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PARTNERSHIP FOR ECONOMIC GROWTH

USAID/EAST AFRICA PROGRAM

FOURTH QUARTERLY REPORT, JANUARY – MARCH 2012

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PROGRAM SUMMARY

The purpose of the Partnership for Economic Growth program is to help local authorities and private sector groups improve the enabling environment for investment and generate more productive employment. This is the first development initiative targeting economic growth for the USAID/EA/LPC Somalia program, and is partially funded with Department of Defense 1207 funds transfer. The funding was supplemented by a Department of State grant during the second quarter to be used for communications and outreach activities.

The Partnership for Economic Growth (Partnership) activities focus on two areas: private sector development, including women's business development, and strengthening specific productive value chains. As a result of the comprehensive assessments completed in the first quarter, the Partnership designed three sub-activities which address two value chains- agriculture and livestock – and a concentrated set of cross cutting business enabling environment activities. The Energy component of our Business Environment sub-activity has now become its own sub-activity. The sub-activities are spread geographically with livestock in the east in the Burao area, agriculture in the western Borama area, and a number of discrete Business Environment (BE) and Energy activities centered in Hargeisa.

Based on USAID reviews of the sub-activity designs, by the end of the fourth quarter the Partnership was continuing the full implementation of the Agriculture sub-activity; implementation of the approved Business Environment sub-activity tasks with a redesigned and refocused BE concept paper submitted; an expanded Energy sub-activity designed; and full approval for the revised Livestock sub-activity. In addition, during the fourth quarter the Partnership engaged in the concept paper review and full proposal evaluation process of short-listed Partnership Fund applicant – a small grants and Global Development Alliance (GDA) activity.

SUMMARY OF PROGRAM HIGHLIGHTS THIS QUARTER

1. In January, the Partnership mobilized the Livestock Team Leader, Jurjen Draaijer.
2. During the month of February, the Partnership held a successful second public private dialogue (PPD) workshop on the energy regulatory and legal framework in which nearly 70 stakeholders actively participated in and contributed to the draft Somaliland Energy Act and Regulations.
3. The draft Energy Act and Regulations were finalized and submitted to USAID for review. The team will incorporate USAID's comments/suggestions into the drafts and submit to the Ministry of Energy in the fifth quarter.
4. The Partnership Fund activity – the Partnership's business matching grant competition - was a major aspect of the technical activities during this quarter. An APS was released in December 2011; questions were submitted and responded to in January; 292 applicants submitted concept papers in February; a shortlist of 36 businesses and organizations were selected after a rigorous review process involving 5 Partnership staff members; a bidder's conference was held in mid-March for 36 shortlisted applicants; and 33 of the short-listed applicants submitted full proposals at the end of March. As this report was being prepared, 13 grant awardees have been identified.

5. In February, USAID accepted a re-prioritized set of activities for the Partnership program activities whose implementation had not yet began. The revised plan involved expanding the livestock sub-activity (with a more than double the originally budgeted amount); including a new renewable energy infrastructure activity; and a refined set of tasks for the Somaliland Business Confidence Index (SBCI) and Support to the Ministry of Commerce.
6. Abaarso Tech University hosted the 3rd USAID sponsored Business Seminar in February focusing on the media sector. Businessmen and women from Somaliland newspapers, magazines, radio and television came together alongside an audience consisting of public and private stakeholders. The seminar explored the future of the Somaliland media business model, amidst some pending pieces of media legislation being debated in Parliament.
7. The baseline survey results of the Somaliland Business Confidence Index (SBC) were reviewed by a local survey firm, TRG, in February. As part of the Partnership's commitment to capacity building of the Ministry of Commerce's Investment Climate Unit (ICU), four staff members were provided data entry and analysis training by TRG and were involved with generating the initial results. A workshop with the Ministry of Commerce and Chamber of Commerce was held in March to plan for an expanded SBCI in 2012 and 2013, which will lay the foundation for one of the components of a Somaliland Investment Guide.
8. Two Letters of Agreement (LOA) were concluded with different Ministries, as required by the Somaliland Government – one with the Ministry of Energy and the other with the Ministry of Commerce.
9. During the month of March 2012, a three-person Partnership team made a trip to the north-eastern Somalia state of Puntland to hold discussions with stakeholders on potential activity areas for the Partnership's Puntland sub-activity. The livestock sector was identified as a priority area for intervention. The Partnership team is currently working on finalizing a SOW for this sub-activity
10. The Livestock SOW received approval early in the month of March from USAID and the team is currently working out the details of sub-contracting with a number of partners – principally, Candle Light for Environment, Health and Education (a local NGO) and the Sheikh Technical Veterinary School. Implementation is expected to start in May 2012.

PROGRESS THIS QUARTER

FOURTH QUARTER, JANUARY 1 – MARCH 31, 2012

In the section below, we present progress for the fourth quarter of the project covering January 1 through March 31, 2012, against each of the relevant tasks. Tasks follow the same organizational format that was used in the first annual work plan. Tasks are broken into six areas: program mobilization, the four technical phases of the program, and monitoring and evaluation. The four program technical phases are:

1. Phase One: Participatory Assessment and Technical Analysis
2. Phase Two: Prioritize, Design, and Develop Sub-Activity SOWs
3. Phase Three: Implementation

4. Phase Four: Localization

Each program area and technical phase relevant to the second quarter is presented in detail below.

IMPLEMENTATION

Fourth quarter implementation was modestly affected by USAID's request in early February to reassess the Partnership's sub-activities in agriculture, business environment, energy, and the proposed set of livestock activities. The team analyzed the sub-activity cost and benefits and presented the results to USAID in Nairobi late February. The Program Manager, Deputy Program Manager, Livestock Team Leader, and HO Project Technical Lead (PTL) travelled to Nairobi for follow-up meetings with USAID and internal discussions which resulted in revisions to the approved sub-activities and adjustments to the proposed Livestock SOW.

Implementation of the Partnership's activities thus far is summarized as follows:

P3, Task 1: Launch selected sub-activities. With the approval of the Livestock sub-activity in March and start of the Puntland activities, an expected launch will take place in the fifth quarter. Other activity launches were completed in the third quarter.

P3, Task 2: Implement selected sub-activities.

Agriculture: Focus group discussion for traders, vendors and farmers were held in Amoud, Baki and Ruqi in January to assess agriculture and business skills of the target groups to lay the foundation for the training manuals for extension agents and the approaches for farmer training. In a separate but related activity, forty days of literacy and numeracy instruction was provided for 97 farmers, traders and vendors using manuals designed and developed by Amoud University and SATG using guidance from the Ministry of Education learning modules. The participating vegetable farmers and vendors were identified through a community-driven self-selection process.

The implementation team worked with the Ministry of Energy, Natural Resources and Water to assess the selected borehole site near the Amoud demo plot. Unfortunately the borehole collapsed at the depth of the water table and the site had to be abandoned. The Amoud team and the drilling company associated this collapse to inaccurate hydro-geological information provided by the Ministry. Amoud has negotiated with the drilling company to drill another borehole about 200 meters from the previous site in an area more suitable according to the Ministry. The area is elevated relative to the demo plot which will allow for gravity feed to the demo site. Once water depth is determined at the new site, the sizing for the windmill will be finalized. Three vendors of windmill equipment were vetted by the Partnership's energy specialist, and Amoud University selected GEM Engineering, a British-Ethiopian venture in Addis Ababa, Ethiopia. One of the strengths of GEM's design is that it allows farmers to do their own maintenance. GEM has agreed to provide free on the job training for Amoud University technicians during installation. They will give a warranty period and provide free parts and inspection as necessary.

Six trainees participated in a 5-day training in agriculture extension services. The trainees include Amoud faculty and representatives of Agrofafa, the Borama agricultural input supplier. The training was conducted by an agronomy trainer, a plant protection trainer, and an extension specialist using the training

manual developed by SATG for this purpose. The manual covered the six vegetable crops selected for the demos: cabbage, lettuce, onion, hot pepper, tomato and watermelon and included land preparation, transplanting, use of fertilizers, weeding, pest management, harvesting, etc.

Land preparation was completed at each of the three demo plots, soil analysis was done (in Nairobi), fertilizer requirements were identified, and seed planting occurred to be followed by field transplanting early in the next quarter.

In March, the project manager for the FAO Dur-Dur Watershed project requested to closely cooperate in the Partnership agriculture sub-activity. The Partnership agreed to share the variety selections for each of the 6 vegetables and the production data from the first crop season. The FAO manager met separately with the Amoud implementation team regarding coordination and implementation processes of FAO's planned farmer field schools (FFS), field days and extension trainings. FAO has agreed to Amoud's request that FAO's implementation activities not be intermingled with the Partnership activities. FAO also agreed to build on the Partnership's extension efforts by training additional staff.

Business Seminar Series: Abaarso Tech University hosted the 3rd USAID sponsored Business Seminar focusing on the media sector. Businessmen and women from Somaliland newspapers, magazines, radio and television attended with an audience consisting of public and private stakeholders to explore the future of the Somaliland media business model, amidst some pending pieces of media legislation being debated in Parliament.

Panelists from the BBC Somali Service, Bridge business magazine, and the Ministry of Information and National Guidance debated on the current business model on content, programming and income generation for their particular media channel. The panelists shared experiences and perspectives on how Somaliland compares to other countries, where developed media allow profitable media outlets to report on news and gain listenership, readership and viewership from quality content, and about the need to change the current culture. Audience questions allowed panelists to further explore issues of policy regulations for the media sector and the need for training and qualification of journalist and editors to improve the credibility of the Somaliland media. The seminar was aired on Radio Hargeisa twice.

The Partnership has been in extensive discussion with the Abaarso Tech team to ensure that the Business Seminar Series attracts the right caliber audience and the topics are discussed in public for a. As a result the Business Seminar series has undergone some revisions in terms of audience attendance and dissemination

Somaliland Business Confidence Index (SBCI) and Support to the Ministry of Commerce and Chamber of Commerce: The Somaliland Business Confidence Index (SBCI) survey data was collected at the 2011 December Business Fair by staff from the Ministry of Commerce and Chamber of Commerce, with support from the Partnership team. The survey is designed to gain valuable feedback from investors and the business community on their perceptions of the Somaliland business environment and impediments to investment such as: local availability of professional and skilled labor; access to land; ease of business registration; and quality of infrastructure, telecommunications, and transportation. A total of 75 businesses were interviewed; 91% were local business and the remaining 9% were foreign investors from Djibouti, Ethiopia, Kenya, Yemen, and Dubai.

As part of the Partnership program's effort to provide capacity building for key Somaliland institutions, survey training was conducted in February by The Training and Research Group (TRG), a local survey firm, for the four appointed staff from the Ministry of Commerce's Investment Climate Unit (ICU) and one from the Chamber of Commerce who had conducted the SBCI survey. This will be followed by another 6 days for the TRG to analyze and review the data of the SBCI survey and submit the baseline survey report. A follow-up workshop was held where the draft findings of the SBCI were presented and a plan was laid out of how best to plan for the next steps of the 2012 SBCI survey.

To build upon the SBCI activity, the Partnership worked with the Ministry of Commerce in February and March to draft a concept note for the development a Somaliland Investment Guide. The development of the guide will build upon the SBCI activity which highlights the need for investors to obtain clear information about how to invest, what opportunities and challenges exist, what the legal and regulatory structures are, and which sectors to possibly invest in. The process will be participatory which will reach out to businesses and potential investors from key sectors to learn about how they would like to have such a guide designed. In addition, it will build upon the lessons learned from USAID and UN supported investment guides in Africa and around the world. Finally, to tap into the Diaspora networks, the Partnership proposes both a printed version as well as an interactive and frequently updated web-based portal. Provisionally, the components of the guide include:

- A business environment overview section with the following proposed sections:
 - An overview of the Somaliland economy highlighting areas of opportunity;
 - A review of the legal and regulatory environment for investment, with a clear step by step outline that walks an investor through the investment process;
 - Findings from the annual Somaliland Business Confidence Index – i.e. private-sector perceptions;
 - A review of the challenges and threats faced by new businesses in Somaliland, highlighting how key aspects have been and are being reformed and developed;
- A link/chapter of key sectors of the economy which provides a consolidated outline of the laws and regulations governing the sector and the steps that an investor would need to take to explore this sector further. The Partnership is proposing to develop the energy, agriculture, and livestock section.
- An link to the updated Business Directory, with contact information available in a user-friendly format that can be searched by keyword, sector and region;
- Investment profiles of well-established and investment-grade businesses in each of the key sectors, which provides investors with clear understanding of the financial needs, expected returns, type of shareholder/ownership structures, timelines for proposed investment deals and contact information.

A letter of agreement (LOA) with the Ministry of Commerce, detailing the points of collaboration between the Ministry and the Partnership program, was signed during the quarter. This has increased the confidence of the Ministry and the Minister and his Directors have given their firm commitment to work with the Partnership program to ensure the success of the activities.

Energy Regulatory Framework: A second public-private dialogue (PPD) workshop on the development of the Energy Regulatory and Legal Framework (ERLF) was held in Berbera in mid-February 2012, with 69 public and private sector participants (61 men and 8 women). This followed the successful first PPD workshop on the same theme which was held in December 2011. The second PPD workshop was opened by the Minister of Mining, Energy and Water Resources (MoMEWR), the Deputy Governor of Sahil

Region, and the Mayor of Berbera. The workshop's objective was to present and review the draft energy law and regulations, which were developed by experts engaged by the Partnership program, with significant input from the Ministry of Energy, independent power providers (IPP) and other public sector participants. Participants reviewed the drafts, with facilitators emphasizing areas that had already been identified as requiring close scrutiny; these areas included: licensing, application and regulations process, energy efficiency, safety standards, electrical installations, and electricity consumer coding. The report and presentations from the second PPD were disseminated to workshop participants through the secretariat of the Hargeisa Electricity and Lighting Providers Association (HELP) and the Ministry of Energy. The participants were then given until early March 2012 to send additional feedback on the Act and Regulations to the Partnership team. These were received and considered for incorporation into the final draft. The draft was submitted to USAID in the fourth quarter.

Prior to the second PPD workshop, the Partnership staged a 5-day Energy Regulatory Technical Training Workshop for Ministry staff to prepare them for the activities leading up to and through the development of the new energy law and subsequent regulations. The trainees who were mostly engineers thoroughly went through the draft regulations and laws in order to familiarize themselves with the content, but they also provided useful feedback.

As part of the Partnership's follow-up energy awareness campaign, the Program Manager, Minister of Energy and the Partnership program's energy consultants held an engaging and successful panel discussion about the draft Energy Act and Regulations. The Energy DVD was edited in March and shared with USAID for comments and feedback. Once this stage is completed then the materials will be disseminated widely. In particular, the Partnership team has been negotiating broadcast airtime with satellite TV channels namely, Horn Cable TV, Universal TV and Somaliland National TV. These channels are satellite-based and can reach nearly all of the areas inhabited by the Somali population as well as the Somali diaspora. The objective is to provide information to viewers and to encourage potential investors about the significance of the legal and regulatory aspects for the development of the energy sector in Somaliland.

Livestock: The livestock sub-activity scope of work (SOW) was finalized by the Partnership team and approved by USAID in the fourth quarter. Following approval the team developed a detailed workplan. Early in the fifth quarter, an office and guesthouse in Burao was identified and will be operational by the middle of the fifth quarter. Two new livestock team members to staff the Burao office were recruited early in the fifth quarter. One is an animal production specialist who will replace the current Deputy Team Leader in Burao, with the latter moving to Garowe to coordinate the implementation of the Puntland component of the program.

In Somaliland, meetings were held with the Minister of Livestock and his Director General, who expressed their approval of the animal health and animal feed components of the Livestock SOW and of the geographical target area (e.g. Togheer, Sool, Sanaag). Meetings were also held with Sheikh Technical Veterinary School, Vetaid Somaliland, Havoyoco, the Somaliland Veterinary Board, and Candlelight about their potential collaboration with the Partnership as implementing partners. The draft sub-contract for STVS regarding the curriculum for Community Based Animal Health Workers (CBAHW) and the establishment of a demonstration farm are at an advanced stage. Initial discussions about minimum standards required for the CBAHW have been held with the Ministry with elaboration to

follow later. Vetaid has been identified as an implementing partner for CBAHW training in Sool and Sanaag and the sub-contract is nearing completion. A sub-contract with Candlelight is being finalized, comprising the following activities:

- Conduct a baseline survey on fodder production systems
- Establish six fodder and forage demonstration sites on farms
- Conduct economic analysis of fodder production and forage trees
- Conduct six training courses for farmers on best practices for forage/fodder production
- Provide leguminous species, re-seeding, and hand tools
- Organize soil and water conservation activities
- Organize social marketing for fodder baling techniques
- Publicize dual language fodder production bulletins

P3, Task 3: Solicit and review relevant grant applications.

The initial Partnership Fund Annual Program Statement (APS) was released late in the third quarter and by the late January deadline 292 concept papers were submitted. The internal review committee composed of the Project Manager, Deputy Project Manager, Livestock Team Lead, and Livestock Deputy Team Lead, and Project Technical Lead, conducted a first screening review using the evaluation criteria described in the APS. The evaluation criteria included: economic growth impact; technical experience and technical feasibility; financial viability and cost effectiveness; market supply and demand; business management experience; and the applicant's proposed cost-share contribution. The result was 83 provisionally short-listed applicants. These 83 were further reviewed resulting in a final short list of 36 applicants. The 36 consisted of a wide diversity of applicants, including private enterprises, NGOs, business associations and cooperatives. The applications also spanned a variety of economic sectors including agriculture, livestock, fisheries, small industry, energy, and services including training and business development. There was at least one applicant from each of the six regions of Somaliland.

The unexpectedly large number of applications resulted in a two-week delay by the review committee in finalizing its short-list. Another challenge was the quality of many of the applicant's concept papers. Many were poorly developed; did not address the criteria in the APS; had unclear business ideas; and sometimes apparently resubmitted the same proposal they had submitted to NGOs/donors previously. The review process allowed the team to focus better the content of two subsequent information sessions/bidder's conferences (one in Hargeisa and the other in Burao). The information sessions were meant to inform applicants about the requirements for the full application process and also allowed participants to ask questions in preparation for the writing of the full applications. 32 of the 36 shortlisted applicants attended and many expressed appreciation that the information sessions clarified a lot for them. The improved quality of the 33 final applications received indicated that the information sessions were very useful. The majority of the 31 participants at the Hargeisa information session were from 25 organizations from Awdal, Maroodijeex, and Sool regions. Burao attracted 15 applicants from 7 organizations in/around Berbera, Burao and Sheikh.

Basics statistics of the 36 short-listed Partnership Fund applicants are given in the tables below:

<u>Economic Sector</u>	<u>Number</u>	<u>Percent</u>
Agriculture (incl. beekeeping)	8	22%
Livestock (incl. dairy, poultry, fodder production, fattening, marketing)	10	28%
Fisheries	4	11%
Industry (incl. construction materials, salt production, food processing)	5	14%
Mining	2	6%
Energy	2	6%
Services (incl. finance, training, etc.)	3	8%
Commerce (incl. furniture, retail, etc.)	<u>2</u>	<u>6%</u>
Total	36	100%

<u>Region</u>	<u>Location</u>	<u>Number</u>	<u>Percent</u>
Awdal	Borama	4	11%
Maroodijeex	El-Sheikh	1	3%
	Gabiley	1	3%
	Hargeisa	15	42%
Sahil	Berbera	3	8%
Sanaag	Erigavo	2	6%
Sool	Las Anod	1	3%
Togdheer	Beer	1	3%
	Burao	5	14%
	Sheikh	1	3%
<u>Multiple Regions</u>	<u>Multiple locations</u>	<u>2</u>	<u>6%</u>
Total		36	100%

<u>Type of Applicant</u>	<u>Number</u>	<u>Percent</u>
Business association / farming cooperative	5	14%
Local NGO	8	22%
<u>Private business</u>	<u>23</u>	<u>64%</u>
Total	36	100%

<u>Existing vs. Startup Organization</u>	<u>Number</u>	<u>Percent</u>
Existing Org	28	78%
<u>Start-up Org</u>	<u>8</u>	<u>22%</u>
Total	36	<u>100%</u>

Short-listed applicants were given a deadline of March 31, to submit the full proposals. By the deadline, 33 proposals were submitted.

The Partnership team invited 3 officials from the Ministry of Commerce, Industry and Tourism; Ministry of National Planning and Development; and the Somaliland Chamber of Commerce to be part of the

Committee that would evaluate the Partnership Fund applications. Their participation was to ensure the perception of a transparent and fair process. Full Applications were reviewed early in the fifth quarter.

P3, Task 4: Award and manage grants and/or subcontracts (including GDA/PPP financing). No new sub-contracts were awarded during the fourth quarter. The Amoud University and SATG sub-contracts were managed by the Program Manager with support from the Home Office Project Technical Lead. Day-to-day operations management for the Business Speakers Series is being handled by the Communications and Community Outreach Officer. Project implementation oversight is the responsibility of the Deputy Project Manager.

MONITORING AND EVALUATION

Monitoring and evaluation (M&E) of the Partnership for Economic Growth program included the following major tasks during the fourth program quarter, January 1 – March 31, 2012:

M&E, Task 1: Establish working relationship with USAID's third party M&E partner, IBTCI. On January 9th, HO M&E specialist Heather McHugh and the Partnership's M&E Officer had one day meeting with IBTCI chief of party Gaele Le Pottier. They went through the project monitoring plan mainly the project indicators, and discussed the clearance house database.

The PMP was revised following discussion between the Partnership team and USAID on reprioritizing some of the activities whose implementation had not yet began and reviewing scopes of the livestock and agriculture sub-activities. The revisions were submitted to IBTCI and USAID for review. The project incorporated feedback from the review of the PMP.

In addition, the Program Manager, Deputy Program Manager and Project Technical Lead participated in a two day workshop in Nairobi in late February hosted by IBTCI. All USAID funded implementing partners attended a series of presentations and break-out sessions that allowed all project staff to critically reflect upon how their activities link to improved stability for the region.

M&E, Task 2: Conduct baseline survey through locally competed subcontract. The Somaliland-based Research Group (TRG) completed the economic growth baseline survey report and a DAI survey specialist also participated in the analysis of the survey data and development of the report. Heather McHugh and Senior M&E Officer Abdikadir Hashi reviewed the report before it was submitted to USAID.

The baseline report is designed as an economical, standardized, and replicable methodology for measuring program results. By measuring change from the baseline through subsequent annual iterations of the EGS, the Partnership will evaluate the impact of its activities.

Survey Methodology:

- Sample design: Random route selection of households, random selection of respondents within households (cluster sampling)
- Target: Somaliland adults ages 18 and older

- Sampling frame: Randomly selected neighborhoods in major cities plus Gabiley; rural settlements randomly selected from UNDP settlement lists; and selected beneficiary settlements.
- Sample stratification: 48% urban, 52% rural
- Sampling margin of error: 3.2%

Illustrative baseline data:

- PEG indicator PO 1: Percent of Respondents Who State that Economic Conditions Have Improved over the Last Year. 56% of respondents the population perceived an improvement in economic conditions in Somaliland
- PEG indicator (No.PO.2): Percent of respondents who state that security has improved over the last year. 82% reported strong improvement in security over the past year, perhaps due to the easing of political tensions that took place with the peaceful handover of executive power to an opposition candidate following the presidential election in June 2010.
- The survey found a 39% rate of illiteracy
- 17% of respondents were private business owners and 14% said they were self-employed. Only 24% reported their job status as “paid fulltime” employment.

FORTHCOMING QUARTER

PRIORITIZATION, DESIGN, AND DEVELOPMENT OF SUB-ACTIVITY SOWS

Develop SOWs and budgets for prioritized sub-activities Based on fourth quarter approval of the revised livestock SOW, the Livestock Team Leader will complete the detailed workplans, budgets and sub-contracts for proposed partners. Also, slightly revised BE, Energy and Agriculture SOWs were developed and were approved during the writing of this report. The revisions were meant to incorporate the outcomes of program review discussions held with USAID in February 2012.

Develop sub-activity SOWs/action plans into MOU and/or GDA agreements with partners. In the fifth quarter LOAs will be developed for the Ministries of Livestock and Agriculture.

IMPLEMENTATION

Launch selected sub-activities. Plans for the launch of the Livestock sub-activity began towards the end of the fourth quarter.

Implement selected sub-activities.

Planned fifth quarter implementation activities for agriculture and BE sub-activities are outlined below.

Agriculture

- Drill borehole
- Install windmill

- Continue training of agriculture extension and business advisory staff
- Install small greenhouse on Amoud demo plot site
- Conduct 2 farmer field days on each of the 3 demo plots
- Continue with extension services;

Business Seminar Series

- A modified Business Seminar Series will be piloted in the fifth quarter. In the previous ones, important business issues for Somaliland were discussed in public forums to raise awareness. For the modified version, there will be a more educational approach used specifically for small and medium-sized businesses. The aim is to increase capacities of the local businesses and make them more competitive, as well as promoting better and more informed commercial practices. To that end, the initial radio style format of the speaker's series will focus on advertising, and consist of representatives of different types of media debating the advantages of using various outlets as advertising platforms. The radio format will be aired several times over the course of a variety of professionally edited 30-minute segments.
- Other planned topics include a debate / educational radio show about access to finance / draft Banking Act; women in business; expanding export sectors; and the role of the Diaspora in investment promotion.

SBCI and Support to the Ministry of Commerce

- Validation workshop for original SBCI survey respondents from business community;
- Key stakeholder meetings reviewing interest and ideas for the investment guide, including planned collaboration with the Somaliland Diaspora Agency (SDA). Work with the Ministry of Commerce and other private sector actors on investment promotion activities.

Energy Sub-Activity:

Energy Regulatory Task

- Second Draft of the Energy Law and Regulations produced, ready for submission to the PEG management, USAID, and to the Ministry of Energy.
- Second review of translations into Somali and proof-reading.
- Training and capacity strengthening of Energy Inspectorate at the Ministry (including developing ToRs, training, and basic tools and equipment).
- The act/regulations are sent to the Minister of Mining, Energy and Water.
- Partnership team carries out a final review and discusses objectives and implementation issues regarding the draft Law and Regulations with the Minister and his team.
- The Minister and his technical team to review the draft law and regulations
- The Minister sends the bill to the council of the Ministers and takes the draft Act through the process of enactment into law.

Energy Infrastructure Task

- Together with the Ministry of Energy and other stakeholders, specify, locate and negotiate the establishment of a pilot wind energy infrastructure project and data loggers;

- Order five wind turbines and three automatic wind data loggers;
- Public-Private Partnership discussions and the modality for setting up and operationalizing the wind energy pilot project – stakeholders include the Ministry of Energy and Aviation as well as private sector players;
- Hold special wind energy technology and investment. Foreign and Diaspora investors to be invited and separate discussions with different stakeholders
- Conduct site survey, preparations and complete installations of data loggers;
- Following the appointment of the Energy Inspectorate Unit, strengthen their ToRs, identifying training needs and mount trainings for the Unit, when ready. Training would include (but not limited to) wind and data monitoring, interpretations, documentation and data dissemination to energy stakeholders, energy investors and setting up wind and solar energy data sharing mechanism with Independent Power Providers (IPPs).

Solicit and review relevant grant applications. As discussed above, evaluations of the grant applications will be completed in the fifth quarter to determine a short-list of finalists.

Award and manage grants and/or subcontracts (including GDA/PPP financing). The Partnership team will conduct due diligence on the short-listed finalists, will develop grant negotiations for an undetermined number of awardees, and will initiate implementation on a number of grants.

MONITORING AND EVALUATION

Conduct baseline survey through locally competed subcontract. Completed fourth quarter

M&E, Task 4: Develop and submit monitoring and evaluation plan, including targets and indicators. Revised PMP submitted and approved early in the fifth quarter.

Submit quarterly expenditures accruals report. A quarterly expenditure accruals report is submitted electronically 15 days prior to the end of each calendar quarter. It reported actual expenditures for the first month of each quarter, along with projected expenditure accruals for the second and third month of the quarter. The quarterly financial report – showing actual invoiced expenditures for January – March 2012, is shown on a subsequent page below.