



Federal Government of Somalia

Ministry of Planning, Investment and Economic Development (MoPIED).

Terms of Reference (ToR): Individual Consultancy for Honey Industry Value Chain Assessment in Somalia

### 1. Background Information

Somalia's agricultural sector is the backbone of its economy, yet it is increasingly threatened by climate change, characterized by erratic rainfall, prolonged droughts, and extreme temperatures. To ensure food security and economic stability, the **National Transformation Plan (NTP) 2025-2029** prioritizes the adoption of **Climate-Smart Agriculture (CSA)**.

Greenhouse farming has emerged as a high-potential CSA intervention in Somalia, particularly in peri-urban areas. It offers a controlled environment that optimizes water use, protects crops from pests, and allows for year-round production of high-value vegetables (e.g., tomatoes, peppers, cucumbers).

Despite a surge in private investment, the greenhouse value chain faces challenges including high initial capital costs, limited technical expertise in hydroponics/irrigation, fragmented supply chains for quality seeds/fertilizers, and a lack of standardized cooling and storage infrastructure. Strengthening this value chain is critical for reducing reliance on food imports and building climate resilience.

### 2. Objectives of the consultancy

The primary objective of this assignment is to conduct a comprehensive assessment of the **Greenhouse Agriculture Value Chain** in Somalia. The consultant will:

- **Map the Value Chain:** Identify key actors from input suppliers (seeds, greenhouse kits, solar pumps) to producers, aggregators, and end-consumers.
- **Assess Technology Adoption:** Evaluate the current state of greenhouse technologies, irrigation efficiency, and climate-adaptive practices used by Somali farmers.
- **Market Analysis:** Analyze demand dynamics for greenhouse-produced crops vs. imports and traditional open-field produce.
- **Identify Constraints:** Determine the barriers to scaling (e.g., energy costs, technical skills, financing, and water quality).
- **Strategic Recommendations:** Provide actionable pathways to upgrade the value chain, focusing on digitalization, youth employment, and private sector investment.

### 3. Scope of work

The consultancy will involve the following three phases:

#### Phase 1: Inception

- Conduct a desk review of national CSA policies, climate adaptation plans, and existing reports on Somali horticulture.
- Develop a detailed work plan, methodology (quantitative and qualitative), and data collection tools (e.g., survey mobile apps).

- Hold an inception meeting with MoPIED and the Ministry of Agriculture to align on priority geographical zones.

## Phase 2: Field Research and Data Collection

- **Primary Data Collection:** Conduct field visits to active greenhouse clusters (e.g., Afgooye corridor, Baidoa, Garowe, and Hargeisa).
- **Stakeholder Interviews:** Engage with greenhouse owners, "Agro-vets" (input suppliers), solar energy providers, and specialized technical trainers.
- **Institutional Mapping:** Consult with financial institutions regarding "Green Finance" products and insurance for climate-smart investments.

## Phase 3: Analysis and Reporting

- **Value Chain Mapping:** Create a visual map of the greenhouse ecosystem showing value addition at each stage.
- **Financial Feasibility:** Analyze the Return on Investment (ROI) for typical greenhouse setups in the Somali context.
- **Reporting:** Draft a comprehensive report highlighting technology gaps and market opportunities.
- **Validation:** Present findings to the MoPIED Investment Promotion Department and development partners.

## 4. Deliverables

The consultancy will involve the following tasks:

item no.	DELIVERABLES	Estimate Workdays	Tentative timeframe
1	<b>Inception Report:</b> Finalized methodology and field schedule.	5	Mar 5
2	<b>Draft Assessment Report:</b> Comprehensive analysis of the CSA/Greenhouse sector.	20	Mar 15
3	<ul style="list-style-type: none"> <li>• <b>Final Value Chain Assessment Report:</b> A detailed document including a technical annex of greenhouse equipment suppliers and a map of high-potential zones.</li> <li>• <b>Policy Brief:</b> A 3-page summary focused on "Investment Incentives for Climate-Smart Agriculture" for policymakers.</li> </ul>	5	Mar 20

## 5. Consultant qualifications

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

- **Academic:** Postgraduate degree in Agronomy, Climate Change Studies, Agribusiness, or Agricultural Engineering.

- **Experience:**
  - Minimum 7 years in value chain analysis, specifically in **Protected Cultivation or Horticulture**.
  - Strong understanding of **Climate-Smart Agriculture (CSA)** principles and technologies (solar irrigation, sensors, etc.).
  - Work experience in Somalia or arid/semi-arid regions (ASALs) is essential.
- **Skills:** Proficiency in data visualization and value chain mapping software.
- **Language:** Fluency in English (required) and Somali (strongly preferred).

## 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](mailto:invest.r@mop.gov.so)

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