



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



# Somaliland Business Fund



## 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)

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## 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)

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### 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

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## 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)

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## 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

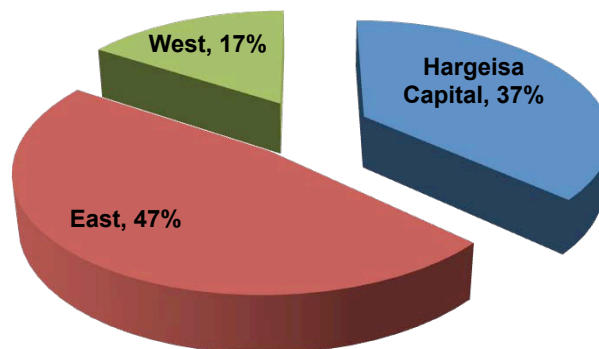
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## R2 SMALL GRANT SHORTLISTED GEOGRAPHICAL LOCATION – APPLICANT INTEREST



## WHERE WERE THE R2 APPLICANTS BASED?



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## 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%
<b>Total (absolute)</b>	<b>167</b>	<b>80</b>	<b>158</b>	<b>94</b>

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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	Hargeysa	Maroodijeex
MAN-R1-044	Bakery - cakes and fancy breads	Hargeysa	Maroodijeex
LIV-R1-181	Camel Milk	Hargeisa	Maroodijeex
EDU-R1-027	Cisco ITC Academy	Hargeysa	Maroodijeex
EDU-R1-040	Civil Engineering Laboratory	Hargeysa	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	Hargeysa	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	Hargeysa	Maroodijeex
MIN-R1-011	Gemstones - Cutting & Polishing	Hargeysa	Maroodijeex
MAN-R1-017	Home Decoration Factory	Hargeisa	Maroodijeex
OTH-R1-245	Indoor Sports Centre	Hargeysa	Maroodijeex
OTH-R1-175	Laundry and Dry Cleaning Service	Hargeysa	Maroodijeex
MAN-R1-056	Leather products manufacturer	Hargeisa	Maroodijeex
OTH-R1-022	Pastry and Coffe shop	Hargeysa	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	Hargeysa	Maroodijeex
OTH-R1-183	Printin Press - upgrading	Hargeysa	Maroodijeex
OTH-R1-057	Printing & Photo copying shop	Hargeysa	Maroodijeex
CON-R1-016	PVC Pipes	Hargeysa	Maroodijeex
OTH-R1-038	Shock - Absorber & Battery - Recon	Hargeysa	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	Hargeysa	Maroodijeex
OTH-R1-240	Wheel Barrow Factory	Hargeysa	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	Tabsan 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