



Federal Government of Somalia

Terms of Reference (ToR): Consultancy for Honey Industry Value Chain Assessment in Somalia
Ministry of Planning, Investment and Economic Development (MoPIED).

1. Background Information

Somalia's diverse agro-ecological zones and floral biodiversity offer significant potential for beekeeping and honey production. Despite this, the honey industry remains largely underdeveloped, constrained by factors such as traditional production methods, climate variability, and limited access to modern technology and markets. Organizations and development partners recognize that strengthening the honey value chain could improve rural livelihoods, create employment opportunities, and enhance economic resilience for vulnerable communities.

2. Objectives of the consultancy

The primary objective of this assignment is to conduct a comprehensive assessment of the honey value chain in selected regions of Somalia. The consultant will identify key actors, assess current practices, analyze market dynamics, and provide actionable recommendations for upgrading and strengthening the sector.

The specific objectives are to:

- Map and analyze the structure, key actors, and linkages within the honey value chain, including inputs, production, processing, marketing, and consumption.
- Assess the current production practices, technologies, and challenges faced by beekeepers, with a special focus on traditional vs. modern methods.
- Conduct an in-depth market assessment, including consumer preferences, price fluctuations, distribution channels, and barriers to market access.
- Analyze governance, policies, standards, and other institutional factors affecting the honey industry.
- Identify constraints, opportunities for growth, and potential for adding value to honey products.
- Provide practical and viable recommendations for value chain upgrading, emphasizing gender equality, youth engagement, and climate resilience.

3. Scope of work

The consultancy will involve the following tasks:

Phase 1: Inception

- Develop a detailed work plan, methodology, data collection tools, and field schedule.
- Conduct a desk review of existing studies, reports, and relevant policies related to beekeeping and agriculture in Somalia.
- Hold an inception meeting with the client and key stakeholders to refine the approach.

Phase 2: Field research and data collection

- Conduct primary data collection through stakeholder interviews, focus group discussions (FGDs), and site visits.
- Interview key value chain actors, including beekeepers, input suppliers, aggregators, processors, traders, and retailers.
- Interview supporting actors and institutions, such as government ministries, NGOs, and financial service providers.
- Use a participatory approach to engage community members, including women and youth.

Phase 3: Analysis and reporting

- Analyze data to map the value chain, identify its dynamics, and highlight constraints and opportunities.
- Conduct a market analysis to understand the demand side of the industry.
- Develop a draft report detailing key findings, conclusions, and recommendations.
- Present preliminary findings to the client and stakeholders for feedback.
- Revise and finalize the report incorporating feedback.

4. Deliverables

The consultancy will involve the following tasks:

- Inception Report (including final data collection tools and work plan)
- Draft Assessment Report for review
- Presentation of Preliminary Findings (validation workshop)
- Final Comprehensive Value Chain Assessment Report (incorporating feedback and including, as annexes, the list of stakeholders consulted, data collection tools, and a summarized value chain map)
- A separate, concise Summary Brief (2-3 pages) of key findings and recommendations for policymakers.

5. Consultant qualifications

The consultancy can be undertaken by an individual or a firm with the following qualifications:

- Academic: A postgraduate degree in agribusiness, agricultural economics, economics, or a related field.
- Experience:
 - Proven experience (at least 7 years) in conducting value chain analysis, market assessments, and livelihoods research, preferably in the agricultural sector.
 - Demonstrated experience in the beekeeping or honey industry is a strong advantage.
 - Previous working experience in Somalia or a similar context is essential.
- Technical Skills:
 - Proficiency in participatory appraisal techniques.
 - Strong qualitative and quantitative data analysis skills.

- Excellent report writing and presentation skills.
- Language: Fluency in English is required. Knowledge of Somali is an added advantage.

6. Duration and timeframe

The assignment is expected to be completed within a maximum of 30 days, spanning approximately 20-30 days from the contract signing date. The consultant will propose a detailed timeline in the inception report.

7. Reporting and communication

The consultant will report directly to the Director of Investment Department and; to the Director General of MOPED All reports and deliverables must be submitted in English. Regular check-in meetings will be scheduled throughout the consultancy period.

8. Submission of proposals

The proposal should include:

- Technical Proposal:
 - A brief cover letter expressing interest and suitability.
 - A clear understanding of the ToR.
 - Proposed methodology and work plan.
 - CV(s) of the proposed consultant(s) highlighting relevant experience.
 - One sample report of a similar assignment.
- Financial Proposal:
 - A detailed budget breakdown, including consultant fees, travel, accommodation, and any other associated costs.

Interested and qualified individuals or firms should submit a technical and financial proposal to invest.r@mop.gov.so

Deadline for submission: 18th of October, 2025