



**SOLAR ENERGY ENTERPRISES DEVELOPMENT  
SERVICES IN MOGADISHU AND KISMAYO**

**FINAL PROGRESS NARRATIVE REPORT:**

**FUNDED BY UNDP IMPLEMENTED BY HDC**

**31<sup>ST</sup> MARCH 2019**

## 1. PROJECT INFORMATION

<b>REPORT DOCUMENTATION PAGE</b>	
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<b>Title of the project:</b>	Solar Energy Enterprise Development Services in Mogadishu and Kismayo
<b>Start Date</b>	9-Aug-18
<b>Ending Date</b>	31st March 2019
<b>Reporting Period</b>	August 2018 – 31st March 2019
<b>Date submitted</b>	29.03.2019
<b>Project Location</b>	Kismayo and Mogadishu
<b>Organization representative</b>	Abdiaziz A. Omar
<b>Title</b>	Executive director
<b>Signatures</b>	 

## **1. Background**

Human Development Concern (HDC) has been working since 2005 as a humanitarian organization dedicated to saving lives and relieving suffering through health care, relief and development programs. HDC is registered as a nonprofit organization with the national and regional governments in South Central Somalia. HDC's main interventions include humanitarian and development projects.

HDC has partnered with UNDP Somalia to implement Solar Energy Enterprise Development in Mogadishu and Kismayo project for a period of 6 months from 1 August 2018 – 12 January 2019. However, we been under discussions and agreed with UNDP for No Cost Extension (NCE) until 31 March 2019.

UNDP partners with people at all levels of society to help build nations that can withstand crisis, and drive and sustain the kind of growth that improves the quality of life for everyone. UNDP offer global perspective and local insight to help empower lives and build resilient nations and currently in 177 countries.

### **1.1. Project Background**

Following the collapse of the central government in the early 1990s , residents were forced to depend on diesel generators for individual households and many were left with absolutely no electricity. Currently, Somalia's electricity is amongst the most expensive in the world. Across the Somali region, African Development Bank's energy sector needs assessment estimates the electricity price at USD 0.60–1.2/kWh for single-phase supply. Only 16% of the Somali population has access to electricity, according to AfDB's estimate, while the World Bank estimates that 32.7% of the population has no access to electricity.

The high energy cost is not only problematic for Somali communities, particularly in rural areas, but also contributes to environmental degradation and acts as a constraint to the economy. Electricity is essential to maintain a basic standard of living -it is used for lighting, cooking, heating, cooling, information and communications, and earning a living - all depend on affordable and reliable electrical supply.

Recent development in Somalia points a growing trend towards growth and stability and this is evidenced by long term business investments now taking place in agriculture, fisheries, petroleum, transport, infrastructure, and property and service sectors. The country is also rich in renewable energy resources, such as solar and wind energy; and there is a great opportunity in promoting investments in renewable energy, which is explicitly stated as a priority in the Federal Government of Somalia's National Development Plan (2017-2019).

### **1.1. Project Objective**

The overall objective of the project is to create sustainable job opportunities for forty eight (48) disadvantaged and unemployed youth, including women, in renewable energy sector as well as improving energy needs of the communities and promoting green technologies in Somalia.

### **1.2. Project Resources and modalities**

UNDP committed to finance United States Dollars \$229, 665 receivable in three installments and are tied to the project work plan. Below are the modalities with set conditions and timelines for which the tranches are due;

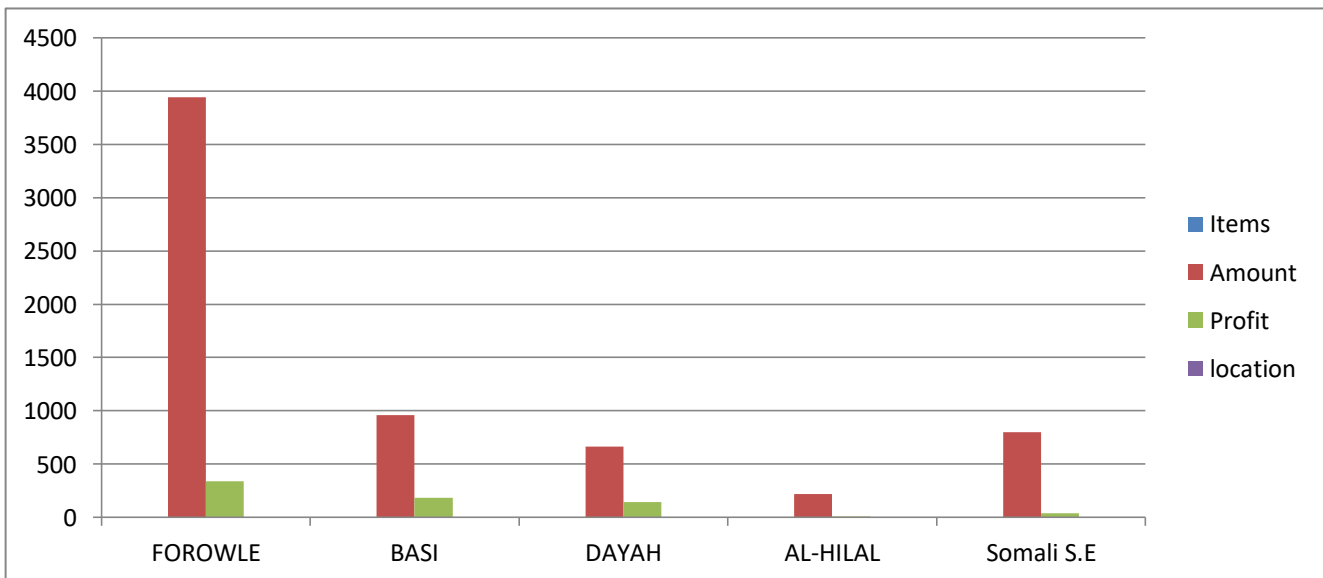
#### 1.4 Executive Summary Report

Preparations were on higher-gear as the completion of the project with multiple skills courses is expected to come to a closure by end of March 2019. The trainees being fully equipped with diversified skills, knowledge on entrepreneurship as well leadership skills to join both formal and informal sectors look determined and full of hope. The essential life-skills for economic opportunities for young men and women to access job, services delivery and business opportunities in the untapped markets , will further spur economic growth and purchasing power ranging from individual to national level due to increase in both manpower and output.

Since, the project pillars are mainly regarded to be economic drive for sustainability based on self-employment coupled with market oriented job placement for the youth interlaced with necessary business skills will remain the bedrock into navigating and facing challenges in the competitive job market as an indomitable force.

An improvement has been recorded over the period both implementation and acceptance by the entrepreneurs, however needs remain critical to further escalate the vigorous campaign in marketing the solar products in a concerted effort thus, consultation is paramount to address various challenges faced during this transition period in order to revitalize their marketing strategies at any given time. So far sales made and endeavor in setting a foot in a complex market situation are yielding fruits. On the other hand, the entrepreneurs are enthusiastic setting their business strategically in sustainable way by diversifying their solar businesses.

See the diagram below for the companies against sales made profit gained Farowle of Mogadishu is leading SME.



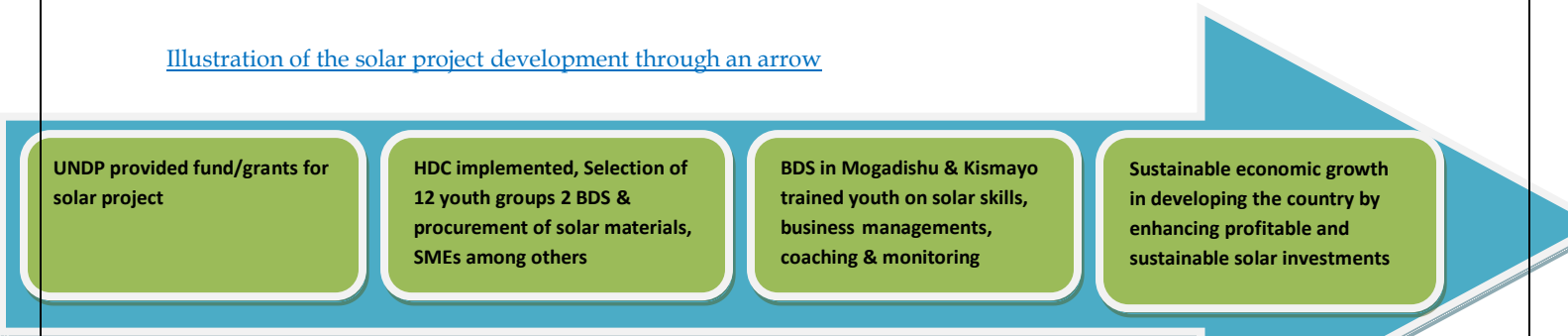
The selected and trained youth entrepreneurs' strategies are meant to function as a building block in attaining basically self-reliance to nation building as illustrated below-



The project is anchored on three outputs with established indicators and targets. The following are the three project outputs;



Illustration of the solar project development through an arrow







**Output #1:** Sixteen youth groups (cooperatives), comprising of at least forty (40) *youth who completed training in solar energy technology and business skills, received micro-grants/ revolving funds to set up their businesses in Mogadishu and Kismayo.*

**Indicators:** Quality of grant/revolving funds mechanism and its acceptance; Number of youth groups/cooperatives or youth (disaggregated by sex, location and vulnerability) received micro-grants/ revolving funds; amounts of grant received by each group/youth; and utilization of micro-grants/ revolving funds; registration of the youth cooperatives; and e-profiling of the youth and their cooperatives.

**Target:** An agreed upon grant/revolving funds mechanism in place and implemented effectively; Sixteen (16) youth groups/cooperatives, comprising of 48 youth (24 women), received micro-grants/ revolving funds to set up 16 micro-enterprises in solar energy sector in Mogadishu (12) and Kismayo (4)

NUMBER	OUTPUT /ACTIVITIES	INDICATOR	PROGRESS AGAINST PLANNED ACTIVITIES .(result)
1.1	Develop grant/ revolving funds management mechanism, eligibility criteria for the selection of youth to be eligible for micro-grants as well as agree on the proposal/business plan template, in a consultative process	Grant/revolving funds management mechanism in place; Eligibility criteria for the section of youth groups and business plan template developed and agreed	<p><b>We were tasked under the project TOR to develop revolving funds management mechanism, eligibility criteria for the selection of youth to be eligible for micro-grants as well as agree on the proposal/business plan.</b></p> <p>Outcome</p> <p>a) Revolving Fund management mechanism: We established revolving funds management mechanism to ensure practical use of revolving cash and minimize risk exposure on poor usage of cash. We entered into an MOU with the SMES. The MOUs has conditions as to the use of revolving cash and in line with the business plans. We established 3 bank signatories to the SME accounts comprising of representative from BDS, HDC and one from SME. All the revolving funds are disbursed to these accounts and further shall utilize in furtherance of business. We have put in place Technical and Advisory Committee comprising who will carry performance review sitting on a monthly basis to ensure any bottleneck are identified and addressed</p>

		<p>including ensuring prudent use of revolving funds. We have carried out financial management trainings to enhance record keeping and enable the SMEs maintain detailed income and expenses of the project as well as cash position and set conditions on usage of cash. Revolving fund mechanism was developed with input from Technical and Advisory Committee. The revolving fund mechanism was initiated by ensuring youth selection criteria has been established and more so ensure youth with high aptitude for business has been selected.</p> <p>Accessibility of funds was through established SMEs. 12 SME were registered in Mogadishu and 4 in Kismayo which were registered through relevant authorities. Bank accounts were established through which the beneficiaries can access and manage the revolving fund. The youth through respective SMEs drafted their proposals for review and approval by the Technical and Advisory Committee. HDC entered into MOUs with the SMEs. The MOUs defined access and utilization and mechanism of management</p> <p><b>b) Eligibility Criteria for the selection of youth:</b> We established youth eligibility criteria in consultation with UNDP below and subsequently endorsed by the Technical and Advisory Committee in both Kismayo and Mogadishu. This criteria had a defined age of the beneficiaries, gender balance of the beneficiaries, background, academic qualifications of the beneficiaries, experience needed to qualify.</p>
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<b>Age</b>	<b>Between 15 -29 years</b>
<b>Location</b>	Youths (men and women) are to be resident of Mogadishu or Kismayo
<b>Gender</b>	Men and women will be given equal opportunities (50% proportion)
<b>Social background</b>	Open to all youth from different social background, preferably from disadvantaged population, such as IDPs, Returnees, persons with disabilities, female headed households, and the poorest of poor
<b>Academic Qualification</b>	At least high school diploma with certificate in solar energy technology (solar panel installation and maintenance) and / or business development skills
<b>Experience</b>	At least 6 months experience in solar panel installation and/ or business management will be an asset. Person, who own a solar micro- or small enterprise and would like

			<p>to expand his /her businesses, will also be considered.</p> <p><b>Nature of engagement</b> Highly interested to set up and run business in a group Risks taker; problem solver; team player Must be interested in entering into youth enterprise/SME which will be assisted to register (The business set up will be operated by partners of 3 youth per one enterprise/SME)</p> <p><b>Others</b> The beneficiary should NOT have any current criminal record or loan to be paid to any institutions/individuals. Successful candidates will be required to get police clearance after selection.</p> <p><b>Selection</b> Will be conducted by an Advisory and Technical Committee (At least 5 members from different institutions)</p>
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1.2	Invite call for business plans/ proposals from the youth groups who are eligible for the micro grants and business development, through all the available media – online, TV, newspapers, radio and other means	Business plans from the eligible youth received	We advertised the opportunity through media/radios for interested applicants to apply. We used Radio Shebelle and Radio Jubaland to run the adverts. The MP3 records for the adverts can be accessed through; Radio Shebelle: <a href="http://radioshabelle.com/ogeeysiis-ku-socda-dadka-aqoonta-u-leh-soolar-tamarta-qorraxda-laga-dhaliyo-ee-kunool-muqdisho/">http://radioshabelle.com/ogeeysiis-ku-socda-dadka-aqoonta-u-leh-soolar-tamarta-qorraxda-laga-dhaliyo-ee-kunool-muqdisho/</a> . Radio Jubaland: <a href="http://radiojubaland.com/2018/09/17/ogeeysiis-ku-socda-dadka-aqoonta-u-leh-soolar-tamarta-qorraxda-laga-dhaliyo-ee-kismaayo-ku-nool/">http://radiojubaland.com/2018/09/17/ogeeysiis-ku-socda-dadka-aqoonta-u-leh-soolar-tamarta-qorraxda-laga-dhaliyo-ee-kismaayo-ku-nool/</a> . The beneficiaries were selected by the Technical and Advisory Committee. All documents accessible in the youtube.
1.3	Provide technical support to the youth groups in developing business plans, through consultative meetings, workshops	Technical support provided to youth groups for developing more than 16 business plans	The youth through the SMEs developed the business plans through the assistance of Entrepreneurship Specialist providing technical support to the youth groups. 16 youth group submitted their comprehensive business plan
1.4	Review the business plans through independent multi-stakeholder technical committee and select 16 plans from 16 groups who are under the criteria and follow the standard business plan – UNDP has vetting right of the selection process	16 Business plans from 16 youth groups selected to support	The SMEs' business plans were reviewed by independent multi-stakeholder technical committee both in Kismayo and Mogadishu and approved before they received first tranche of the revolving funds.
1.5	Develop e-profiling template as well as register and manage the selected youth/ groups in e-profiling system for tracking their progress in business development	E-profiling of selected groups/youth developed and managed	The youth/beneficiaries were grouped in groups of three. We took their details and prepared database of the beneficiaries through e-profile. Attached E-PROFILE ANNEX 1 &2.

1.6	Register the selected youth who will receive grants, with the concerned authorities, for setting up enterprises, by fulfilling the requirements and opening bank accounts in the name of enterprises to be set up	Selected youth groups registered within the government system	The groups set up SMEs, 4 SMEs in Kismayo and 12 SMEs in Mogadishu. We facilitated the registration of the SMEs through Jubaland authority Chamber of Commerce in Kismayo and Banadir Regional Authority (BRA) in Mogadishu. The SMEs all under gone security clearances of designed authority to check the personal profile .The SMEs as well have the bank accounts where they will manage the revolving fund. Details of bank accounts and signatories detailed attached Annex. 3. All the SMEs bank accounts are with Amal Bank and BDS account dahabshil Bank Limited
1.7	Sign MoUs with 16 registered youth groups and disburse total micro-grant/revolving funds of <b>US \$128,000</b> ( <i>\$8,000/group/enterprise x 16 groups</i> ) in <b>installment basis</b> to them, while the groups will be setting up their businesses, in different phases, following UNDP <b>reimbursable basis</b> . <b>NB:</b> Based on the outcome of evaluation and upon discretion of UNDP, disbursement of micro-grants will either be done via recommended bidder's financial mechanisms on reimbursable basis. <b>Note:</b> Payments will be based on the specific deliverables to deliver, with timelines. The Service Provider must include a set of deliverables, with timelines to be delivered by selected youth groups, in the MoU to be signed by Youth Group, Service Provider and assigned BDS institution - countersigned by UNDP. It will be closely monitored by Service Provider and BDS institutions	MoUs signed, and micro-grants disbursed in installment basis to the selected groups, based on the progress in setting up their respective enterprises	We entered into LOAs with the SMEs and 16 SMEs signed . The LoA defines the conditions on use of revolving cash. We have disbursed first tranche to the SMEs on 20th November. And trenches in-kind of the solar equipments assets attached Asset equivalent \$4000. Total SMEs 16x\$8000 total <b>\$128000</b> . Each <b>SME has received \$4000 to facilitate the SMEs to run their businesses</b> . We also facilitated the set-up of the SMEs which are currently operational zed. Procurement of tools and equipment: We have selected supplier to procure solar panel and distributed to SMEs and each Cooperatives signed the waybill with good receiving.

**Output #2:** The capacities of two (2) existing non-profit organizations/institutions in business development services developed in Mogadishu and Kismayo

**Indicators:** Number of organizations selected, their registration, mandates, achievements, reputation and locations; capacity of the selected organizations in business development services at the pre-selected and post-selected periods; quality and quantity of resources received and their usage

**Target:** Capacity of two existing non-profit organizations/institutions in business development services developed in Mogadishu and Kismayo

October and September and October 2018

The Technical and Advisory Committee approved the section criteria for BDS institution and an invitation to submit Expression of Interest send to 14 potential BDS service providers;

Two BDS institutions were selected following the established criteria;

Photo1.1 Technical and advisory committee during BDS evaluation Photo 1.2 Tech & Adv. Committee visiting BDS in Mogadishu



NUMBER	OUTPUT /ACTIVITIES	INDICATOR	PROGRESS AGAINST PLANNED ACTIVITIES.
2.1	Select the criteria and invite the call for proposals, select 2 registered organizations in 2 project locations for providing Business Development Services (BDS) to the solar enterprises that will be set up	Selection criteria developed and agreed; and 2 registered BDS organizations selected in 2 locations	<ul style="list-style-type: none"> <li>• We established call for Expression Of Interests (EOIs) in consultation with UNDP and other stakeholder and subsequently endorsed by Technical and Advisory Committee. The EOI was shared with 14 organizations to apply. 5 responses to the EOI were received in Kismayo and Mogadishu respectively. Evaluation of the EOIs received was conducted by the panel comprising of the TAC.</li> <li>• The selected successful was two potential who have had experiences and knowledgably in the locations. SOPHPA was selected to Mogadishu BDS and KTI in Kismayo.</li> <li>• Based on the score ratings, Kismayo Technical institute in Kismayo and Somali Public Health Professional Association [SOPHPA in Banadir/Mogadishu were approved as BDS institutions.</li> <li>- The two BDS service providers have been working with us to support the project activities.</li> <li>• We have disbursed US\$8,000 to each SME to facilitate the costs related to the programmatic activities. We prepared exit strategies to continue BDS their role of</li> </ul>

			mentoring and supporting SMEs.
2.2	Signed MOU with the selected registered organizations for providing services to the enterprises	MoU signed with the selected BDS organizations	<ul style="list-style-type: none"> <li>On 7 October 2018, we signed LOAs with the two organizations- Kismayo Technical Institute in Kismayo and Somali Public Health Professional Association [SOPHPA in Banadir/Mogadishu.</li> <li>During the course of implementation the 2 BDS provided business mentoring and counseling services to the selected youth. They also established mentoring and training plan in place to ensure the youth receive financial training and business mentorship as well as marketing skills. HDC together with BDS institution offers regular monitoring and business counseling through visits to the sites. Groups.</li> </ul>
2.3	Assess the capacity of the selected organizations and develop/fill the capacity of 2 BDS by providing training, equipment and monitoring and other supports, based on the capacity gaps assessment (\$8,000/organization x 2 = \$16,000)	Assessment report of the capacity of 2 BDS developed, and the critical capacity gaps filled by developing a proposal for providing skills training, human resources/ assets	<ul style="list-style-type: none"> <li>We did capacity assessment for the two organizations and subsequently conducted capacity building to provide efficient BDS Services. The BDS has been working with HDC to carry monitoring of activities since the businesses were operational, mentorship and trainings. The BDS shall support the youth SMEs up to a period of one year project implementation period as per contract between HDC and UNDP starting the date they signed respectively .</li> </ul>



2.4	Develop working relationship with 2 selected BDS and introduce with the selected youth enterprises that received or to be received grants	Working relationship with 2 BDS developed and the selected 16 youth groups/enterprises developed working relationship	We introduced the BDS working with BDS to set up the SMEs enterprise including conducted financial training for the youth which enabled working environment between the youth and business enterprises.
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**Output #3:** Sixteen (16) enterprises, involving 48 youth who received training and micro-grants/ revolving funds in solar energy sector, set up and functional in Mogadishu and Kismayo

**Indicators:** Number of youth (disaggregated by sex, geographical location, age, vulnerability) self-employed; number of enterprises set up and functional (location wise); amount earned by the employed women and men; quality of micro-enterprise management; sustainability of the businesses; and number of households installed with solar panels and their rate of satisfaction

**Target:** 16 enterprises set up and functional; 48 youth, including 24 women, self-employed; Adequate earnings of the youth; At least 8 households installed with solar panels. The solar panels will be purchased using the grant and should not be considered as a separate requirement.

NUMBER	OUTPUT /ACTIVITIES	INDICATOR	PROGRESS AGAINST PLANNED ACTIVITIES
3.1	Assist youth groups in securing the premises, procuring the necessary tools and equipment for their enterprises, through BDS institutions	Appropriate and adequate tools, equipment and business spaces secured	Through joint effort with BDS institutions and Technical committee, we have managed to secure the business premises where the youth have set up their businesses. The SMEs have just accessed revolving fund facilitated to procure start up tools as they made an inn road to sustainable energy market.
3.2	Set up 16 enterprises – 12 in Mogadishu and 4 in Kismayo (through BDS	16 enterprises set up and functional 16 enterprises set up and	We have done financial training to the youth to acquire basic business skills to run their enterprises.

		functional	
3.3	Provide business management skills, mentoring and counseling to the selected youth groups, through 2 BDS institutions.	Youth improved their knowledge and skills in business management skills	The BDS providers and HDC provided marketing platforms for the youth after the received funds and before to compete with others.
3.4	Assist the enterprises in marketing their products and services, through 2 BDS institutions.	The products and services of the enterprises marketed	<b>Solar Public Information Dissemination Strategy- Visibility-</b> In Mogadishu HDC together with stakeholders organized grand public information dissemination events to change people's thoughts towards acceptance of the new technology. The colorful event was in full involvement of all key stakeholders and during the official opening of the solar Exhibition which was a celebration of the beautiful artistry, and boundless creativity of the SMEs using solar technology and its numerous bounty was sanctioned by both BRA and Labor Ministry representative among other community leaders .
3.5	Monitor the enterprises and their management system, track the progress and provide necessary advices to resolve the challenges, bottlenecks, and risks, through the selected BDS institutions.	Enterprises monitored, challenges and bottlenecks resolved, risks managed	Once the businesses commenced, we were going to regularly monitor with the assistance of BDS institutions the management system, track the progress and provide necessary advice to resolve the challenges, bottlenecks, and risks while the SMEs are in operations .

## 7. Project Impact and Achievements

During the period the following achievements were recorded from both location Mogadisho and Kismayo

**7.1. Establishments' of functional SMEs** The implementations of the activities were redoubled to ensure completion of the set curriculum which is custom-built towards acquisition and attaining sales of competitive products and marketable skills for self-reliant and strengthening resilience of drop out-pastoralists youth at risks in IDP camps as well host community. Finally, a total of 48 youth have provided \$8000 of the revolving fund and have established functional SMEs. of the magnificent solar startup kits with record high on gender balance being an indication (M-24 & F- 24) that girls can as well traverse in all fields.

**7.2. Training of Youth entrepreneurs'** continue receiving high quality and marketable- structured training on various IGA for self-reliant, acquisition of entrepreneurship skills, proper coaching, mentorship which enhances the youth opportunities through, job placement and entrepreneurship skills as informed by the local market indicators. Establish youth and community stabilization leading to re-integration and protection that will cushion them from further environmental shocks and fully participate nation building through services delivery as well job creations. They are being trained on diverse business skills which consist of formal, in-class instruction experiential learning, and financial management besides, development of workable business plan, book keeping, coupled with financial regulations and guidelines in relations with transecting with other segments of financial institutions. The different approaches was to motivate and additionally spur in a acquiring knowledge and skills for their own advantage besides being an impetus in providing an opportunity to widen network with potential consumers, employers in the job market, services delivery and above all creating command in direction of market demands.

**7.3. Procured Solar Products:** The procurement of solar assets were done in two fold the first patch being procured by the youth entrepreneurs while the second one was done by HDC through competitive bidding. So after searching suitable quality solar panels /products HDC procured array of assets most commonly used by the common man as well the business class for the SMEs with five different specifications ranging between 100W to 300W. However, for solar installation, the SMEs were advised to buy from their accounts to complete set of assets/products, such as toolkits, Personal Protective Equipment, Batteries, Cables and other general products as well other expenses as need crop up.

HDC after vigorous effort in sourcing finally settled to procure good quality of solar panels that are durable, portable as well palatable and other assets for the SMEs to attract customers and remain competitively in the market. The solar assets along with other technological accessories, essential domestic devices were procured and distributed to the respective SMEs. They have started operating their bank accounts for necessary transactions' by either withdrawing to buy items needed for the shop or depositing their incomes from items sold for accountability and transparency. The good quality products are in high demand in the local markets as they are meant for all weather, longer-use and remain center of desirability. So far good quality products are sold in higher price than the prices of the procured, getting proceed of reasonable profit margin in all items sold.

**7.4.** Though youth were interested in receiving cash from HDC – for them to own and handle the processes which would have resulted opportunity for misuse some of the meager resources - it was wise and calculated move to have opted the current arrangement. For that matter, HDC had purchased \$4,000 worth of solar for each SME and it has been delivered to them in good conditions - attached the waybill signed by them, confirming that the SMEs received the procured items

The good quality products are in high demand in the local markets as they are meant for all weather, longer-use and remain center of desirability despite high cost. So far good quality products are sold in higher price than the prices of the procured getting proceed of reasonable profit margin in all items sold in Kismayo and a case in Mogadishu.

**7.5. Marketing SMEs products and services** - Remarkably number of them have made progress in terms of sales of assorted products at the sometime, providing services by installing various gadgets for their clients. These have served as an eye opener for the other SMEs to borrow leave and intensify their effort to step-up forcefully, their business campaign by opening up different avenues to increase the marketing and growth of their SMEs.

Diversification of business: providing both product and services in the solar sector, and open up other market-oriented businesses, but main focus being solar enterprise development, linking SMEs to established companies, awareness-raising campaigns for good acceptance of solar electricity, through a variety of channels being some of the main strategies for marketing.

**7.6. Solar Public Information Dissemination Strategy and Visibility:**

In line with solar promotion and spine to increase both catchments areas, volume of marketing, business proceeds as well other associated solar services, it was considered fit to organize series of public functions for not only visibility but, to change people’s concept towards acceptance of the new technology. With full involvement of all key stakeholders during the official opening of the solar exhibition, SMEs exhibited their products and explained their services to the local community members in Kismayo: which was celebration of the beautiful artistry and boundless creativity of the SMEs using solar technology and its profuse bounty. The eventful three days gathering from 3rd to 5th March in Kismayo was quite momentous to all participants and the entire Kismayo community and by extension Jubaland state as new development.

The occasion was further graced by touching and gorgeous speeches from cross-sections of senior government officers and respected community leaders besides Donor representatives, implementing partner and the SMEs team. The SMEs displayed knowledgeably assorted products and illustrated their multiple utility for the community at convincing and affordable prices.

The total participants attended were more than 300 adults besides children and other bystanders while, the leading social media such Jubaland TV, aerial TV, STN/FM all covered exhaustively and subsequently aired in all stations for educating & information-sharing for the public as well project visibility. Please refer to link for full story) <https://youtu.be/2qBaTURINIE>

In Mogadishu HDC together with stakeholders organized grand public information dissemination events to change people’s thoughts towards acceptance of the new technology. The colorful events held in full involvement of all key stakeholders and during the official opening of the solar Exhibition which was a celebration of the beautiful artistry and boundless creativity of the SMEs using solar technology and its

numerous rewards endorsed by both BRA and Labor Ministry representative among other community leaders. The eventful gathering was quite significant to all participants as new development since, the occasions was further polished by inspiring and gorgeous speeches from cross-sections of senior government officers and respected community leaders, implementing partner and the SMEs team (**the Please refer to link for full story**). <http://youtu.be/UBVaWQf4-mc>. Also SMEs displayed knowledgeably assorted products and illustrated their multiple utility for the community at convincing and affordable prices besides taking lead in organizing events and played key role of being event speakers as well master- of-ceremony. The total participants attended were more than 300 adults while, the event was fully covered by leading social media Somali cable TV and subsequently aired in all stations for educating & information- sharing for the public as well project visibility.

During the function leaders came out strongly praising the effort of UNDP to invest on solar energy and implemented by HDC and SOPHPA as positive steps to spur the growth of economy and general development for the community as well the country. They also requested through the government to get help to subsidies due to high initial cost of installations which is a tall order for the poor people who are most needy for the new technology. Others requested if they will be allowed some flexibility mode of payment inform of staggered payments or check-off system.

The BRA representative **Mr Hussein Ladane** gave the assurances to support and work with them closely with the SMEs for sustainability but on the other send strong warning signal for any laxity or mischief will be dealt with accordingly.

**Mrs Ubah Mohamed** along with her colleague from Ministry of Labour equally applauded the exceptional effort by the agencies for skills development, job creations and above all establishment of functional SMEs. She also promised to team up with the companies working closely with them and even requested solar installation for her home at the same time, to advocate same to other colleagues' in the Ministry.

On the other hand Kismayo having done the solar exhibition in the previous month, SMEs continue getting with more customers who are trooping in either for more information, new installation, repairs of some sort and other arrangement related to solar business.

Additionally the SMEs attended one-day trade fair exhibition organized by the Ministry of Commerce and Industry of Jubaland in Kismayo attended by several delegates, business companies, and potential customers from the region.

**7.7. Stakeholder involvement:** We have been able to cordially work well with the stakeholders in both locations. The stakeholders are mostly government institutions/agencies, UNDP and sector players at from the regional level of government. These stakeholders are very important in the sense the project goes on, a long way to benefit the youth in creating self employment and support the government policies especially clean energy/build investment in energy sector and also create government ownerships of such interventions. Multi-stakeholder coordination/advisory committee and Technical Committee was set up in September are functional in each project site. The advisory and Technical Committee comprises of representatives from 6 member institutions in Kismayo and

Mogadishu each with a representatives from the two locations. They are working under defined Terms of Reference endorsed and signed by the Committee. Selection criteria for youth and BDS institution developed and approved by the Technical and Advisory Committee.HDC with the support of The Technical and Advisory Committee established Revolving Fund Mechanism to ensure the revolving funds have been used by the SMEs in its intended purpose. The mechanism spells out the terms and conditions of usage of the revolving fund. Adequate controls have been put in place to safeguard access to revolving fund. Interested youth and potential BDS service providers were invited to submit their applications and expressions of interests respectively. Advertisements were done through radio messages. The selection of youth/beneficiaries and BDS was completed. 36 youths (M; 19: F;15) in Mogadishu and 12 (M:5; :7) and 2 BDS institutions were selected. The selection process was done through a panel comprising of the Technical and Advisory Committee. The selected youth established SMEs, 12 SMEs in Mogadishu and 4 in Kismayo and subsequently registered with Jubaland Chamber of Commerce and Banadir Regional Authority (BRA) as the institutions mandated to register companies. Each SME comprises of 3 youth/beneficiaries. We signed Letter of Agreements with the SMEs. The LOAs were also signed with BDS to define terms and conditions established for Revolving Fund.

**7.8. Partner and other cooperation:** Other Co-operation Relationship between UNDP and HDC

The UNDP and HDC enjoy an outstanding working relationship as they carry out regular consultations at key stages of the project implementation actions both formally and on an informal basis. The UNDP representatives have been invited and participated in all activities of the Project, including site visits, workshops, Technical review committee meetings, etc. The UNDP Project Coordinator, Mr. Sukumar Mishra, made a field trip to the Kismayo and Mogadishu site in 2 times period of the project implementation .The UNDP monitors are provided all data and information to facilitate their work in the highest spirit of intra-institutional cooperation. This close collaboration is expected to continue during the remaining duration of the project with BDS.

Relationship between HDC and Federal and state government

HDC enjoys a close and good working relationship with the jubaland state, federal governments, of Somalia through its Ministry of Youth and sports, Ministry MOLSA Relations and the BRA in Banadir region.

Assessments of the projects during the 8 month UNDP provides organizational and administrative support to project team and assists in the development of project activities. It is fully engaged in the project and is given regular briefings about the progress of the project. HDC project team carries out regular consultations with Stake holder especially at key stages of the project. The leadership of UNDP also is keen about receiving regular progress reports and all visiting call upon its officials to provide updates on their respective components.

Visibility

**7.9. How is the visibility of the UNDP contribution being ensured in the Action?**

The project team created a visibility banners which carries UNDP logo. The HDC contribution to the project receives regular mention in the media. It is planned to continuously inform the general public about the progress on the project as it undergoes the various implementation steps. The TVs, manuals and brochures, sign boards being prepared under the project and planned to be published before end of project carry the UNDP logo.

**7.10. Gender equality:** Gender equity and equality has been embrace in the project. We have 50% of the beneficiaries being female youth. This will promote gender inclusivity and participation among the women. HDCs work to build solid foundations has depicted one model for the dissemination of decentralized renewable energy. Although not focused exclusively on women in energy, HDCs inclusion of women at varying levels in all project stages helps to demonstrate many of the opportunities and obstacles an organization faces in managing a gender-integrated project. It is appropriate to conclude with some key influences that have helped HDC better achieve its mission. Selecting beneficiaries HDC is aware of women as project participants and beneficiaries is at least partially derived from the fact HDC is youth entrepreneur is 50% women.

**7.11. Table –percentage women in the project**

Beneficiaries breakdown are as follows-

- In Kismayo the most active and role model SMEs bank signatory is a lady while in Mogadishu they are- 5 ladies who are the signatories rather focal point persons for their groups.

REGION	- MEN	- WOMEN	- %
KISMAYO	- 5	- 7	- MEN 42% - WOMEN 58%
MOGADISHU	- 19	- 17	- MEN 53% - WOMEN 47%



**7.12. . During the period the following achievements were recorded from both location Mogadishu and Kismayo**

- Confidently handling installations of various gadgets with minimal advice and support from technical experts.
- Strategically positioning of SMEs to different locations, action has taken place to avoid high cost of rental and business competition in city center.
- Decentralization of SMEs helps in visibility and taking services closer to the community.
- Youth are in control and managing their SMEs, able to take accounts of their stocks and manage to handle customers diligently.
- Application of different strategies for marketing such as social media, brochure, T.V station, public gatherings-display is being applied all across.
- Diversification of their solar businesses by selling other consumable and essential household's products, since they may not get clients in selling solar products daily.
- Considerable changes noticed amongst the youth beneficiaries in a positive direction, assuming leadership role, ownership of the business, community engagements, organizing community events among others.
- Number of households installed with solar panels and their rate of satisfaction are very encouraging
- Grouping of interesting customer to set a common pool to raise required resources to inaugurate solar panels and use as shared resources equitably.
- Community realization and appreciations of the new development and services being available and taken closer to them especially in rural areas.
- Improvement in number of households/community security, business, children's education & other services
- The SMEs are making progress and managed to sell substantial solar assets to their customers thus, gaining grounds slowly but steadily to get a grip of the wider market since Farowle Solar Company of Mogadishu leading sold products amounting \$3,490 USD and the money deposited back to their account.
  
- At least at ten households 3 institutions are so far installed for solar panels ranging between 10W and 600W along with equivalent stuff /accessories while other effort are underway to scale-up
- The BDS continued capacity building the entrepreneurs in order to provide efficient business development procedures that can conform to the dynamic market system and sustainable. The BDS remained committed in working cordially with HDC to conduct monitoring of activities since the businesses were set, providing mentorship, coaching and guiding where indispensable.
- -They conducted SMEs enterprise financial training for the youth to accustom themselves financial institutions fiscal policy, procedures as well other related packages and fringe benefits having enabled good working environment between the youth and business enterprises for the common wellbeing of all.

- Trained on and more emphasize were put on entrepreneur's system of revolving funds management mechanism to ensure cautious use of revolving fund to mitigate eventuality of risk exposure on in proper usage of money leading to business collapse.
- They equally conducted financial management trainings to boost record keeping and enable the SMEs sustain systematic income and expenses of the project as well as cash position and set conditions on usage of cash.
- Trained on essentiality of materials specification, pricing, safe storage besides principles of demand and supply.
- Facilitated for SECCO launching event on solar energy skills training and job placement for our 36 youth on SEED to attend on the event which was held at BRA
- Having facilitated 5 companies out of 11 that have previously dwell the same place to find other places
- The Technical and Advisory Committee continued supporting throughout the period to ensure any hurdle are addressed promptly to ensure prudent use of revolving funds.
- Both KTI and SOPHPA have contributed distribution solar panel to the SMEs and supporting for storage period of the distribution.
- Continuous monitoring and coaching SMEs for the daily basis

## 8. Challenges and Recommendations

**8.1. Absenteeism**-HDC in collaboration with technical committee has taken action on this issue and replaced some entrepreneurs both in Mogadishu and Kismayo as a corrective measure and reconstituted to strengthen the groups capability hence, serves as a new lease of life.

-Although there is political sensitivity, plays role and unable to remove some, HDC would still continue to push and pin-down for either removal of the beneficiaries who are not performing well and remaining absent to continue with unadulterated and dedicated workaholic team.

**8.2. Procurement of solar products:** Delay of the procurement of the solar materials/ assets due to in availability of required specifications at the right time. **-Sales/Targets:** The some of SMEs are yet to make significant sales since they are yet to get a grasp of the solar market and the operations in general and **Costs of solar** -Substantial initial investment cost of solar installations being higher than electricity is a tailback to progress so far.

**Security Issues:** Unpredictable security situations worsen last couple of the months.

**Other Energy:** Urban people getting the low cost electricity and many of them are tenant

**New technology:** Being a new concept and Lack of awareness of community about the advantages of solar energy.

**Habit forming-** People are accustomed to other power system and acceptance to new technology will take time gradually.

**8.3. Procurement of solar products:** The availability of products needed by the SMEs were few in the market that having selected prequalified suppliers in the market based on quality and costs we were not able to secure the required quantity of units of required. The other big challenge is that there are products in the market which goes for cheaper prices but of lower quantity. These vendors are located Bakara Market. The SMEs now have insisted they need to get those products in the market to sustain the competitions. However, we are not able to do business with those vendors as an institution since they lack relevant documents prescribed in our procurement processes since they are not formal business. In view of this the SMEs have proposed to directly procure the items. We are trying to sort it out by the end of the January as agreed the vendor.

**8.4. Establishing Standard Operating Procedures among the enterprises:** Some of the shortcoming experiences while the enterprises are running include late coming and absenteeism among some of the partners within the SMES. This would mean some of their partners are overworked as some others are away. HDC and BDS together with the SMEs shall look into sustainable solutions to instill discipline and a workable solution to all the partners in the SMEs.

**8.5. Payment: Delay project resources/fund** the finding was not received on time due to UNDP requested reimbursement mode. **Business plans:** There was gap in terms of capacity of the youth to prepare the business plans hence the delay to submit the business plans and thereby delaying access to revolving fund.

#### **8.6. RECOMMENDATION**

- **Awareness-raising Campaigns:** It is important to create awareness amongst the communities/potential consumers, as the solar energy is a new concept for majority people. Most of the people do not know which one is more profitable in a long run.

#### **9. Project Sustainability and Exit Strategies**

- **Establishing Standard Operating Procedures** among the enterprises: HDC together with BRA representative and BDS development a working document which specifies roles and responsibility of the SMEs management for continuity.
- Legal binding documents with contractual agreement to provide sustainable solutions to instill discipline and a workable elucidation to all the partners in the SMEs established and dully signed by all parties.
- **Diversification of business** is one of the best options for the economic viability and survival of the businesses. Hence, to be embraced, especially in solar enterprise development, since there is no daily business/marketing but rather maneuver along with other daily needed products.
- **Linking** the newly established SMEs with well-established ones: As we have experience lessons learned from Kismayo, the newly formed SMEs are to develop linkage/networking with the well-established solar companies, Government institutions not only for selling the products, but also for provision of services, i.e. solar panel installations and maintenance.

- Also extending services to outskirts of main city or establishing business in upcoming trading centers as well, neighboring regions where such products and services are highly needed.
- **Marketing strategies:** Through support, coaching and close monitoring by BRA and BDS for youth entrepreneurs' to exploit best available platforms where they can ensure access to more customers, establish own innovative ways to identify customers.
- **Visibility:** Scaling up of dynamic campaign on social media channels as an instrument to disseminate and communicate to the public about the solar products and services available in order the public to comprehend the impact brought about by the initiative.
- Periodic appraisal and stock taking of all SMEs by joint mission of BDS, BRA, line Ministry i.e Sport & youth, Commerce and Industry, Energy among others.

## 10. CONCLUSIONS AND LESSONS LEARNED

HDCs work to build solid foundations has depicted one model for the dissemination of decentralized renewable energy. Although not focused exclusively on women in energy, HDCs inclusion of women at varying levels in all project stages helps to demonstrate many of the opportunities and obstacles an organization faces in managing a gender-integrated project. It is appropriate to conclude with some key influences that have helped HDC better achieve its mission. The importance of recognizing women as not only users of solar energy enterprises, but also procurers of energy is fundamental to developing energy projects that can successfully meet both gender needs. The inclusion of women becomes even more crucial energy distribution since matching renewable technologies and financing to actual user needs requires interaction with the full community.

**Project inception:** The nature of project intervention has built our experience especially on inception processes and learning lessons on timely execution. The inception process has taken quite some time (though within the work plan) before launching the project due to due processes which were of necessity in rolling over the project. These processes include time consumed in preparations, meeting stakeholders to support the projects, preparations of tools to facilitate selection of beneficiaries and BDS institutions, SME registration processes. All these steps needed time creating pressure on time taken to launch the projects.

**Nature of the Project:** The project first kind of the nature where together with UNDP are working on a pilot project on solar enterprise. A lot of time and energy is required to do market feasibility, market survey whereas at the same time, we have been under pressure from UNDP in progress of the implementation.

**Youth selection:** Although we had an established youth selection criteria in place to guide the selection process among the panelist, we experienced issues since some of the beneficiaries did not meet certain criteria/did not deserve to be selected. Three beneficiaries were affected with this issue with all the incidents arising in Kismayo. This was noticed after they had already been enrolled in the project. This

incidents happens when the panelist circumvent the establish selection criteria intentionally or not intentional. Going forward this is lesson learnt for future selection of beneficiaries.

**Monitoring and Supervision:** As usual HDC team coupled with KTI technical expert continued routine monitoring on how the preparations, set-up, as well implementation progressed, for full take-off, gap and areas required for improvement as well various applications & approaches that might require change of approach/ adjustment among others in the entire business settings.

Over the period multiple site visits was conducted together with other key stakeholders, observations made as well, feedback from UNDP professionals, technical team, as well the beneficiaries gave a good indicator and promising trend towards attaining convincing level grade average. Other optimistic notable changes showed are high level of expectation in sustainability and accessibility among others. **7.**

**Marketing:** We intend to further train youth to use best available platforms where they can ensure access to more customers, establish own innovative ways to identify customers.

## 11.Success story

### BASI GROUP SUCCESS STORY- KISMAYO

**BASI GROUP** in Kismayo did redoubled their effort in taking their business level – high thus not only leading in terms of sales made but, also innovation, aggressiveness in business marketing as well venturing into multiple business avenues

They are the leading team so far to have established links with big solar companies which they act as an agent on their behalf at the same time, endeavor in establishing their own outlet in rural areas. During the recent organized solar information dissemination and trade fair in Kismayo they portrayed the team spirit and well organized system in show casing of their acquired skills in installation of various solar gadgets, creative and new business ideas and attractive customer care manner.

-BASI Group unlike the other SMEs set a record high in selling assorted solar assets/ accessories worth \$270 during the event in a very pioneering way besides, making other multiple arrangements that were to be sealed after the historical function. During the public gatherings the BASI stand was not only the center of attraction, but equally a pulling factor, center of information desk and above all a business-hub.

-Most interesting they were selling fresh juices and sliced fruits like a hot cake for the public to taste the blended water melon juices using solar energy at the site – and on spot at a reduced price to attract more customers and cash-in to take advantage during the events to quench the thirst of the people in that particular extreme day under the scorching sun.

-In a very creative way they further diversified their business by selling food stuff and other essential household items to bring more customers close to their venture in order to scale up the business income.

-To boost their revenue and increase business growth rapidly they introduced various modes of payments to simplify for their customers & happen to flexible thus, sold assorted materials worth \$930 and making a profit margin of \$145 and a total \$100 for solar repairs and installation services done by the team.



Basi Group stand display assorted materials



Basi Group on stage explaining how solar function to the Government officials & public



Basi Group on exhibition stand explaining chairman, the public about significance solar to development



-On the other hand the communities are also happy to see one of their own running such entrepreneurship and bringing services closer to them. Finally, they said the project means to them earthly, a new lease of life, a big stride for the team expecting to develop further with time and would look ahead to be self-reliance hence, our future prosperity, for our family and community “as they said”

-Also they hosted Jubaland TV crew in their shop being a follow-up of recent show/ public information event that they covered and aired in their program thus, a detailed coverage & one-on-one interview will be aired soon.

The team are currently undertaking solar installation services for a police post in new Kismayo and equally community center at the heart of business district- PEACE GARDEN of which the assessments was done and the actual rehabilitation is ongoing after an agreement was reached between the two party. They sold solar materials worth \$300 and labor charges of \$80 for both centre’s.

In nutshell the team is not only exemplary to the rest but, truly a role model and an imminent dependable force. to stay



### DAYAH SUCCESS STORY- KISMAYO

DAYAH in Kismayo focal point person Mr Yusuf is single disable youth but very hardworking and beat all odds to ensure he achieve the objective of the project. He attended the initial solar and BDS training under KTI at the same, undertaking to further and sharpen his skills currently with SEECO. Through his own effort he take their business at par with other established companies he sell both solar products, installations as well repairs with minimal support and supervision from technical experts. They are a among the leading team so far to have established links with some solar companies of which they get supply and order instantly as well endeavor in establishing their own outlet in rural areas. During the recent organized solar information dissemination and trade fair in Kismayo they portrayed the team spirit and well organized system in show casing of their acquired skills in installation of various solar gadgets, creative and new business ideas and attractive customer care manner.

-They so far sold numerous solar assets and installed high level solar WATTS for number of households and business premises including shops, private medical centre of which are currently fully operational. DAYA unlike the other SMEs are likely to set record high in selling assorted solar assets/ accessories and installing worth --- for a company once the

An ongoing negotiation which is in advance stages is finalized.

SOLO LIGHT Company floated a proposal to install for a public institution and DAYAD was among the selected and earmarked for the major project that might boost their revenue and increase business growth swiftly.

-On the other hand the communities are also happy to see one of their own running such entrepreneurship and bringing services closer to them. Finally, they said the project means to them earthly, a new lease of life, a big



Item Description	Qty	Wholesale Price		Retail price (Negotiable)	Remarks
		Unit Price \$	Total		
1: 400 watts Schneider inverter charger	1	1200	1200	??	High probability for the deal to be a breakthrough for DAYAH Company operating in full capacity and become the rest of SMEs.
250 Watts solar panel	16	150	2400	??	
80 A outback MPPT charge controller	2	300	600	??	
12 V 200 Ah deep cycle batteries	8	305	2440	??	
30 Amph AVS	1	270	270	??	
40 A change over switch	1	120	120	??	
Solar and battery mounting structure	1	1897	1897	??	
Installation materials and accessories	1	850	850	??	
Labour charges			9777		

stride for the team expecting to develop further with time and would look ahead to be self-reliance hence, our future prosperity, for our family and community “as they said”

**Order From Somali Life-Line Organization (Solo) To Dayah Transport Logistics & Supply LTD**



## Farowle solar company Success story- Mogadishu

In Mogadishu there are twelve youth cooperative who have established SMEs who had an uphill task in marketing their products except Farowle solar company team who managed and did a good job being the Not first company to sell products.

They started their campaign strategies through social media by expending their network space to reach more potential customers within a short period. Through concerted effort they sold assets worth \$3490, making a profit of \$ 279 since the inception putting them a head of every other SMEs.

Reinforcing their marketing strategy and attracting more customers, they brought assorted products and assembled the PV system to showcase their skills at the Malayka Hotel during the exhibition. They installed solar in front of the participants, then turned off the electricity in the hall, the solar panel were sufficient to produce energy in the hall that was used for Mogadishu exhibition using items like vans, microphone, and watermelon blender and other available machines during the function.

Most interestingly, after the Somali cable TV aired the program a viewer from Texas in US picked the cell-phone number on the banner and called to congratulate for good work and even ordered for his family in Mogadishu for solar installations. The potential customer further made a bold and practical step to ask his agent to contact Farowle team while they cooperated and made the necessary arrangement. The process has started for the team to assess the specific solar materials/ accessories required for the installation, quantify and share the findings for the facilitation of the payment.

## 12. Photos Related To the Activities Reported/Sample Documents Registration

### Mogadishu grand solar exhibition in Malayka Hotel






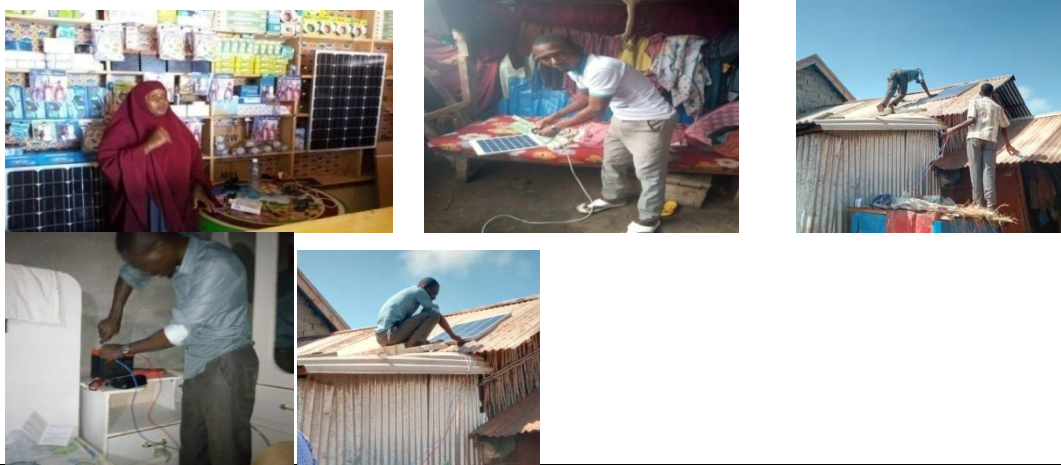
BRA rep- Mr Hussein and Ubah Mohamed rep of Ministry Labour




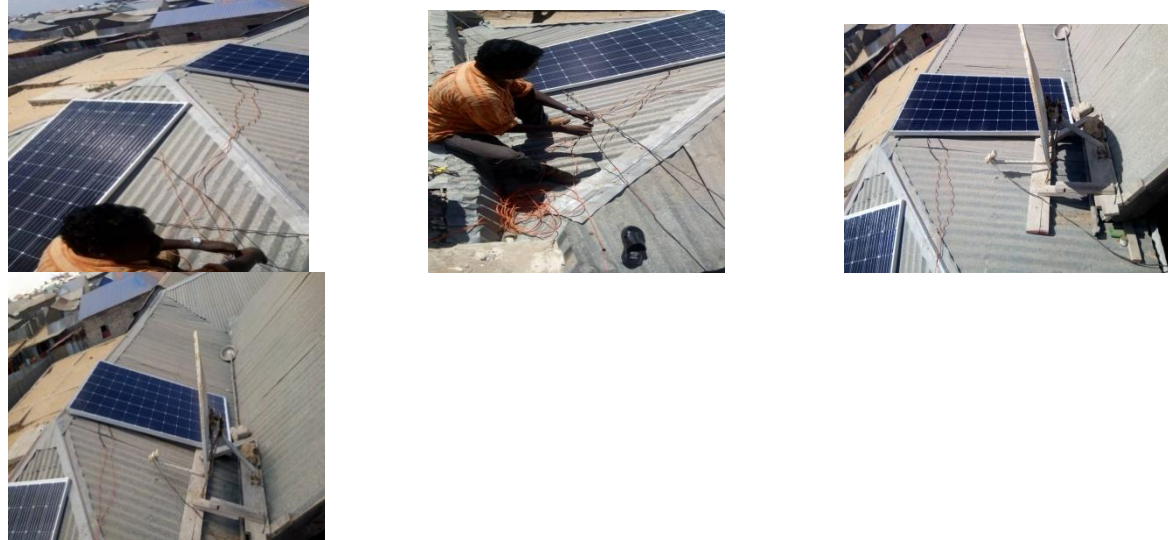
Women representative and community leader rep on the floor



**PHOTOS RELATED TO THE ACTIVITIES REPORTED**

NO	EVENT	PICTURES	REGION
1	<p><b>Beneficiaries during solar pannels distribution in Mogadishu and Kismayo</b></p> <p>Distribution of Solar Assets</p>		Mogadishu and Kismayo
2	<p><b>BASI GROUP LIMITED – Asha attentively inside their solar shop and Adan on practical solar installation setting on top of the roof and working on connections.</b></p> <p>Solar panels Installations</p>		Kismayo
3	<p><b>Yusuf the focal point for DAYAH installing solar panel of 150W for a customer</b></p>		



	<p>Solar panels Installations</p>		<p>Kismayo</p>
<p>4</p>	<p>Al-Hilal company installing two panel of 600W for a customer</p>		<p>Kismayo</p>
	<p>Beneficiaries of SMEs in theory session</p>		

5



Mogadishu

6

Senior Government official, Civil society & the public during Solar Information Dissemination function - Kismayo



Kismayo

More pictures and YouTube link on solar distribution

Below

<https://youtu.be/vupFrrJ7mMI>





Figure 2 PUBLIC INFORMATION AND AWAIRNESS RAISING EVENTS IN KISMAYO



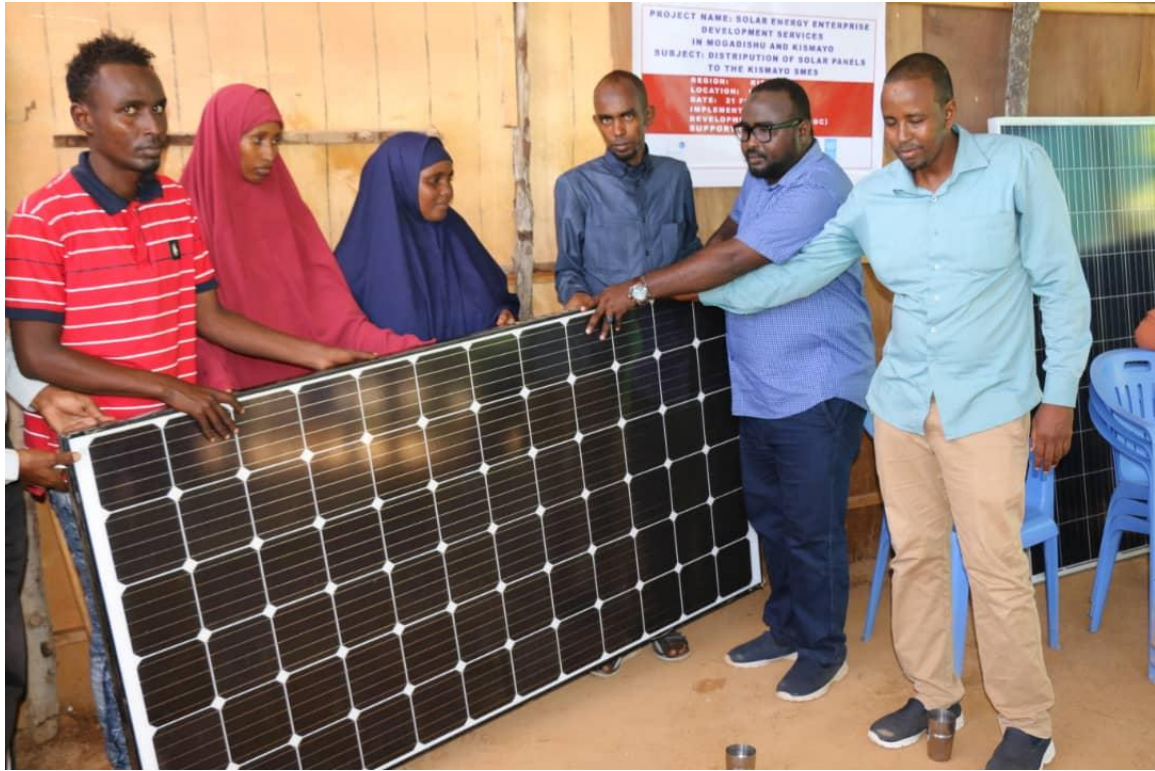


Figure 3 RIGHT DIRECT GENERALS MOY\$SPORTS , KTI GRANTING TO THE SMES SOALR PANEL



Figure 4SOLLAR DISBUTION EVENTS KISMAYU





Figure 5 SMEs waiting to receive solar asset



Figure 6 distribution events Kismayo



Figure 7 PHOTO GROUP OF HDC OFFICE KISMAYO SOLAR DISTRIBUTION EVENTS

MOGADISHU DISTRIBUTION PICTURES

Figure 8 SOLAR DISTRIBUTION MOGADISHU





8.



9. Kismayo trade fair- assembly and solar exhibition stand as a center of attraction







**Annex 1 Youth E profile Mogadishu**





Youth Registration/ Baseline Information and follow-up - SEED Project2018

BASIC PERSONAL INFORMATION								EDUCATION & EMPLOYMENT INFORMATION				
	Full Name	Gender	Date of Birth	Marital status	Region	Place of registration	Date of registration	Youth Contact #	What was his/her criteria for selection?	Level of Education / last grade completed	Work experience	If employed, Type of Employment
1	Sahra Ali Yusuf	F	1998	Single	Banadir	Mogadishu	6/10/2018	612104129	Youth 15-29 age	Non skilled	Business enterprises	self employed
2	Deeqa Sheikh Salah	F	1995	Single	Banadir	Mogadishu	6/10/2018	615450483	Youth 15-29 age	Under graduate	small bussines	self employed
3	Fahmo Mohamed Abdi	F	1998	Single	Banadir	Mogadishu	6/10/2018	612600494	Youth 15-29 age	Under graduate -	Self employed business	self employed
4	Sahra Mohamud Mohamed	F	1995	Married	Banadir	Mogadishu	6/10/2018	615444755	Youth 15-29 age	Under graduate	Self employed business	self employed
5	IbrahimAbdikadir Abdi	M	1997	Single	Banadir	Mogadishu	6/10/2018	616882111	Youth 15-29 age	Bachelor degree	Small business	self employed
6	Nasro Abdi Adan	F	1991	Single	Banadir	Mogadishu	6/10/2018	61582262	Youth 15-29 age	Secondary level	Small business enterprises	self employed
7	Abukar YahyeAbukar	M	1998	single	Banadir	Mogadishu	6/10/2018	617840936	Youth 15-29 age	Secondary Level	Entrepreneur	Self employed
8	Mohamed Ahmed Mohamed	M	1989	Married	Banadir	Mogadishu	6/10/2018	615269336	Youth 15-29 age	Secondary level	Small Business	self employed
9	Hodan Mohamud Muse	F	1996	Single	Baydhabo	Mogadishu	6/10/2018	634301236	Youth 15-29 age	Secondary level	Entrepreneur	self employed
10	Fadumo Abdi Mohamed	F	1996	Single	Dhusomareb	Mogadishu	6/10/2018	612822446	Youth 15-29 age	Bachelor degree	Entrepreneur	self employed
11	Mustaf Mohamed Sirad	M	1994	Single	Benadir	Mogadishu	6/10/2018	616455211	Youth 15-29 age	Bachelor degree	Entrepreneur	self employed
12	Abdirahman Hussein Dhiblawe	M	1989	Married	Benadir	Mogadishu	6/10/2018	619878777	Youth 15-29 age	Master Degree	Entrepreneur	self employed
13	Anwar Ahmed Roble	M	1994	Single	Benadir	Mogadishu	6/10/2018	612293069	Youth 15-29 age	Bachelor degree	Entrepreneur	self employed
14	Abdullahi Abdulkadir Ahmed	M	1994	single	Benadir	Mogadishu	6/10/2018	615700036	Youth 15-29 age	Bachelor	Entrepreneur	Self employed
15	Abdulkadir Abdullahi Hassan	M	1990	Single	Benadir	Mogadishu	6/10/2018	615561676	Youth 15-29 age	Bachelor Degree	Entrepreneur	Self employed
16	Sacdiyo Mohamed Ali	F	1996	Single	Benadir	Mogadishu	6/10/2018	612664671	Youth 15-29 age	Secondary	Skilled	Self employed
17	Hamdi Abdirisak Abdullahi	F	1999	Single	Benadir	Mogadishu	6/10/2018	617678484	Youth 15-29 age	Secondary	Small Business	Self employed
18	Abdullahi Mohamud Osman	M	1992	Single	Benadir	Mogadishu	6/10/2018	612534844	Youth 15-29 age	Bachelor Degree	Entrepreneur	Self employed
19	Mohamed Ibrahim Shamsudin	M	1983	Single	El-bur	Mogadishu	6/10/2018	612515744	Youth 15-29 age	Secondary	Skilled	Self employed
20	Nasro Ahmed Warsame	F	1994	Single	Benadir	Mogadishu	6/10/2018	615301435	Youth 15-29 age	Bachelor Degree	Entrepreneur	Self employed
21	Sadia Abullahi Mohamed	F	1993	Single	Benadir	Mogadishu	6/10/2018	618378370	Youth 15-29 age	Master Degree	Entrepreneur	Self employed
22	Safi Abdi Mohamed	F	2000	Single	Benadir	Mogadishu	6/10/2018	616145827	Youth 15-29 age	Secondary	Entrepreneur	Self employed
23	Hafsa Abdulkadir Ali	F	1994	Single	Benadir	Mogadishu	6/10/2018	615714823	Youth 15-29 age	Bachelor Degree	IT	Self employed
24	Abdullahi Mohamed Hassan ILO	M	1995	Single	Benadir	Mogadishu	6/10/2018	615043675	Youth 15-29 age	Bachelor Degree	Electrical Engineer	Self employed
25	Abdiaziz Mohamed Sheikh	M	1990	Single	Mogadishu	Mogadishu	6/10/2018	615584913	Youth 15-29 age	Bachelor Degree	Skilled	Self employed
26	Mohamed Muse Mohamud	M	1992	Married	Benadir	Mogadishu	6/10/2018	615531405	Youth 15-29 age	Bachelor Degree	Electrical Engineer	Self employed
27	Mohamed Abdullahi Mohamed	M	1993	single	Sool	Mogadishu	6/10/2018	616903139	Youth 15-29 age	Bachelor Degree	wireman	Employee
28	Nor Abdulkadir Abdulahi ILO	M	1986	Married	Benadir	Mogadishu	6/10/2018	615930477	Youth 15-29 age	Secondary	wireman	Self employed
29	Ali Ahmed Mohamed	M	1991	Single	Hiiran	Mogadishu	6/10/2018	618808053	Youth 15-29 age	Bachelor Degree	Teaching	Self employed
30	Aisha Abdikadir Qalinle	F	1993	Single	Benadir	Mogadishu	6/10/2018	615424813	Youth 15-29 age	Secondary	Small Business	Self Employed
31	Fariyo Ali Mohamud	F	2000	Single	Benadir	Mogadishu	6/10/2018	618906633	Youth 15-29 age	Secondary	Entrepreneur	Self Employed



27	Mohamed Abdullahi Mohamed	M	1993	single	Sool	Mogadishu	6/10/2018	616903139	Youth 15-29 age	Bachelor Degree	wireman	Employee
28	Nor Abdulkadir Abdulahi ILO	M	1986	Married	Benadir	Mogadishu	6/10/2018	615930477	Youth 15-29 age	Secondary	wireman	Self employed
29	Ali Ahmed Mohamed	M	1991	Single	Hiiran	Mogadishu	6/10/2018	618808053	Youth 15-29 age	Bachelor Degree	Teaching	Self employed
30	Aisha Abdikadir Qalinle	F	1993	Single	Benadir	Mogadishu	6/10/2018	615424813	Youth 15-29 age	Secondary	Small Business	Self Employed
31	Farhiyo Ali Mohamud	F	2000	Single	Benadir	Mogadishu	6/10/2018	618996633	Youth 15-29 age	Secondary	Entrepreneur	Self Employed
32	Hamdi Ali Mohamed	F	1995	Single	Benadir	Mogadishu	6/10/2018	612549175	Youth 15-29 age	Secondary	Small business	Self Employed
33	Suheyda Nur Maow	F	1988	single	Benadir	Mogadishu	6/10/2018	615527379	Youth 15-29 age	university- PHC	Entrepreneur	Self Employed
34	Asad Ahmed Hersi	M	1992	Married	Lascaanood	Mogadishu	6/10/2018	616106669	Youth 15-29 age	Becholar Degree	Marketing	Self Employed
35	Mohamud Omar Ali	M	1991	Married	Benadir	Mogadishu	6/10/2018	616555470	Youth 15-29 age	Secondary	Skilled	Self Employed
36	Yusuf Mohamed Sheer	M	1992	Single	Benadir	Mogadishu	6/10/2018	616265418	Youth 15-29 age	Becholar Degree	Entrepreneur	Self Employed

## Annex 2 Youth profile Kismayo

BASIC PERSONAL INFORMATION										EDUCATION & EMPLOYMENT INFORMATION		
ID #	Full Name	Sex	Date of Birth	Marital status	Region	Place of registration	Date of registration	Youth Contact #	What was his/her criteria for selection?	Level of Education / last grade completed	Work experience	If employed, Type of Employment
1	Maryan Ali Mohamed	F	1993	Singel	L/Jubba	Kismayo	18-09-2018	612992931	Female Headed House Hold	Primary Level	entrpreneurship/Business/	self employed
2	Qadar Hamud Abdullahi	M	1993	Single	L/Jubba	Kismayo	18-09-2018	619331234	IDP	Secondary Level	entrpreneurship/Business/	self employed
3	Zakariye Abdullahi Abdi	M	1999	Single	L/Jubba	Kismayo	18-09-2018	619440385	IDP	Primary Level	entrpreneurship/Business/	self employed
4	Yusuf Abdi Mohamed	M	1991	Single	L/Jubba	Kismayo	18-09-2018	613321824	Returnee	Secondary Level	entrpreneurship/Business/	self employed
5	Wa'an Diriye Abdi	F	1997	Single	L/Jubba	Kismayo	18-09-2018	612994296	Returnee	Secondary Level	entrpreneurship/Business/	self employed
6	Sahro Ibrahim Mursal	F	1996	single	L/Jubba	Kismayo	18-09-2018	615787101	Returnee	Secondary Level	entrpreneurship/Business/	self employed
7	Aden Mursal Adow	M	1990	Married	L/Jubba	Kismayo	18-09-2018	615268279	IDP	Primary Level	entrpreneurship/Business/	self employed
8	Shukri Said Hussein	F	2001	Single	L/Jubba	Kismayo	18-09-2018	613131504	Host Community	Primary Level	entrpreneurship/Business/	self employed
9	Asho Ali Salah	F	1991	Married	L/Jubba	Kismayo	18-09-2018	615059766	Returnee	Primary Level	entrpreneurship/Business/	self employed
10	Habibo Yusuf Ahmed	F	1991	Single	L/Jubba	Kismayo	18-09-2018	617800750	IDP	IDP	Business	self employed
11	Mohamed Ahmed Abdi	M	1990	Married	L/Jubba	Kismayo	18-09-2018	619822010	Host Community	Secondary Level	Business	self employed
12	Abshiro Abdullahi Ali	F	1990	Married	L/Jubba	Kismayo	18-09-2018	615491683	Host Community	Primary Level	Business	self employed

### Annex 3 Enterprises names and contacts

1	<b>Solar Light Enterprises(SLE)</b>	Abdullahi Mohamud Osman/612534844	Abdiaziz Mohamed Sheikh/ 615584913	Hamdi Abdirisak Abdullahi/ 617678484
2	<b>Sunrise Company (SRC)</b>	Abukar Yahye Abukar/ 617840936	Farhiyo Ali Mohamed/ 618996633	Sa'diyo Abdullahi Mohamed/ 618378370
3	<b>Dayah Energy and Logistics (DEL)</b>	Nor Abdikadir Abdullahi/615930477	Abdullahi Mohamed Hassan/ 615043675	Safi Abdi Mohamed/ 618378370
4	<b>Oogle Solar Energy Company (OSC)</b>	Yusuf Mohamed Sheer/616265418	Sahra Mohamud Mohamed/615444755	Suheyda Nor Ma'ow/ 615527379
5	<b>Shamsudin Company</b>	Mohamed Ibrahim Shamsudin/ 612515744	Hodan Mohamud Muse/ 634301236	Fadumo Abdi Mohamed/612822446
6	<b>Green Energy Power (GEP)</b>	Mohamed Abdullahi Mohamed/ 616903139	Sadiyo Mohamed Ali/ 612664671	Mohamed Muse Mohamud/ 615531405
7	<b>Sunlight Solar Energy (SSE)</b>	Hafsa Abdikadir Ali/ 615714823	Abdirashid Sa'ed Jaamuus/ 617167065	Mohamud Omar Ali/ 616555470
8	<b>Hiil Solar Energy</b>	Hamdi Ali Mohamed/ 612549175	Anwar Ahmed Roble/ 615693069	Aisha Abdikadir Qalinle/ 625424813
9	<b>Somali Solar Energy Company (SSEC)</b>	Ali Ahmed Mohamed/ 618808053	Mustaf Mohamed Sirad/ 616455211	Nasro Ahmed Warsame / 615301435

10	<b>Farowle Logistics Construction Company (FLCC)</b>	Deqo Sheikh Salah / 615450483	Fahmo Mohamed Abdi/ 612600494	Ibrahim Abdikadir Abdi/ 617434822
11	<b>Blue Sun Solar Energy Company (BSSC)</b>	Sahra Ali Yusuf/ 612104129	Mohamed Ahmed Mohamed/ 615269336	Nasra Abdi Aadan/615823262
12	<b>Sunshine Group</b>	Abdikadir Abdullahi Hassan 615561676	Abdirahman Hussein Dhiblawe/ 619777709	Abdullahi Abdikadir Ahmed/ 615700036
13	<b>Bushra Company Limited</b>	Maryan Ali Mohamed 612992931	Qadar Hamud Abdullahi 619331234	Zakariye Abdullahi Abdi 619440385
14	<b>Dayax Transport Logistic And Supplies</b>	Yusuf Abdi Mohamed 61 3321824	Sahro Ibrahim Mursal 615787101	Wa'an Diriye Abdi 612994296
15	<b>Basai Group Limited</b>	Adan Mursal Adow 615268279	Asha Ali Salah 615059766	Shukri Said Hussein 613131504
16	<b>Al Hilal Solar</b>	Habibo Yusuf Ahmed 617800750	Abshiro Abdullahi Ali 615491683	Mohamed Ahmed Abdi 619822010