



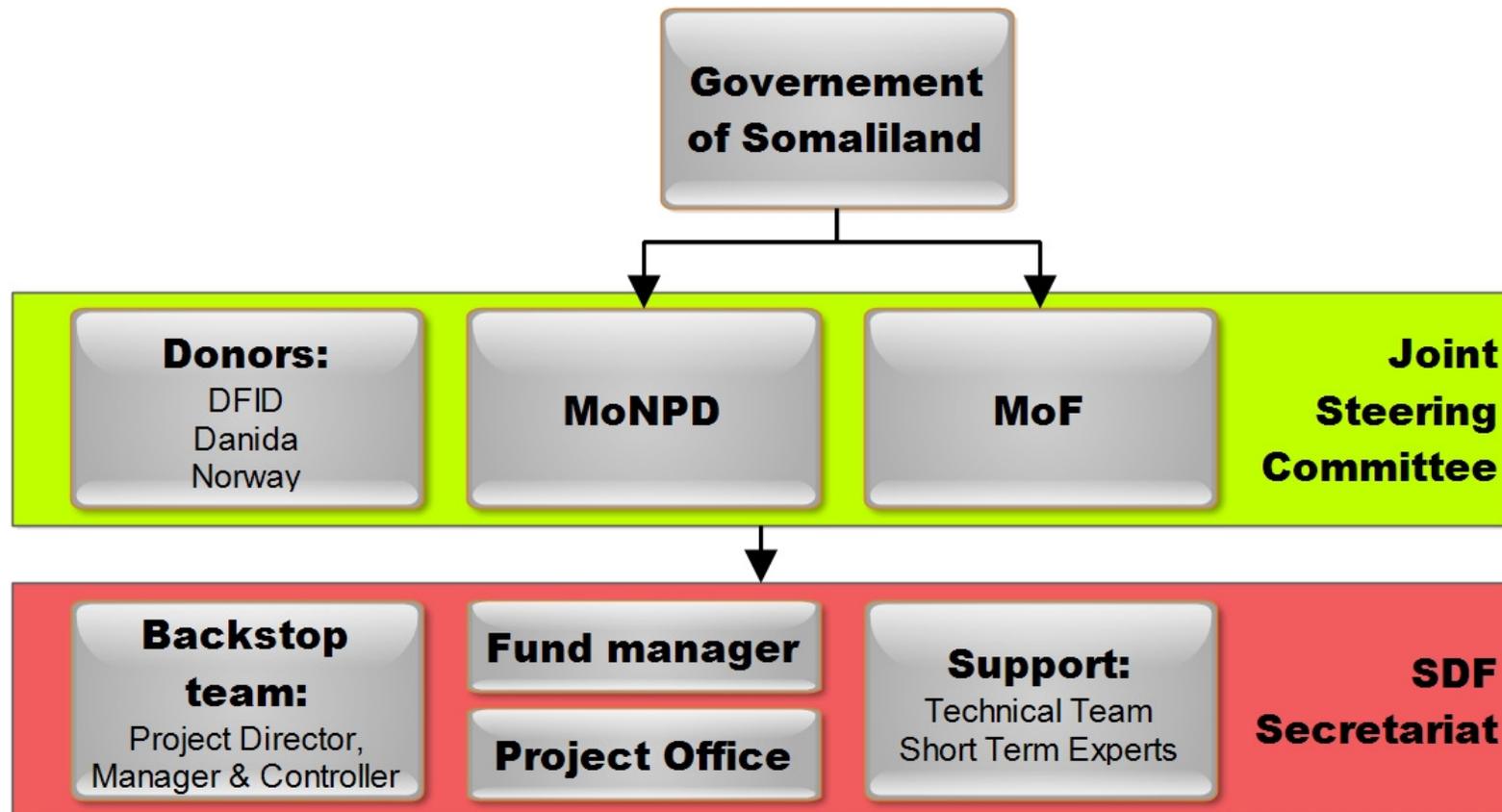
**Sixth High Level Aid Coordination
Forum Hargeisa
Republic of Somaliland**



Somaliland Development Fund

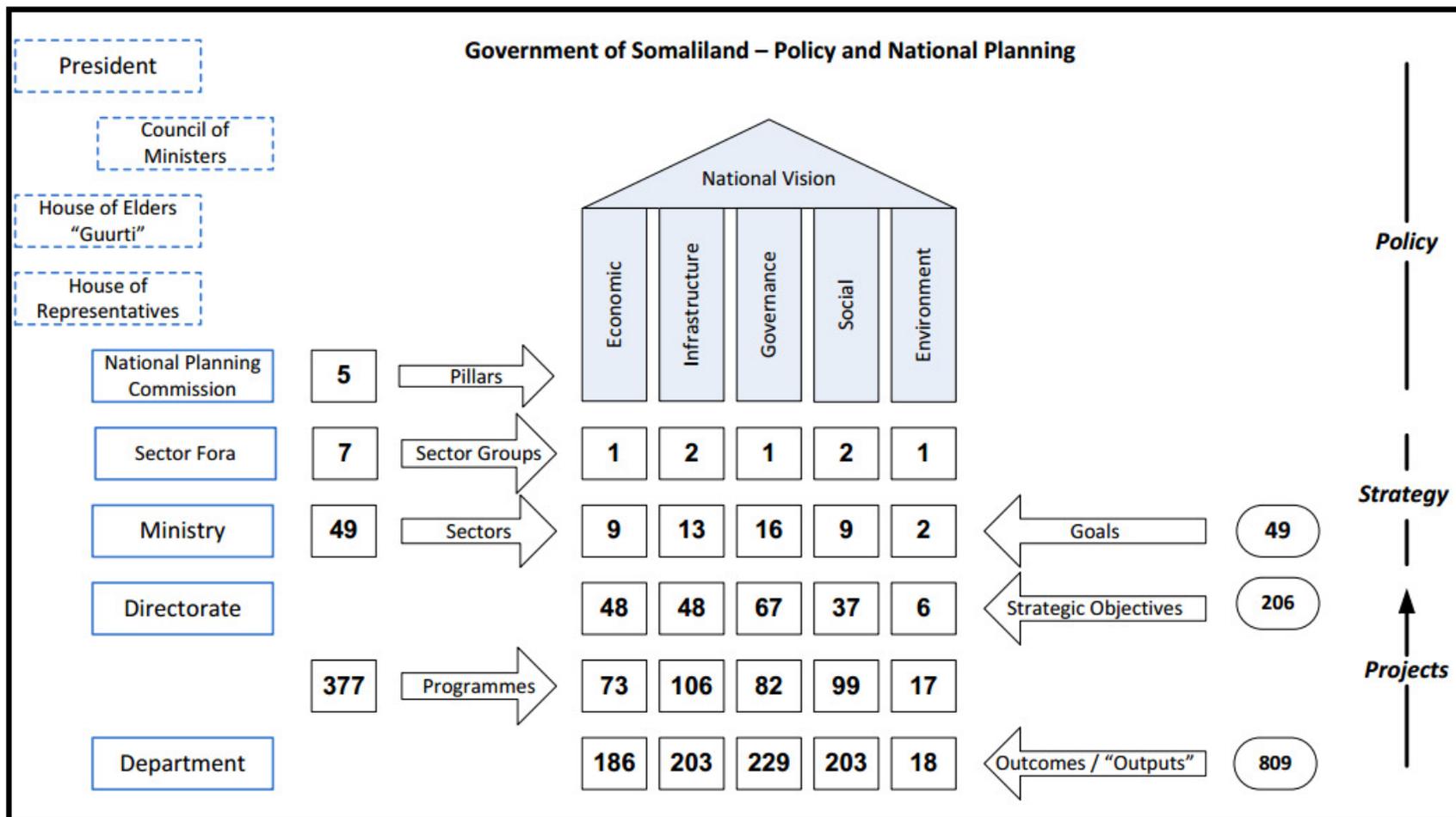


SDF Governance





Somaliland National Planning





6 step prioritization process

Prioritisation Approach – based on hierarchy of development

	LEVEL	DESCRIPTION	TOOL	AUTHORITY
1	Pillar	prioritize (ordinal/cardinal) ranking on the basis of (criteria) "synergy and complementarity" effect of one pillar on the other	Cross impact matrix	NPC
2	Pillar	review pillar and sectoral investments (government, private and donor) to understand priorities and gaps	Government and donor flows	NPC
3	Sector	prioritize (ordinal/cardinal ranking) on the basis (criteria) of the effect, outcome and impact of a sector	18 factors for state building	NPC
4	Sector	select n (= 5) top priority sectors on the basis of (criteria), available capacity and deadline of the NDP/SDF prioritization assignment	18 factors for state building	NPC
5	Project	prioritization of objectives (outcomes) on the basis (criteria) of a strategic planning process using situational analysis and advice from sector actors	strategic plan and template	Ministry
6	Project	selection and prioritization of projects on the basis (criteria) of strategic fit within sectoral objectives	project concept and appraisal matrix	NPC



Project identification





1st phase projects (2013)

First Phase (2013) projects budget allocation				
Pillar	Line Ministry	Project Focus	Duration	Total
Economy	Ministry of Agriculture	Soil and water conservation in rain-fed agricultural areas.	2 years	\$2,056,896
Economy	Ministry of Livestock	Enhanced livestock export through construction of livestock holding grounds.	2 year	\$4,613,555
Environment	Ministry of Environment and Rural Development	Capacity building of the MoERD capacity for spearheading conservation efforts in the country through construction of regional offices and showcasing best practices in range management and dryland forestry.	2 years	\$2,316,000
Infrastructure	Ministry of Water Resources	Improving access to water for rural and urban communities in 5 regionals in Somaliland by construction of water infrastructure.	2 year	\$4,540,000
Infrastructure	Hargeisa Water Agency	Connection of Hora Hadley well field and upgrade of Hargeisa Water Supply Network	1 year	\$2,195,000
Infrastructure	Roads Development Agency	Full rehabilitation of Hargeisa - Berbera - Sheikh road (36 Km)	1 year	\$4,000,000
Cross cutting	Various	Development of Harmonized Land Policy	1 year	\$1,000,000
Economy	Ministries of Fisheries	Support to fisheries sector in Somaliland	2 years	\$1,500,000
			Total	\$22,221,451

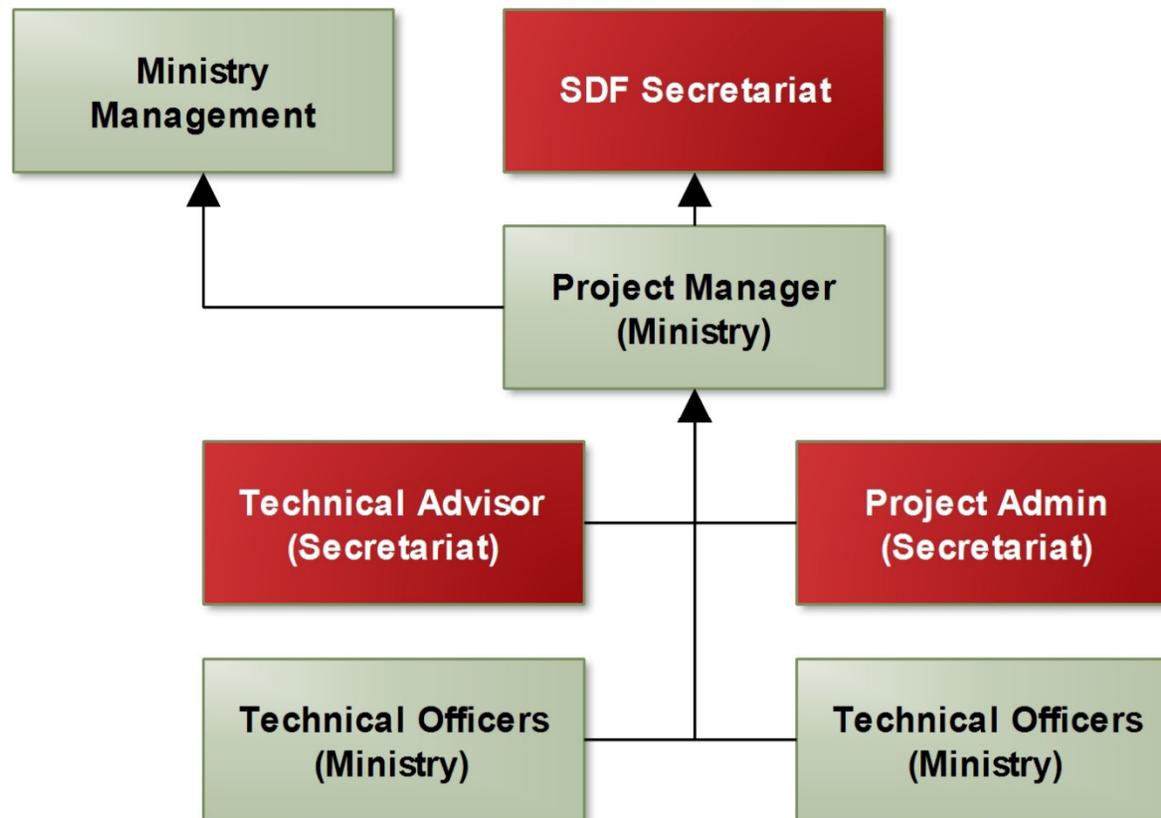


2nd phase projects (2014)

Second Phase (2014) projects budget allocation				
Pillar	Line Ministry	Project Focus	Duration	Total
Infrastructure	Hargeisa Water Agency	Improvement of the water supply network in Hargeisa city	1 year	\$ 4,000,000
Infrastructure	Roads Development Agency	Full rehabilitation of Kalabaydh - Dila road (18km)	1 year	\$ 2,500,000
Infrastructure	MoWR, MoE and MoH	Support to rehabilitation of water, education and health infrastructure including supplies and required staff in Sool and Sanaag (Eastern Somaliland)	2 years	\$ 3,500,000
Economy	Ministry of Labour and Social Affairs	Youth employment creation	2 years	\$ 2,000,000
			Total	\$12,000,000

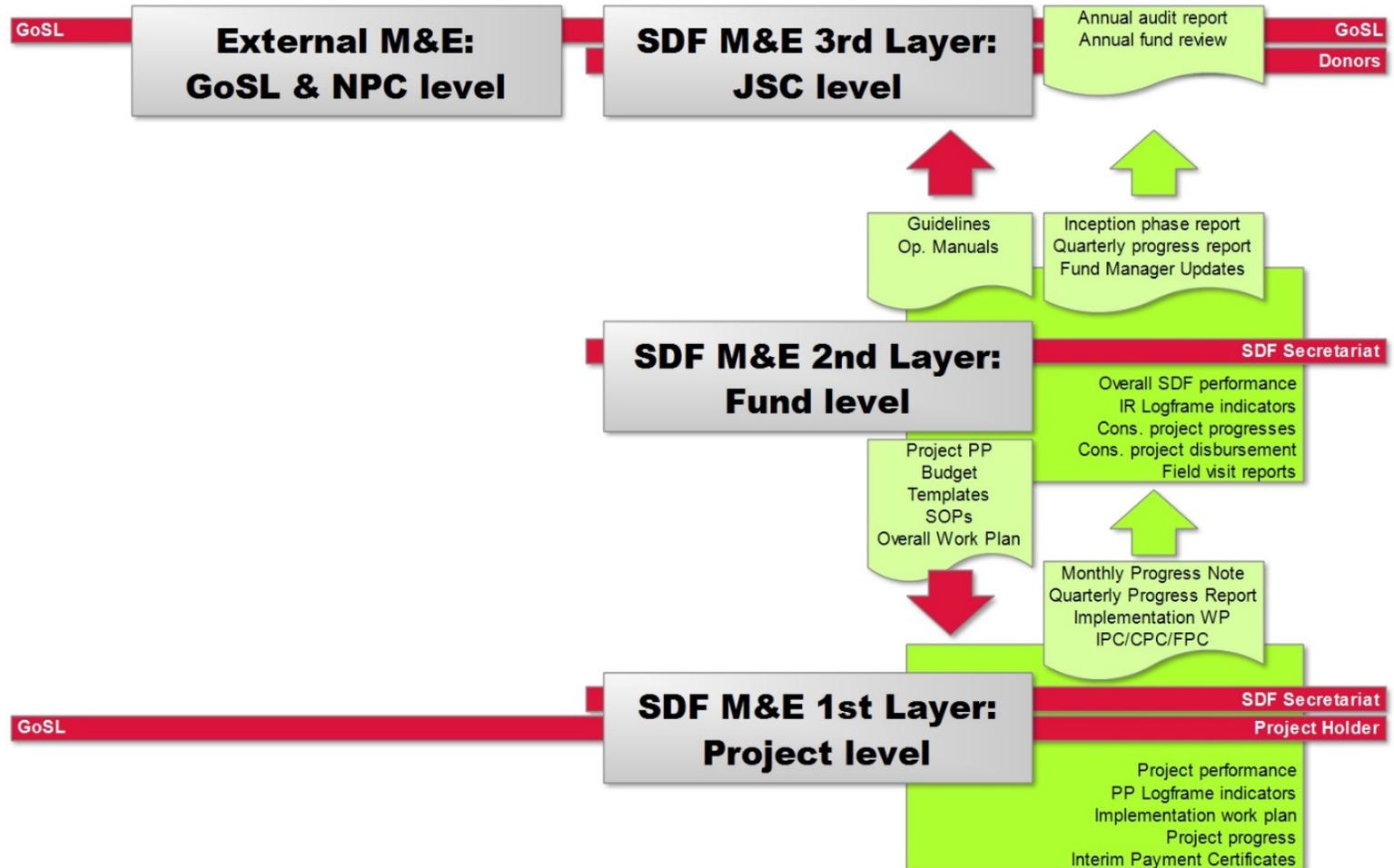


Project management





SDF monitoring & evaluation





How We Work

The purpose of the SBF is to “mobilize the creative energy and resources of the private sector to increase sustainable employment and incomes for Somalilanders, especially for women and youth”

This goal achieved through supporting the private sector with grant-based funding support:

- To improve operational efficiency (**productivity**)
- To develop new products & processes (**innovation**)
- To enter new markets (**diversification**)
- To remove value-chain/sector constraints (**market development**)
- To create **employment opportunities** for Somalilanders

Somaliland Business Fund (SBF)

1

SBF OVERVIEW

SBF is an **open** grant scheme

- covering **all regions** and **all business sectors** with no set targets or priorities but marketing efforts focus on fisheries, gums/resins and solid waste management
- projects benefiting women and youth will receive a high ranking

SBF a **competitive** grant scheme

- applicants competed for a limited grant allocation in each Round - i.e. on a “business competition and merit” basis
- as many applications as possible were encouraged so that a significant pool of ‘quality’ applications was secured

SBF is a **confidential**, **transparent** and **business-like** initiative

- selection process and assessment criteria in public domain
- supported by effective service standards – and with short turnaround time for processing stages

Somaliland Business Fund (SBF)



SBF OVERVIEW (contd.)

- \$ 11.6 million over 2 yrs
- Grants ranged from \$5,000 to \$150,000
- Grants below \$50,000 were classified as 'small' and over \$50k as 'large'
- Aimed to process small grant applications in 3 months (after outreach period) large grants in 4-5 months
- An applicant could apply and receive multiple grants over Round 1 and 2 – but an individual project could only be supported twice
- Grants reimbursable - paid after the expense is incurred
- Project Milestones were scheduled to ease cash outlay
- Grants could support goods and services (business development services and acquisition of physical assets)

Somaliland Business Fund (SBF)



ASSESSMENT CRITERIA - APPLICANT

We assess applications on the basis of the **quality** of the proposal/business plan; and, the **quality** of the applicant and his or her management team

We look for **applicants** who have:

- the management and financial **capacity** to implement the project successfully
- the **market** understanding, presence and reputation to launch the product/service successfully

Or in the case of new starts – a **track record** of business expertise and demonstrated sector knowledge

Somaliland Business Fund (SBF)



ASSESSMENT CRITERIA - PROJECT

We looked for project ideas that:

Demonstrated impact in the enterprise - i.e. **strategic** investments that were non-routine:

- improved enterprise operational efficiency (productivity)

- Facilitated the development of new products and processes (innovation), or promoted entry to new markets (diversification)

Promoted **market development**:

- addressed acute market constraints on growth in a particular sector or value chain (market development)

Facilitated wider impacts:

- resulted in a **broad** developmental impact - project brings tangible long-term/sustainable benefits to many sectors/industries and Somalilanders (suppliers, workers, consumers and jobs)

Somaliland Business Fund (SBF)



FUND GOVERNANCE STRUCTURE

The Fund Management Unit (**FMU**) is responsible for:

- day-to-day management** of grant approval, disbursement, monitoring and reporting and all other stages of grant processing and operational oversight

The Grant Advisory Panel (**GAP**) is made up of Government Ministers, key stakeholders of economic development (inc. senior academics, NGO heads).

The GAP is an **advisory body** that:

- provides oversight and advice on short-listing and selection of applicants for awards

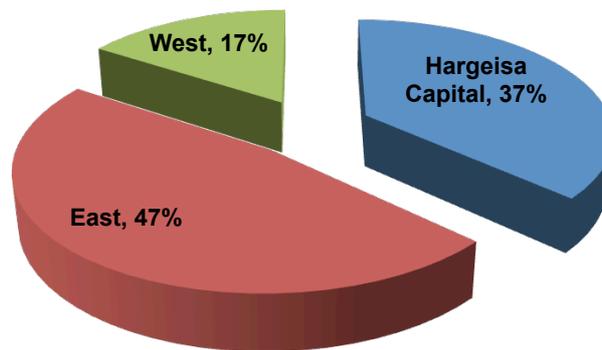
Somaliland Business Fund (SBF)



R2 SMALL GRANT SHORTLISTED GEOGRAPHICAL LOCATION – APPLICANT INTEREST



WHERE WERE THE R2 APPLICANTS BASED?



Somaliland Business Fund



R1 & R2 GRANT BENEFICIARIES

Rd1 and Rd2 awards compared by geographical groups (in % of total)

Location	Rd1		Rd2	
	Vetting Stage	Awarded	Vetting stage	Awarded
Hargeisa Capital	65%	56%	38%	37%
East	20%	19%	42%	46%
West	15%	25%	20%	17%
Total (absolute)	167	80	158	94

Somaliland Business Fund: Basic Project Information

SMALL GRANT AWARDS - Round 1			
Ref. No.	Project	Location	Region
FSH-R1-090	Fisheries - upgrade	Zeila	Awdal
OTH-R1-232	Furniture Plant - Upgrade	Borama	Awdal
MIN-R1-010	Gemstones (Ruby and Aquamarine)	Borama	Awdal
OTH-R1-257	Home decoration & furniture making	Borama	Awdal
AGR-R1-055	Tomato Paste & Ketchup	Borame	Awdal
FIN-R1-011	Accountants and Auditors Cadre	Hargeisa	Maroodijeex
HEA-R1-013	Advanced Medical Diagnosis	Hargeisa	Maroodijeex
MAN-R1-049	Aluminum Doors & Windows	Hargeisa	Maroodijeex
LIV-R1-071	Animal Fattening and Vet services	Wajaale	Maroodijeex
LIV-R1-141	Animal Skin - Processing upgrade	Hargeisa	Maroodijeex
AGR-R1-146	Argan Oil	Hargeisa	Maroodijeex
OTH-R1-079	Automotive Repair & Maintenance	Hargeisa	Maroodijeex
MAN-R1-044	Bakery - cakes and fancy breads	Hargeisa	Maroodijeex
LIV-R1-181	Camel Milk	Hargeisa	Maroodijeex
EDU-R1-027	Cisco ITC Academy	Hargeisa	Maroodijeex
EDU-R1-040	Civil Engineering Laboratory	Hargeisa	Maroodijeex
FSH-R1-104	Fisheries - Cold storage	Ceel-Sheik	Maroodijeex
GAR-R1-008	Frankincense and Myrrh - exports	Hargeisa	Maroodijeex
OTHR1-248	French Pastry and Coffee Shop	Hargeisa	Maroodijeex
AGR-R1-015	Fruit & Veg (irrigation)	Gabiley	Maroodijeex
AGR-R1-143	Fruit & Veg (irrigation)	Gabiley	Maroodijeex
MAN-R1-099	Furniture Making	Hargeisa	Maroodijeex
SWM-R1-032	Garbage Collection - Kodbur District	Hargeisa	Maroodijeex
OTH-R1-238	Garment Manufacturing	Hargeisa	Maroodijeex
MIN-R1-011	Gemstones - Cutting & Polishing	Hargeisa	Maroodijeex
MAN-R1-017	Home Decoration Factory	Hargeisa	Maroodijeex
OTH-R1-245	Indoor Sports Centre	Hargeisa	Maroodijeex
OTH-R1-175	Laundry and Dry Cleaning Service	Hargeisa	Maroodijeex
MAN-R1-056	Leather products manufacturer	Hargeisa	Maroodijeex
OTH-R1-022	Pastry and Coffe shop	Hargeisa	Maroodijeex
HEA-R1-011	Pathology Laboratory	Hargeisa	Maroodijeex
LIV-R1-133	Poultry (chicken meat & eggs)	Hargeisa	Maroodijeex
LIV-R1-082	Poultry (chicken meat and eggs)	Hargeisa	Maroodijeex
EDU-R1-015	Primary School	Hargeisa	Maroodijeex
OTH-R1-183	Printin Press - upgrading	Hargeisa	Maroodijeex
OTH-R1-057	Printing & Photo copying shop	Hargeisa	Maroodijeex
CON-R1-016	PVC Pipes	Hargeisa	Maroodijeex
OTH-R1-038	Shock - Absorber & Battery - Recon	Hargeisa	Maroodijeex
MAN-R1-033	Soap - New Sizes and Colors	Hargeisa	Maroodijeex
AGR-R1-154	Sunflower Oil	Hargeisa	Maroodijeex
AGR-R1-015	Tomato Paste & Ketchup	Hargeisa	Maroodijeex
AGR-R1-053	Tractor Rental	Gabiley	Maroodijeex
MAN-R1-076	Tyre Retreads	Hargeisa	Maroodijeex
MAN-R1-018	Uniform manufacturer	Hargeisa	Maroodijeex
SWM-R1-012	Urban Waste Management - Gabiley	Wajaale	Maroodijeex
MIN-R1-048	Water Drilling Equipment	Hargeisa	Maroodijeex
OTH-R1-240	Wheel Barrow Factory	Hargeisa	Maroodijeex
FSH-R1-069	Aquaculture	Berbera	Sahil
FSH-R1-078	Fisheries - cold storage	Berbera	Sahil
MIN-R1-003	Iodized Salt	Bulahar	Sahil
FSH-R1-056	Mud Crab	Berbera	Sahil
GAR-R1-019	Frankincense Distillery	Erigabo	Sanaag
AGR-R1-168	Gums & Resins Processing Upgrade	Erigavo	Sanaag
MIN-R1-043	Luxury Mineral Water	Erigavo	Sanaag
MAN-R1-031	Carpentry and Building Materials	Las Anod	Sool
OTH-R1-246	Exercise Books and Note Books	Las Anod	Sool
HEA-R1-022	Advanced Medical Lab	Burao	Toghdheer
OTH-R1-140	Bakery Upgrade	Burao	Toghdheer
GAR-R1-028	Gums & Resins Processing Upgrade	Burao	Toghdheer

SMALL GRANT AWARDS - Round 2

Ref. No.	Project	Location	Region
AGR-R2-014	Bulale Bee-Keeping Production Project	Gabiley	Maroodijeex
AGR-R2-045	Galaal Farming project	Baligubadle	Maroodijeex
AGR-R2-098	Cunaaye Jaleelo Farm	Berbera	Sahil
AGR-R2-112	Somaliland plantation Company	Burao	Toghdheer
AGR-R2-163	SAPI-Small Scale Agri Processing Industry	Berbera/Lgeel	Sahil
AGR-R2-178	Samriye Cooperative Farm	Wajale	Maroodijeex
AGR-R2-207	Tacab iyo Tusale Farm Project	Berbera	Sahil
AGR-R2-209	Mabruuk vegetables	Gabiley	Maroodijeex
AGR-R2-321	Osman Agro-business Project	Maroodijeex	Maroodijeex
AGR-R2-357	Farmtech	Biyo Guure/Sheikh	Sahil
BUS-R2-069	Expanding Gamelo Garage - Automobile Repairing Workshop	Hargeisa	Maroodijeex
BUS-R2-108	Allaybaday Agricultural Service (AAS)	Berbera	Sahil
BUS-R2-109	Vision Advertisement Agency	Burao	Toghdheer
BUS-R2-110	Integrated Communication olutions	Hargeisa	Maroodijeex
CON-R2-015	Ziham bricks company	Hargeisa	Maroodijeex
CON-R2-034	Burao Brickworks	Burao	Toghdheer
CON-R2-054	Weerar mobile Stone crushing Company	Berbera	Sahil
CON-R2-062	Low Cost Housing Formwork project	Hargeisa	Maroodijeex
EDU-R2-044	Fooreh School of Electromechanical & Refrigeration Project	Hargeisa	Maroodijeex
EDU-R2-054	SADPA TECHNICAL INSTITUTE	Hargeisa	Maroodijeex
FIN-R2-006	Financial and Logistic Services	Borama	Awdal
FSH-R2-042	Increasing production capacity	Berbera	Sahil
FSH-R2-058	Strengthening Conqor Fishing	Conqor	Sanaag
FSH-R2-095	Strengthening small private Fishing Business	Berbera	Sahil
FSH-R2-105	Upgrading Commercial Fishing	Berbera	Sahil
FSH-R2-124	Empowering Women Fishers	Zailac	Awdal
FSH-R2-143	Lasqorey Fishing	Las Qoray	Sanaag
FSH-R2-148	Solar dry fish export	Lawyo Caddo	Awdal
GAR-R2-022	Allamagan Gums and Resins Material Handling Facilities	Burao	Toghdheer
GAR-R2-025	Gum Marketing Project	Erigavo	Sanaag
GAR-R2-029	Hilaal gums and resins production improvement	Burao	Toghdheer
GAR-R2-047	Gum Arabic commercial export production	Salahay	Maroodijeex
HEA-R2-015	Enhancing facilities within the Bubal Medical and Dental Center	Hargeisa	Maroodijeex
HEA-R2-030	One Stop Medical: Burao Dental Service	Burao	Toghdheer
HEA-R2-066	Medical Microbiology and Histopathology Center	Burao	Toghdheer
HEA-R2-080	Pest Control Initiative (PCI)	Burao	Toghdheer
LIV-R2-055	Burao Poultry Farm	Burao	Toghdheer
LIV-R2-076	Al Kawsar chicken Poultry farm egg and meat production	Borama	Awdal
LIV-R2-116	Fodder production for livestock in Burao	Burao	Toghdheer
LIV-R2-230	Livestock Fattening and Fodder (Sudanese Grass) Production	Hargeisa	Maroodijeex
LIV-R2-263	Sool Animal Feeding	Las anod	Sool
LIV-R2-266	Fattening Sheep and Goats for Sale	Ainaboo	Sool
LIV-R2-312	Somaliland Veterinary Diagnostic services clinic	Hargeisa	Maroodijeex
LIV-R2-316	Bone Crushing Project	Hargeisa	Maroodijeex
LIV-R2-326	Geedbaladh Animal Fattening	Gabiley	Maroodijeex
LIV-R2-327	Meat processing and sales Franchise	Burao	Toghdheer
MAN-R2-027	Dhadhan Biscuits	Hargeisa	Maroodijeex
MAN-R2-033	Sheet Metal Products Manufacturer	Hargeisa	Maroodijeex
MAN-R2-120	Noura Bakery	Hargeisa	Maroodijeex
MAN-R2-135	Aluminium machines for making doors and windows	Borama	Awdal
MAN-R2-162	HEMA Uniform Extension	Hargeisa	Maroodijeex
MAN-R2-182	Hodan Bakery & Sweets Company	Berbera	Sahil
MAN-R2-194	Fashion, designer and embroidery Garments	Borama	Awdal
MAN-R2-197	Madahay Battery Distilled water Production	Hargeisa	Maroodijeex
MAN-R2-224	Women Sanitary Napkins "comfort"	Hargeisa	Maroodijeex
MAN-R2-225	Natural fruits & herbs flavored bottled water	Daarasalaam	Maroodijeex
MAN-R2-228	Aloe Vera processing company	Illimaha	Maroodijeex
MIN-R2-015	Buraale Minerals Company (Gemstones)	Ainaboo	Sool
MIN-R2-048	Sool Water Solutions	Las Anod	Sool
MIN-R2-058	Minerals service and processing Hub	Erigavo	Sanaag

MIN-R2-060	Abdiwahab Ahmed Yassin	Burao	Toghdheer
MIN-R2-062	Mineral Lab Tech	Borama	Awdal
MIN-R2-065	Hud Hud Salt production	Bulahar	Sahil
OTH-R2-026	Equipment of baker factory	Erigavo	Sanaag
OTH-R2-308	Media Production and training Centre	Hargeisa	Maroodijeex
RNW-R2-030	Biogas generation	Hargeisa	Maroodijeex
SWM-R2-011	HUFAN SWM Operations Upgrade	Berbera	Sahil
SWM-R2-018	Tabasan solid waste management	Hargeisa	Maroodijeex
SWM-R2-025	Improving KodBur District Cleaning Services	Hargeisa	Maroodijeex
SWM-R2-031	Urban Waste Management Systems	Hargeisa	Maroodijeex
SWM-R2-064	Borama solid waste management	Borama	Awdal
TOR-R2-020	Dhaqan Raac Somaliland Village	Hargeisa	Maroodijeex
TRA-R2-036	Clearance & forwarding and courier services	Berbera	Sahil
TRA-R2-040	Quick Stop Auto Service (QSAS) Extension	Hargeisa	Maroodijeex

Somaliland Business Fund: Basic Project Information			
LARGE GRANT AWARDS - Round 1			
Ref. No.	Project	Location	Region
AGR-R1-063	Qarbri-Bahar Co-operative	Elbardale	Awdal
FSH-R1-079	National fisheries corporation	Zeila	Awdal
LIV-R1-001	Abib General Trading	Borama	Awdal
RNW-R1-013	Aloog Power company	Borama	Awdal
AGR-R1-188	Sesame Oil Prodn SOPCO	Gabiley	Maroodijeex
HEA-R1-005	Gargar Hospital	Hargeysa	Maroodijeex
LIV-R1-034	Mina Cattle farming	Gabiley	Maroodijeex
LIV-R1-039	Mandeeq service company	Hargeysa	Maroodijeex
LIV-R1-079	NIMCO Livestock Market Upgrade	Hargeysa	Maroodijeex
MAN-R1-057	SIFEEYA Cereal Production	Hargeysa	Maroodijeex
MAN-R1-087	NAWBO	Hargeysa	Maroodijeex
OTH-R1-068	Asal Organiser Association	Hargeysa	Maroodijeex
RNW-R1-005	Qorax	Hargeysa	Maroodijeex
RNW-R1-041	Afgal Power Hargeisa	Hargeysa	Maroodijeex
SWM-R1-030	Hodo Plastic recycling factory	Hargeysa	Maroodijeex
FSH-R1-074	Berbera sea food company	Maydhees	Sanaag
RNW-R1-008	EpcO	Erigavo	Sanaag
RNW-R1-044	WAEP	Ainaboo	Sool
RNW-R1-047	LESCO	Las-Anod	Sool
GAR-R1-001	Allahmagan trading company	Burao	Toghdeer
LIV-R1-014	Allahmagan Manual processing	Burao	Toghdeer

Somaliland Business Fund: Basic Project Information			
LARGE GRANT AWARDS - Round 2			
Column1	Column2	Column3	Column4
Ref. No.	Project	Location	Region
AGR-R2-159	Peanut Oil Plant	Hargeisa	Maroodijeex
AGR-R2-166	Hudhuun Irrigation Farm Upgrade	Gabiley	Maroodijeex
LIV-R2-027	Quality Improvements in Leather processing (Da'arbudhuq)	Berbera	Sahil
LIV-R2-299	BISAD Livestock Farming Centre	Burao	Toghdheer
GAR-R2-023	Frankincense Export	Erigavo	Sanaag
SWM-R2-009	Recycling of PET bottles collected from Somaliland	Hargeisa	Maroodijeex
SWM-R2-062	Tayo Tire waste reclaimed production	Hargeisa	Maroodijeex
CON-R2-025	Cobblestone Paving Project	Hargeisa	Maroodijeex
CON-R2-100	Mobile Crusher	Gabiley	Maroodijeex
MAN-R2-055	Samaale Gypsum Co.	Borama	Awdal
MAN-R2-181	A3/A4/A5 Paper Production and Wrapping machinery	Hargeisa	Maroodijeex
FSH-R2-098	Fish production	Maydhees	Sanaag
FSH-R2-108	Increasing export capacity in Somaliland fish sales	Berbera	Sahil
RNW-R2-007	Oog Wind Energy Project (OWEP)	Oog	Sool
RNW-R2-045	Kaah Utility Company, Burao (KUC)	Burao	Toghdheer
RNW-R2-065	Baki Wind-generated Power	Baki	Awdal
HEA-R2-009	Edna Medical Solutions	Hargeisa	Maroodijeex
HEA-R2-061	Mubarak Infusion therapy (MIT)	Burao	Toghdheer
TRA-R2-022	Sheekh Ali Workshop and Training Center	Hargeisa	Maroodijeex
OTH-R2-073	Sama-Kaab Water Project	Las Anood	Sool
OTH-R2-282	Wind powered brackish water desalination plant	Berbera	Sahil



Partnership for Economic Growth

PARTNERSHIP FUND

Round 2

Business Matching Grants Program

Overview



Project Overview

- *Purpose: To help local authorities and private sector groups improve the enabling environment for investment in order to generate more productive employment and improve livelihoods activities*
- USAID's first economic development project in 20 years
- Inclusive economic growth as a driver of stability
- First Phase: 2.5 years (May 2011 - Aug 2013)
- Extension: 2 years (Sept 2013 - Aug 2015)

Methodology:

- Assess – Analyze – Prioritize – Design - Implement

Overview of Partnership Fund

- The Partnership Fund is a business matching grants activity whereby the Partnership Program co-invests in Somali businesses
- The grant mechanism supports innovative solutions to:
 - generate employment
 - grow the local economy
 - cultivate ownership
 - share risks
 - and address value chain constraints.

Overview of Round 1: 2012-2013

- \$1 million in matching grants distributed
- 13 finalists awarded grants between \$30,000 and \$100,000

Region	Number
Awdal	1
Togdheer	4
Maroodijeex	4
Sahil	3
Multiple regions	1 (Awdal + Maroodijex)

Sector	Number
Energy	2
Livestock	4
Fisheries	2
Salt	1
Finance	2
Other	2

Duration	Number
Start-up	4
Existing	9

- An estimated 1500 new and better employment created - one-third for women, and over 50% for youth
(monitoring, evaluation and learning ongoing)

Examples of Partnership Fund Round 1 Grantees
Somaliland's first salt processing plant in Borama



Examples of Partnership Fund Round 1 Grantees
First commercial wind farm in Berbera to support fish cold storage



Quarantine facilities, holding pens, business management support and drip irrigation systems for fattening farms and trader associations in Burao



Examples of Partnership Fund Round 1 Grantees
Portable solar fridges for camel dairy outgrower scheme



Examples of Partnership Fund Round 1 Grantees
Propane cooking stove lease-to-pay business



Examples of Partnership Fund Round 1 Grantees
Freezer chests, ice block making machines, and new fishing boats and nets





Overview of Partnership Fund Round 2



Overview of Partnership Fund Round 2: Funding Level

- Total amount of funding available for Partnership Fund Round 2: **\$1,000,000**
- **Small Grants (\$30,000 to \$50,000):**
 - Requires a minimum of 50% cost-share from applicant
- **Large Grants (\$50,001 - \$250,000):**
 - Requires a minimum of 1 to 1 cost share from applicant
- NOTE: Cost-share can be cash or in-kind contribution

Overview of Partnership Fund Round 2:

Eligible Entities

- Private businesses:
 - Sole proprietorships
 - Partnership
 - Corporation
 - Joint Venture
 - Commercially-oriented cooperatives and associations in productive sectors

Overview of Partnership Fund Round 2:

Eligible Businesses

Business activities from productive livestock and agriculture sectors of the economy, such as:

- Crop agriculture
- Agro-processing
- Livestock
- Dairy
- Poultry
- Energy
- Fisheries
- Gums and resins
- Beekeeping
- Other

Partnership Fund Round 2 Concept Paper Template:

Business Idea

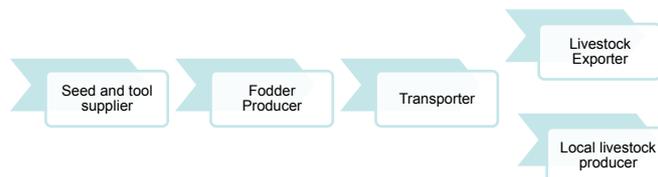
- Provide a brief overview of your business idea

Selection Criteria: Economic Growth and Development Impact

- *What are the expected impacts on:*
 - *Local employment within your business*
 - *Economic impact for suppliers you work with;*
 - *Opportunities to improve employee skills;*
 - *Income, wealth creation and increased local production;*
 - *Impact on women in business and youth employment;*
 - *Increased markets access for local suppliers and increased local consumption*



Fodder example:



Economic growth impacts in Somaliland

- More suppliers selling products
- Business making more profit, supplying more products
- More people employed upstream and down stream
- More competitive market for goods/services

Components of Concept Note (Selection Criteria):

- Technical Experience and Technical Feasibility
- Financial Viability and Cost Effectiveness
- Analysis of Supply and Demand
- Business management experience

The 2013-2014 Somaliland Investment Guide can be used as a reference: www.SomalilandInvest.net

Applications Review Process

- To receive Concept Paper instructions and template, Applicants email: PartnershipFund@dai.com
- Issuance Date: 25 November 2013
- Questions from Applicants Due By: 8 December 2013
- Responses to Questions Sent to Applicant: 15 December 2013
- Deadline for Concept Papers Submission: 4 January 2014, by 5:00pm
- Notification of Short-Listed Applicants: 16 February 2014
- Short-listed Applicants Information Session: 23 February & 25 February 2014
- Submission of Full Proposal: 16 March 2014
- Evaluation Committee retreat: 22-23 March 2014
- Field visits and due diligence process: 25 March – 12 April
- Announcement of Final grantees: 15 April 2014
- Contract negotiations; grant disbursements: April - June 2014



Summary of Submitted Concept Notes

Sector	Number	Percent
Crop Agriculture	178	23%
Livestock	132	17%
Other	121	16%
Poultry and Chicken Farming	55	7%
Fishing	56	7%
Dairy	50	7%
Agro-processing	44	6%
Beekeeping	35	5%
Energy	33	4%
Crop Agriculture (with Livestock/Dairy, or or Energy)	22	3%
Gums, Resins and Frankincense	19	2%
Agriculture	7	1%
Salt	5	1%
Livestock with (Crop Agriculture)	3	0%
Hides and Leather making	2	0%
Bakery	2	0%
Inputs - Vet Pharmacy, farm tools	1	0%
Total	765	100%

Region	Number	Percent
Maroodi Jeeh	357	46.70%
Togdheer	123	16.10%
Sool	89	11.60%
Awdal	86	11.20%
Sahil	55	7.20%
Sanaag	51	6.70%
Unknown	4	0.50%
Total	765	100



Summary of Short-Listed Concept Notes

SECTOR		
Crop Agriculture	7	18%
Livestock & Dairy	7	18%
Agro-processing	6	16%
Fisheries	6	16%
Energy	3	8%
Poultry	3	8%
Beekeeping	2	5%
Leather and Tanning	2	5%
Gums and Resins	2	5%
Total	38	

REGION		
Maroodijeex	15	39%
Toghdeer	7	18%
Awdal	4	11%
Sahil	4	11%
Sanaag	4	11%
Sool	2	5%
Sahil/Maroodijeex	1	3%
Toghdeer/Maroodijeex	1	3%
Total	38	



Partnership Fund Review Process and Next Steps

