Learning and Adapting during COVID-19 Series | Webinar 5: How Can Markets Improve Resilience?
This map has been developed by USAID’s Growth, Enterprise, Employment and Livelihoods (GEEL) to showcase its activities across Somalia. The data, boundaries and names of designations used on this map do not imply official endorsement or acceptance by The United States Agency for International Development (USAID).
Protecting “GEEL’s gains” against COVID (Impact)

- **72,300** Beneficiaries
- **7,047** USG supported training
- **8,482** Micro enterprises supported
- **$44,579,336** Total export sales
- **$23,553,600**
- **34%** Women’s participation
- **27** SSI work completed
- **41** New technologies introduced
- **29** Number of promotional events organized
- **197** Private enterprises receiving assistance
- **5,169** FTE jobs created
How do Somali’s depend on market systems for their own resilience?

Businesses were affected by the pandemic.

- 54% Running at reduced scale
- 33% Temporarily stopped operations

Reduced workforce

- 42% Reported reduction in sales
- 43% Reduced production

COVID-19 Challenges faced by GEEL Supported Business

- 67% Insufficient cash to pay wages and supplies.
- 43% Insufficient cash to make loan repayments.
- 50% Restrictions on exports e.g. air and sea transports
- 47% Shortage of imported supplies
**What help do you need during this period?**

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maintaining or expanding business operations</td>
<td>71.93% 41</td>
</tr>
<tr>
<td>Protective measures to safeguard staff and customers</td>
<td>68.42% 39</td>
</tr>
<tr>
<td>Maintaining or expanding supply chains and distribution chains</td>
<td>63.16% 36</td>
</tr>
<tr>
<td>Accessing new local markets</td>
<td>47.37% 27</td>
</tr>
<tr>
<td>Accessing new international markets</td>
<td>45.61% 26</td>
</tr>
<tr>
<td>Diversifying products and channels</td>
<td>45.61% 26</td>
</tr>
<tr>
<td>Others (please specify)</td>
<td>12.28% 87</td>
</tr>
</tbody>
</table>

Total Respondents 58

**Others**
- Capital
- Training and capacity building
- Innovative solutions e.g. refrigerated motorcycles for home delivery and display refrigerators for our mini-market customers
**Market Function #1: Supply of Consumables**  
**Production and Distribution of PPEs**

**Impact**
86% of Businesses were affected by the pandemic.  
- 54% Running at reduced scale  
- 33% Temporary stopped operations

**Intervention**
- GEEL led national efforts to support FGS in combatting the COVID-19 pandemic through engaging Somali-led youth organizations and textile businesses to produce PPE's

**Results**
- **562,000**  
  Face masks made by youth.  
- **3,000**  
  Gloves made by youth as part of GEEL's support for the government’s COVID-19 protective measures.  
- **150,000**  
  People reached with COVID-19 awareness messages through fliers’ campaign messages.  
- **336**  
  Jobs for youth created through sustained measures against COVID-19
Market Function #2: Productive Inputs and Services

Imported Inputs

Impact

- Reduced imports due to international trade restrictions and access to finance.

Intervention

- Providing agricultural input subsidies.
- Introduced efficient and cost-effective small irrigation kits.
- Supported the rehabilitation and expansion of rainwater-harvesting facilities for rain fed farms.
- Promoted climate smart agriculture technologies

Results

90 MT
Certified sorghum and Maize seeds produced in Bay & Bakool.

6,000 farmers
Trained on quality seeds purchase and hermetic bags through radio and TV.

3,000 farmers
Provided with certified sorghum, maize and cow peas seeds.

700+
Jobs secured through farming, sesame oil processing and milk distribution.
GEEL’s investment role is to facilitate access to finance for MSMEs in the agriculture, livestock and fisheries value chains.

GEEL will extend and adapt its existing investment and development activities to prioritize COVID-19 bridging and survival support for MSMEs.

Provide finance directly to cover operational and restructuring costs and losses.

Facilitate access to commercial finance for existing and new development projects that remain viable in the current situation.

**Market Function #3: Productive Inputs and Services**

**Financial Services**

**Impact**

- GEEL’s investment role is to facilitate access to finance for MSMEs in the agriculture, livestock and fisheries value chains.

**Intervention**

- GEEL will extend and adapt its existing investment and development activities to prioritize COVID-19 bridging and survival support for MSMEs.

- Provide finance directly to cover operational and restructuring costs and losses.

- Facilitate access to commercial finance for existing and new development projects that remain viable in the current situation.

**Results**

| $1,492,000 | $1 million+ |
| Disbursed by Gargaara via banks so far, $16.5 million available in addition | GEEL Access to Finance loans from PFIs to agriculture businesses in resilience areas with a target of $3 million |

The access to finance project has initiated pilots of new financing models including working with VSLAs and SHGs, using new ICT, using split family urban/rural local remittances, and implementing digital financial identities.
Market Function #4: Markets for Production
Exports

**Impact**
Reduced exports because of international trade restrictions, cancellation of the annual Hajj and collapse of some key international markets

**Intervention**
- New market linkages and international earn revenues.
- Livestock traders linked to domestic markets and improved meat market
- Strengthened SMEs on fish production, storage and aggregation to address import reductions.

**Results**
- $20 million
  Sesame exports of 14,000MT
- 25%
  Increase in sales after Covid-19 prevention training
- 5 containers
  per month banana exports to Saudi Arabia.
- 800+
  Jobs secured through exports, equipment provision and expansion of livestock and fisheries markets.
Reduced remittances due to reduced incomes of diaspora families and suspension of flights leading to reduced domestic sales of produce.

**Impact**

**Intervention**

- Partnerships with Somali banking associations and PFls.

**Results**

- Facilitated creation of IDAs working group on remittances.
- Supported DfID to assist Dahabshil Bank to establish a UK correspondent banking relationship.
- Supported World Bank initiatives to improve Somali banks' liquidity including planning for inter-bank loans and early implementation of electronic inter-bank payments.
- Started digital identity pilot with Premier Bank.
Private sector investment

$18 million
Loans available to PFIs to on-lend to micro, and small enterprises from Gargaara investment fund established by The World Bank.

$3 million
GEEL Access to Finance investment target for PFIs into micro and small enterprises.

$1.5 million
lent so far by Private financial institutions (PFIs) using capital from Gargaara

$2.5 million
Credit guarantee provided by US Development Finance Corporation for an international renewable energy investor.

$400,000
Invested into small and medium enterprises so far by FCA Investments targeting investments of $2 million in 2020.