to process clean, filtered sesame oils for local and export markets.

GEEL continued to support Filsan Seed Company to supply quality sesame, maize, and cowpea seeds to commercial farmers. In Y4 Filsan invested \$██████ for seed packaging materials.

#### *Growth Through Farmer Learning Networks*

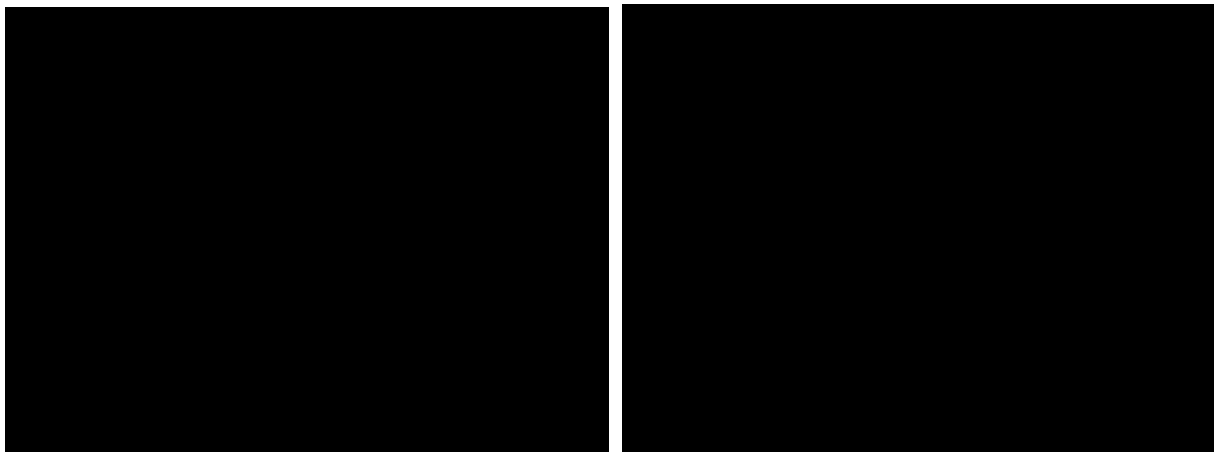
Following the *Deyr* 2018–2019 sesame harvest, GEEL organized and conducted a competitiveness platform for sesame stakeholders that was attended by 27 participants (25 males, 2 females), including officials from the FGS MoAI; field staff of four sesame partner companies; lead sesame farmer representatives from Afgoye, Jowhar, Baidoa, and Beledweyne; members of academic institutions; and agricultural exporters. Four GEEL partners presented their findings from the *Deyr* season, which showed an increase in sesame production from 0.60 to 0.83 tons per hectare. The partners recommended continuing demonstrations and training for more farmers to achieve their production target of more than 1 ton per hectare and scaling sesame production through adoption of the outgrower model in sesame growing regions.

#### **Banana Value Chain**

The banana VC made tremendous progress in Y4, gains included increased productivity and improved quality as a result of GEEL interventions and partnerships with the private sector and the MoAI.

#### *Knowledge Transfer to Banana Farms in Partnership with Costa Rica Trainees*

GEEL facilitated on-farm trainings of 12 banana foremen and farmers in Afgoye and Bal’ad. These sessions were led by GEEL-trained returnees from the Costa Rica learning exchange. This knowledge



**Banana farmer training. Photo credit: GEEL staff**

transfer activity focuses on good banana production practices (GBPPs) and on building a competent workforce that can address the lack of technical skill in the sector. The trainings have significantly improved banana plantation management, fruit handling practices, and the quality of banana production, in addition to increasing the quantity of bananas produced. So far, at least 12 commercial farmers have benefited from the trainings.

#### *Strengthening the Banana Input Sector*

In Y4, GEEL partnered with Filsan Inc., the leading supplier of treated seed in Somalia, to support the availability of quality seeds in the market. GEEL provided technical support to Filsan for its banana tissue culture laboratory, greenhouse seedling production, and a seed packaging machine. These activities will provide Somali banana farmers with high-quality and disease-free planting materials (tissue culture), resulting in improved production in terms of yield per hectare and quality. In addition to assisting with banana treatment, GEEL is supporting Filsan with an automated seed packaging machine for maize, legumes, sesame, and vegetables.

The tissue culture laboratory will have the capacity to produce at least 5 million suckers annually, enough for 2,500 hectares of banana. According to a recent GEEL study, the cost of production per hectare is approximately \$3,000 and requires at least one full-time employee. An additional 2,500 hectares in the banana sector will require investments of \$7.5 and create about 2,500 new jobs. As part of its marketing strategy, Filsan operationalized the laboratory and established a demonstration site for farmers at its Afgoye incubation center. Through GEEL, Filsan has linked with private seed companies in the region, as well as the CGIAR center.

Filsan hired a Kenyan technician experienced in banana tissue culture to train local staff and engage in culture production. The laboratory has a target to produce a minimum of 500,000 banana seedlings by April 2020. Filsan sourced laboratory equipment from a company based in Illinois, called Seedburo, for seed quality-control testing.

#### *Improving Banana Quality for Trial Exports*

The recent promotion of Somali agriculture products at international trade fairs supported by USAID has increased demand, especially in Middle Eastern markets. However, access to these markets requires compliance by Somali producers and suppliers to international regulatory standards. GEEL, in partnership with the MoAI, conducted a training for 14 Somali export companies on global agricultural standards, with emphases on sanitary and phytosanitary standards. The training was the first of its kind in Somalia and was a great opportunity for companies to understand the regulatory requirements of export markets. The 2-day training covered the following key topics:

- sanitary and phytosanitary standards
- inspection and certification procedures
- private market standards
- food safety standards
- documentation in export



**Tissue culturing for improved varieties. Photo credit: GEEL staff**

In preparation for the trial exports, GEEL partnered with four modern farms and the MoAI to initiate adoption of GBPPs to ensure that final products meet market standards. For this, GEEL used Maersk shipping company to deliver bananas in a controlled atmosphere. The partners plan to ship 60 metric tons (MT) of bananas to multiple destinations, including Turkey and other Middle Eastern countries.

#### *Establishment of Banana Model Farms*

GEEL's banana model farms are venues of knowledge and technology transfer where modern production technologies are deployed and shared via on-farm trainings for farmers. In Y4, the GEEL technical team selected six model farms from among 17 applicants, following evaluations and one-on-one consultations, then developed a scope of work for each partner based on one of the five technologies selected. Thus far, scope of work and procurement documents for cost-sharing have been approved for two partners, and completion is expected in Q2 of 2020. The remaining four selected partners will have their cost-share technologies established by the end of the project.

#### *SomFresh Grant of Sandwich Panels and Acquisition of 78 Hectare Farmland*

In Y4, GEEL supported the procurement of solar photovoltaic (PV) sandwich panels for SomFresh fruit and vegetable company, at a cost of about \$██████, to enable quality and processing improvement for SomFresh to meet the local banana demand. The panels were delivered in January 2019 to the SomFresh processing plant in Mogadishu, and installation was completed in March. Subsequently, SomFresh doubled its processing capacity and now sells to hotels and restaurants in Mogadishu. SomFresh also shipped hundreds of containers of trial bananas to new buyers in Turkey, Djibouti, and UAE that were identified at the 2019 Gulfood fair. As a result of increased capacity and revenue, SomFresh invested \$██████ to refurbish its processing plant and constructed and furnished a company office.

In Q2 of Y4, GEEL's agriculture, finance, and investment teams facilitated approval of a \$██████ loan from Dahabshiil Bank for SomFresh. The funds have gone toward acquisition of a 78-hectare farm between Afgoye and Bal'ad District, and the farm is already under active cultivation. SomFresh employed five additional staff for banana processing and expects to create 30 new jobs at the farm level.

#### *Investments in the Banana Sector*

- **Moumin Group:** In Y4, Moumin Group of Companies harvested \$175,000 worth of banana for the domestic market and employed 24 new staff to support expansion. In addition, 35 seasonal jobs were contracted during this period. The company has invested in 35 new hectares (\$██████) for expanded banana production, two tractors (\$██████), a new water pump engine (\$██████), and solar water pumps (\$██████). The company is investing \$██████ million in its GEEL-supported model farm over the next 2 years. That investment includes infrastructure expansion.
- **Hamar Fresh Company:** With 260 hectares under production, Hamar Fresh produced 190,000 kilograms of banana in Y4, worth \$95,000. The company is also acquiring 20 hectares adjacent to the Shabelle River. USAID is granting Hamar Fresh \$██████ for a sprinkler irrigation system. The company will make its first shipment of banana to Turkey in October 2019.
- **Shibu Farm Expansion:** With its 585 hectares, Shibu Farm is one of the largest in Somalia and has most of its land under banana production. It has the capacity to supply over 1 million kilograms per year. However, the farm's distance from Mogadishu (about 90 kilometers) and the poor state of roads during the rainy season have affected its ability to supply the Mogadishu market during part of the year. In Y4, Shibu invested \$██████ to rehabilitate its irrigation infrastructure, on-farm feeder roads, and fruit packing facility.

- Taksan Company: Through technical support from GEEL, Taksan continued to expand banana production following participation by the owner’s son in the Costa Rica exposure tour. Taksan invested \$ [REDACTED] in construction of a small banana processing and packaging center, including storage and an office, while adding 40 hectares of banana plantation to its existing 32 hectares.
- Al-Iqlas Farm: Al-Iqlas produces an average of 20,000 kilograms of banana a day for the local market. Due to its proximity to the major road connecting Afgoye to Mogadishu, the farm expanded its production capacity and reinvested \$ [REDACTED] in its farm.

### **Fruit and Vegetable Value Chains**

In Y4, GEEL’s agriculture initiatives focused on technology adoption, youth employment, expansion of the agri-input supply, technical vocational training, and grants to unlock investments and improve competitiveness.

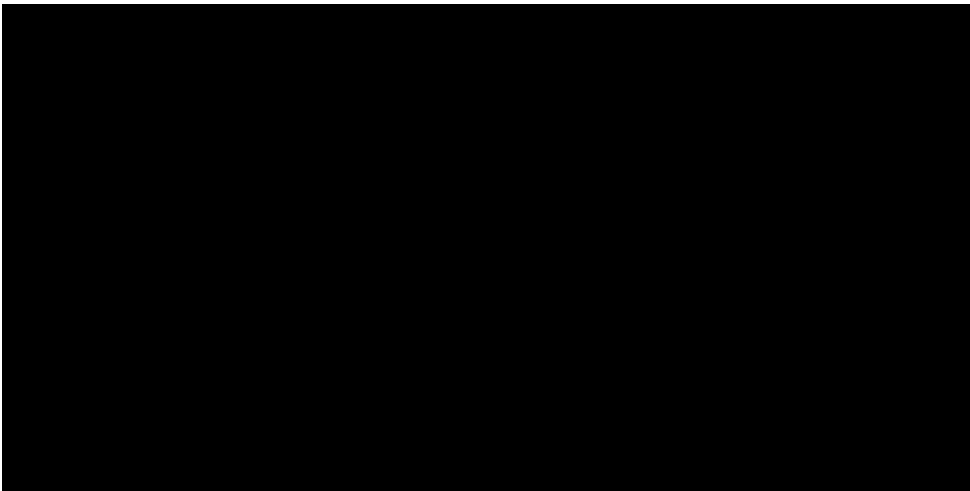
Key highlights from the initiatives feature

- 322 (Male 279, Female 43) new FTE jobs in agriculture VCs
- \$408,551 in new private sector investments
- \$131,651 in combined sales value among GEEL-supported businesses, and
- 177 microenterprises supported through trainings and TA on modern farming, drip irrigation, and installation.

### AgriTech Launch Ceremony

In Y4, GEEL supported the establishment of a one-stop shop for AgriTech, a retail agriculture input supplier in Hargeisa. The launch ceremony was attended by a USAID delegation, government officials, agribusiness representatives, financial service providers, and Somali students of agriculture.

AgriTech provides a comprehensive array of solutions for small shareholder and commercial farmers, with a focus on introducing and mainstreaming climate-smart technologies. The company’s primary retail package includes greenhouse and drip irrigation kits for water conservation and extension services provided by in-house agronomists to ensure the proper use of inputs and equipment. The company also provides soil and water testing services. AgriTech has four full-time employees and has invested \$ [REDACTED] of private funds into the one-stop shop.



**The AgriTech launch event in Hargeisa featured a showroom with products and services offered by the agribusiness.**

**Photo credit: [REDACTED] for GEEL**

GEEL and AgriTech have implemented an innovative vendor financing approach to boost production of high-value crops throughout the year with greenhouses. AgriTech began installation of the first five greenhouse systems on beneficiary farms under supervision of the GEEL agriculture team in July 2019.

This technology will enable farms to increase production threefold and improve the quality of fresh vegetables. The 15 greenhouses to be installed are expected to produce, on average, 150,000 kilograms of cash crops, such as tomatoes, capsicum, and cucumber; generate \$40,000 of new capital investment; and create 20 to 30 jobs for youth and women in Somaliland. AgriTech will provide agriculture inputs for one season and long-term agricultural extension support.

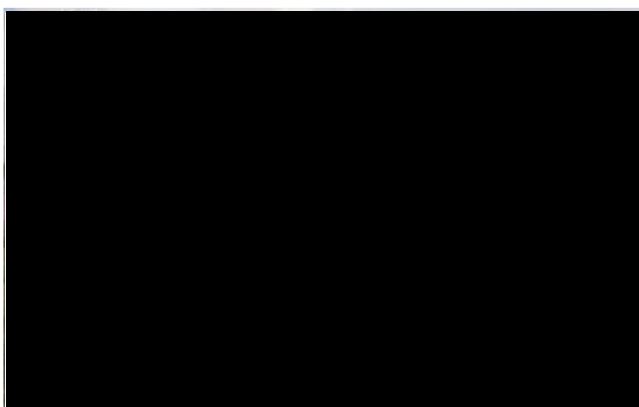


Installation of dome-shaped greenhouse underway at Nimco farm in Arabsio, [REDACTED]

#### *Government Collaborations for Private Sector Longevity*

#### Joint Missions with the Somaliland Ministry of Planning and Cooperation

GEEL staff and the Somaliland vice minister of planning and national development led a 2-day joint monitoring mission targeting GEEL activities, which was also attended by representatives of the Ministry of Agriculture Development (MoAD). The mission visited three SMEs working in the agriculture sector around Hargeisa—Ecovillage, Horn Gardens, and Miiran Farm—in addition to Somaliland Beverages Industries. The visit included an overview of GEEL activities and progress achieved by partners on water management, job creation, business management, technology development, and the spurring of investment in the fresh vegetable and guava VCs.



GEEL staff and ministry officials observe fields at Horn Gardens Model Farm outside Hargeisa during their joint monitoring visit.

Photo credit: [REDACTED]/GEEL

The visit also involved interactive discussions with partners on private sector engagement, selection processes, support modalities, progress milestones, and cost-sharing, as well as discussions with key enterprise managers on jobs, sales, and investments during and after GEEL support. Ministry officials determined that GEEL's interventions are aligned with the Somaliland National Development Plan II and the current administration's priority agendas.

#### Greenhouse Technology Grant to the Ministry of Agriculture Development

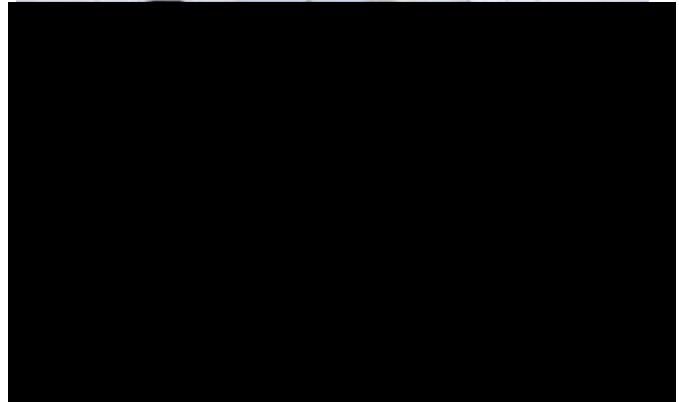
In Q1, GEEL continued to collaborate with the Somaliland MoAD to train and provide extension services to farmers through “farm clinics” and greenhouse demonstration fields in several regions of operation. Six agriculture extension agents also participated in hands-on trainings on five crop production protocols, including irrigation and water management and integrated pest management.

GEEL supported the newly established learning hub at the MoAD by financing and installing an irrigated greenhouse and open fields with modern technologies to increase knowledge among ministry staff and encourage potential adopters. This hub showcases modern greenhouse farming technologies,



demonstrates government support for improved agriculture, and is expected to serve as a platform for information-sharing and knowledge transfer among Somali agripreneurs and as a place where investors can learn about greenhouse farming in Somaliland.

In Q2, GEEL continued to collaborate with the Somaliland MoAD on crop production and management trainings for five agriculture extension workers (AEWs) from Horn Gardens. The AEWs were given a season-long series of practical trainings on agronomy, crop protection, crop nutrition, crop rotation, harvest, and post-harvest management. As part of their trainings, the AEWs collected data on crop growth stages, pest and disease infestations, irrigation scheduling, and yield records. The records show a total sales value of \$2,100 for the first season.



**Extension workers harvest cucumber and tomato under greenhouses at the ministry campus. Photo credit: [REDACTED] GEEL**

In Q4, GEEL supported Horn Gardens in providing Input Refill Kits for a second growing season at the MoAD. At the end of the second growing season, GEEL plans to phase out of the project and hand over the demonstration center to the ministry.

#### *Promoting Climate-Smart Technology for Increased Production*

##### Drip Irrigation Increases Production and Sales

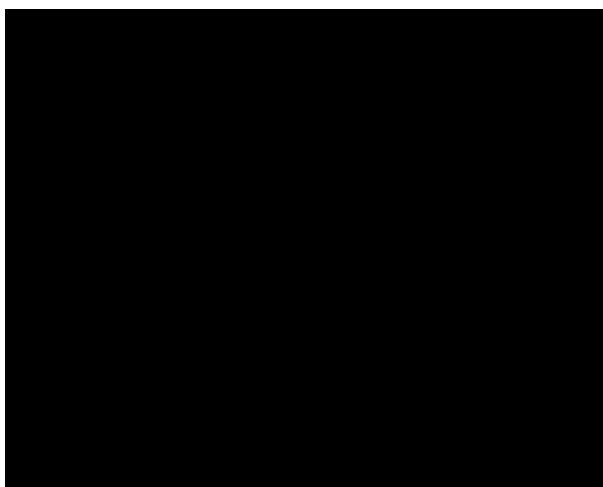
In partnership with GEEL Horn Gardens completed the installation of 19.2 hectares open-field drip irrigation kits on 34 farms in Awdal, Togdheer, Sahil, and the northwestern region of Somaliland. The Horn Gardens–GEEL drip project provided TA, installation, seeds, agri-inputs, and growing guides. The Horn Gardens agronomist conducted hands-on trainings among farmers on nursery preparation, crop establishment, and water application. The 34 beneficiary farmers invested \$ [REDACTED] in new private capital and collectively created 120 full-time jobs, increasing high-value vegetable production by 1,500 MT, which resulted in sales exceeding \$750,000 in the GEEL fiscal year FY 2019. Planned for inclusion in this activity are three green fodder production zones, with expected yields in excess of 12,000 kilograms of fodder per month, enough to feed 200 sheep or goats. The livestock are expected, in turn, to produce approximately 400 liters of milk per day, generating sales of \$420 daily or \$151,200 annually.

**Tomatoes under greenhouse cultivation at OMF and harvested for sale on the local market. Photo credit: [REDACTED]**



The following GEEL-supported farms, in partnership with local input suppliers such as Horn Gardens and AgriTech, demonstrated positive results from the application of climate-smart technologies in Y4:

- OMF in Burao, Somaliland, installed 3 acres of automated drip irrigation on its fodder and vegetable farm. Drip systems typically require manual addition of crop nutrition products, such as soluble fertilizers, to the irrigation tank; an automated system includes a filtration unit that mechanically injects crop nutrition, reducing labor and increasing precision. OMF is also the first Somaliland farm to use an automated fogging greenhouse, marking the entry of this new technology in vegetable and fodder production. To reduce the harmful effects of high temperatures during warm seasons, the greenhouse is fitted with a misting system that cools plants, maintaining a consistent temperature inside the greenhouse. In Y4, OMF harvested tomatoes, chilies, onion, okra, and watermelon, with market value of \$133,000, a marked increase over the previous production value of \$20,000.
- Ray's Farm in Borama District had experienced severe frost during the cold months and advised farm managers to use greenhouses for shelter and protection. Horn Gardens provided Ray's Farm with one season of agro-support, including trainings for farmworkers on agronomy, crop nutrition, crop protection control regimes, water management, and harvest and post-harvest management. The greenhouses enabled Ray's Farm to produce year-round, creating huge market potential and increased financial benefits for the farm. Ray's Farm recorded a bumper harvest, which boosted tomato sales after the farm adopted greenhouse production and GAP methodology. Ray's Farm produced 25,000 kilograms of fresh tomatoes—it produces only 4,000–5,000 kilograms under traditional cultivation—and created six full-time jobs. As a result, the owner invested in five additional greenhouses to expand production.
- Owners of Ihsan Fodder Farm elected to diversify into high-value vegetable production following a feasibility analysis by GEEL. The project facilitated a business link between Ihsan and AgriTech for the purchase and installation of greenhouse and drip irrigation technologies. Ihsan invested approximately \$ [REDACTED] in new capital to establish a borehole with solar pump and water reticulation system, as well as nine greenhouses. AgriTech also provided agronomy support and inputs for one season. In Y4, Ihsan sold a total of 50 MT valued at \$37,500. This represents a



Technical support on newly installed greenhouses growing cucumber at Ihsan Farm. Photo credit: [REDACTED]/GEEL



Tomatoes under greenhouse cultivation ready for market at Rays Farm in Halimale in Borama. Photo credit: [REDACTED]/GEEL

400% increase from previous production. Ihsan created four full-time jobs as a result of its investments.

- At KAAFI Farm in Baki region of Somaliland saw several improvements. Data collected in Q3 by GEEL technical and M&E staff from four farms supported with drip irrigation showed that they harvested around \$29,000 of produce on their combined 6 acres. This revenue, under conventional irrigation practices, corresponds to yields from at least 11 acres, indicating a near-doubling of production and revenue.
- GEEL facilitated a link between Horn Gardens and Horohaadley Farm, which purchased a greenhouse and open-field drip system worth approximately \$[REDACTED]. Horohaadley Farm also drilled a borehole with the capacity to irrigate 4 hectares. GEEL also connected Horohaadley Farm and Golis Energy for the purchase and installation of a solar pump system valued at \$[REDACTED]. With technical support and installation of an additional drip irrigation system from GEEL, Horohaadley rehabilitated its farm with more efficient irrigation and cultivation systems and achieved a vegetable harvest valued at \$45,000 in Q4. The farm created five full-time jobs.
- Togbarwaaqo Farm developed a sustainable water storage system with GEEL's support of the installation of an industrial-grade dam liner, which prevents water seepage from the base and sides of the dam. This low-cost solution has boosted production of high-value vegetable crops in the farm's greenhouse units and on open fields using drip irrigation systems supplied by Horn Gardens. Togbarwaaqo Farm had been limited to vegetable production during only 6 months per year because of water constraints. The farm is now able to cultivate year-round and is on track to double its production of vegetables, efforts worth approximately \$43,200.
- With grants from USAID, Miiran Farm completed the digging of two new boreholes at its guava farm and a design for a solar-powered water pump. Data on energy usage was captured in November by the GEEL energy team and informed the project design. A second borehole for Miiran Farm was fitted with a solar-powered water pump. The installation of a drip irrigation system is in progress and will complete the irrigation project for the guava plantation, which has been supported by a GEEL grant and TA. GEEL also partnered with G. North, a leading irrigation equipment dealer from Kenya, to design and install 7 hectares of micro-jet irrigation to refurbish the current irrigation system. The farm will plant 5,834 new guava trees, which are worth \$[REDACTED], and create 15 FTE jobs.
- With SSI assistance from USAID, Horn Gardens completed excavation of a borehole at its model farm near Hargeisa. Horn Gardens invested \$[REDACTED] of private funds in a solar pump for the borehole, which has an irrigation capacity for 8 hectares. Previously, the business relied on costly water trucking for irrigation. In Y4, the farm produced a total value of \$36,000 in vegetable crops for local markets, including restaurants. Horn Gardens created eight 8 full-time jobs and assisted 200 agribusinesses by supplying inputs, especially greenhouses, drip irrigation kits, and extension services. Additionally, Horn Gardens invested \$[REDACTED] in and finalized the construction of a training facility that includes classroom space and a kitchen and canteen.
- Greenhouse technology continues to expand across South Central Somalia. Moumin Group imported and installed three greenhouses worth \$[REDACTED] from Turkey. As a result of GEEL's

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*“In the past we spent around \$160 of diesel per acre per season, but that has reduced to less than \$50 thanks to the drip systems. We also spend less time irrigating the farm.”*

- [REDACTED]

*Recipient of a Horn Gardens drip irrigation.*

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promotion of new technology, a Costa Rica trainee invested in greenhouses in Galmudug valued at \$ [REDACTED] and plans to grow high-demand crops in this dry region.

In Y4, GEEL also assisted vegetable and fruit businesses with production management models, distribution chains, and processing and storage for retail sales.

#### *New Outgrower Scheme at Somaliland Guava Farm*

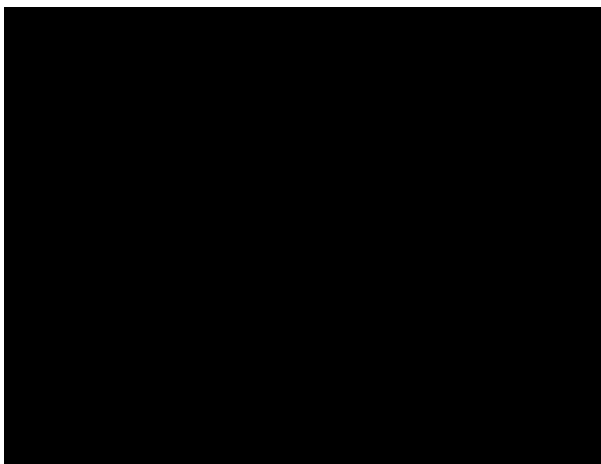
In Somaliland, where agricultural production is far below potential, Miiran Pulp Company is working with smallholder farmers to raise guava yields, create new market opportunities, and increase rural household incomes. Miiran selected 200 outgrowers in the Togdheer, Awdal, Sahil, and Maroodijeeh regions to receive planting material and trainings on crop establishment, crop nutrition, crop protection, irrigation scheduling, weed control, harvest, and post-harvest management. So far, Miiran has dispatched 12,500 saplings worth \$37,500 to 76 outgrowers.

In Y4, Miiran sold 260 MT of fresh guava on the local markets at Hargeisa and Berbera that were valued at more than \$140,000. The new GEEL-supported Miiran demonstration farm will serve as a training site for outgrowers and show the advantages of improved irrigation. Procurement of submersible pumps and piping systems for water reticulation is in process and will be complete next year.

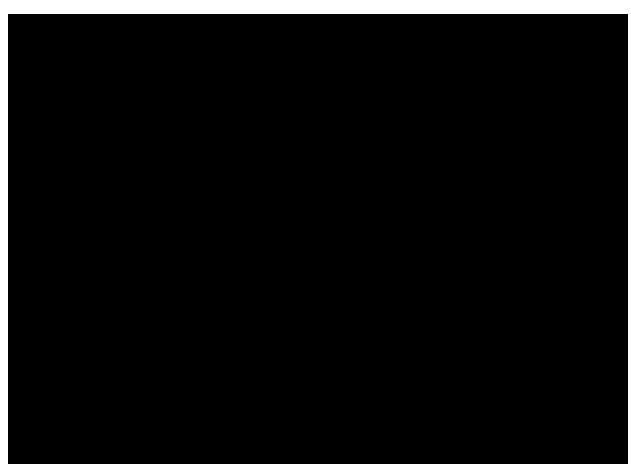
#### *Improving Retail Distribution Chains in Somaliland*

The Somaliland vegetable market has seen increased growth over the last several years. Recent developments in consumer appreciation for healthy and pesticide-free products will further increase vegetable consumption. However, the current supply of vegetables is inadequate because of a lack of storage facilities among suppliers and their inability to provide large quantities to retailers year-round. GEEL delivered technical support to SomFarm Fresh Company, an established wholesale and retail distributor of fresh vegetables and fruits, to facilitate installation and construction of a warehouse by experts from China. The experts also trained local management and technicians on warehouse maintenance and repairs. The warehouse has the capacity to store more than 250 MT of fresh vegetables and, in 2019, has created 15 jobs.

USAID and SomFarm Fresh also co-invested in a first-class cold chain pack house facility with a total value of \$ [REDACTED] and storage capacity of 250 MT. Installation of the cold chain system was completed in



**First cold chain system for fresh fruits and vegetable sector in Somaliland at Somfarm fresh Co. Photo credit: [REDACTED]**



**SomFarm Fresh operators set the temperature of the chiller storage facility following trainings. Photo credit: [REDACTED]/GEEL**

Q4 and facilitated by Lahdan Pvt. Ltd. from Mogadishu, which also conducted a training on cold chain management for SomFarm Fresh employees. Once the pack house is ready for service, it will require 50 new jobs. GEEL and SomFarm Fresh are working together to create a 200-strong outgrower base by linking the business with drip kit beneficiaries and other interested farmers.

#### *Golden Group*

A key GEEL partner in the dry chili sector, the Golden Group Company continued to expand its out-grower scheme to over 150 farmers in Luuq region, providing market opportunity for small-scale farmers. To meet growing demand, the company is establishing outlets in Mogadishu. In Y4, the company produced and processed 10 MT of dried chilies for the domestic market, at a retail value of \$40,000. The company has invested over \$█ in facilities and equipment, including a warehouse, grinding machine, and manual sealing machines. GEEL will continue to provide TA and consider in-kind support for dryers and packaging machines.

### **Livestock and Dairy Value Chains**

Somalia's livestock sector continues to face systemic constraints and climatic shocks that stifle output, including recurrent droughts, livestock diseases, lack of extension service delivery, poor marketing infrastructure, and a lack of policies and regulatory frameworks. In the dairy subsector, the volume and quality of milk production and processing is limited by poor feeding and breeding practices, poor animal health, and poor farm and herd management. The enabling environment needs significant improvement to support dairy development through effective policies.

GEEL's strategic approach is to work with lead farms to spur investments for feed and fodder production and to stimulate the development and accessibility of quality animal health services. GEEL catalyzes investments in dairy production, fodder, input supply systems, and water infrastructure to train farmers on good water management practices. These interventions have improved feed and milk production and increased livestock unit value, thereby boosting farmers' incomes and increasing their capacities to cope with climate shocks and their resilience to drought.

In FY2019, GEEL supported lead dairy and fodder farmers in scaling their production and investment efforts, especially for new fodder production and storage technologies, milk processing and value addition, breeding technologies, and water management.

**Golden Group chili factory. Photo credit: GEEL staff**



The following are the key highlights of the livestock sector achievements in Y4:

- 31 livestock business supported with co-investment, TA, and grants
- \$478,897 in new private sector capital in the livestock sector
- \$12,832,284 generated in livestock export sales
- \$1,261,094 generated in domestic livestock product sales
- 291 (Male 229, Female 62) full-time-equivalent jobs
- 3 new livestock-related technologies introduced, such as dam liner, reverse osmosis, and rain gun irrigation
- 65 (Males 29, Female 36) microenterprises supported
- 333 (Male 235, Female 98) individuals benefiting

Y4 saw prolonged dry spells and pointed outbreaks of endemic livestock diseases in Middle and Lower Shabelle, SWS, Puntland, and Galmudug State. In anticipation of further cyclical droughts and to build community resilience, GEEL emphasizes irrigation technologies and improved production and storage at fodder farms, RE to reduce production costs, and skill building to encourage long-term production and protection of livelihoods.

#### *Improved Feed and Milk Production Capacity*

GEEL provided farm-level mentorship and TA to major fodder and dairy producers to improve local fodder and feed production technologies, increase product quality through fortification and feed formulation, and boost producers' ranges of products to build resilience to drought. The project also supported dairy herd management practices through farmer-to-farmer coaching, to increase milk production per animal unit. The livestock team carried out the following activities in Y4:

- Provided technical advisory support to lead fodder farmers in the Shabelle riverine valley, Somaliland, and Puntland through farm-level visits to diagnose salient limitations and find appropriate solutions, especially pertaining to fodder seed selection, planting, harvesting, and storage. Supported farms include Beder Dairy and Meat Livestock Enterprises, U Soo Godol, Ramad and Galool, and OMF.
- GEEL supported large-scale lead fodder farms to install and use rain gun and sprinkler irrigation, central pivot irrigation systems, and other irrigation tools. These farms produced a combined 420 tons of fodder for their own dairy herds and for local pastoralists and farmers, which reduced the cost of importing fodder and created a buffer against drought among urban and peri-urban livestock keepers.
- Following extensive support from GEEL, Somali Bovine Genetics (SBG) invested in a feed miller from Scotland at a cost of \$[REDACTED]. The machine has a high production capacity and premixes outsourced sunflower cakes, wheat bran, maize germ, and sesame cakes from Kenya, Tanzania, and Zambia to produce various fodder varieties. With TA from GEEL, SBG produces livestock feed valued at \$14,400 per month, which it packs and sells to local dairy farmers during dry spells to protect local herds and increase milk production. SBG has since increased its milk production by 40%, from 300 liters to 420 liters per day, as a result of GEEL-assisted, improved feeding regimens.
- GEEL supported construction of a fodder reserve warehouse to enhance resilience among seven cooperatives in Togdheer region of Somaliland. In addition to the targeted cooperatives, the warehouse serves the livestock quarantine ground in Berbera, the Burao livestock market, pastoralists, peri-urban dairy farmers, and livestock traders in the region. The warehouse represents a major project strategy to build resilience and avert risks associated with cyclical



droughts. GEEL engaged the community regarding future use of the facility and offered technical and business management trainings and TA. Cooperative leaders indicated a need for training on fodder storage.

- GEEL scaled hydroponic fodder production, silage, and haymaking through farmer-to-farmer trainings, farm exchange visits, and infrastructure support, such as construction of silage bunkers and feed choppers.

#### *Improved Water Management Through SSI and Technology Transfer*

In Y4, the project continued to implement improved water management practices, such as water harvesting technologies and irrigation schemes, to mitigate the effects of drought and improve feed and fodder production. GEEL leveraged private sector partners such as Golis, Solar Energy Consulting & Construction Company (SECCCO), and SolarGen to catalyze investments in water infrastructure and train farmers on good water management practices. The following activities were carried out to achieve this goal:

- Partners installed a cost-effective hybrid, solar-powered irrigation system, including borehole, at U Soo Godol camel dairy farm in Garowe to increase fodder production for milk-producing farms in Puntland.
- Partners installed a central pivot irrigation system at Beder Dairy and Meat Livestock Enterprises for its 50 hectare fodder farm in Afgoye. GEEL also supported the farm with tools such as disc plows and harrows and twin balers. Beder in turn invested in a new borehole, generator set, piping, fodder seeds, a herd holding facility and 50 additional hectares for fodder, all worth \$ [REDACTED].
- Partners supported the desilting of a water storage works and the laying of 19,600 square meters of industrial-grade dam liner at Ramad and Galool in Somaliland. This TA led to improved water harvesting and conservation and has since led to the production of 175 tons of Alfalfa and Brachiaria fodder on its 3.5 hectares of land. Increased fodder production leads to improved lactating ability, herd nutrition, and camel milk production. Indeed, Ramad and Galool harvested 52,500 cubic meters of water during the April–May rainy season, enough to irrigate its fodder pastures and boost milk production. The company has since established new retail dairy outlets in Berbera and Hargeisa and invested in security and safety infrastructure at the dam site. In Y5, GEEL will install 3.5 hectares of hose-reel rain gun irrigation at the farm to further increase fodder production. This will pave the way for Ramad to expand its lactating camel-leasing program, which it operates in collaboration with local pastoralists. The expansion



**Earth pan with dam liners at Ramad and Galool. Photo credit: [REDACTED]/GEEL**



**Central pivot Irrigation system at Beder Dairy. Photo credit: [REDACTED]/GEEL**

will result in increased production at Ramad, creating sustainable incomes for the company and camel leasers.

- Partners supported U Soo Godol camel dairy farm in excavating a solar-powered borehole that will irrigate its 15-hectare fodder farm and provide water for 131 lactating camels in Nugaal. In addition to supplying its own livestock, the business supports neighboring cow and camel farmers with affordable fodder and established a conservation system with 100 outgrowers.
- Partners assisted with the design of a cost-effective, solar powered 5-hectare rain gun irrigation system at OMF in Somaliland. Implementation of the new system will increase fodder production from 80 to approximately 500 MT, increase milk production from 97,000 to 198,000 liters, and increase sales by 100%. OMF will also sell surplus fodder to livestock traders and commercial dairy farmers from Burao and Berbera quarantines at a projected market value of \$106,620.
- Partners installed a new central pivot irrigation system at Beder Dairy and Meat Livestock Enterprises in Lower Shabelle. Beder reported a 62% increase in milk production as a result, which increased milk sales by more than \$178,900.

#### *Improved Herd Management Practices*

A lack of veterinary extension services has resulted in high neonatal mortality among livestock, as well as a high prevalence of reproductive and metabolic diseases, which reduce herd productivity and growth. Poor farm-level herd management practices are also major constraints to dairy production. To address these constraints in Y4, GEEL carried out the following activities:

- GEEL continued farmer-to-farmer field visits to cross-pollinate best practices for herd health, feed supplementation, and management. GEEL supported prudent camel dairy and udder health, supplementary feeding, and milk hygiene demonstrations to improve herd management and increase productivity and quality.
- GEEL supported bovine breeding farmers—such as SBG, Som Milk, Xoosh, and Oog Dairy Farm—with AI technology to improve the local Somali breeds that tolerate the local climate and diseases but produce relatively low milk volume. SBG continued to supply quality semen to local dairy farmers and carried out on-farm estrus detection, pregnancy diagnoses, and AI-related technology implementation. As a result, the farmers have reported a 167% increase in milk production while maintaining the animals' tolerance to local environmental factors. This ensures the long-term economic viability and competitiveness of the Somali dairy sector. In addition to the broader goal of improving the genetic pool of local breeds, this activity contributes to the employability of youth participants through skills acquisition of new technologies.
- GEEL continued an awareness campaign for commercial camel dairy farmers regarding adoption of the lactating camel herd leasing concept introduced in 2017–2018. The objective of the campaign was to improve drought resilience for rural and peri-urban dairy farmers in south central Somalia, Puntland, and Somaliland. Ramad and Galool, U Soo Godol, OMF, and Kubo and Aada camel dairies increased their camel leasing activities by incorporating lactating camels from pastoralists to safeguard lactating camels during droughts and maintain incomes for pastoralists during lean periods.

#### *Expanded Animal Health Care Services*

A variety of health issues challenge milk production in Somalia, including certain diseases, a general lack of veterinary extension services, and low-quality drugs. GEEL—in collaboration with Somali National

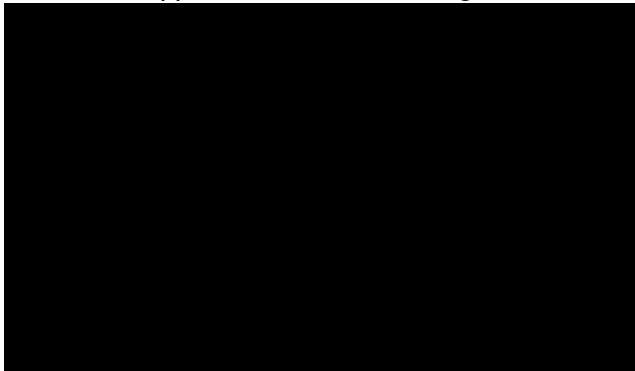


University, Moumin Pharmaceuticals, Dunyo Veterinary in south central Somaliland, and VAPCO in Somaliland—supported the following activities in Y4:

- The partners supported university veterinary medicine and animal husbandry faculties as well as interns in creating awareness of low-quality veterinary drugs and residues in livestock products (meat and milk) and in introducing sustainable animal health service delivery through farm-level visits, workshops, and farmer-to-farmer field days. The veterinary interns are currently responding to call-in sessions and ambulatory services in Banadir and Lower Shabelle through Dunyo Veterinary center. The young veterinarians provide diagnoses, treatments, and advisory support, with GEEL veterinarians working as lead surgeons and supervisors.
- The partners facilitated business links among agro-vet dealers (VAPCO, Moumin Pharmaceuticals, and Dunyo Veterinary center), community animal health workers (CAHW), and dairy farmers through field visits and discussions. This activity led to the dispensation of quality animal health products to farmers, awareness creation of counterfeit drugs, and an introduction to livestock feed formulation by the agro-vet dealers.
- The partners provided farm-level veterinary extension services, such as attention to surgical cases, diagnosis and treatment of clinical cases, and provision of clinical and reproductive advisory services. Results include reduced mastitis, dystocia, neonatal mortalities, and other clinical and metabolic diseases.

#### *Growing Input Supply*

- AI technology: SBG invested \$ [REDACTED] in a state-of-the-art liquid nitrogen production facility from the United Kingdom. SBG procured, programmed, and installed the new liquid nitrogen machine at its Mogadishu stockyard. The machine produces 20 liters of liquid nitrogen per hour for AI, improving accessibility for local AI technicians and reducing semen spoilage. AI has the potential to expand the bovine dairy corridor in Somalia by contributing to the genetic improvement of the indigenous cattle and increasing the productivity of the herd. Liquid nitrogen is the most important component of AI technology and determines the local adoptability of the technology.
- RE services: GEEL provided solar-powered refrigerators to milk producers and vendors to increase shelf life through RE service providers, such as SolarGen (south central), SECCCO (Puntland), and Golis (Somaliland). As a result, the businesses reduced milk waste, increased revenue, and contributed to improved public safety through the sale of unspoiled milk. The linkages between milk VC actors and RE service providers will live beyond the project to ensure servicing, spare part supply, and new business opportunities in solar refrigerators, panels, batteries, and AC-DC converters.
- Agro-dealers: GEEL established business-to-business (B2B) linkages between agro-dealers/agro-vets and dairy and fodder farmers for the provision of fodder seeds, fertilizers, knapsack sprayers, herbicides, and veterinary drugs.
- Farm implements and irrigation technologies: GEEL established B2B linkages between dairy and fodder [REDACTED]



**Delegates at Biadoa B2B event.**



farmers and Moumin Group of Companies for the supply of irrigation equipment, farm implements, fodder seeds, and agrochemicals. The company also provides farmers with in-kind soft credit to acquire equipment and supplies.

- In partnership with the Somaliland Ministry of Livestock and Fisheries Resources, GEEL brought together more than 30 dairy VC stakeholders at a dairy learning event. Stakeholders included dairy farmers, input suppliers, extension workers, and NGOs contributing to sector growth and improvement, such as DFID-PIMS, GIZ, and VSF Germany. For 2 days, the workshop covered priority industry topics, including fodder production, regulatory and policy frameworks, and camel leasing. The first day included presentations from several stakeholders as well as a marketplace for engagement with service providers. On the second day, participants conducted field visits to Ramad and Galool dairy farm to observe farm management practices, including feeding and milk hygiene. Three potential business deals with a combined value of \$8,000 were discussed between Golis Energy and Moumin Farms, Golis and Ramad and Galool dairy farm, and VAPCO and CAHWs.
- Veterinary extension service providers: GEEL facilitated linkages between dairy farmers in Somaliland and a female CAHW. As a result, the CAHW, Kaltun Osman, is providing health extension services, selling veterinary drugs, and treating livestock. Kaltun earns approximately \$500 per month.

#### *Improved Milk Market Infrastructure*

Challenges faced in dairy microenterprise development in urban areas include a lack of reliable and affordable cold-storage facilities, poor containers for storing and selling milk, and a lack of milk market infrastructure. In Y4, GEEL helped achieve the following:

- Supported Oog Dairy Factory (ODF) with cold chain equipment (chillers and cold rooms, incubators, and homogenizers) to increase access to and shelf life of quality milk products such as cheese, yogurt, and butter. Oog has created 30 jobs and seen \$94,979 in sales and \$171,989 in new capital investment.
- Supported Som Milk Dairies and its women-owned vendors with solar refrigerators to extend fresh milk shelf life and increase sales and income for the women-dominated distribution networks. Som Milk improved its packaging and retail market outreach by engaging packaging companies from Kenya and India. The company produces quality ghee, white cheese, whipped cream, fresh milk, and yogurt for the local retail market and has contract arrangements with hospitals, hotels, and schools. The project also supported milk vendors in Garowe and four camel dairy farms with solar refrigerators, creating eight new jobs and increasing daily sales and income.
- Ramad and Galool Dairy Farm has launched branded and bottled camel milk vending centers in Hargeisa and Berbera as a result of farm-



**New packaging for ghee from Som Milk. Photo credit: [REDACTED]/GEEL**



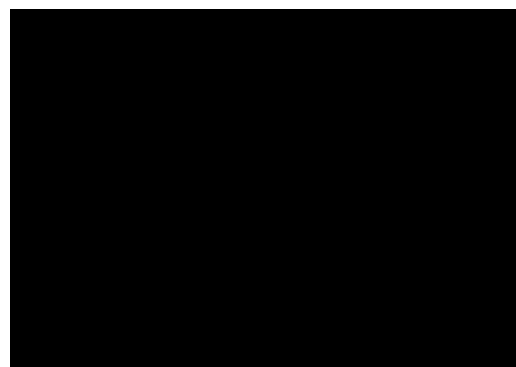
**New packaging for fresh camel milk at Ramad and Galool's retail outlet. Photo credit: GEEL**

level TA, solar-powered refrigerators, improved milk cans, and water storage technology for farm irrigation.

- OMF in Burao, Somaliland, doubled its daily milk sales through expanded retail outlets including one restaurant and five vendors in Burao as a result of timely veterinary extension services provided by GEEL-trained CAHWs. The farm has adopted proper vaccinations, treatment of endemic diseases, and livestock feeding.
- Lis Dairies, a GEEL partner, has expanded its retail outlets in Somaliland and neighboring Ethiopia. This expansion was facilitated by previous support from GEEL, including technical advice, market exposure, and links with dairy farmers. In Y4, Lis Dairies increased its sales to \$1.4 million, of which \$47,285 was for export sales to Ethiopia.

### *Safeguarding Pastoral Economies Through Destocking*

In response to recurrent droughts and market interruptions, and to safeguard pastoral livelihoods, GEEL partner Juba Trading Livestock Quarantine and Fisheries Company exported 23,383 bulls with a total export value of \$12.6 million to Oman. The company outsourced the bulls from pastoralists in Lower Juba, Middle Juba, and Gedo, among the most inaccessible regions of Somalia. This has injected much-needed cash into the pastoral economy, increased purchasing power during the dry season, and improved local dietary diversity<sup>2</sup> and resilience. GEEL supported Juba with 132 PV solar panels in a hybrid system with a backup generator valued at \$ [REDACTED] in addition to a reverse osmosis machine to improve water access for its livestock.



**Kaltun prepares to deliver a vaccination in Toon Village near Hargeisa. Photo credit: [REDACTED] for GEEL**

Somali Meat Company (SOMEAT) exported 25.6 MT of frozen and dressed carcasses, valued at \$127,936, to Oman. The company outsources live goats from pastoralists in the South Central, Bay, and Bakool regions during dry seasons and fattens them in their holding grounds in Lower Shabelle to meet required body conditions and weight for Gulf markets.

### *Building Export Infrastructure*

In partnership with the Somaliland Ministry of Livestock and Ministry of Fisheries and Marine Resources (MoFMR), GEEL constructed an animal health laboratory at Berbera Port in Somaliland to improve export standards for livestock. This crucial infrastructure corresponds to recent foreign direct investments in Berbera Port that underscore the potential for high-quality livestock that must meet international standards. The facility is fully built and awaits the Ministry of Livestock and MoFMR resources to provide it with laboratory equipment in 2020. The laboratory will offer independent quality control, certification, and monitoring to uphold international health and safety standards, thereby contributing to increased exports, pastoral and coastal livelihoods, and job creation.

### *Vendor Financing for Veterinary Agrovet*

GEEL is working with VAPCO agrovet in Somaliland and Moumin Pharmaceuticals in South Central to supply high-quality drugs to private veterinary pharmacies (PVPs). GEEL, through VAPCO, is implementing vendor financing schemes through which GEEL is cofinancing veterinary stock for 10 PVPs

<sup>2</sup> This result is based on oral testimony from local pastoralists who sold their animals to commercial livestock quarantines.

across Somaliland. The cumulative loan amount is \$ [REDACTED], with a minimum pay-back period of 10 months. PVPs will submit their priority veterinary drugs to VAPCO, while VAPCO provides training on animal health, drug handling and storage, and service delivery to PVPs and CAHWs. This will improve the reliability of veterinary drug supply chains. This effort has so far created 10 jobs (9 men and 1 woman)

Similarly, Moumin Pharmaceuticals provides a credit facility for veterinary drugs, fodder seeds, and acaricides to CAHWs who conduct extension services in pastoral and peri-urban areas in Bay and Bakool regions. The CAHWs will replenish their supplies from Moumin while repaying previous credits. The investment package is valued at \$ [REDACTED], wherein VAPCO has provided a loan of \$ [REDACTED], PVP contributions total \$ [REDACTED], and USAID has contributed the balance of \$ [REDACTED].

### **Fisheries Value Chain**

The fisheries team engaged 97 major seafood businesses and 66 cooperatives in Y4, an increase of 27 businesses over last year. Thanks to the GEEL-supported Kaah International Microfinance Services (KIMS) microfinance project, 64 cooperatives were engaged in Y4. The businesses ranged in size from modest, handling 50–150 kilograms of fish per day, to large scale, handling more than 20,000 kilograms per day. In addition to directly supporting more than 60 significant companies, GEEL regularly provided marketing, finance, fisheries management, and information on new technology to all of the companies, and they in return contacted GEEL for issue-specific information and guidance. KIMS provided financial management training to most of the cooperatives.

GEEL continued to follow its holistic approach to fisheries development, focusing on systemic solutions for fisherfolk, processors, and domestic and international exporters to generate jobs and increase sales and revenue. All fisheries activities remained linked to one or more of the following pillars:

- A nationwide commitment to introduce HACCP-certified seafood quality standards
- A concerted effort to increase local and international demand for Somali seafood
- Building partnerships with national and state government fishery authorities
- Creating jobs, especially for youth and women
- Ensuring the viable expansion of Somali fisheries over time

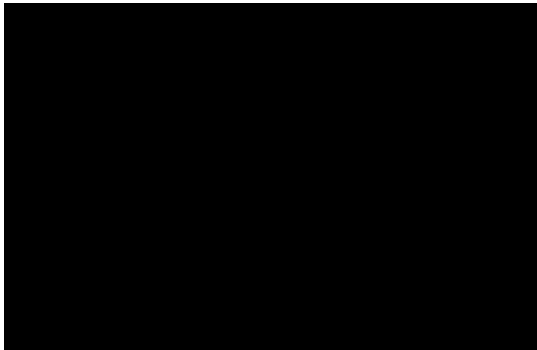
GEEL support to fisheries businesses included facilitating investments, HACCP certification development, 20 solar freezers for women fish sellers, a solar-powered fish processing factory in Garowe, solar lights for small boats, detailed drawings to upgrade facilities to meet HACCP export standards at 10 major seafood companies, international market exposure, three in-country marketplace events to showcase Somali seafood, trainings and business planning, supply and installation of cold-storage equipment, infrastructure support, ordering safe and hygienic equipment for the revamping of 25 seafood retail shops, and information sharing on appropriate fish harvesting and marketing technologies in line with profitable, sustainable fisheries management principles.

Export sale increases among GEEL partners totaled more than \$3.8 million. Domestic sales became an indicator in the third quarter and amounted to \$3.9 million. Direct-assistance FTE jobs created in Y4 totaled 997. The number of indirect jobs created, especially on fishing boats, was far greater, with as many as 5–10 indirect jobs created per direct job during Y4. However, this data will need to be captured in Y5 as part of a new M&E indicator.

Final outcomes from Y4 inputs are still emerging, as industry representatives are extremely busy preparing for the 2019/20 fishing season (expected to begin in mid-October 2019).

## Government Engagement

GEEL forged a closer working relationship with the Somalia MoFMR in Y4 by: (1) designing and providing plans for a new central fish market in Mogadishu; (2) committing to assist in the development of the new Fisheries Five-Year Policy document; (3) sponsoring staff to attend international events and jointly displaying Somali Rising booths at industry fairs, such as the Blue Economy conference in Kenya and the China Seafood Expo; (4) having regular meetings with the minister, director general, and fisheries directors; (5) training ministry staff to become seafood quality control auditors; (6) supporting the government with the development of minimum seafood quality export standards; and (7) providing



**President Uhuru of Kenya engages Somali fish vendors at the Blue Economy Conference in Nairobi. Photo credit: GEEL**

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*We are very grateful for your effort of giving a hand not only to the productive sector in the country but also doing socio-economic development, job creation and microfinancing to the needy people including women and youth.*

*[Redacted Name],  
Director General of the Ministry  
of Fisheries and Marine Resources*

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general advice on fisheries laws, harvesting, and fisheries management.

In Y4 the fisheries team reached out to fisheries ministries in every state. In Somaliland, for example, GEEL participated in 27 government and industry meetings, including 3 with just the minister and his advisers. In Jubaland there were 14 meetings held, and the minister spent 4 days with the fisheries team leader in Nairobi at the Blue Economy Conference. The Minister also opened a GEEL seafood-handling course for 284 participants in Kismayo. In Puntland there were 12 meetings held, and the new minister opened the GEEL-supported Women Fish Vendor Shops, a hybrid power system to run a seafood factory, and an HACCP training course. He also met with representatives from 10 GEEL-supported companies. In Galmudug, due to security concerns, most interactions with the state ministry have been via email or telephone. However, there have been two meetings in Mogadishu, and the federal minister is pleased with GEEL support to Sahan Seafood Company in Hobyo and to two fish vendor shops selected for support. The former minister of SWS accompanied the GEEL team leader to Djibouti to inspect processing facilities. Since then there have been 2 major meetings with the new SWS minister. The state president attended the event as did most of the ministers, including the minister for fisheries and his staff. Close ties were formed during the 2-day event, and fisheries projects in Barawe are now underway with GEEL assistance. In Hirshabelle, the fisheries team leader met the former minister on three occasions, including an 8-day mission to China. The new minister met with GEEL fisheries team members in September during a B2B event to shore up relationships.

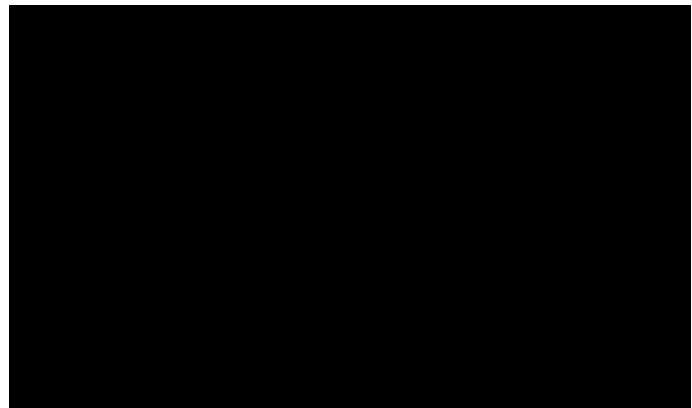
### Key Results

- 995 (Male 795, Female 200) new full-time jobs (approximately 4,700 indirect jobs, using a multiplier of 5 for crews on boats alone)
- \$4.1 million in new private sector investments

- \$3.7 million worth of exports assisted by GEEL
- Six new technologies introduced (solar lights on boats, solar power for large-scale freezing, new flake ice machinery, new blast freezer system, state-of-the-art water purification, containerized solar-powered fish shops)
- 97 seafood-associated companies benefiting from GEEL support

#### *Key Highlights*

- 662 people trained by GEEL on various levels of HACCP/seafood quality
- 10 seafood companies selected for support to make their processing facilities HACCP compliant
- Two new state-of-the-art containerized, portable, solar-powered fish shops established in Somaliland
- Installation at Habo Tuna factory in Puntland of the largest seafood blast freezer in East Africa
- 40% increase in ice availability at Berbera fishing port; 100% increase in food-safe ice
- Selection of 25 small retail fish shops to be upgraded to sell higher-quality seafood products
- Installation of 20 additional solar-powered freezers for women in Puntland
- 620 people trained in formal, informal, and on-the-job fisheries-related programs
- Continued introduction of seafood companies to stock monitoring as an early warning system against overfishing
- Facilitation of a visit by the Somali government and industry representatives to new HACCP seafood facilities in Djibouti and establishment of introductory connections to new international markets
- Assistance provided to the MFMR to be a certified competent authority to issue export and import standards/licenses for seafood products by providing professional consultancy support to develop the legislative documents required to be tabled in parliament later in 2019
- Design of a state-of-the-art central fish market for Mogadishu, including plans and Bills of Quantities (BOQs), while working closely with the federal fisheries minister



**GEEL fisheries team leader inspects a 500-kilogram swordfish at the site of the proposed new Mogadishu central fish market.**

#### *Building Industry Momentum for HACCP Certification*

GEEL declared 2019 the year of HACCP. This initiative has been a driving force throughout Y4. Without HACCP-certified fish, Somalia is unlikely to achieve a high quality rating on international markets. Somali fish presently have the lowest international rating of “junk quality.” This translates to lower prices and lack of legal access to top-end international markets. If the Somali seafood industry is to provide safe, quality food to its people and obtain access to the world’s best markets, the minimum standard required is HACCP.

HACCP will not only transform fishing into a more profitable industry but will also encourage efforts in harvesting, quality control, waste reduction, creation of more land-based jobs to ensure quality, export-market expansion, provision of higher-quality seafood for domestic markets, and establishment of

cluster developments around export facilities. HACCP will be the foundation block for a viable and sustainable industry.

The introduction of HACCP is no easy task. It has taken years for governments and industry to implement HACCP even in countries with more-stable environments and better infrastructure than Somalia. But Somalia has made progress in 2019, and its first fully certified HACCP seafood processing plants are expected to be operational in early 2020. There have been barriers to progress, such as an unwillingness by HACCP infrastructure design specialists to work in Somalia. Yet, these and other constraints have been overcome, and now 10 companies in Somaliland (2), Puntland (4), Mogadishu (2), Galmudug (1), and Jubaland (1) have professionally designed drawings and BOQs to bring their facilities up to HACCP standards.

In the area of seafood quality, GEEL provided training to 662 people on all aspects leading up to HACCP certification. Trainings were conducted in Berbera (Somaliland), Kismayo (Jubaland), Bosaso (Puntland), and Mogadishu. A total of 372 people (61% female) were provided a short-course training in fish handling and good hygiene practices; 107 were trained in HACCP awareness principles; 71 completed full HACCP implementation training; and 112 undertook HACCP auditor training. The majority of auditor training participants were government quality control staff from every state. This was an important step toward government authorities implementing new minimum export standards.

#### *Exports: Accessing International Markets*

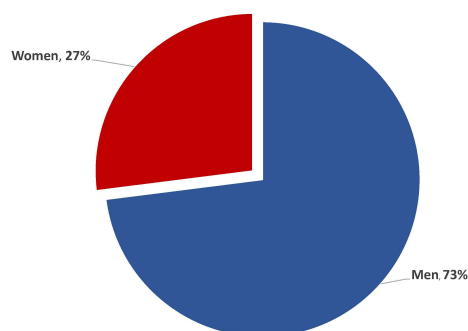
In Y4, GEEL supported fish exports to countries including Ethiopia, China, the UAE, Oman, Yemen, and the Democratic Republic of the Congo (DRC). For example, Yustan Seafood Company in Garowe was able to divert fuel savings generated by the new solar panel field to upgrade its refrigerated trucks and move fish across the border to Addis. A new flake ice machine installed at Zakia in Berbera provided ice to boats that caught fish for export to Yemen and the DRC. The quality controls supported by GEEL have helped many companies move fish into the UAE and Oman. In addition, 8 of the 19 Somali representatives who attended the China Seafood and Fishing Expo in November 2018 have made contact with and undertaken exports to various countries. Although these countries do not have stringent import standards, they do have the capacity to send HACCP-certified fish to top-end international markets. Although the prices for these exported fish are higher than those in Somalia, they are nowhere near the prices that would be achieved if the Somali companies could export directly to the top-end markets.

#### *Generating Investments and Microfinance*

Many of the businesses to which GEEL assisted have made investments that are self-financed, although a few companies have approached GEEL for support in accessing commercial loans. More information on commercial investments for this sector can be found in the Investment Facilitation section of this report.

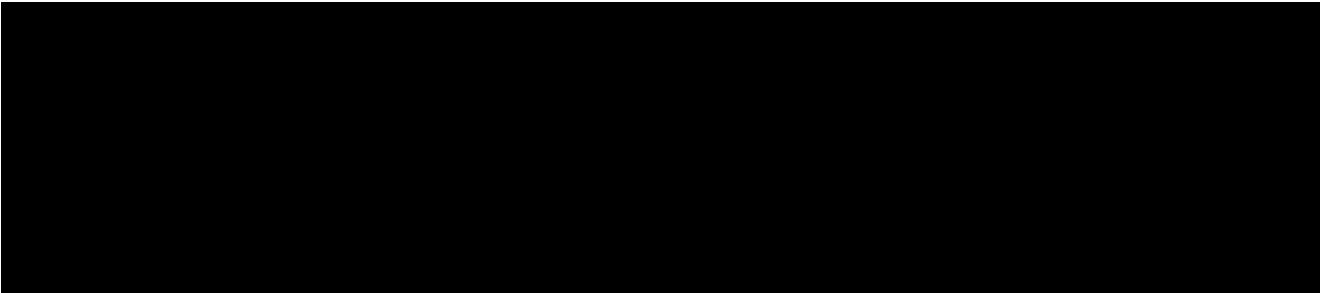
KIMS received a grant of \$ [REDACTED] in Y2 to establish a revolving fund for fisherfolk in Jubaland. The loans were made directly to individuals or to cooperatives that distributed funds to members. The loans funded 15 individual fisherfolk (**Figure 1**) and 64 cooperatives for a total of \$ [REDACTED] by the end of Y4. Verified data collected from 15 cooperatives estimated 300 full-time and

**Figure 1. Fisherfolk Loan Distribution by Gender**



part-time jobs were created. GEEL is still collecting data from the remaining 39 cooperatives and 15 individuals, and will report this data in upcoming quarterly reports.

The type of loan typically made is known as Qard Hassan, which is basically a loan that charges zero interest on the principal. The amount repaid as of September 2019 is \$ [REDACTED], constituting 31% of the total disbursement (**Figure 2**). This amount is \$ [REDACTED] short of the intended collection, resulting from the off-fishing season since May 2019. However, the new fishing season will commence in October 2019, and the outstanding payments are expected to be forthcoming before the end of 2019.



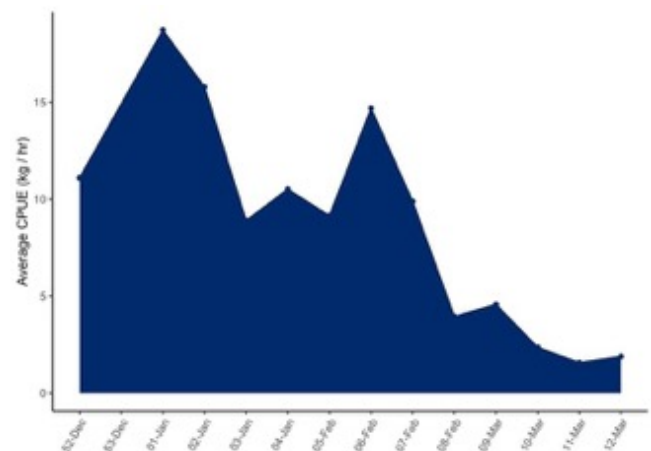
#### *Fisheries, Biodiversity, and Conservation Management*

In Y4, GEEL continued to collaborate with seafood companies to standardize fish identification, collection, and catch analyses to develop sound, data-driven business planning. More than 50 companies have indicated that they are prepared to supply data to GEEL. Some of this data was generated and collected, but GEEL does not have the staff required to manage this activity effectively. To address this issue GEEL is hiring a dedicated fisheries data officer to work closely with industry and government. This officer will also represent GEEL on the new federal Fisheries Data Working Group in 2020.

At the request of the Jubaland government, GEEL started two studies on sea cucumbers and mangrove trees. These studies were contracted to ZAMID consulting. The expected results will outline the present situation, ways forward to revitalize the sea cucumber fishery, and ways to protect and regenerate the mangrove forests, which are the habitats of many juvenile commercial fish.

Under the leadership of GEEL's marine biologist, the subcontracted Puntland NGO Homboboro Relief and Rehabilitation Organization (HRRO) continued implementation of the first long-term monitoring and management program for lobster fisheries on the East Coast of Puntland. Since starting this subcontract, HRRO has conducted 213 port-monitoring surveys providing critical information on catches and supporting efforts to inform management strategies. Data collected in Y4 is still under analysis; final results will be reported in 2020. These surveys will establish critical baseline information to enable evaluation of the environmental and socioeconomic impacts of future management measures. In fisheries science, catch per unit effort (CPUE) provides an indirect measure of the health of a target stock and the economic efficiency of a fishery. HRRO surveys to date reveal that the Puntland lobster fishery produces the highest CPUE during the early part of the year (**Figure 3**).

**Figure 3. Puntland Lobster Fishery CPUE**





This information has implications for management strategies, such as seasonal closures. Importantly, this monitoring program has revealed a high degree of variability in CPUE. A large proportion of fishing trips result in low catches, despite significant investment in inputs such as time and fuel. This information can help identify which fisheries are prime candidates for TA and management measures that can assist fisherfolk to fish smarter, more efficiently, and more sustainably. Measures that can increase CPUE will contribute to healthier lobster stocks and a more sustainable fishery and will also directly impact the socioeconomic well-being of coastal communities.

### *Improving Quality Through Cold Storage Support*

To achieve its potential, the fisheries sector had to address gaps in cold storage infrastructure and transportation to reduce losses and increase quality. In Y4, the fisheries team installed 36 cold chain units, including blast freezers, ice-making machines, chillers, and solar-powered chest freezers, as well as providing on-the-job training to 32 technicians on equipment operation and maintenance. In addition, the GEEL refrigeration expert was deeply involved in connecting solar power to the Yustan freezer warehouse in Garowe and to the walk-in chill room freezers in two Ina Macalin containerized fish shops in Somaliland.

GEEL designed cold storage facilities in collaboration with fishing businesses to meet their needs while adhering to international standards. The increased cold storage capacity supports more than 5,000 fisherfolk through access to chilled bulk storage and has increased income for GEEL-supported fishing companies by about 25%.

In partnership with GEEL, 10 major fishing companies established efficient and hygienic seafood shops in Mogadishu, equipped with walk-in freezers, glass displays, and air conditioners. These shops are now providing consumers with high-quality fish, encouraging seafood consumption, and setting hygiene standards. Requests from all over the country led to GEEL's selection in Y4 of 25 more shops to receive similar support. GEEL is now implementing 25 grants, and procurement of equipment is underway.



**Refrigeration technicians receive practical trainings.  
Photo credit: GEEL staff**



**Panel set up to run two large holding freezers (40 MT) at Yustan Fisheries in Garowe.  
Photo credit: [REDACTED]**

### *Significant Events and Meetings*

GEEL had a productive year in the fisheries sector. A full list of events and meetings that have contributed to the development of and support for the sector can be found the annexes of this report. Highlights include the following:

- 2018 China Seafood and Fish Expo: GEEL organized representation by 19 Somali industry participants at this event where they displayed their products and established business contacts.
- Blue Economy Conference in Nairobi: GEEL hosted a booth in collaboration with PIMS and the Danish International Development Agency.
- Gulfood Trade Expo in Dubai: GEEL supported three seafood companies in displaying their products at the Somali Rising booth, resulting in more orders than can currently be delivered.
- Marketplace: GEEL organized a high-level consultation, collaboration, and learning event on Economic Growth, Livelihoods and Employment with USAID, government, and industry. Fisheries were prominent at the marketplace, showcasing local fresh fish and canned tuna. The US ambassador, along with the USAID mission director and federal ministers from various ministries, attended this 2-day event.
- Marketplace 2: GEEL held a marketplace display inside MIA. Senior USAID representatives from Washington, DC, and Kenya, along with the USAID mission director and US ambassador to Somalia, inspected products and spoke to industry representatives. The fisheries display was well received. An industry–government workshop was held on the second day and was well attended. Participants discussed ways forward for the project, resulting in a proposed extension of activities after September 2020.

### **Investment Facilitation**

By Y4, GEEL’s verified investments exceeded the total life of the project (LOP) investment target of \$18 million. GEEL continuously tracks and verifies investments throughout the LOP, and the most recent verification process lowered the Y2 investments, resulting in a total to date of \$18.9 million.

During Y4, GEEL facilitated the completion of \$7.8 million in investments for private sector businesses. The graphs in **Figure 4** break down the Y4 investments by sector and region. Investments in the agriculture, dairy, and fisheries sectors made up more than half the investments because of the availability of these businesses’ own capital and higher profit margins. Investments were also made into an energy grid and an energy input supplier. Most of the investments were in South Central Somalia, however, Somaliland investments are currently understated because the verification of some of the newly completed investments are pending.

The investment sources in Y4 remained similar to the previous years, with 77% of funds coming from businesses, owners, and owners’ families and friends. During Y4, GEEL increased its partnerships with banks and MFIs, which began to increase the availability of external financing. Dahabshiil Bank was the main provider of loans to SMEs. KIMS, MicroDahab, Amal Bank, and International Bank of Somalia began to make microloans to GEEL partner businesses. VAPACO and AgriTech provided vendor finance for the first time.

### *Lessons Learned*

In Y4 investments from external sources increased by 1%, to 23%. During Y5, GEEL will focus on improving this rate by increasing the supply of finance and access through the following:

- Accessing the \$█ million in capital that Gargaara provides to banks and MFIs for SME lending

- Supporting FCA funds to invest \$1 million into GEEL's larger SMEs
- Enabling an international RE investor to complete \$1 million in investments with the support of a guarantee from the USAID's Development Credit Authority (DCA)
- Expanding technology and microfinance packages
- Increasing access to and participation in microfinance events
- Expanding partnerships with innovation and entrepreneurial hubs and finance providers to help youth and women to finance, start, and expand their businesses.

#### *Technology and Microfinance Packages*

GEEL has developed technology and microfinance packages to increase the supply and financing of new technology for businesses and women and youth entrepreneurs. These packages provide standard technologies, business models, and financing that are easy to take to scale. GEEL works with technology and microfinance providers to develop pipelines for these packages, which, combined with GEEL capacity building, will ensure that technology and microfinance marketplaces function after GEEL finishes. To date, the following packages have been implemented:

- International Bank of Somalia: 11 women and 2 youth financed, with 20 loans in progress
- Amal Bank: 1 youth and 4 men financed, with 25 loans in progress
- MicroDahab: 3 women and 2 youth financed, with 5 loans in progress
- AgriTech: 6 greenhouses financed for 2 women and 2 youth
- VAPCO: Stock financed for 3 veterinary retailers, with 7 loans in progress

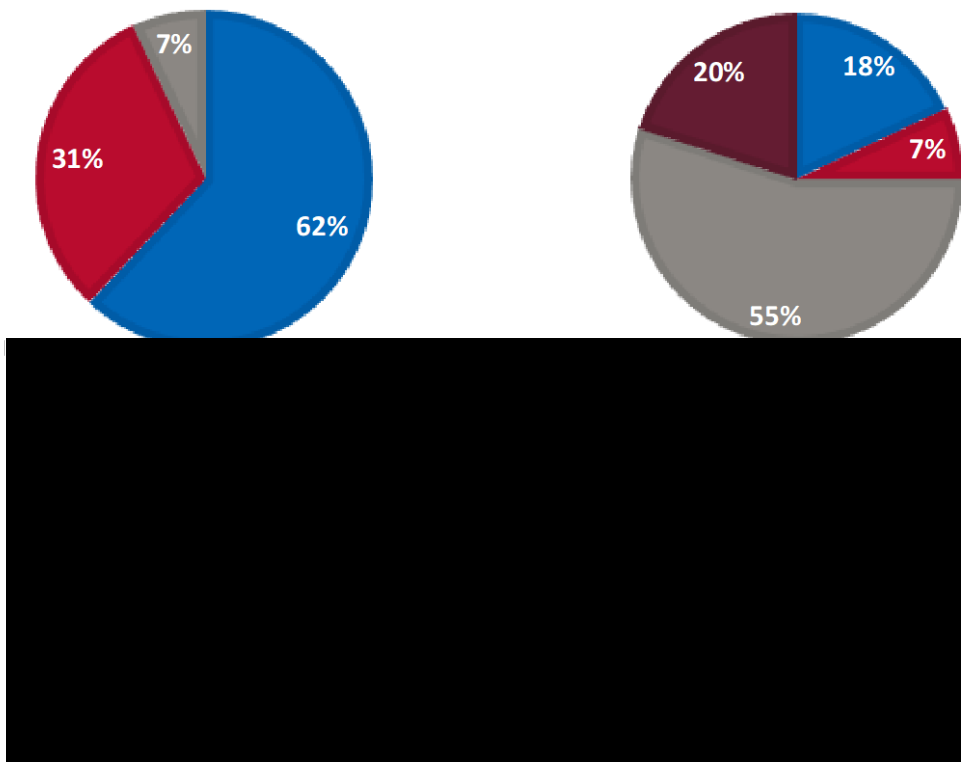
#### *Women and Youth*

GEEL continued to support youth entrepreneurs by working with innovation hubs and finance providers. The team also worked with iRise and Premier Bank, the results of which include Premier Bank providing a loan to Safari Meals to invest into its bicycle meal-delivery service. Amal Bank made loans to four women trained by SIDRA under GEEL's youth entrepreneurship initiative in Garowe.

Events supported by GEEL this year include: (1) Shaqodoon's Global Entrepreneurship Week in Mogadishu and Hargeisa, for which GEEL provided TA and equipment, helped raise additional investment, and awarded prizes to five youth entrepreneurs including two women; (2) the Mogadishu Technology Summit organized by iRise, at which GEEL staff made a keynote presentation on agri-tech, participated in panels on smart energy and the digital and mobile economy, supported 15 youth entrepreneurs in pitching for investment, and provided financing to women-owned Wadani Foods; and (3) a series of Access to Finance events for women entrepreneurs and business owners that included workshops at which the GEEL team supported participants in developing their business plans. These efforts allowed GEEL to introduce new ideas and technologies, showcase products and technologies in a marketplace, share the inspirational success stories of businesswomen and youth, and enable technology and finance providers to assist entrepreneurs in developing business models and building relationships. Following the Access to Finance for Women in Business event in Kismayo, 40% of the participants received financing, including seven loans from MicroDahab and 24 loans from KIMS, and 26 women opened bank accounts with Amal Bank to build their financial histories to support loan applications. GEEL used similar events in Mogadishu and Hargeisa to develop a pipeline of businesses seeking technology and microfinance packages.

**Figure 4. Investment Summary: By Sector, Region, Source, and Type**  
**INVESTMENT BY REGION** **INVESTMENT BY SECTOR**

■ South-Central Somalia ■ Puntland ■ Somaliland ■ Agriculture ■ Dairy ■ Fisheries ■ Renewable energy



**Access by Type and Value**

	Grant	Bank loan unsecured	Bank loan secured with asset	Bank loan secured with other	Fund debt and equity	Private debt and equity	Key
<b>Medium</b> >>\$500,000							No access
<b>Small</b> \$150,000 to \$500,000				IBS Dahabshil Premier			Access with significant constraints
<b>Very Small</b> \$5,000 to \$150,000				Dahabshil Premier			Access with some limitations
<b>Micro</b> <\$5,000			Technology	Microdahab Premier			Easy access

*SME Finance*

SMEs that GEEL supported in Y4 included the following:

- SomFresh Fruits and Vegetables Company raised \$ [REDACTED] to purchase a farm and equipment to supply bananas to its wholesale business. Dahabshiil Bank provided loans, with the land as

collateral and a family guarantor, and the owner and her family invested their own funds. GEEL provided TA and SSI for farm development and to install insulation in the ripening rooms.

- SECCCO, a key RE input supplier, invested \$ [REDACTED] from Shuraako and its own funds to increase its stock of solar-powered equipment for agriculture and fisheries.
- Previously, Habo Fish and Tuna Canning Factory Africa invested more than \$ [REDACTED] million from its own funds for a mother storage boat with onboard cold chain equipment, storage warehouses, and onshore cold storage equipment. This year Habo accessed \$ [REDACTED] from the Africa Enterprise Challenge Fund (AECF) to complete a \$ [REDACTED] million investment to buy stock for canning during the fishing off-season. While GEEL TA and SSI to improve the cold chain enabled the expansion, GEEL's support to monitor and evaluate Habo's progress was also crucial to AECF's investment decision.
- Dayax Energy Supply raised \$ [REDACTED] million from a Dahabshiil Bank loan and private investors to finance the first phase of a project to add 1.2 MW of solar panels and batteries to the town grid in Beledweyne. GEEL provided training to Dayax engineers and facilitated the investment.

### *Business and Financial Planning*

GEEL completed business plans and feasibility studies for three large-scale grain farming projects: (1) Golden Cara Investments (GCI) plans a 100-hectare model farm for sorghum at Wajaale, Somaliland, to supply the two mills in Berbera that are being built by Quality Millers and National Mill Company; (2) Garaas Mataano Cooperatives plans to develop 80 hectares for maize and sesame and three hectares of greenhouses at Kurtunwaare, Shabelle Valley; and (3) Somgrain plans to grow 200 hectares of maize and fodder at Balcad, Jubba Valley, to supply its mill in Mogadishu.

To improve business and financial planning capabilities, GEEL installed financial accounting software at 11 businesses to allow them to access information on their sales and profitability and use it to develop business and financial plans. GEEL advised Beder Meat and Dairy Co. on installing herd management software to complement their existing financial systems. GEEL also trained nine youth entrepreneur cooperatives in Hargeisa, supported by the Somaliland National Youth Organisation, to strengthen their accounting and financial skills and improve their investment pitches, resulting in three cooperatives receiving seed capital to start their businesses.

### *Guarantees*

GEEL worked with finance providers to design microloan products that reduce or eliminate requirements for guarantors. Vendor microfinance packages were implemented with AgriTech and VAPCO under which there is no need for a guarantor because the assets being financed can be repossessed, providing 100% collateral. GEEL continued to support the creation of microenterprises and recruit women and youth into cooperatives, associations, and mutual assistance relationships through which participants can guarantee each other's borrowing, facilitating microloans from KIMS and MicroDahab.

USAID and GEEL established a groundbreaking guarantee facility for RE projects for the first time in Somalia. USAID DCA signed a guarantee facility for an international private sector investor to reduce the risk of its planned portfolio of \$ [REDACTED] million in investments in RE projects. The guarantee facility will enable Somali RE producers to install solutions, primarily solar, that will expand their generating capacity and distribution networks, reduce their operating costs, and reduce electricity prices for business and household users. Agribusinesses in the affected areas will also benefit from reduced electricity prices and will have less need to invest in off-grid and in-house energy solutions.

## Investors

The investor community for Somalia remains very limited. Most businesses are financed solely by reinvestment of profits and through family and clan networks. Although returning and expatriate diaspora investors include some wealthy entrepreneurs, they tend to limit investments to their own businesses and those of their friends. In Y4 GEEL made significant improvements by supporting the establishment of Gargaara and assisting FCA Investments to begin operating in Somalia.

The Gargaara private sector investment fund was incorporated with the support of the World Bank and FGS. Bank and MFI capacities to lend are being improved by the injection of loan capital from Gargaara and support from International Finance Corporation (IFC) to improve their governance, policies, and procedures. Donors have provided \$ million of initial capital to the \$ million fund, which will be on-lent to banks and MFIs. The banks and MFIs will make loans of up to \$ to productive businesses, especially those owned by or employing women. Investments totaling \$ million are planned by the end of 2020. GEEL will support banks and MFIs to improve lending policies and procedures, develop financial products, and expand guarantee facilities to increase lending to productive micro, small, and medium enterprises (MSMEs)—including those owned by or employing women and youth—and introduce them to MSMEs that GEEL supports.

GEEL assisted FCA Investments to set up operations in Somalia and assess potential investment opportunities from GEEL's pipeline. Investments totaling \$ million are planned in Y5. FCA Investments will make debt and equity investments of at least \$ each and targeting an average of \$ , which will enable larger transactions that are not being made by banks.

GEEL worked with governments to improve the investment climate and increase investment in productive sectors. In Somalia this included collaboration with the Ministries of Finance, Planning, and Commerce and Industry, and with Sominvest; participation in the National Economic Policy Forum; and collaboration with the United Nations Development Program (UNDP) and the United Nations Industrial Development Organization's (UNIDO's) youth and entrepreneurship programs. GEEL supported the assistant secretary of the US Treasury's visit to Mogadishu, as well as USG-sponsored events for the US ambassador and USAID administrator by holding workshops with businesses and finance providers to prepare them to discuss market and investment priorities. GEEL assisted with the first Puntland Investment Forum and gave a keynote presentation, participated in panel discussions, and showcased GEEL-supported investment opportunities.

### 3.3 TASK ORDER 3: ENERGY EXPANSION

In Y4, the GEEL energy team provided regulatory support to the Somaliland MoEM, loss-reduction support to ESPs, and TA to agribusiness VCs under TO2, assessing 20 businesses in terms of their energy capacity and RE needs. The team assessed the energy demands of a cold storage facility, processing machineries, solar lights, and water pumping systems; determined generating capacities; and discussed the main energy challenges faced by these businesses. Although the assessed companies vary in composition, they face similar challenges: the high cost of diesel fuel, oil, and filters; the short life span of diesel generators; high maintenance costs; and the high cost of electricity. GEEL's solutions, including financial support and implementation recommendations, are expected to reduce costs.

GEEL also conducted a cross-border, multi-day training and study tour for 145 energy sector engineers and technicians: 65 attended a grid safety best practices implementation workshop, 10 participated in a South Africa energy learning trip, 5 were trained in RE systems, 29 trained in hybrid mini-grids, 16 trained on smart metering installation and power system monitoring, and 20 trainees participated in the

Women in Energy (WIE) group. The participants' new skills will contribute to the expansion of RE Solutions in Somalia, expand access to electricity in rural and fishing communities, increase the efficiency of electrical distribution networks, and reduce energy losses. In addition, GEEL facilitated 15 paid internships with ESPs for WIE group members.

Y4 key highlights include the following:

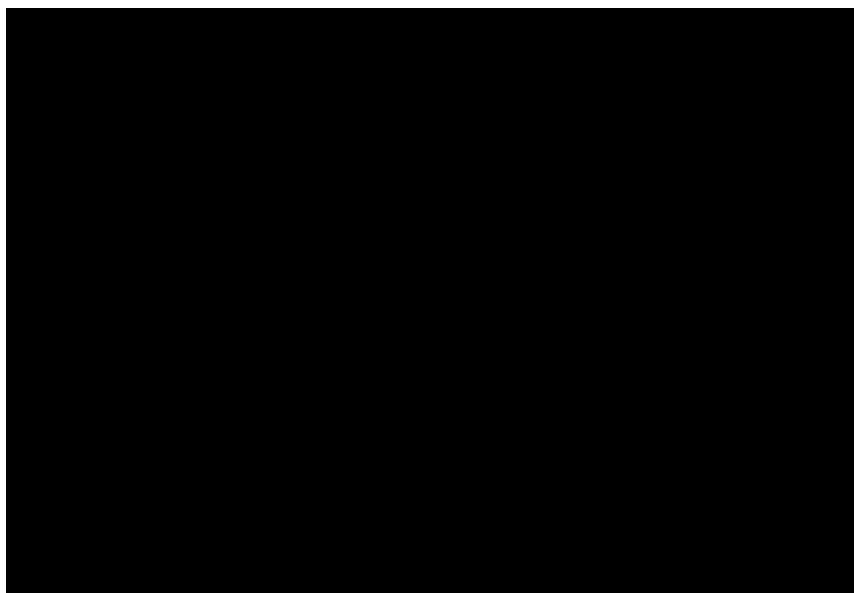
- Increased support for TO2 VCs: energy assessments and recommendations for 20 businesses, which resulted in procurement of five RE systems
- Five businesses supported in the procurement and installation of solar generation systems
- 145 energy sector stakeholders trained
- \$[REDACTED] million invested by Dayah Power Supply in a hybrid solar power project in Beledweyne
- Construction Best Practices for Distribution Networks document, which will serve as an interim regulation, developed and handed over to the MoEM
- 15 paid electrical engineering internships for women facilitated
- 20 female engineers trained on residential and commercial electrical wiring systems
- 12.1% energy loss reduction reached as a result of GEEL efforts
- 1,709 new connections for households and businesses by ESPs NECSOM and BEC
- 22% energy tariff reduction per kWh for BEC

### 3.4 REGULATORY TECHNICAL ASSISTANCE FOR THE MOEM

In October 2018, the Somaliland MoEM officially launched the Electrical Power Distribution Networks Best Practices Guidelines document at a meeting attended by the Somaliland Energy Association (SEA) chairman, ESP representatives, and the media. The GEEL energy team provided technical advice on the document, which sets forth guidelines for the construction of relevant electricity networks in the Somaliland context, with a focus on safety and efficiency. In his speech, the minister stated that the government will hold accountable any ESP that does not abide by the document, underscoring his support for the adoption of these best practices. The SEA chairman agreed that the document will be used by ESPs and that SEA will work with the ministry as updates become necessary.

See local event coverage from Somaliland TV at the following link:

<http://www.somalilandntv.com/view.php?id=11104>



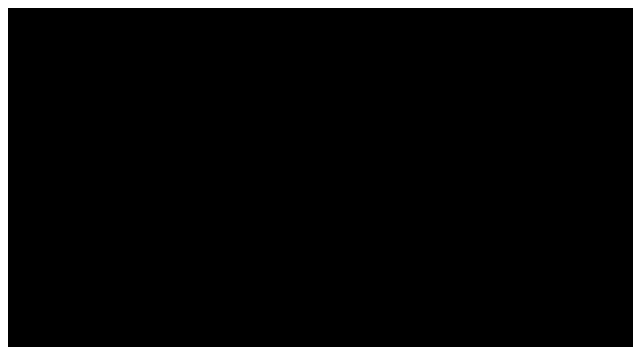
**Attendees at the official launch of Somaliland's new Electrical Power Distribution Networks Best Practices document.**

**Photo credit: [REDACTED]  
[REDACTED] GEEL**

### 3.5 GRID SAFETY BEST PRACTICES AND CAPACITY BUILDING WORKSHOPS

GEEL, in collaboration with MoEM and SEA, held an 8-day training on implementation of the Grid Safety Best Practices Guidelines in December 2018. The training was attended by 65 participants, including engineers from Somaliland ESPs, MoEM representatives, students from local universities, and representatives of various industries. GEEL also held a focused 3-day training for the MoEM inspectorate.

Director of Energy [REDACTED] opened the training and encouraged trainees to engage, actively participate, and take full advantage of the opportunity. The training consisted of classroom learning and a field visit to equip participants with both theory and hands-on experience with electrical line construction. Using the new guidelines will allow ESPs to safely construct reliable and efficient distribution networks and will contribute to significant energy loss reduction. At the conclusion of the training, Minister of Energy and Minerals [REDACTED] gave closing remarks and awarded trainees with certificates.



Grid safety best practices training group.  
Photo credit: [REDACTED]/GEEL

### 3.6 ENERGY LEARNING EVENT IN SOUTH AFRICA

Following the training on the best practices document, to reinforce program learnings GEEL facilitated a peer-to-peer learning event for SEA members and MoEM staff in South Africa. Selected SEA members engaged their South African counterparts on energy sector policy issues and best practices. The greatest challenge expressed by Somali ESPs is the lack of a regulatory framework and safety regulations. Participants engaged South African energy companies and regulators who ensure that ESPs comply with safety standards to gain exposure to the practical application of their training and expand their networks.

Objectives included meeting counterpart business membership associations to share experiences and learnings; engaging energy sector regulators on topics such as licensing, tariff setting, and grid codes; and meeting with private independent power producers to discuss successful implementation of energy sector investments. Upon return from the exchange visit, SEA and MoEM committed to develop an action plan and use the learning experience to accelerate growth and expansion in the sector, specifically with regard to regulatory work (e.g., safety, technical, licensing) supported by GEEL.

### 3.7 TA FOR SOMALI ENERGY COMPANIES

#### Cross-Border University Trainings for Somali Engineers

GEEL organized an intensive 2-week RE ToT designed to address one of the most significant constraints in the electricity sector: skill gaps. Somali ESPs frequently rely on foreign expertise for equipment installation and maintenance, which is costly and does not result in knowledge transfer or gains for Somali professionals in the sector. Five Somali engineers from NECSOM, a Puntland ESP, attended



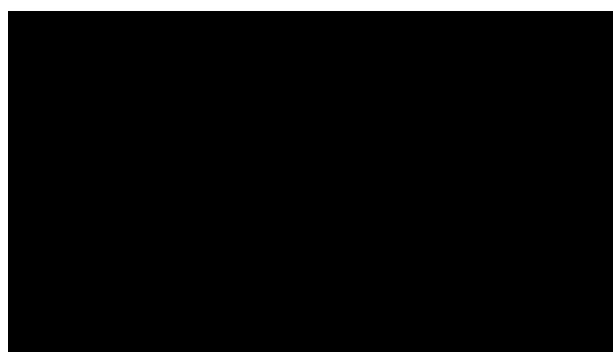
training at Strathmore University in October 2018, along with public sector representatives and GEEL staff.

This interactive training provided a foundation in solar energy, with focuses on stand-alone and mini-grid solar systems. Students learned about the planning, design, installation, and effective maintenance of modern energy systems, in addition to safety requirements. The training strategy put strong emphasis on hands-on installation and testing. Participating engineers are expected to share their newly acquired knowledge and skills with others in their field. GEEL staff subsequently continued the training with an intensive 3-day iteration for WIE program participants.

### **NECSOM Loss Reduction Program**

Together with NECSOM, GEEL is collaborating on a cost-share basis to reduce energy loss. GEEL procured and delivered 520 energy-smart meters to NECSOM, one of the few companies to invest in a hybrid solar/wind storage and diesel generation system.

Smart meters collect site-specific information, allowing utility companies to charge different prices for consumption according to the time of day and the season. For example, energy consumption on a hybrid solar system is lower during the day, when powered by the sun, versus at night, when the diesel-powered system is the main source.



**Conlog staff, SEA members, and ESPs convene at the Conlog office (smart metering company). Photo credit: [REDACTED]/GEEL**

The main objective of this pilot project is to provide a model for Somali ESPs to modernize their metering systems, particularly those that have invested in RE systems, to reduce energy loss. NECSOM is planning to decrease its tariff from \$0.79 to \$0.50 per kWh for smart energy meter users and to replace all existing analog energy meters with smart energy meters. GEEL also facilitated a training in March 2019 for NECSOM engineers and technicians by the smart meter supplier. The training covered electrical loss prevention, proper installation practices, and power station and distribution line performance monitoring.

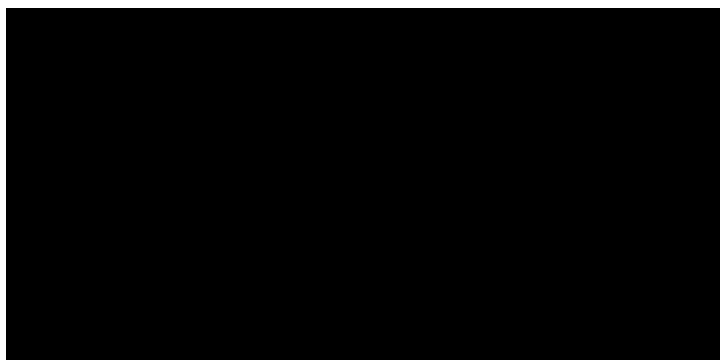
In Y4, NECSOM has installed 520 smart meters procured by GEEL, added over 1,400 new connections, and reduced energy loss from 16% to 10%. NECSOM also upgraded their main power station generation, added new feeders, and commissioned a new 11-kVA line. The smart metering helped the company reduce energy theft and improve system efficiency. As a result, NECSOM procured another 4,000 smart meters.

### **Loss Reduction for BEC**

GEEL assisted BEC to review a preliminary financial analysis of its growth plans, including integration of RE. GEEL and BEC agreed to pilot an activity to enhance the safety and quality of a portion of the BEC grid, in line with the construction best practices document developed by GEEL. GEEL and BEC installed metering and testing equipment and verified existing losses in the system. As a result of increased efficiency and reduced losses, BEC plans to provide an additional 4,000–6,000 kW of power to approximately 300 new connections, increasing the total connections to 4,800, with improved reliability and quality of service.

This pilot was implemented on a cost-share basis and serves as a model for other activities. For example, BEC engineers held a 2-day training for three engineers from MoEM that focused on power generation and distribution efficiency performance monitoring and methods and principles for setting up, wiring, installing, and metering low-voltage and medium-voltage power station generation and feeders.

With training assistance from GEEL, BEC installed three feeder lines with efficiency performance monitoring and equipped a service transformer substation with an efficiency and safety system. Technical losses were decreased by 6.2%, more than the company’s technical loss target of 5%. BEC reduced its energy losses by 22%, from \$0.50 to \$0.39 per kilowatt hour. This reduction increased generating capacity and allowed BEC to add 279 new connections to its distribution networks (**Table 3**).



Training facilitator demonstrating smart meter settings to trainees. Photo credit: [redacted]/GEEL

**Table 3. Summary of Energy and Cost Impacts at NECSOM and BEC Energy Service Providers**

Summary Details	NECSOM		Berbera Electricity Company (BEC)	
Reporting period	March – June 2019	July - September 2019	March – June 2019	July – September 2019
Targets	1,000 new connections 5% energy loss reduction		300 new connections 5% energy reduction Loss	
Number of new connections achieved	740	690	148	131
% of energy loss reduction achieved	3% (From 16% to 13%)	2.9% (From 13% to 10.1%)	4% (From 26% to 22%), and 22% energy tariffs reduction	2.2% (From 22% to 19.8%)
Project deadline	September 2020	September 2020	September 2020	September 2020

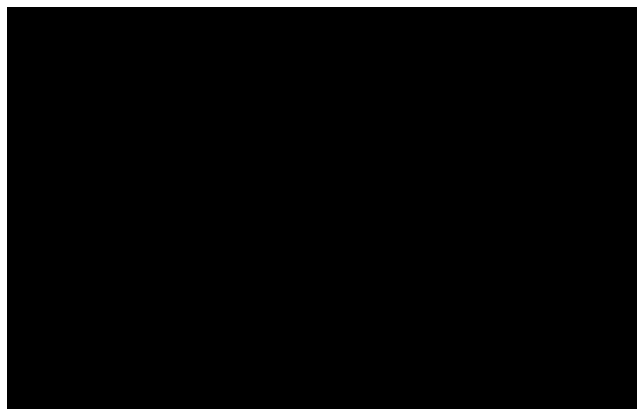
### ENEE Transition to Hybrid Solar-Diesel Power Generation

ENEE supplies electricity to about 90% of Bosaso and Gardo in Puntland state. Currently, ENEE generates 100% of its electricity from diesel, and plans to install a hybrid solar-diesel generator to reduce fuel cost with transition support from USAID and GEEL. In July 2019, the GEEL team visited ENEE’s generation stations in Bosaso and Gardo, collected data for analysis, and discussed the firm’s expansion plans. Recommendations based on the assessment, including plans for scalable and viable hybrid solar PV/diesel generation systems, were compiled in a report for ENEE.

### Technical Training for Hybrid Mini-Grid Projects

Due to security constraints, GEEL is unable to bring in international experts to work directly with engineers and technicians. However, a competitive bidding process identified Kenya Power LC to deliver an intensive 3-week ToT program in Nairobi for Somali engineers and technicians. The 14 trainees returned to Somalia to work on expansion projects while sharing newly acquired knowledge with other technical personnel. This activity will also directly contribute to:

- Benadir Electric Company (BECO), which services Mogadishu, is currently investing \$ [REDACTED] million in a 25.5-MW hybrid plant (including 5.5 MW of solar), scheduled to be commissioned in 2020 and is planning to build 100 MW of capacity in the next 5 years. Currently, BECO serves about 150,000 households and expects to connect an additional 100,000 households in the next 5 years. GEEL has cultivated a relationship with BECO over the past year and will provide TA in project management and transaction advisory services.
- NECSOM, owner of the Garowe grid and power generation facilities, is planning hybrid systems and mini grids in rural fishing communities, such as Eyl, Habo, and Habyo. In Habo it will serve Somalia's largest fish processing plants, including Habo Tuna Canning Factory, which employs 160 people and provides livelihoods for 2,000 fishermen. The Hobyos fishing community needs to develop its infrastructure and install a mini-grid to support growing businesses, such as Sahan, a new \$ [REDACTED] million fish processing plant, and East Africa Fish and Meat.
- DPS is preparing to install in December 2019 a 5 MW of PV/diesel/battery hybrid generation in Beledweyne to replace its aging, inefficient diesel generators and reduce losses. To this end, GEEL is providing TA and trainings and collaborated with the installer, African Green Tech/TRITEC, to train the 15 DPS employees who will operate and maintain the facility.
- In August 2019, Dayah Power Supply invested \$ [REDACTED] to install solar hybrid power in Beledweyne, of which \$ [REDACTED] was provided by Dahabshiil Bank International. African Green Tech/TRITEC, who will install and commission the project, is expecting the first payment installment in October 2019 to begin procurement and shipping of equipment. Monitoring will continue through FY20, with final loss measurements scheduled for completion in September 2020.



15kW diesel generator and 10m depth shallow well that supplies 30-hectare farm on an estimated 30m<sup>3</sup>/h of water. Photo: [REDACTED]

### 3.8 INCREASED ENTERPRISE COMPETITIVENESS

The GEEL energy team continued to provide TA to TO2 VCs, including energy capacity and RE solutions assessments for 20 businesses (13 agriculture, 3 livestock, 3 fisheries, and 1 energy). The team assessed the energy demands of a cold storage facility, processing machineries for sesame seeds, solar lights, and water pumping systems; determined existing generating capacity at each company; and discussed the main challenges faced by these businesses. While the companies vary in composition, they face similar challenges, including the high cost of diesel fuel, oil, and filters; the short life span of generators; high maintenance costs; and high electricity costs. Based on the assessment's recommendations, several businesses were supported with SSI and grants to achieve RE solutions, as described in the following subsections.

#### Yustan Seafood Off-Grid Solar System

GEEL provided technical support for Yustan Seafood Company to procure a 45-kW solar PV generation and battery backup system to supply its cold storage facility. After installation was completed, the supplier trained Yustan technical staff on system operation, maintenance, and software configuration.

During installation the equipment was successfully programmed, configured, and synchronized, and is now fully operational. This solar system enabled the company to access sustainable, reliable energy and reduce its energy costs by 90%. The reduced use of diesel fuel saved \$ ██████ between Q2 and Q4.

### **Ina Macalin Solar-Powered Fish Shops**

GEEL procured and installed shipping containers equipped with hybrid solar-powered cold storage rooms for two fish shops for Ina Macalin fishing company in Somaliland. The supplier conducted on-site trainings for four Ina Macalin staff on system operations, solar panels, and battery maintenance. GEEL provided TA on hybrid systems and connection to the electricity grid as a standby source for cloudy days and engaged a consultant engineer to monitor and analyze the system, including equipment maintenance and collecting daily operating data. The consultant will troubleshoot any basic technical system errors in consultation with GEEL engineers.



**Solar lights will allow nets to be hauled in the dark resulting in better quality fish. The lights will help avoid collisions at sea. Photo Credit: GEEL**

### **Usoo Godol Mixed Farm Solar-Powered Borehole**

To increase Usoo Godol Mixed Farm's access to irrigation water in Puntland, GEEL supported borehole drilling and the installation of a solar-powered pump in the borehole. In Q4 the GEEL energy team commissioned the solar PV equipment and conducted a pumping test that showed water production at triple the expected rate from the water table and equipment. The borehole and pump will increase cultivated land from 10 to 20 hectares and increase fodder production from 60 to 300 MT per year.

### **Solar-Diesel Hybrid System at Dayah Sesame Factory**

GEEL is improving the capabilities of firms in the sesame VC to develop and implement business concepts that will result in both sustainably profitable economic activity and improved food security. GEEL supported a cost-effective solar/diesel hybrid system for Dayah Sesame Factory's sesame processing machineries in Mogadishu. The system's solar panels and equipment were commissioned in October 2019. The system will reduce diesel fuel costs by 60%, increase Dayah's demand for sesame from more than 1,000 local outgrowers, and boost competitively priced exports.

### **New Vegetable Storage Facility at SomFarm Fresh**

In August 2019, the GEEL energy team tested and commissioned the cold storage equipment that GEEL procured and delivered to SomFarm Fresh Produce Company in Hargeisa. The project team trained 3 SomFarm Fresh staff on system operation and maintenance. During the final testing and under GEEL supervision, SomFarm Fresh staff configured the system to the minimum temperature for storage and maintained this temperature for 20 continuous hours. With this modern facility, SomFarm Fresh expects to increase the shelf life of the fruits and vegetables sourced from local producer groups.

### **Renewable Energy Solutions for Agriculture Enterprises**

In September 2019, GEEL and Golis Energy Company jointly visited 10 Somaliland farmers to develop and recommend RE solutions for irrigation to improve production and profitability. The teams met with

farm owners to identify and understand energy challenges faced by agriculture enterprises. Consulting with the farm owners, GEEL and Golis agreed to develop a cost-share partnership pilot project for solar-powered irrigation pumps. After the agreement is reached, GEEL will provide TA to farms and technology vendors on system design, quality, pricing, installation, and maintenance to meet specifications. USAID will provide 30% of the overall cost. Golis will design and install solar-powered irrigation pumps and offer a 20% loan to farms, with a 6- to 12-month repayment period. Farmers will pay an advance of 50%. In addition, the pump vendor will provide on-site trainings to farmers on system troubleshooting, maintenance, and operations.

### **3.9 GENDER DIVERSITY IN THE SOMALILAND ENERGY SECTOR**

The GEEL energy team conducted a 3-day RE system training in Somaliland for 16 female electrical engineering students from local universities. This training provided participants with a technical foundation in RE technologies and covered solar and wind energy system design, with a focus on stand-alone, off-grid, grid-tie, and hybrid solar systems. Trainees acquired the skills that are directly relevant to their future careers and their participation in RE sector growth in Somaliland. Following the training, the participants gained the confidence to design and install RE systems. This is the last training in a series that GEEL conducted for female electrical engineering students to increase their technical capacity and soft skills and enable them to assume leadership roles in the sector.

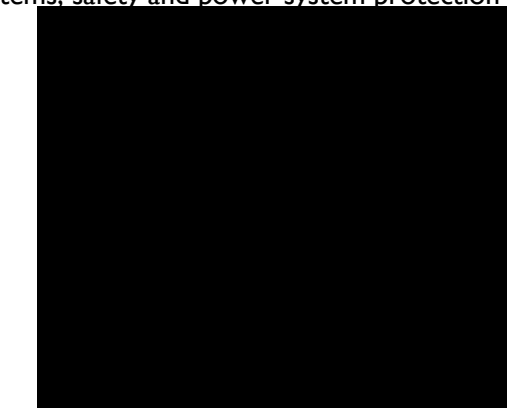
#### **WIE Internship Placement Program**

GEEL collaborated with SEA and MoEM to launch the WIE Internship Placement Program. In December 2018, 15 female electrical engineers were placed into internship positions at three different Somaliland ESPs. The program supported these women to obtain workplace skills and put into practice the theory they have been taught in university. GEEL developed the 4-week curriculum and worked with ESPs to

ensure the women were successfully learning the topics such as electricity generation, the basic principles of electrical power transmission and distribution systems, safety and power system protection requirements, hybrid solar systems, and other relevant topics in the field of energy, such as work ethic, time management, and how to assist site engineers

#### **WIE Group Electrical Wiring Training**

As part of the WIE mentoring program, GEEL organized a residential and commercial electrical wiring training for 20 female engineering students from the University of Hargeisa and Golis University. The goal of the training was to improve students' knowledge and practical skills in electrical installation. Throughout the training students carried out installation and maintenance of electrical systems, repaired existing electrical installations, read and interpreted wiring diagrams, performed quality control for electrical installation work, and observed safety precautions. The 4-month training is will finish in November 2019. It is anticipated that by the end of the training students will have developed skills that will help them obtain jobs in the local energy market.



**WIE group participants examine technical plans during their internship at Aloor Power Station in Borama. Photo credit: WIE intern**

## 4. PROGRESS AGAINST TARGETS

In Y4, GEEL updated the following tables (*Table 4* through *Table 23*) to reflect the indicator disaggregation in the updated approved AMELP.

**Table 4. Number of Microenterprises Supported by USG Enterprise Assistance**

INDICATOR TITLE: NUMBER OF MICROENTERPRISES SUPPORTED BY USG ENTERPRISE ASSISTANCE																									
INDICATOR NUMBER: EG.5-3																									
UNIT: Number																									
DISAGGREGATE BY: Male, Female																									
Results: For Q4 (July–Sept. 30, 2019), the total number of microenterprises supported by the project was 360.																									
Note: The microenterprises benefited from sesame GAP trainings and drip irrigation installation.																									
Disaggregation Level	Baseline		Actual Results (Annual and Quarterly)														FY19		FY20		Cumulative to Date		End of Activity		
			FY16		FY17		FY18		Dec 31, 2018		Mar 31, 2019		Jun 30, 2019		Sep 30, 2019										
			Achieved		Achieved		Achieved		Achieved		Achieved		Achieved		Achieved										Target
Male (M), Female (F)		M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F		
		0	0	339	247	1,246	1,030	1,651	1,121	153	26	212	421	531	374	205	155					4,337	3,374		
<b>Total</b>		<b>0</b>		<b>586</b>		<b>2,276</b>		<b>2,772</b>		<b>179</b>		<b>633</b>		<b>905</b>		<b>360</b>		<b>2,000</b>		<b>900</b>		<b>7,711</b>		<b>8,400</b>	

**Table 5. Percentage of Female Participants in USG-Assisted Programs Designed to Increase Access to Productive Economic Resources (Assets, Credit, Income, or Employment)**

INDICATOR TITLE: PERCENTAGE OF FEMALE PARTICIPANTS IN USG-ASSISTED PROGRAMS DESIGNED TO INCREASE ACCESS TO PRODUCTIVE ECONOMIC RESOURCES (ASSETS, CREDIT, INCOME, OR EMPLOYMENT)																										
INDICATOR NUMBER: EG.5-3																										
UNIT: Number																										
DISAGGREGATE BY: Male, Female																										
Results: For Q4 (July–Sept. 30, 2019), the total number of microenterprises supported by the project was 360.																										
Note: The microenterprises benefited from sesame GAP trainings and drip irrigation installation.																										
Disaggregation Level	Baseline		Actual Results (Annual and Quarterly)														FY19		FY20		Cumulative to Date		End of Activity			
			FY16		FY17		FY18		Dec 31, 2018		Mar 31, 2019		Jun 30, 2019		Sep 30, 2019		Target		Target		Achieved		Target			
	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	N	D	N	D	N	D	N	D		
	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D		
	0	0	247	586	1,164	3,321	1,519	4,294	95	527	432	706	532	1,508	280	1,098							4,269	12,040		
<b>Total</b>	0		42%		35%		35%		18%		61%		35%		26%		40%		40%		35%		40%			

**Table 6. Number of Visits for Somali Government Officials in Other Parts of Somalia or Within the Region**

INDICATOR TITLE: NUMBER OF VISITS FOR SOMALI GOVERNMENT OFFICIALS IN OTHER PARTS OF SOMALIA OR WITHIN THE REGION																								
INDICATOR NUMBER: GEEL INDICATOR #2																								
UNIT: Number																								
DISAGGREGATE BY: None																								
Results: During Q4 (July–Sept. 30, 2019), government officials participated in three (3) sponsored events: Baidoa Business to Business event, Hirshabelle Agribusiness Forum, and Women and Youth Empowerment on Economics workshop in Garowe.																								
Disaggregation Level	Baseline		Actual Results (Annual and Quarterly)											FY19		FY20		Cumulative to Date		End of Activity				
			FY16		FY17		FY18		Dec 31, 2018		Mar 31, 2019		Jun 30, 2019		Sep 30, 2019		Target		Target		Achieved		Target	
	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	N	D	N	D	N	D	N	D	N	D
<b>Total</b>	0		7		14		5		2		1		2		3		5		5		34		16	

**Table 7. Number of Trainings Organized by GEEL**

INDICATOR TITLE: NUMBER OF TRAININGS ORGANIZED BY PROJECT																							
v																							
UNIT: Number																							
DISAGGREGATE BY: None																							
Results: During Q4 (July–Sept. 30, 2019), government officials participated in three (3) sponsored events: Baidoa Business to Business event, Hirshabelle Agribusiness Forum, and Women and Youth Empowerment on Economics workshop in Garowe.																							
Disaggregation Level	Baseline		Actual Results (Annual and Quarterly)								FY19	FY20	Cumulative to Date	End of Activity									
			FY16		FY17		FY18		Dec 31, 2018						Mar 31, 2019		Jun 30, 2019		Sep 30, 2019				
			Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target					Achieved	Target	Achieved	Target	Achieved	Target			
<b>Total</b>	0		15		29		18		5		2		4		11		15		15		84		75

**Table 8. Number of Individuals Who Have Received USG-Supported Short-Term Agriculture Productivity Training**

INDICATOR TITLE: NUMBER OF INDIVIDUALS WHO HAVE RECEIVED USG-SUPPORTED SHORT-TERM AGRICULTURAL SECTOR PRODUCTIVITY TRAINING																								
INDICATOR NUMBER: EG.3.2-1																								
UNIT: Number																								
DISAGGREGATE BY: Male, Female; Type of individual (producer, farmer, supplier, trader, exporter, policymaker, extension worker, community-based organizations [CBOs], and civil society organizations)																								
Results: In total, for Q4 (July–Sept. 30, 2019), 208 individuals were trained.																								
Disaggregation Level	Baseline		Actual Results (Annual and Quarterly)												FY19	FY20	Cumulative		End of Activity					
			FY16		FY17		FY18		Dec 31, 2018		Mar 31, 2019		Jun 30, 2019				Sep 30, 2019			Target	Target	To Date		
			Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target			Achieved	Target				Achieved	Target	
Male (M), Female (F)	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F		
<b>Type of Individuals Trained</b>																								
<b>Traders</b>					0	90	17	70	0	0											17	160		
<b>Policymakers</b>					3	1	0	0	0	0					58	20					61	21		
<b>Producers/Farmers</b>			339	247	1,354	945	1,529	662	123	17	22	34	489	360	62	35					3,918	2,300		
<b>Exporters</b>			0	0	85	20	0	0	0	0											85	20		



INDICATOR TITLE: NUMBER OF INDIVIDUALS WHO HAVE RECEIVED USG-SUPPORTED SHORT-TERM AGRICULTURAL SECTOR PRODUCTIVITY TRAINING																				
INDICATOR NUMBER: EG.3.2-1																				
UNIT: Number																				
DISAGGREGATE BY: Male, Female; Type of individual (producer, farmer, supplier, trader, exporter, policymaker, extension worker, community-based organizations [CBOs], and civil society organizations)																				
Results: In total, for Q4 (July–Sept. 30, 2019), 208 individuals were trained.																				
Extension Workers			0	0	8	6	47	6	0	0									55	12
Traders			0	0	0	0	0	0	0	0									0	0
Technicians			0	0	0	0	6	0	0	0				3	30				9	30
Total	0	0	339	247	1,450	1,062	1,599	738	123	17	22	34	489	360	123	85			4,145	2,543
	0		586		2,512		2,337		140		56		849		208		1,750	750	6,488	7,230

**Table 9. Number of Individuals Directly Benefiting from the Project**

INDICATOR TITLE: NUMBER OF INDIVIDUALS DIRECTLY BENEFITING FROM THE PROJECT																										
INDICATOR NUMBER: GEEL INDICATOR #9																										
UNIT: Number																										
DISAGGREGATE BY: Male, Female																										
Results: For Q4 (July–Sept. 30, 2019), 1,216 individuals benefited from the project.																										
Disaggregation Level	Baseline		Results FY16		Results FY17		Results FY18		Dec 31, 2018		Mar 31, 2019		Jun 30, 2019		Sep 30, 2019		FY19		FY20		Cumulative to Date		End of Activity			
			Achieved		Achieved		Achieved		Achieved		Achieved		Achieved		Achieved		Target		Target		Achieved		Target			
	Male (M), Female (F)	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	
Total	0	0	51	332	1,164	2,157	2,765	1,452	200	27	618	524	961	525	801	255							7,019	5,272		
				842		3,321		4,217		227		1,142		1,486		1,056		5,000		4,000				12,291		18,000

**Table 10. Number of Promotional or Competitiveness Events Organized or Supported by the Project**

INDICATOR TITLE: NUMBER OF PROMOTIONAL OR COMPETITIVENESS EVENTS ORGANIZED OR SUPPORTED																							
INDICATOR NUMBER: GEEL INDICATOR #3																							
UNIT: Number																							
DISAGGREGATE BY: None																							
Results: For Q4 (July–Sept. 30, 2019), four promotional events were held.																							
Disaggregation Level (None)	Baseline	Results FY16		Results FY17		Results FY18		Dec 31, 2018		Mar 31, 2019		Jun 30, 2019		Sep 30, 2019		FY19		FY20		Cumulative to Date		End of Activity	
		Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Achieved	Target	Achieved	Target			
Total	0	5	6	8	1	2	1	4	7	4	27	24											

**Table 11. Proportion of Female Participants in Promotional and Competitiveness Events**

INDICATOR TITLE: PROPORTION OF FEMALE PARTICIPATION IN PROMOTIONAL & COMPETITIVENESS EVENTS																								
INDICATOR NUMBER: GEEL INDICATOR #4																								
UNIT: Percentage																								
DISAGGREGATE BY: The numerator (N) represents the total number of females, and the denominator (D) represents the total number of participants, including both males and females.																								
Result: For Q4 (July–Sept. 30, 2019), the proportion of women’s participation in the promotional and competitiveness event was 31%.																								
Disaggregation Level	Baseline		Results FY16		Results FY17		Results FY18		Dec 31, 2018		Mar 31, 2019		Jun 30, 2019		Sep 30, 2019		Cumulative FY19		FY19		Cumulative to Date		End of Activity	
	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Achieved	Target	Achieved	Target		
Numerator (N), denominator (D)	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D	N	D
Total	0	0	82	239	38	250	277	548	6	23	83	155	15	82	100	327	204	587			601	1,624		
Proportion	0		34%		15%		51%		26%		54%		18%		31%		35%		35%		37%		35%	

**Table 12. Number of FTE Jobs Created with USG Assistance**

INDICATOR TITLE: NUMBER OF INDIVIDUALS DIRECTLY BENEFITING FROM THE PROJECT																										
INDICATOR NUMBER: USG Indicator EG 3-9																										
UNIT: Number																										
DISAGGREGATE BY: (1) Male, Female; (2) New, Continuing; (3) Rural, Urban/Peri-urban																										
Results: For Q4 (July–Sept. 30, 2019), 563 full-time jobs were created.																										
Disaggregation Level	Baseline		Results FY16		Results FY17		Results FY18		Dec 31, 2018		Mar 31, 2019		Jun 30, 2019		Sep 30, 2019		FY19		FY20		Cumulative To Date		End of Activity			
			Achieved		Achieved		Achieved		Achieved		Achieved		Achieved		Achieved		Target		Target		Achieved		Target			
	Male (M), female (F)	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	
Urban/Peri-urban	0	0	0	0	372	71	465	160	211	55	255	80	338	85	468	95							2,109	546		
Rural	0	0	0	0	61	20	303	152	11	1	89	12	15	1	0	0							479	186		
Total	0	0	0	0	433	91	768	312	222	56	344	92	353	86	468	95							2,588	732		
	0		0		524		1,080		278		436		439		563		1,000		3,000		3,320		5,000			

**Table 13. Value of New Private Sector Capital Investment in Agriculture or Food Chain Leveraged by GEEL**

INDICATOR TITLE: VALUE OF NEW PRIVATE SECTOR CAPITAL INVESTMENT IN THE AGRICULTURE SECTOR OR FOOD CHAIN LEVERAGED BY THE PROJECT																										
INDICATOR NUMBER: EG.3.2-22																										
UNIT: Value																										
DISAGGREGATE BY: None																										
Results: For Q4 (July–Sept. 30, 2019), GEEL-supported enterprises invested a total of \$3,624,060 in their businesses.																										
Disaggregation Level (None)	Baseline		Results FY16		Results FY17		Results FY18		Dec 31, 2018		Mar 31, 2019		Jun 30, 2019		Sep 30, 2019		Cumulative FY19		FY19		FY20		Cumulative to Date		End of Activity	
			Achieved		Achieved		Achieved		Achieved		Achieved		Achieved		Achieved		Achieved		Target		Target		Achieved		Target	
Total	0																									

**Table 14. Number of Sustainable Civil Infrastructure Works Completed**

INDICATOR TITLE: NUMBER OF SUSTAINABLE CIVIL INFRASTRUCTURE WORKS COMPLETED												
INDICATOR NUMBER: GEEL Indicator #8												
UNIT: Number												
DISAGGREGATE BY: None												
Results: For Q4 (July–Sept. 30, 2019), 6 SSI were completed.												
Disaggregation Level (None)	Baseline	Results FY16	Results FY17	Results FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	FY20	Cumulative to Date	End of Activity
		Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Achieved	Target
Total	0	0	2	15	2	0	0	6	10	15	25	40

**Table 15. Number of New or More-Efficient Technologies Introduced by GEEL**

INDICATOR TITLE: NUMBER OF NEW OR MORE-EFFICIENT TECHNOLOGIES INTRODUCED BY GEEL												
INDICATOR NUMBER: GEEL Indicator #5												
UNIT: Number												
DISAGGREGATE BY: VC/Sector												
Results: 8 new technologies were introduced in Q4.												
Disaggregation Level	Baseline	Results FY16	Results FY17	Results FY17	Dec 31, 2018	Mar 31, 2019	Jun 30, 2019	Sep 30, 2019	FY19	FY20	Cumulative to Date	End of Activity
		Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Achieved	Target
VCs	0	0			0							
Sesame			1	1	0		1	3			6	40
Dairy/Livestock			8	3	0		2	1			14	
Fisheries			1	3	0		2	4			10	
Banana				1	0		0	0			1	
Fresh Fruits and Vegetables				2	0		2	0			4	
Total			10	10	0	0	7	8	15	15	35	

**Table 16. Improved Management Practices or Technology Among Private Sector Firms**

INDICATOR TITLE: NUMBER OF PRIVATE SECTOR FIRMS THAT HAVE IMPROVED MANAGEMENT PRACTICES OR IMPROVED TECHNOLOGY AS A RESULT OF USG ASSISTANCE											
INDICATOR NUMBER: EG.5.2-2											
UNIT: Number											
DISAGGREGATE BY: Formal, informal											
Results: For Q4 (July–Sept. 30, 2019), 2,434 firms have improved management practices.											
Disaggregation Level	Baseline	Results FY16	Results FY17	Results FY18	Results FY19	Results FY20	FY17	FY18	FY19	Cumulative to Date	End of Activity
Formal, informal	0	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Target	Target	Target
Formal	0	0	3							3	
Informal	0	0	2,431							2,431	
Total	0	0	2,434	0			1,750	1,000	1,000	2,434	4,200

**Table 17. Increased Production of VC Commodities**

INDICATOR TITLE: INCREASE IN PRODUCTION OF SECTOR/VCS COMMODITIES TARGETED BY THE PROJECT BY DIRECT PROJECT BENEFICIARIES										
INDICATOR NUMBER: GEEL Indicator #1										
UNIT: Percentage										
DISAGGREGATE BY: None										
Results: For Q4 (July–Sept. 30, 2019), a 48% increase in production level was reported for sesame farmers.										
Disaggregation Level (None)	Baseline	Results FY16	Results FY17	Results FY18	Results FY19	Results FY20	FY19	FY20	Cumulative to Date	End of Activity
		Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target		Target
Percentage	100%	0	48%				130%	150%	48%	50%

**Table 18. Firms Receiving TA to Improve Business Performance**

INDICATOR TITLE: NUMBER OF FIRMS RECEIVING USG-FUNDED TA FOR IMPROVING BUSINESS PERFORMANCE											
INDICATOR NUMBER: EG.5.2-1											
UNIT: Number											
DISAGGREGATE BY: Formal, informal; new and continuing											
Results: For Q4 (July–Sept. 30, 2019), the number of firms receiving USG-funded TA for improving business performance was 0.											
Disaggregation Level	Baseline	Results FY17	Results FY17	Dec 31, 2018	Mar 31, 2019	Jun 30, 2019	Sep 30, 2019	FY19	FY20	Cumulative to Date	End of Activity

INDICATOR TITLE: NUMBER OF FIRMS RECEIVING USG-FUNDED TA FOR IMPROVING BUSINESS PERFORMANCE											
INDICATOR NUMBER: EG.5.2-1											
UNIT: Number											
DISAGGREGATE BY: Formal, informal; new and continuing											
Results: For Q4 (July–Sept. 30, 2019), the number of firms receiving USG-funded TA for improving business performance was 0.											
Formal, informal		Achieved	Achieved	0	Achieved	Achieved	Achieved	Target	Target	Achieved	Target
Formal	0	0	15	0	0					15	
Informal	0	0	7	0	0					7	
Total		0	22	0	0			0	0	22	12

**Table 19. Value of Targeted Agriculture Commodities Exported**

INDICATOR TITLE: VALUE OF TARGETED AGRICULTURE COMMODITIES EXPORTED												
INDICATOR NUMBER: USG Indicator EG.3.2-23												
UNIT: Value												
DISAGGREGATE BY: Sector VCs												
Results: For Q4 (July–Sept. 30, 2019), GEEL-supported businesses exported fish products, sesame, and livestock worth \$7,671,043.												
Disaggregation Level	Baseline	Results FY16	Results FY17	Results FY18	Dec 31, 2018	Mar 31, 2019	Jun 30, 2019	Sep 30, 2019	FY19	FY20	Cumulative to Date	End of Activity
		Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Achieved
Fisheries			\$0	\$3,148,560	\$920,116	\$1,346,930	\$1,252,461	\$190,800			\$6,858,867	
Sesame			\$0	\$2,627,335	\$0	\$0	\$800,000	\$661,563			\$4,088,898	
Livestock			\$0	\$6,171,197	\$41,618	\$2,176,436	\$3,795,550	\$6,818,680			\$19,003,481	
Dried Lemons			\$0	\$0	\$0	\$0	\$0	\$0			\$0	
Total			\$0	\$11,947,092	\$961,734	\$3,523,366	\$5,848,011	\$7,671,043			\$29,951,246	

**Table 20. Number of Vocational Training Programs in Target Population Centers**

INDICATOR TITLE: NUMBER OF VOCATIONAL TRAINING PROGRAMS IN TARGET POPULATION CENTERS
INDICATOR NUMBER: GEEL INDICATOR #7
UNIT: Number
DISAGGREGATE BY: None

INDICATOR TITLE: NUMBER OF VOCATIONAL TRAINING PROGRAMS IN TARGET POPULATION CENTERS												
INDICATOR NUMBER: GEEL INDICATOR #7												
Results: GEEL supported 1 vocational training program in Q3 of Y4.												
Disaggregation Levels (None)	Baseline	Results FY16	Results FY17	Results FY18	Dec 31, 2018	Mar 31, 2019	Jun 30, 2019	Sep 30, 2019	FY19	FY20	Cumulative to Date	End of Activity
		Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Achieved
Total	0	0	3	3	2	0	0	1	3	2	9	10

**Table 21. Number of For-Profit Enterprises Receiving Food Security–Related Organizational Development Assistance**

INDICATOR TITLE: NUMBER OF FOR-PROFIT PRIVATE ENTERPRISES RECEIVING USG FOOD SECURITY-RELATED ORGANIZATIONAL DEVELOPMENT ASSISTANCE												
INDICATOR NUMBER: EG. 3.2-4												
UNIT: Number												
DISAGGREGATE BY: Type of organization (for-profit, CBO/NGO, producer organization, women’s group, producer organization)												
Duration: New and continuing												
Results: For Q4 (July–Sept. 30, 2019), 29 firms were supported.												
Disaggregation Level	Baseline	Actual Results (Annual)							FY19	FY20	Cumulative to Date	End of Activity
		FY16	FY17	FY18	Dec 31, 2018	Mar 31, 2019	Jun 30, 2019	Sep 30, 2019				
Type of Organization		Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Achieved	Target
For-Profit		0	121	0	9	10	11				151	
CBOs/NGOs			2	0	0	0					2	
Cooperatives			4	0	0	0	18				22	
Women’s Group			0	0	0	0					0	
Producer Orgs.		0	0	0	0	0					0	
Total	0	0	0	127	0	9	10	29	50	0	175	200

**Table 22. Number of Laws, Policies, Regulations, or Standards to Enhance Energy Sector Governance Formally Proposed, Adopted, or Implemented as Supported by USG Assistance**

INDICATOR TITLE: NUMBER OF LAWS, POLICIES, REGULATIONS, OR STANDARDS TO ENHANCE ENERGY SECTOR GOVERNANCE FORMALLY PROPOSED, ADOPTED, OR IMPLEMENTED AS SUPPORTED BY USG ASSISTANCE												
INDICATOR NUMBER: EG.7.3-1												
UNIT: Number												
DISAGGREGATE BY: A. Officially Proposed; B. Adopted; C. Implemented												
Results: 0												
Disaggregation Level	Baseline	Results FY16	Results FY17	Results FY18	Dec 31, 2018	Mar 31, 2019	Jun 30, 2019	Sep 30, 2019	FY19	FY20	Cumulative to Date	End of Activity
		Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Achieved
Officially Proposed				0							0	
Adopted				2							2	
Implemented				0							0	
<b>Total</b>	0	0	0	2	0	0	0	0	0	0	2	8



**Table 23. Increase in Domestic Sales Value of Sector/VC Commodities Targeted by the Project by Direct Project Beneficiaries**

INDICATOR TITLE: VALUE OF TARGETED AGRICULTURE COMMODITIES EXPORTED												
INDICATOR NUMBER: USG Indicator EG.3.2-23												
UNIT: Value												
DISAGGREGATE BY: Sector VCs												
Results: For Q4 (July–Sept. 30, 2019), GEEL-supported businesses domestically sold fish products, sesame, and livestock worth \$2,121,456.												
Disaggregation Level	Baseline	Results FY16	Results FY17	Results FY18	Dec 31, 2018	Mar 31, 2019	Jun 30, 2019	Sep 30, 2019	FY19	FY20	Cumulative to Date	End of Activity
		Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Achieved	Target	Target	Achieved
Fisheries							\$2,637,804	\$1,342,678			\$3,980,482	
Sesame							\$0	\$			\$0	
Livestock							\$611,059	\$531,613			\$1,142,672	
Fresh Fruits and Vegetables							\$0	\$131,651			\$131,651	
Banana							\$360,000	\$115,514			\$475,514	
<b>Total</b>							<b>\$3,608,863</b>	<b>\$2,121,456</b>			<b>\$5,730,319</b>	

## 5. ENVIRONMENTAL COMPLIANCE

GEEL's Initial Environmental Examination (IEE) for the period September 23, 2015 to September 30, 2020, recommends environmental actions including Categorical Exclusion and Negative Determination with Conditions. Based on these conditions, program activities and interventions that have the potential for direct or indirect effects on the environment are contingent on the monitoring and implementation requirements documented in the IEE and the specific conditions identified through the Environmental Mitigation and Monitoring Plan (EMMP). The GEEL's TO1 and TO2 EMMP was approved January 14, 2016, the TO3 EMMP was approved on January 5, 2017, and the Pesticide Safe Use Action Plan (SUAP) was approved September 22, 2016.

### 5.1 GRANT ACTIVITIES ONGOING

The environmental mitigation and monitoring is ongoing for activities in 35 grants that have USAID-approved Environmental Review Form/Environmental Review Reports (ERF/ERRs). Upon completion of the monitoring, the ERF/ERRs of the below grants will be submitted with subsequent quarterly reports:

- Dayah Sesame Industries
- Lis Miran Pulp Company
- KIMS
- Al Mizan Trading Company (AMITCO) Sesame Processing
- Filsan Inc.
- Habo Tuna
- HIACoT
- OMF
- Hamar Fresh Company
- Moumin Group of Companies
- Small Fish Markets:
  - Dalsan Fishing Group Ltd.
  - BARFISCO Fishing Company
  - Demo Fishing Company
  - Somali Seafood Product Cooperatives
  - Horn Import and Export Fishing Company
  - Sagal Fish Seafood Supply Company
  - Suban Seafood Company
  - Hodan Fishing Company
  - Libin Fishing Company
  - Global Seafood Company Ltd.
  - Gor Fish
  - Red Sea Fishing Company
  - Gulf Fishing Company
  - Sakinle Seafood Company
  - Boss Fisheries
  - East African Fishing Company
  - Jubbaland Fisheries Development and Sea Construction Company
  - DOR Fishing Company
  - ZAAD Fishing Company
  - Sahan Seafood Company
  - Liimo Fishing Company
  - SOM Fishing Company
  - Hegan Fishing Company
  - Red Sea Fishing Company & Marine Wealth
  - Moon Fishing Company

## 5.2 GRANTS COMPLETED IN Y4

The following three grant activities have been completed in Q4 of Y4:

- Beder Milk & Meat Company
- Ina Macalin Fishing Company
- Zakia Fishing Company)

The results of mitigation and monitoring have been recorded on the final ERF/ERR, which is submitted with this Q4/Annual Report. One grant activity that did not require an EMMP (SIDRA Institute) was completed this quarter.

In addition, the following three grant activities were completed in Q2 of Y4:

- Geosmart Investments
- Sundus Fishing Company
- ODF

The results of mitigation and monitoring were submitted in the Q2 Report.

## 5.3 SSI ACTIVITIES ONGOING

The TO1 and TO2 EMMP Reporting Forms are submitted on a biannual basis with the GEEL Q2 and Q4 Reports. With regard to the GEEL SSI activities that are required to comply with the TO1 and TO2 EMMPs, there are currently four active projects, as follows:

- Construction of Berbera Animal Health Lab (handover is planned)
- Beer Cooperative Fodder Warehouse
- Kalkaal Farm Elevated Tank
- 10 Fish Processing Companies (HACCP support)



*The Beer Cooperative fodder warehouse sits at a strategic location for use by cooperatives, traders, and private farmers.  
Photo credit: [REDACTED] /GEEL*

### SSI Completed in Y4

The results of environmental monitoring for one project that has been completed and turned over in the previous quarter—Usoo Godol Farm Borehole and Solar Pump—are documented in the TO1 and TO2 EMMPs that are submitted with this Q4/Annual Report.

In addition, the following project was completed in Q1 of Y4:

- Jubba Livestock Quarantine Water Treatment Equipment (completed Q1 2019)

The results of environmental monitoring for this project that was completed and turned over were documented in the TO1 and TO2 EMMPs that were submitted with the Q2 Report.

## 5.4 TO3 COMPLETED IN Y4

Activities comprising GEEL TO3 were completed early in Y4, and the environmental compliance reporting (the final EMMP) was submitted with the Q2 Report. Those activities were associated with the Hargeisa Wind Farm and support for energy distribution programming. Since there were no further activities, there is no further reporting under the administration of the TO3 EMMP.

## **5.5 ANNUAL SUAP REPORTING**

The final environmental compliance reporting tool used by GEEL involves the project- and subproject-specific Pesticide SUAPs. The project wide SUAP is submitted annually with the Q4/Annual Report. No individual subproject specific SUAPs have been initiated to date.

## **5.6 REVISION TO REPORTING PROCEDURE**

Due to the significant increase in grants and SSI projects, and the potential to add new program elements to the overall work scheme in Y5, a correspondingly more structured approach should be taken to environmental reporting. The following procedure will be followed:

- Developing a checklist/form for each current project pertinent to its EMMP
- Establishing a schedule for reporting prior to each quarterly report
- Identifying which GEEL staff are responsible for collecting EMMP data from the various projects

Attachments Included with this Report:

01\_2019 Q4 EMMP Reporting Form TOI&2

02\_2019 Q4 Annual SUAP Reporting Form

03\_GEEL ERF/ERR Beder Milk and Meat 14Oct2019

04\_GEEL ERF/ERR Ina Macalin 14Oct2019

05\_GEEL ERF/ERR Zakia Fishing Company 14Oct2019

# 6. FINANCIAL INFORMATION

## 6.1 CASH FLOW REPORT AND FINANCIAL PROJECTIONS

In Year 4, GEEL significantly increased its activities through the introduction of new technologies, trainings, workshops, and events, including technical training in cold chain equipment maintenance, hygiene and food safety, solar practices, drip irrigation, sanitary and phytosanitary standards. Hazard Analysis and Critical Control Point (HACCP) certification for the fisheries sector continued to be a significant activity in Y4. Besides, GEEL introduced new seed varieties in the agriculture sector, facilitated co-investments in support of critical infrastructure development, and disbursed in-kind grants to achieve results across all its value chains. During Year 4, GEEL recruited a new Home Office Project Coordinator and two Home Office Project Associates (one full time and one part-time). In addition, GEEL recruited an Agricultural Resilience and Innovation (ARI) Team Leader, a Communication Assistant in Somalia, and currently in the process of hiring a Regional Coordinator for Kismayo region. In Year 4, GEEL maintained a consistent burn rate that was in line with the projected burn rates and pipeline submissions.

IRG’s detailed financial projections and cash flow report for Task Order 1 (AID-623-TO-15-00010) can be found below and are followed by the same information for Task Order 2 (AID-623-TO-15-00011) and Task Order 3 (AID-623-TO-15-00001-TO3).

### Budget Details – Task Order 1

Total Estimated Cost: \$ [REDACTED]  
 Cum Obligation: \$ [REDACTED]  
 Cum Expenditures and Accruals: \$ [REDACTED]

TASK ORDER 1	Year 3 Actuals	Year 4 Q13 Actuals	Year 4 Q14 Actuals	Year 4 Q15 Actuals	Year 4 Q16 Actuals/ Accruals	Year 4 TOTAL
Direct Costs	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Indirect Costs	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Total Estimated Cost	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Fixed Fee	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Total Estimated Cost Plus Fixed Fee	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

### Budget Details – Task Order 2

Total Estimated Cost: \$ [REDACTED]  
 Cumulative Obligation: \$ [REDACTED]  
 Cum Expenditures and Accruals: \$ [REDACTED]



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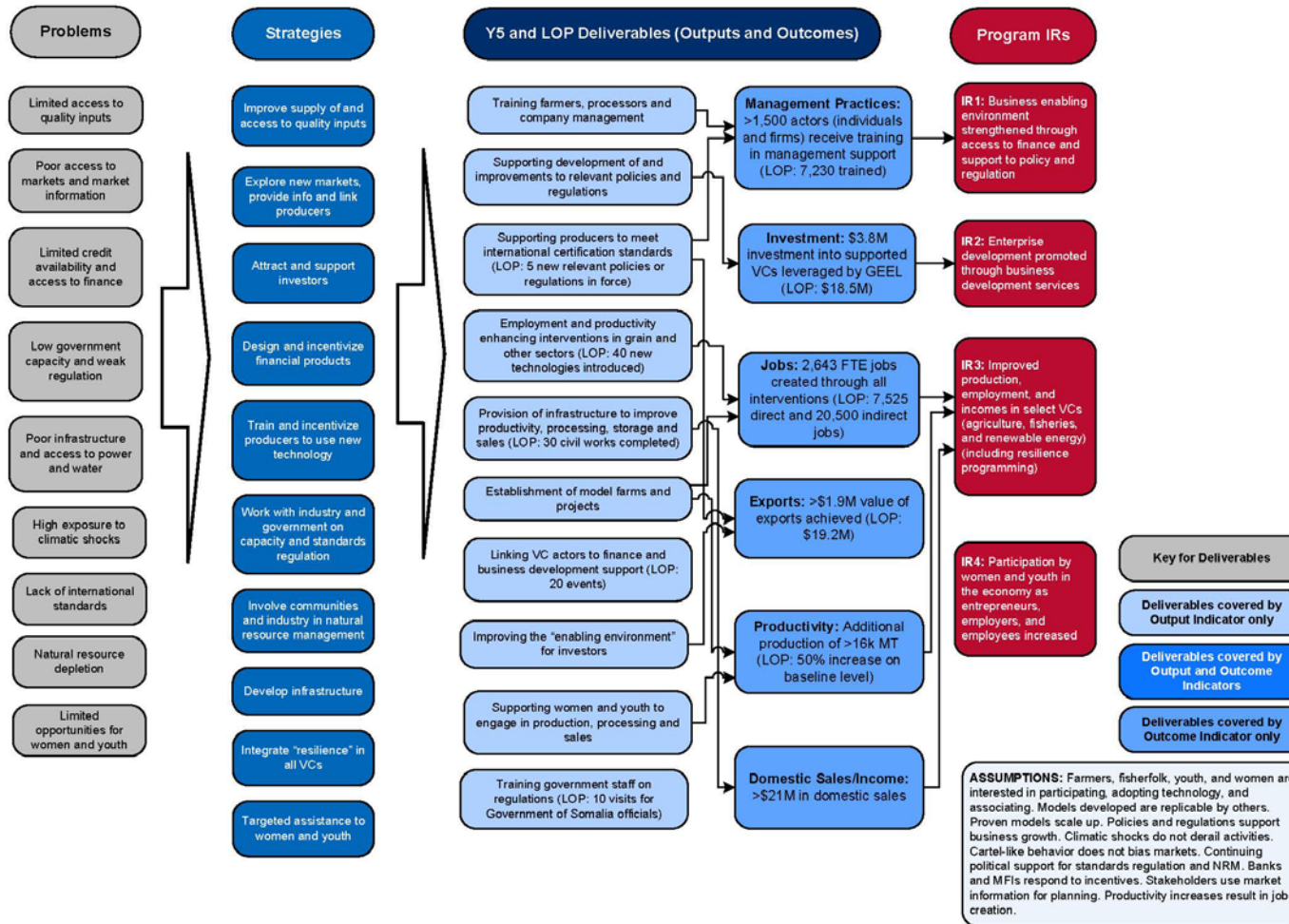
ANNEX VII. Pipeline of Investors

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# ANNEXES

## ANNEX I. THEORY OF CHANGE





## ANNEX II. DETAILED INDICATOR TABLES

Table 24. Indicator Summary Table

#	Indicator Number	Indicator Title	TO	IR	Indicator Type, Frequency of Reporting, and Data Source	Disaggregation		Baseline Value	Targets					
						Required USAID Reporting	GEEL Internal Management		2016	2017	2018	2019	2020	Cumulative
1	EG.5-3	Number of microenterprises supported by USG enterprise assistance	TO 2	IR1, IR2, IR3, IR4	Output – Annual – Project records	Sex/gender (male/female)	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries) Sex/gender (male/female)	0	750	2,750	2,000	2,000	900	8,400
2	EG.5.2-2	Number of private sector firms that have improved management practices as a result of USG assistance	TO 2	IR3, IR4	Outcome – Annual – Beneficiary surveys	Informal/ formal	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries) Informal/formal	0	0	1,750	1,000	1,000	450	4,200
3	GEEL Indicator 1	*Increase in production of sector/VC commodities targeted by the project by direct project beneficiaries (custom)	TO 2	IR3, IR4	Outcome – Annual – Beneficiary surveys	None	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries) Note: Overall average production/ volume increase	100%	100%	105%	115%	130%	150%	50% increase
4	EG.3.2-23	Value of targeted agricultural commodities exported with USG assistance Note: percentage figures are used in lieu of values in United States dollars until initial baseline data are collected	TO 2	IR3	Outcome – Annual – Beneficiary surveys	Sector/VCs (sesame, dairy, banana, dried lemons, frankincense, fisheries)	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	100%	100%	105%	115%	130%	150%	50% increase

#	Indicator Number	Indicator Title	TO	IR	Indicator Type, Frequency of Reporting, and Data Source	Disaggregation		Baseline Value	Targets					
						Required USAID Reporting	GEEL Internal Management		2016	2017	2018	2019	2020	Cumulative
5	USG F Indicator – GND R-2	Percentage of female participants in USG-assisted programs designed to increase access to productive economic resources (assets, credit, income, or employment)	TO 2	IR4	Output – Quarterly – Project records	Numerator and denominator	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)  Numerator and denominator	0	35%	35%	35%	40%	40%	40%
6	GEEL Indicator 2	*Number of visits organized for Somali government officials in other parts of Somalia or within the region (custom)	TO 2	IR1, IR2, IR3, IR4	Output – Quarterly – Project records	None	None	0	2	2	2	2	2	16
7	GEEL Indicator 3	*Number of promotional or competitiveness events organized or supported (custom)	TO 2	IR1, IR2, IR3, IR4	Output – Quarterly – Project records	None	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	0	3	5	5	5	2	24
8	GEEL Indicator 4	*Proportion of female participation in promotional competitiveness events (custom) <i>Note: A minimum proportion of 10% female participation to be attained for each event</i>	TO 2	IR1, IR2, IR3, IR4	Output – Quarterly – Project records	Numerator and denominator	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	0	35%	35%	35%	35%	35%	35%

#	Indicator Number	Indicator Title	TO	IR	Indicator Type, Frequency of Reporting, and Data Source	Disaggregation		Baseline Value	Targets					
						Required USAID Reporting	GEEL Internal Management		2016	2017	2018	2019	2020	Cumulative
9	EG.3.2-7	*Number of technologies or management practices under research, under field testing or made available for transfer as a result of USG assistance.	TO 2	IR3, IR4	Output – Annual – Project records	Phases of development: 1. Under research 2. Under field testing 3. Made available for transfer	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries) Phases of development: 1. Under research 2. Under field testing 3. Made available for transfer	0	0	0	10	15	15	40
10	EG.3.2-22	*Value of new private capital sector investment in the agriculture sector or food chain leveraged by the project <i>Note: GEEL will seek to facilitate a minimum of 10 investments with each valued over \$500,000, although the overall total goal is \$18 million</i>	TO 2	IR3	Outcome – Annual – Project records	None	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	0	0	0	0	\$5M	\$13M	\$18M
11	EG 3-9	*Number of full-time equivalent jobs created with USG assistance	TO 2	IR3, IR4	Outcome – Annual – Beneficiary surveys	Location: urban/peri-urban, rural Duration: new, continuing  Sex of job holder: male/female	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)  Youth	0	0	500	500	1,000	3,000	5,000
12	GEEL Indicator 5	*Number of trainings organized by project (custom)	TO 2	IR3, IR4	Output – Quarterly – Project records	None	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	0	15	15	15	15	15	75

#	Indicator Number	Indicator Title	TO	IR	Indicator Type, Frequency of Reporting, and Data Source	Disaggregation		Baseline Value	Targets					
						Required USAID Reporting	GEEL Internal Management		2016	2017	2018	2019	2020	Cumulative
13	GEEL Indicator 6	*Number of vocational training programs in target population centers (custom)	TO 2	IR3, IR4	Output – Quarterly – Project records	None	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries) Location	0	0	2	3	3	2	10
14	EG.3.2-1	Number of individuals who have received USG-supported short-term agricultural sector productivity training	TO 2	IR3, IR4	Output – Quarterly – Project records	Type of individual (e.g., producer, trader, farmer, exporter, policy maker, extension worker, CBO, civil society organization, nongovernmental organization)  Gender/sex (male/female)	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries) Youth	0	480	2,500	1,750	1,750	750	7,230
15	GEEL Indicator 7	*Number of sustainable civil infrastructure works completed (custom)	TO 2	IR3	Outcome – Quarterly – Project records	None	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	0	0	5	10	15	10	40
16	GEEL Indicator 8	Number of individuals directly benefiting from the project (custom)	TO 2	IR1, IR2, IR3, IR4	Output – Quarterly – Project records	Gender/sex (male/female)	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)  Gender/sex (male/female) Youth	0	750	3,250	5,000	5,000	4,000	18,000

#	Indicator Number	Indicator Title	TO	IR	Indicator Type, Frequency of Reporting, and Data Source	Disaggregation		Baseline Value	Targets					
						Required USAID Reporting	GEEL Internal Management		2016	2017	2018	2019	2020	Cumulative
17	EG 3.2-4	Number of for-profit private enterprises, producer organizations, water users' associations, women's groups, trade and business associations, and CBOs receiving USG food security-related organizational development assistance	TO 2	IR3, IR4	Output – Quarterly – Project records	1. Type of organization (e.g., for-profit, CBO, producer organization, women's group) 2. Duration: new and continuing	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	0	50	50	50	50	0	200
18	EG.7.1-1	Number of beneficiaries with improved energy services due to USG assistance ^ 250 customers, or 1.25% customers getting an extra hour of power supply ^^ 500 customers or 2.5% customers getting an extra hour of power supply	TO 3	IR3	Outcome – Annually – Project records	Clean energy-male Clean energy-female Non-clean energy-male Non-clean energy-female	Gender/sex (male/female)	0	0	250^	500^^	0	0	750

#	Indicator Number	Indicator Title	TO	IR	Indicator Type, Frequency of Reporting, and Data Source	Disaggregation		Baseline Value	Targets					
						Required USAID Reporting	GEEL Internal Management		2016	2017	2018	2019	2020	Cumulative
19	EG.7.3-1	Number of laws, policies, regulations, or standards to enhance energy sector governance formally proposed, adopted, or implemented as supported by USG assistance	TO 3	IR3	<p>Output – Annually – Project records</p> <ol style="list-style-type: none"> <li>1. Underwent analysis (review of existing policy and/or proposal of new policy);</li> <li>2. Underwent public debate and/or consultation with stakeholders on the proposed new or revised policy/ law/ agreement. This can also include proposed repeal of an existing policy;</li> <li>3. Were newly drafted or revised;</li> <li>4. Received official approval (legislation/ decree) by the relevant authority (legislative or executive body) of a new, revised, or repealed policy;</li> <li>5. Were fully and effectively implemented by the relevant authority (this includes USG support to implement the effective repeal of a policy).</li> </ol>	<p>I. Stages of development</p> <ol style="list-style-type: none"> <li>a. Officially proposed</li> <li>b. Adopted</li> </ol> <p>Implemented</p>	<p>I. Stages of development</p> <ol style="list-style-type: none"> <li>a. Officially proposed</li> <li>b. Adopted</li> </ol> <p>Implemented</p>	0	0	3	5	0	0	8

#	Indicator Number	Indicator Title	TO	IR	Indicator Type, Frequency of Reporting, and Data Source	Disaggregation		Baseline Value	Targets					
						Required USAID Reporting	GEEL Internal Management		2016	2017	2018	2019	2020	Cumulative
20	EG.5.2-1	Number of firms receiving USG-funded technical assistance for improving business performance	TO3	IR3	Output – Annually – Project and implementing partner records	1. Formal/ informal firms 2. New/ continuing	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	0	0	4	8	0	0	12
21	EG.7.3-2	Number of people trained in technical energy fields supported by USG assistance	TO3	IR3	Output – Quarterly/ Annually – Records of implementing partners that conduct training	Gender/sex (male/female)	Gender/sex (male/female) Youth	0	0	100	50	0	0	150
22	GEEL indicator 9	Number of natural resource management/biodiversity conservation techniques promoted in the target sectors as a result of USG assistance	TO2	IR3	Output/Quarterly	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	0	0	0	0	7	3	10
23	GEEL Indicator 10	Increase in domestic sales value of sector/VC commodities targeted by the project by direct project beneficiaries	TO2	IR3	Outcome – Annual – Beneficiary surveys	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)	Sector/VC (sesame, dairy, banana, dried lemons, frankincense, fisheries)		100%	105%	115%	130%	150%	50% increase

\*Denotes an indicator that tracks performance against a contracted deliverable.

Note: CBO, community-based organization; GEEL, Growth, Enterprise, Employment and Livelihoods; IR, Intermediate Result; TO, Task Order; USAID, United States Agency for International Development; USG, United States Government; VC, value chain.

## ANNEX III. LIST OF DELIVERABLE PRODUCTS

### Task Order (TO) I

**Table 25** details contractual reporting and deliverables required under TO I and their status:

**Table 25. TO I Reporting and Deliverables**

Report or Deliverable	Status
Weekly updates for the IDIQ	Weekly updates have been submitted to USAID outlining activities undertaken, achievements, and any outstanding issues.
Branding Strategy, Branding Implementation Plan, and Marking Plan for this TO (submitted together with waiver for South Central Somalia)	The TO1 Branding Implementation and Marking Plan was approved on March 9, 2016.
GUC Manual for IDIQ	The draft GUC Manual was submitted on December 31, 2015. Comments were received from USAID on March 3, 2016, and a revised version was submitted on June 29, 2016. Additional comments were received by USAID on November 21, 2016 and were addressed in a third submission on December 19, 2016. Following a discussion by telephone, a fourth submission was made on January 20, 2017. The GUC Manual was finally approved in June 2017.
Annual Work Plans, Theory of Change, and Logical Framework for the IDIQ	In Y4; to commensurate with the ongoing learning and adaption process; the project Theory of Change for the IDIQ was updated and sub-divided for each VC and sector. The draft Year 4 Work Plan was submitted to USAID on August 10, 2018. Comments were received from USAID on October 22, 2018, and the revised version was submitted on October 28, 2018. The final draft was approved on October 29, 2018.
AMELP for the IDIQ	The draft AMELP was submitted on December 31, 2015. Initial comments were received from USAID on January 14, 2016. Various discussions then ensued regarding the indicators being used (custom versus standard F/FTF indicators). GEEL team members met with USAID on June 3, 2016 and resubmitted the revised AMELP on June 19, 2016. Further discussions were then held with USAID and SPSS on September 30, 2016. In December 2016, substantial changes were made to the draft AMELP based on changes to standard USAID F indicators and the addition of TO3. An updated version of the AMELP was submitted on January 9, 2017, followed by a meeting on January 10, 2017. After the meeting, USAID requested that GEEL update the targets in the AMELP. GEEL resubmitted the AMELP to USAID on February 27, 2017. Prior to resubmitting the AMELP, GEEL held a brief meeting with SPSS to discuss the updates made in the AMELP. On March 16, 2017, USAID sent the AMELP back with comments from SPSS and USAID. GEEL resubmitted the final draft AMELP to USAID on March 22, 2017, and it was finally approved on March 23, 2017. In Q3, based on a request from USAID, the AMELP indicator disaggregation were updated and approved by USAID. The updated version of the AMELP was resubmitted to USAID on August 5, 2017. The updated AMELP was submitted to USAID on June 4, 2018. GEEL submitted an updated AMELP to USAID on February 28, 2019, for review following the proposal of changes to indicator targets, the revised indicator on biodiversity, and the addition of a new indicator on domestic sales.



Report or Deliverable	Status
Quarterly and Annual Progress Reports for the IDIQ	<p>The first Quarterly Report was submitted prior to January 31, 2016. The second Quarterly Report was submitted on May 4, 2016. The third Quarterly Report was submitted on July 30, 2016. The Annual Report was submitted on October 25, 2016. The first Quarterly Report for Year 2 was submitted on February 4, 2017. The second Quarterly Report was submitted on May 2, 2017. The third Quarterly Report was submitted on August 2, 2017. The Annual Report for Year 2 was submitted on October 31, 2017. USAID provided comments on February 9, 2018; GEEL submitted a revised work plan on February 21, 2018, and USAID approved the Annual Report on February 28, 2018.</p> <p>The first Quarterly Report for Year 3 was submitted on February 4, 2018. GEEL's COR provided comments on the Year 3 Q1 report on February 26, 2018. GEEL resubmitted the revised Q1 report on March 23, 2018. Two separate comments were provided from USAID (ACOR and COR) on March 25 and March 28, 2018, respectively. GEEL submitted the Year 4 Q2 report on April 30, 2019, and it was approved on July 15, 2019.</p>
Financial Reports: accruals, quarterly reports, and annual report for the TO	Accruals for the 16 <sup>th</sup> quarter of the project (FQ16 2019) are attached for review and approval. Financial report for 15 <sup>th</sup> quarter is attached for review and approval.
Communications materials for the IDIQ	<p>GEEL has regularly posted updates and information on Facebook and Twitter; GEEL also updated its factsheet and prepared its newsletter for the period covering January–March 2017. The GEEL newsletter and other communication products for Q2, Q3, and Q4 were welcomed by USAID.</p> <p>All communication products published in Year 2 are attached to the Annual Report. Newsletters for Q1 FY18 were released on February 22, 2018.</p>
Environmental Compliance Report for the TO	<p>The final version of the EMMP (combined for TO1 and TO2) was submitted to USAID on December 30, 2015 and approved by USAID on January 14, 2016. The EMMP for TO3 was submitted to USAID on December 16, 2016 and approved on January 5, 2017. The program-specific Pesticide SUAP was submitted to USAID on September 18, 2016 and approved by USAID on September 22, 2016.</p> <p>GEEL has submitted its updated EMMP reports for Q2 for all TOs. GEEL also submitted reports for Pontus Marine Holdings, Irman Dairy Ltd., and GeoSmart Investments. In addition, ERF/ERRs have been completed and submitted to USAID pending approval for the following grants: Lis Miiran Pulp Company and Ecovillage Center. All environmental compliance documents are attached to the Annual Report.</p>
Foreign tax reporting for the TO	Pursuant to Section H.18 of the IDIQ, annual confirmation has been submitted to USAID that no foreign tax was incurred in FY16.
Data requirements for the IDIQ and all TOs	Datasets have been created and regularly updated.
Risk Management Plan	GEEL will submit a revised Risk Management Plan next quarter.
Workshop, conference and training reports	Four reports were received as a result of mapping activities conducted on the dried lemon and frankincense VC and sectors. A report on GEEL's participation in the Gulf Food Fair was submitted. Another report was prepared covering side-meetings held in Dubai to facilitate investments in Somalia. For Q3, GEEL submitted attachments for reports on the Brussels Seafood Expo, Dubai Beauty Show, border town assessment, and Learning Visit to Kenya.
Quarterly presentations to USAID (Deliverable)	The GEEL COP and Acting COP held in-person presentations and discussions with the USAID COR and Alternate COR; USAID participated in the Market Place Event in June 2019.

Report or Deliverable	Status
Gender analysis and strategy (Deliverable)	This deliverable was due September 30, 2016 and is yet to be finalized. A revised gender strategy was submitted on July 18, 2017. GEEL submitted an updated version on December 12, 2017, and USAID provided additional comments on February 11, 2018. GEEL resubmitted the revised gender strategy on March 25, 2018, and USAID provided comments on March 28, 2018.
Annual CLA review with project stakeholders (Deliverable)	This deliverable was due by September 30, 2016 and is yet to be finalized. GEEL held CLA events and will report on them in Q4.

Note: ACOR, Alternate Contracting Officer's Representative; AMELP, Activity Monitoring, Evaluation, and Learning Plan; CLA, Collaborating, Learning, and Adapting; COP, Chief of Party; COR, Contracting Officer's Representative; EMMP, Environmental Mitigation and Monitoring Plan; ERF, Environmental Review Form; ERR, Environmental Review Report; F, Office of U.S. Foreign Assistance Resources; FTF, Feed the Future; FY, fiscal year; GEEL, Growth, Enterprise, Employment and Livelihoods; GUC, Grants Under Contract; IDIQ, Indefinite Delivery/Indefinite Quantity; Q, Quarter; SPSS, Somali Program Support Services; SUAP, Safe Use Action Plan; USAID, United States Agency for International Development; VC, value chain.

## **Task Order (TO)2**

**Table 26** details contractual deliverables required under TO2 and their status:

**Table 26. TO2 Reporting and Deliverables**

Report or Deliverable	Status
Annual Work Plan and Logical Framework for IR3 (the goal of this TO)	<p>A draft Work Plan was submitted to USAID on December 31, 2015. Discussions were held with the COR on the structure of the Work Plan, and approval was received to submit one Work Plan rather than a Work Plan for the IDIQ and a Work Plan for TO2. Following receipt of comments on January 11, 2016, a second draft of the work plan was submitted on March 8, 2016. Additional comments were received on March 23, 2016, and a third version was submitted on April 26, 2016. The work plan was approved on May 12, 2016. The draft Year 2 Work Plan was submitted to USAID on September 1, 2016. Comments were received on September 12, 2016. A revised version was submitted on November 19, 2016, and subsequently approved on December 28, 2016.</p> <p>The draft Year 3 Work Plan was submitted to USAID on August 25, 2017. USAID provided comments in person on August 30–31, 2017, accompanied by written comments on September 7, 2017. GEEL resubmitted the first revised Work Plan on September 27, 2017. GEEL resubmitted a revised version on October 10, 2017. After further review, the COR shared additional comments on October 27, 2017. On December 12, 2017, GEEL submitted a revised work plan to USAID. GEEL submitted annual work plan for Year 4 for review and approval and received approval on October 30, 2018.</p>
Branding Strategy, Branding Implementation Plan, and Marking Plan for the TO (submitted together with waiver for South Central Somalia)	The TO2 Branding Implementation and Marking Plan was approved on March 9, 2016.
Foreign Tax Reporting for the TO	Pursuant to Section H.18 of the IDIQ, annual confirmation has been submitted to USAID that no foreign tax was incurred in FY15.

Report or Deliverable	Status
Meetings with COR for the TO	GEEL personnel met several times during the year with the COR to discuss the status of activities. GEEL also held meetings, phone calls, and face-to-face meetings with its COR and ACOR.
Environmental Compliance Report for the TO	The EMMP for TO1 and TO2 was approved by USAID on January 14, 2016.
Organize at least 15 multi-day training sessions to strengthen local capacities in at least 10 subject areas that result in better management practices, increased use of technology, increased productivity, policy development, investment promotion, trade and investment, or certification for quality control.	Through its partners, GEEL implemented 15 sesame GAP trainings in Year 1. In Year 2, GEEL implemented 29 trainings, including sesame GAPs, fish handling, AI training, milk hygiene, and business skills development. In Q1 of Year 3, GEEL implemented seven multi-day trainings. In Q3 of Year 4, GEEL conducted four multi-day trainings on GAP.
Organize a minimum of two visits for Somali government officials to study different aspects of an industry to facilitate policymaking or other processes, such as certification, in other parts of Somalia or within the region.	Somali government officials participated in 14 GEEL-sponsored activities in Year 2. These included the Brussels Seafood Expo, outgrowers management training, the learning and exposure visit to Kenya, and the Phytosanitary Workshop held in Mogadishu. Other activities included discussions on Puntland Trawling issues, the 10th International Illegal Unreported and Unregulated Fishing Forum (London, UK), Greko Issues, Dubai Gulfood Fair, Brussels Seafood, Tuna License Revenue-Sharing by the Federal and Regional States, Fishery Training in Bosaso, Addis Ababa Livestock Exposure visits, and the End of Sesame Season and Planning Forum. In Q1, GEEL organized one visit for Somali government officials at the Seed Multiplication Workshop. In Q3 of Year 4, GEEL organized one visit for Somali government officials to the Somalia Products and Services Exhibition Workshop.
Organize a minimum of three events, including promotional events, such as conferences or symposia, among industry actors and competitiveness events that pull together research on an industry in Somalia compared to competitor countries. Competitiveness events must take place in the first year of an intervention.	Six promotional or competitiveness events were undertaken in Year 2. In Q1 of Year 3, no promotional or competitiveness event was held. In Q3 of Year 4, one promotional event was held at the Somalia Products and Services Exhibition Workshop.
Involve at least 35% women in each of the promotional and competitiveness events so they can help to both identify opportunities to include them in the industry and make sure that any negative impacts on women are known in advance and taken into account.	Six promotional or competitiveness events were undertaken in Year 2, recording an average overall women's participation of 13%. Because no event was held in Q1 of Year 3, no measure of women's participation is reported here. In Q3 of Year 4, one promotional event was held, recording 18% women's participation overall.

Note: GAP, good agricultural practice; IR, Intermediate Result.

## ANNEX IV. TASK ORDER 2 GRANTS SUMMARY

**Table 27. Task Order (TO)2 Grants Summary**

No.	Grantee	Status Report/Activities implemented	Next Steps
1	Dayah	70% of the installation has been completed. First and second payments were released to the contracted vendor, Delta Company. The hybrid solar system (Hybrid Solar System - 180 kwp of Solar PV Technology) is expected to reduce the operational cost by 60%.	The installation is expected to be completed in the first quarter of the fiscal year of 2019/2020.
2	Miiran	The drilling of the two boreholes have been completed and installation of the drip irrigation at 7 hectares at Miiran Farm has been completed by G-North.	Miiran will continue working with their guava out growers by distributing guava seedlings and training as stated in the grant agreement.
3	KIMS	Out \$ [REDACTED] paid tranches by GEEL. KIMS has so far disbursed \$ [REDACTED] to 79 individuals and cooperatives and 64 cooperatives have been trained on loan management. KIMS has disbursed \$ [REDACTED] as part of the company contribution. out of KIMS's contribution \$ [REDACTED] was used to secure a piece of land where cold storage will be built for fishing cooperative.	KIMS will continue disbursing the remaining loans (\$ [REDACTED]) in the fiscal year of 2019/2020. The grant will come to an end on January 31, 2020 by that time a good number of jobs will be created (GEEL's M&E department will verify all the numbers that will be submitted by KIMS).
4	AMITCO	The installation of the machine has been completed and the machine has been tested and accepted by AMITCO.	AMITCO will now work with their sesame out growers and train them on the good agriculture practice. 3,200 sesame out growers are expected to benefit from the installed machine by selling their production of sesame to AMITCO.
5	Filsan Inc. Company	The installation of greenhouse and shade, seeds packaging machine and lab equipment have been completed.	GEEL will continue providing Filsan with technical support when needed to ensure the maximum benefit. GEEL is linking banana companies to Filsan company where they can buy their needs of banana tissue.
6	Habo Tuna Factory	The second payment was released for the two (2) blast freezers.	Blue Wave, the supplier of the two (2) blast freezers has delivered the machine to Habo's tuna factory. The installation is ongoing and is expected to be completed in the next quarter.
7	HIACoT	The first payment was released to supplier to deliver the sesame cleaning machine. The vendor has already delivered the machine pieces to the assembly site at HIACoT's factory.	the installation will start as soon as the HIACoT complete the construction of the pack house where the machine will be installed, the construction is ongoing and expected to be completed in next quarter.
8	OMF	The vendor has delivered Solar Photovoltaic system pcs to site at OMF	The installation of the system is ongoing and is expected to be completed in the next quarter.

No.	Grantee	Status Report/Activities implemented	Next Steps
9	Hamar Fresh Company	Procurement for sprinkler irrigation system for 20 Ha has been completed.	The installation will be completed in the next quarter.
10	Moumin Group of Companies	Procurement for pack house equipment(s) is under process	The delivery of the equipment(s) is expected to be completed in the next quarter.
11	25 fish vendor shops	Procurement for the fish vendor equipment has been completed	The delivery of the equipment(s) is expected to be completed in the next quarter.

No.	Grantee	Grant Purpose	Status	Co-investment leverage	GEEL Contribution	Anticipated Job by Gender	Comments
1	Pontus Marine	To support Female Fish Retailers in Barbara	Cancelled	\$ [REDACTED]	\$ [REDACTED]	90 females	Pontus Marine Holding failed to identify 30 female fish retailers; consequently, the grant was cancelled
2	Geosmart/Precious Diamond	To Support to Increase Fisheries Production from Somalia Production	Completed	\$ [REDACTED]	\$ [REDACTED]	500 fishermen	
3	Affinis	Diaspora engagement to promote youth entrepreneurship in Somalia	Completed	\$ [REDACTED]	\$ [REDACTED]	10 entrepreneurs (5 male /5 female)	
4	Dayah	Support to Improve Somali Sesame Production Quality Through Value Addition.	Approved	\$ [REDACTED]	\$ [REDACTED]	2420 (1720 male/ 700 female)	
5	Irmaan Dairy	Support to Improve Dairy Production and Management in Somalia	Completed	\$ [REDACTED]	\$ [REDACTED]	700 (350 males, 350 female)	
6	Miiran	Support to Guava Investment & Increased Sales	Approved	\$ [REDACTED]	\$ [REDACTED]	500 (250 males, 250 female)	
7	Sundus Fishing	Support Female Fish Retailer in Basso	Completed	\$ [REDACTED]	\$ [REDACTED]	90 females	
8	KIMS	Support to Expand KAAH Financial Service	Approved	\$ [REDACTED]	\$ [REDACTED]	2366 (1183 male, 1183 female)	

No.	Grantee	Grant Purpose	Status	Co-investment leverage	GEEL Contribution	Anticipated Job by Gender	Comments
9	AMITCO	Support to Improve Somali Sesame Production Quality	Approved	\$ [REDACTED]	\$ [REDACTED]	3200 male farmers	
10	Filsan Inc. Company	Support to Increase the Production and Productivity of Banana and Sesame Through Utilization of Modern Laboratory Equipment	Approved	\$ [REDACTED]	\$ [REDACTED]	80 (60 males, 20 female)	
11	Habo Tuna Factory	Support Habo to Utilize the Local Market Demand for Canned Tuna	Approved	\$ [REDACTED]	\$ [REDACTED]	180 (72 males, 108 female)	
12	Zakia Fishing Company	Support to Increase the Production and Export of Somali Fish	Completed	\$ [REDACTED]	\$ [REDACTED]	25 fishermen	
13	Ina Macalin Fishing Company	Increasing fishing Capacity through Technology utilization	Completed	\$ [REDACTED]	\$ [REDACTED]	12 (8 males, 4 female)	
14	Oog Dairy Factory	Increase Milk Production Through Technology Utilization	Completed	\$ [REDACTED]	\$ [REDACTED]	14 (10 males, 4 female)	
15	Beder Dairy and Livestock Enterprise	Support to Increase Animal Fodder Production in Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	55 (47 males, 8 female)	
16	SIDRA	Promoting Employment and Entrepreneurship Opportunities for Somali Women and Youth	Completed	\$ [REDACTED]	\$ [REDACTED]	336 (298 males, 68 female)	
17	HIACoT	Support to Improve Somali Sesame Production Quality in Hiiraan Region	Approved	\$ [REDACTED]	\$ [REDACTED]	2900 male	
18	Oog Mixed Farm	Support to Increase Camel Milk Production Through Camel Leasing	Approved	\$ [REDACTED]	\$ [REDACTED]	20 males	
19	Hamar Fresh Company	Support to establish Banana Model Farm in Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	80 (48 males, 32 female)	

No.	Grantee	Grant Purpose	Status	Co-investment leverage	GEEL Contribution	Anticipated Job by Gender	Comments
20	Dalasan Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	10 (6 males, 4 female)	
21	BARFISCO	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	22 (12 males, 10 female)	
22	DEMO	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	10 (6 males, 4 female)	
23	Somali Seafood Product Cooperatives	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	40 (32 males, 8 female)	
24	Horn Import and Export Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	10 (5 males, 5 female)	
25	Sagal Fish Seafood Supply Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	10 (5 males, 5 female)	
26	Suban Fish Seafood Supply Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	10 (5 males, 5 female)	
27	Hodan Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	10 (6 males, 4 female)	
28	Libin Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	22 (12 males, 10 female)	
29	Global Seafood Company Ltd	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	16 (6 males, 10 female)	
30	Gor Fish	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	16 (8 males, 8 female)	
31	Red Sea Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	14 (7 males, 7 female)	

No.	Grantee	Grant Purpose	Status	Co-investment leverage	GEEL Contribution	Anticipated Job by Gender	Comments
32	Gulf Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	9 (6 males, 3 female)	
33	Sakiine Seafood Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	[REDACTED]	12 (8 males, 4 female)	
34	Boss Fisheries	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	5 (2 males, 3 female)	
35	East African Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	18 (10 males, 8 female)	
36	Jubbaland Fisheries Development and Sea Construction Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	[REDACTED]	15 (10 male, 5 female)	
37	Door Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	[REDACTED]	\$ [REDACTED]	14 (11 males, 3 female)	
38	ZAAD Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	12 (6 males, 6 female)	
39	Sahan Seafood Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	14 (11 males, 3 female)	
40	Liimo Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	10 (7 males, 3 female)	
41	SOM Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	13 (7 males, 6 female)	
42	Hegan Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	10 (5 males, 5 female)	



No.	Grantee	Grant Purpose	Status	Co-investment leverage	GEEL Contribution	Anticipated Job by Gender	Comments
43	Red Sea Fishing Company & Marine Wealth	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	14 (12 males, 2 female)	
44	, Moon Fishing Company	Support to Establish Modern Fish Vendor Shops Across Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	30 (14 males, 16 female)	
45	Moumin Group of Companies	Support to establish Banana Model Farm in Somalia	Approved	\$ [REDACTED]	\$ [REDACTED]	80 (24 males, 56 female)	

## ANNEX V. PERFORMANCE INDICATOR DATA

**Table 28. Number of FTE Created**

No.	Name of Companies	Locations	Urban/peri Urban	Sector Value Chain	Cumulative 2019
1	Moumin Group of Co.	Banadir	Urban/peri Urban	Banana	57
2	Taksan Farm	South West	Urban/peri Urban	Banana	11
3	Milk Traders Association	Banadir	Urban/peri Urban	Dairy/Livestock	40
4	Duunyo Vet	Banadir	Urban/peri Urban	Dairy/Livestock	12
5	Som Milk	Banadir	Urban/peri Urban	Dairy/Livestock	10
6	Aada Camel Dairy Farm	Puntland	Rural	Dairy/Livestock	2
7	Kubo Dairy Farm	Puntland	Rural	Dairy/Livestock	2
8	U Soo Godol	Puntland	Urban/peri Urban	Dairy/Livestock	8
9	Milk Distributors Garowe	Puntland	Urban/peri Urban	Dairy/Livestock	8
10	Mandeq Camel Farm	Puntland	Rural	Dairy/Livestock	3
11	Lis Dairies	Somaliland	Urban/peri Urban	Dairy/Livestock	67
12	Mina Dairy	Somaliland	Urban/peri Urban	Dairy/Livestock	8
13	Tigaad	Somaliland	Urban/peri Urban	Dairy/Livestock	4
14	Bader Dairy & Meat Livestock Enterprises	South West	Rural	Dairy/Livestock	60
15	Oog Dairy Factory	Banadir	Urban/peri Urban	Dairy/Livestock	30
16	Ramad and Galool	Somaliland	Urban/peri Urban	Dairy/Livestock	30
17	Bader dairy farm (Somaliland)	Somaliland	Rural	Dairy/Livestock	7
18	Maamo Fishing Co.	Banadir	Urban/peri Urban	Fisheries	7
19	Warsheikh Fishing Company	Banadir	Urban/peri Urban	Fisheries	10
20	Gargaar Seafood	Banadir	Urban/peri Urban	Fisheries	38
21	Towfiq Fishing	Banadir	Urban/peri Urban	Fisheries	47
22	Istar Fishing Company	Banadir	Urban/peri Urban	Fisheries	20
23	Filsan-Somalia Inc	Banadir	Urban/peri Urban	Fisheries	25
24	Liido Fish Co.	Banadir	Urban/peri Urban	Fisheries	10
25	Bile Fishing	Banadir	Urban/peri Urban	Fisheries	2
26	Horn Import & Export Fish Product	Banadir	Urban/peri Urban	Fisheries	6

No.	Name of Companies	Locations	Urban/peri Urban	Sector Value Chain	Cumulative 2019
27	AGFISH Co.	Banadir	Urban/peri Urban	Fisheries	3
28	Al-Kheyrat Fishing Co.	Banadir	Urban/peri Urban	Fisheries	72
29	Sahan Fishing Co.	Galmudug	Urban/peri Urban	Fisheries	13
30	East Africa Company	Jubbaland	Urban/peri Urban	Fisheries	9
31	Kaah Fishing	Jubbaland	Urban/peri Urban	Fisheries	18
32	JUFEDSECO	Jubbaland	Urban/peri Urban	Fisheries	1
33	KIMS	Jubbaland	Urban/peri Urban	Fisheries	254
34	Fatwa Fishing Co.	Jubbaland	Urban/peri Urban	Fisheries	7
35	Al Jazeera Fishing Co.	Puntland	Urban/peri Urban	Fisheries	15
36	Barfisco	Puntland	Urban/peri Urban	Fisheries	13
37	Red Sea Fishing Company	Puntland	Urban/peri Urban	Fisheries	14
38	CAFCO Fishing Co.	Puntland	Urban/peri Urban	Fisheries	28
39	Gulf fishing	Somaliland	Urban/peri Urban	Fisheries	2
40	Redsea Fishing	Somaliland	Urban/peri Urban	Fisheries	6
41	Boss Fishing Company	Somaliland	Urban/peri Urban	Fisheries	7
42	Ina Macalin	Somaliland	Urban/peri Urban	Fisheries	6
43	Somali National Fishing Company	Banadir	Urban/peri Urban	Fisheries	106
44	Banadir Seafood	Banadir	Urban/peri Urban	Fisheries	17
45	Somalia Sea Product Co. (SSPC) formerly SMPC	Banadir	Urban/peri Urban	Fisheries	38
46	Ciltire Fishing Company	Banadir	Urban/peri Urban	Fisheries	9
47	Jufedsecco	Jubbaland	Urban/peri Urban	Fisheries	11
48	Kiboora	Jubbaland	Urban/peri Urban	Fisheries	23
49	Sundus Fishing	Puntland	Urban/peri Urban	Fisheries	52
50	Yustan Fishing	Puntland	Urban/peri Urban	Fisheries	25
51	Alsaha Enterprise	Puntland	Urban/peri Urban	Fisheries	39
52	Habo Tuna	Puntland	Rural	Fisheries	16
53	ZAKIA Fishing	Somaliland	Urban/peri Urban	Fisheries	26
54	SomFresh Fruits and Vegt	Banadir	Urban	Fresh fruits	65
55	KAIFI FARMS	Somaliland	Rural	Fresh Fruits	10
56	BULLAALE FARMS	Somaliland	Urban/peri Urban	Fresh Fruits	3

No.	Name of Companies	Locations	Urban/peri Urban	Sector Value Chain	Cumulative 2019
57	TACAB IYO TUSAALE	Somaliland	Rural	Fresh Fruits	14
58	ISKAASHATO NEW VISION	Somaliland	Urban/peri Urban	Fresh Fruits	3
59	Huda Farm	Somaliland	Rural	Fresh Fruits	14
60	Dagu Farm	Somaliland	Urban/peri Urban	Fresh Fruits	5
61	Ihsan Farm	Somaliland	Urban/peri Urban	Fresh Fruits	5
62	Togbarwaaqp Cooperative Farm	Somaliland	Urban/peri Urban	Fresh fruits	1
63	Magan Farm	Somaliland	Urban/peri Urban	Fresh fruits	6
64	Mubarak Farm	Somaliland	Rural	Fresh fruits	3
65	Sheelane Farm	Somaliland	Urban/peri Urban	Fresh fruits	7
66	Kaafi Farm	Somaliland	Urban/peri Urban	Fresh fruits	7
67	Burao fruits and vegetable	Somaliland	Urban/peri Urban	Fresh fruits	4
68	Masno Farm	Somaliland	Urban/peri Urban	Fresh fruits	4
69	Sulaiman Kulul farm	Somaliland	Urban/peri Urban	Fresh fruits	18
70	Qase Farm	Somaliland	Urban/peri Urban	Fresh fruits	9
71	Kaah Fruits and Vegetables	Somaliland	Urban/peri Urban	Fresh fruits	1
72	Aar Farming Project (AFP)	Somaliland	Urban/peri Urban	Fresh fruits	5
73	Abdi Ali Farming Enterprise	Somaliland	Urban/peri Urban	Fresh fruits	3
74	Caabi Farm	Somaliland	Urban/peri Urban	Fresh fruits	4
75	Horehadley Farm Produce	Somaliland	Urban/peri Urban	Fresh fruits	7
76	Hinda Qani farm	Somaliland	Urban/peri Urban	Fresh fruits	1
77	Galaal Farm	Somaliland	Urban/peri Urban	Fresh fruits	2
78	Fair Fish Company	Somaliland	Urban/peri Urban	Fresh fruits	13
79	Miran Farm	Somaliland	Urban/peri Urban	Fresh fruits	52
80	Mubarig farm	Somaliland	Urban/peri Urban	Fresh fruits	1
81	Talata coddle farm	Somaliland	Urban/peri Urban	Fresh fruits	7
82	Somfarm Fresh	Somaliland	Urban/peri Urban	Fresh fruits	11
83	Rays Farms	Somaliland	Rural	Fresh fruits	10
84	Horn GARDENS	Somaliland	Urban/peri Urban	Fresh fruits	11
85	AgriTech Somaliland Group	Somaliland	Urban/peri Urban	Fresh fruits	10
86	Oog Mixed Farm	Somaliland	Urban/peri Urban	Fresh Fruits	6

No.	Name of Companies	Locations	Urban/peri Urban	Sector Value Chain	Cumulative 2019
87	Moumin Group of Co.	Banadir	Urban/peri Urban	Sesame	7
88	Al-Ashraf Co.	Banadir	Urban/peri Urban	Sesame	5
89	Sanguuni Farming Co.	Jubbaland	Urban/peri Urban	Sesame	15
90	Bayagro Business Company	South West	Urban/peri Urban	Sesame	13
	<b>Total</b>				<b>1716</b>

**Table 29. Number of Government Visits**

No.	Activity Type	Locations	Number of Somali Gov. Visits				Cumulative 2019
			Quarter 1	Quarter 2	Quarter 3	Quarter 4	
			Total	Total	Total	Total	
1	Dairy Value Chain Learning Event	Somaliland	1				1
2	China Fisheries & Seafood Expo” in Qingdao	China	1				1
3	High-level consultative forum on Somalia’s economic recovery	Banadir		1			1
4	Sesame Presentation Workshop	Banadir			1		1
5	Somalia Products & services exhibition workshop	Banadir			1		1
6	Baidoa Business to Business event	South West				1	1
7	Hirshabelle Agribusiness Forum	Hirshabelle				1	1
8	Women and Youth Empowerment on Economics workshop	Puntland				1	1
	<b>Total</b>		<b>2</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>8</b>

**Table 30. Number of Promotional Events**

No.	Type of Event	Location	Number of Promotional Events				Cumulative 2019
			Quarter 1	Quarter 2	Quarter 3	Quarter 4	
			Total	Total	Total	Total	
1	Dairy Value Chain Learning Event	Somaliland	1				1
2	High-level consultative forum on Somalia’s economic recovery	Banadir		1			1

No.	Type of Event	Location	Number of Promotional Events				Cumulative 2019
			Quarter 1	Quarter 2	Quarter 3	Quarter 4	
			Total	Total	Total	Total	
3	Access to Finance for Women in Business event in Kismayo	Jubaland		1			1
4	Somalia Products & services exhibition workshop	Banadir			1		1
5	Baidao Business to Business	South West				1	1
6	Sesame Stakeholders workshop	Banadir				1	1
7	Women and Youth Empowerment on Economics workshop	Puntland				1	1
8	Hirshabelle Agribusiness Forum.	Hirshabelle				1	1
	<b>Total</b>		<b>1</b>	<b>2</b>	<b>1</b>	<b>4</b>	<b>8</b>

**Table 31. Capital investments Leveraged**

No.	Name of Firm	Location	Value Chain/Sector	Capital Investment Type	Cumulative 2019
1	U Soo Godol	Puntland	Dairy/Livestock	Physical structure /land	\$ [REDACTED]
2	Oog Dairy Factory	Banadir	Dairy/Livestock	Physical structure /land and equipment's	\$ [REDACTED]
3	Jufedsecco	Jubaland	Fisheries	Fishing Equipment's	\$ [REDACTED]
4	Yustan Fishing	Puntland	Fisheries	Equipment for HACCP plant in Bosaso	[REDACTED]
5	Alsaha Enterprise	Puntland	Fisheries	Fishing Vesel with Cold Chain	\$ [REDACTED]
6	Ciiltire Fishery Company	Banadir	Fisheries	Vehicle, Ice Boxes and Nets	\$ [REDACTED]
7	SBG	Mogadishu	Dairy /Livestock	Liquid Nitrogen Generator	[REDACTED]
8	Somfresh	Banadir	Banana	Farmland purchase	\$ [REDACTED]
9	SSPC	Banadir	Fisheries	Construction of pool for live lobsters	\$ [REDACTED]
10	Dayax Energy	Hirshabelle	Energy	installation of solar power	\$ [REDACTED]
11	Somali National Fishing Company	Banadir	Fisheries	Purchase and Investment in Cold chain facility	\$ [REDACTED]
12	Oog Dairy Factory	Banadir	Dairy/Livestock	Investment	\$ [REDACTED]
13	Sundus Fishing Company	Puntland	Fisheries	Investment in reconstruction	\$ [REDACTED]
14	Somfresh Fruits	Banadir	Fresh Fruits	Investment in farming machines/equipment's	\$ [REDACTED]

No.	Name of Firm	Location	Value Chain/Sector	Capital Investment Type	Cumulative 2019
15	Moumin Group	Banadir	Sesame	Purchase of Farm Equipment's	\$ [REDACTED]
16	Horn Import & Export Fish Product	Banadir	Fisheries	Purchase of cold storage and construction of facility	\$ [REDACTED]
17	Sahan Seafood (Hoby / Galmudug)	Galmudug	Fisheries	Investment in fish process equipment's	\$ [REDACTED]
18	Irman Dairy	Banadir	Dairy/Livestock	Purchase 10 farm plots	\$ [REDACTED]
19	Kaah Fishing Development	Jubaland	Fisheries	Purchase of Materials and Equipment	\$ [REDACTED]
20	East African Co.	Jubaland	Fisheries	Purchase of Materials and Equipment	\$ [REDACTED]
21	JUFEDSECO	Jubaland	Fisheries	Purchase of Materials and Equipment	\$ [REDACTED]
22	Gulf fishing	Somaliland	Fisheries	Fishing vessel(boat)	\$ [REDACTED]
23	Zakia Fishing company	Somaliland	Fisheries	Site re-construction, new machines, cables and net	\$ [REDACTED]
24	Ina Macalin	Somaliland	Fisheries	Equipment and site construction	\$ [REDACTED]
25	Fair Fishing	Somaliland	Fisheries	Forklift purchase and Site repairs	\$ [REDACTED]
26	Boss Fisheries	Somaliland	fisheries	Boat repairs and Ice machine maintenance	\$ [REDACTED]
27	Ihsan Drilling and contracting	Somaliland	Fresh Fruits	Purchase of ice making equipment's	\$ [REDACTED]
28	Horn Gardens	Somaliland	Fresh Fruits	Training center construction and solar pumps	\$ [REDACTED]
29	Oog Mixed Farm	Somaliland	Fresh Fruits	Automated Ploy green house and drip irrigation	\$ [REDACTED]
30	Agfish	Banadir	Fisheries	Expansion of fish Business	\$ [REDACTED]
31	Filsan Somalia Inc.	Mogadishu	Sesame	Seed lab equipment	\$ [REDACTED]
32	Beerta Taksan Co.	Mogadishu	Banana	Land, Engine, Machines and other Farm tools	\$ [REDACTED]
33	Sanguuni Farming Co.	Jubaland	Sesame	Two Sesame Processing Machine	\$ [REDACTED]
34	KIMS	Jubaland	Fisheries	Direct Disbursement of Fisheries Cooperatives	\$ [REDACTED]
35	JUFEDSECO	Jubaland	Fisheries	Fishing Gear and Maintenance	\$ [REDACTED]
36	Sahan Seafood Co.	Mogadishu	Fisheries.	Installation of Machines, licensing & Processing Tools	\$ [REDACTED]
37	Hafun Fishing & Processing Plant	Puntland	Fisheries	cold chain equipment	\$ [REDACTED]
38	Oog Dairy Factory	Mogadishu	Dairy/Livestock	Purchase of new equipment	\$ [REDACTED]
39	Bareda Fishing Co.	Puntland	Fisheries	Purchase and Installation of Cool Chain System.	\$ [REDACTED]

No.	Name of Firm	Location	Value Chain/Sector	Capital Investment Type	Cumulative 2019
40	Oceanic Fish Processing Company	Puntland	Fisheries	Purchase of Land	\$ [REDACTED]
41	Zakia Fishing company	Somaliland	Fisheries	Site repair and renovation	\$ [REDACTED]
42	Boss Fisheries	Somaliland	Fisheries	Repair and maintenance of facility and boat	\$ [REDACTED]
43	Ina Macalin	Somaliland	Fisheries	Purchase two freezers	\$ [REDACTED]
44	KIMS	Jubaland	Fisheries	Loans disbursed to SMEs	\$ [REDACTED]
45	MicroDahab	Jubaland	Cross Cutting	Loans disbursed to SMEs	\$ [REDACTED]
46	AMAL Bank	Puntland	Cross Cutting	Loans disbursed to SMEs	\$ [REDACTED]
47	Safari Meals	Banadir	Cross Cutting	Own investment and premier bank loan	\$ [REDACTED]
48	SECCO	Puntland	Energy	Own funds 100k and 250k from Shurako	\$ [REDACTED]
49	IBS bank	Banadir	Cross Cutting	Loans disbursed to SMEs	\$ [REDACTED]
51	Somfarmfresh	Somaliland	Fresh Fruits	Concrete foundation of cold rooms, electricity generator, electricity cables, office furniture and equipment.	\$ [REDACTED]
52	Agritech	Somaliland	Fresh Fruits		[REDACTED]
					[REDACTED]



**Table 32. Number of Small-Scale Infrastructure Completed**

No.	Name of Firm	Location	Value Chain	Type of Small-Scale Infrastructure	Cumulative 2019
1	Somali Seafood Product Company (SSPC) formerly SMPC	Mogadishu	Fisheries	Construction of fish processing warehouse	1
2	Yustan seafood Company	Puntland	Fisheries	installed 45KW Hybrid solar system with batteries storage	1
3	Construction of Berbera lab	Somaliland	Dairy/Livestock	Construction of Berbera Lab	1
4	Usu Godol solar powered borehole	Puntland	Dairy/Livestock	Drilled New borehole and installed Powered Solar Pump	1
5	Somfarm Fresh Produce	Somaliland	Fresh Fruits	Installation Cold Storage Rooms to Somfarm	1
6	Zakia fishing Co	Somaliland	Fisheries	Installation 10MT Flake Ice machine, Generator, Water Sterilization System	1
7	Ina Macalin	Somaliland	Fisheries	Solarized Fish Containers 20Feet	1
8	Jubba Trading Livestock and Fishing Company	Jubaland	Dairy/Livestock	Solar power pump	1
	<b>Total</b>				<b>9</b>

**Table 33. New Type of Technology Introduced**

No	Name of Firm	Location	Value Chain	Type of Technology	Cumulative 2019
1	Oog dairy factory	Banadir	Dairy/Livestock	Blowing and packaging machine	1
2	Oog Mixed farm	Somaliland	Dairy/Livestock	Rain gun irrigation	1
3	Jubba Livestock and Fisheries Quarantine	Jubaland	Dairy/Livestock	Reverse osmosis	1
4	Sundus Fishing company	Puntland	fisheries	solar powered freezers	1
5	Filsan	Banadir	Banana	Tissue Culture lab	1
6	Somali National Fishing co.	Banadir	Fisheries	New culture water filtration system.	1
6	Filsan	Banadir	Sesame	Seed Quality Control Lab and Packaging Machine	2
7	Horn Gardens	Somaliland	Fruits and Veg.	Green house and Drip-irrigation system.	2
9	Moumin Group of Co.	Banadir	Sesame	Sesame planters	1
10	Al-Kheyraat Fishing Co.	Banadir	Fisheries	HACCP	1
11	Ciltire	Banadir	Fisheries	Boat solar lights	1
12	Zakia Fishing Co.	Banadir	Fisheries	New flake ice machinery	1
13	Ina Macalin	Banadir	Fisheries	containerized solar powered fish shops	1
	<b>Total</b>				<b>15</b>

**Table 34. Number of Trainings Organized**

No.	Training Activity Type	Location	Sector	Cumulative 2019
1	HACCP and Data Management Training, Berbera	Somaliland	Fisheries	1
2	HACCP Quality Awareness Training, Mogadishu	Banadir	Fisheries	1
3	HACCP Implementation Training, Bosaso	Puntland	Fisheries	1
4	HACCP Quality Seafood Training Bosaso	Puntland	Fisheries	1
5	HACCP Implementation Training, Mogadishu	Banadir	Fisheries	1
6	HACCP Implementation Training in Berbera	Somaliland	Fisheries	1
7	Business skills and Bookkeeping Training	Puntland	Fisheries	1
8	Sesame GAPs	Hirshabelle	Sesame	1
9	Sesame GAPs	Hirshabelle	Sesame	1
10	Sesame GAPs	South West	Sesame	1
11	Sesame GAPs	South West	Sesame	1
12	GLP & Seed Quality	Banadir	Banana	1
13	Cold Chain 7 Equipment Maintenance	Somaliland	Energy	1
14	Hygiene and Food Safety Management	Banadir	Banana	1
15	Solar Training	Puntland	Cross Cutting	1
16	Drip Irrigation	Puntland	Cross Cutting	1
17	Sanitary & Phytosanitary Standards	Banadir	Cross Cutting	1
18	HACCP internal Auditors	Banadir	Fisheries	1
19	HACCP Awareness, Fish Data Management and Fish Handling	Puntland	Fisheries	1
20	HACCP implementation for regulator	Banadir	Fisheries	1
21	HACCP implementation for regulator	Somaliland	Fisheries	1
22	Basic Accounting practices training	Somaliland	Fresh Fruits	1
	<b>Total</b>			<b>22</b>

**Table 35. Vocational Trainings Organized**

No.	Training Activity Type	Location	Sector	Cumulative 2019
1	Skill Development for Cold Chain Technicians (14M)	Banadir	Fisheries	1
2	TOT training for Greenhouse Production and Management training in Somaliland, Horn Gardens	Somaliland	Fisheries	1

No.	Training Activity Type	Location	Sector	Cumulative 2019
3	Residential & commercial Electrical Wiring skills training for youths by Hargeisa Technical School	Somaliland	Energy	1
	Total			3

**Table 36. Proportion of Female Participants in Promotional Events**

No	Type of Event	Location	Sector	Numerator	Denominator	Cumulative 2019 %
1	Dairy Value Chain Learning Event	Somaliland	Dairy/Livestock	6	23	<b>35%</b>
2	High-level consultative forum on Somalia's economic recovery	Banadir	Cross Cutting	11	73	
4	Access to Finance for Women in Business event in Kismayo	Jubaland	Cross Cutting	72	82	
5	Somalia Products & services exhibition workshop	Banadir	Cross Cutting	15	82	
7	Baidao Business to Business event	South West	Cross Cutting	13	95	
8	Sesame Stakeholders workshop	Banadir	Sesame	0	15	
9	Women and Youth Empowerment on Economics workshop	Puntland	Cross Cutting	75	100	
10	Hirshabelle Agribusiness Forum.	Hirshabelle	Cross Cutting	12	117	
	<b>Total</b>			<b>204</b>	<b>587</b>	