

## Terms of Reference

<b>Country</b>	Somaliland
<b>Project Holder</b>	Ministry of Fisheries and Coastal Development
<b>Project</b>	Maydh Jetty Construction
<b>Fund</b>	Somaliland Development Fund Phase 2
<b>IFA Title</b>	Ports Operations Expert
<b>Job type</b>	Consultancy contract
<b>Location</b>	Hargeisa and Maydh
<b>Period</b>	Six months
<b>IFA No.</b>	P101-182

### 1. Background

The Somaliland Development Fund (SDF) was established in 2012 to provide a single vehicle through which development partners could support Somaliland's development goals. The first phase of the SDF was implemented in 2013-2017 and supported the Government of Somaliland (GoSL) filling a critical gap through funding projects that are fully aligned to the National Development Plan (NDP) while at the same time recognizing the role of GoSL in the delivery of basic services.

The Somaliland Development Fund – Phase 2 is an inclusive economic development program and supports the Government of Somaliland in delivering infrastructure that is relevant for inclusive economic development. It focuses on sustainable investments that spur job creation and fast growth, while at the same time laying the foundation for long-term resilience and development, leading to a more stable and peaceful Somaliland. SDF support is fully aligned with government priorities as defined in the National Development Plan 2 (NDP2) 2017-2021 and reflect the priorities set out in Somaliland Vision 2030. The current SDF2 phase covers the period September 2018 - March 2025.

### 2. Maydh Sanaag region

Maydh is a small fishing community in the Sanaag region of Somaliland with an approximate population of 1,500 persons. It is 75km away from the regional capital, Erigavo - one of the main markets of the fish caught in Maydh. There are 80 active boats and vessels in Maydh. Maydh has a manpower of about 200 persons including fishermen, boat owners, and traders. The road that connects Maydh and Erigavo is rough and to enhance this opportunity further the SDF2, through the MoTRD, is supporting the feasibility study and detailed design of the 78 km Erigavo–Maydh road in readiness for implementation by other actors. If the road is rehabilitated it will reduce travel times between Maydh and Erigavo from the current 5-6 hours to about 2 hours. Like other coastal settlements in this part of the country, the inhabitants of Maydh also tend to move southwards up into the highlands during the hot summer months. Most of the people move to Erigavo where they have a second home or resident family members with whom to stay.

The population of Maydh during the hot season (from early June to mid-September) may fall as low as 200 individuals or even less. The local inhabitants start returning at the beginning of September and by the end of the month an estimated 2,000 people are present. Local sources estimate that the population may increase during a certain period of the year up to 7,000 people. The total inhabitants in the surrounding area, including the ones living in Maydh, is estimated to be around 50,000 during the cooler months.

Maydh is the only port of Sanaag Region through which local goods and livestock (mainly sheep and goats) are exported (mostly to the Gulf countries) and where most of the import commodities (sugar, rice, tea, flour, etc.) are received. During the active trading months, the population of Maydh will largely consist of fishermen, herdsman, traders, and general labourers involved with the loading and unloading of merchandise in and out of the vessels.

### **3. Maydh Jetty construction project**

The SDF2 allocated funds to the Ministry of Fisheries and Coastal Development (MoFCD) for the construction of a jetty in Maydh and implementation of Strengthening Artisanal Fisheries in Sanaag Project activities. The two projects are further building on the investments made under SDF1 in the coastal area of Sanaag province. At strategic level, the Maydh jetty was identified as one of the several ports and harbours for development under the NDP II.

The Maydh jetty is expected to improve interconnectivity by sea between Berbera and the hinterland of Sanaag and parts of Togdheer regions, hence spurring economic growth potentially benefiting the region about 750,000 people by improving on the efficiency of transporting goods between the two locations. At the local level, the immediate beneficiaries of the Maydh Jetty are the 3,000 local communities where the jetty is expected to support the fisheries value chain by improving docking for large boats. With larger boats able to dock, the fishers can consolidate their catch in the cold storage facilities provided through the SDF2 funded fisheries project and transport it at once to markets in Berbera or other destinations. This will complement the SDF investments in cold storage and ice making facilities. The jetty is also expected to function as a polyfunctional mini port able to support export of livestock, livestock products and Frankincense and import of general goods for use in Sanaag and beyond, hence spurring economic growth in Sanaag.

The Maydh jetty was completed in March 2022 and officially launched on 26 December 2022 and has a boat handling capacity of 4 large boats (20 fishermen per boat) and 64 small boats (5 fishermen per boat). The Government of Somaliland (GoSL) has future plans of expanding the jetty to enhance its mixed-use potential by adding a further 60 metres into the sea.

The jetty provides vital port services for the wider Sanaag region, including fish handling as well as import and export for livestock and other commodities. The relevant government agencies are also now present on the ground with the Ministry of Finance constituting a customs office, a warehouse for Ministry of Fisheries, and immigration and security personnel. Utilisation of the jetty is slowly picking pace with utilisation capacity of 40 percent and plans are underway to increase the utilisation.

Studies on economic feasibility and business planning were commissioned on Maydh jetty. Economic feasibility aimed at analysing the impact of the jetty on people's livelihoods and its contribution to Somaliland's development aspirations, while the business planning assessment analysed the jetty's ability to generate adequate cash flow to sustain its operations. The economic assessment concluded that the current jetty is adequate to attend to the needs of the Maydh fishing community with limited import and export services. More work is ongoing to ensure the community can operate and maintain the jetty responsibly. This includes seeing to ensure that the jetty's services are robust and attractive to private partners in line with potential demand in the wider Sanaag region and part of Togdheer region.

The economic feasibility assessment found that jetty utilisation is influenced by ability of traders to transport cargo from Erigavo to Maydh, at scale, which is currently impeded by the poor state of Erigavo – Maydh road, which cannot be used by heavy trucks. Utilisation is also influenced by action taken by the government to promote Maydh as an alternative especially for cargo destined for Sanaag region. The developed business plan anticipates a gradual increase in the port utilisation to about 21 boats docking per day to make the 70% threshold. Considering the limitation

of Erigavo – Maydh, 15 boats currently is good progress and with expected increased fishing activity from the strengthening of the fisheries value chain and specifically full operationalisation of Erigavo fish market, utilisation is expected to improve.

The SDF Secretariat therefore seeks a Short-Term Expert on Port Operations to support with the Ministry of Fisheries and Coast Development and Somaliland Ports Authority in the initial setup, operationalisation, and management of the Maydh jetty as a multipurpose port.

#### **4. Scope of the assignment**

The scope of the assignment is based on three objectives: 1) assessment of the Port/Jetty's current operational status, 2) establishment of startup operational plan, systems, and procedures, and 3) implementation the startup plan while coaching the Port/Jetty's team in the startup period.

#### **5. Key tasks**

The key tasks to be performed by the Port Operations Expert is to:

##### **5.1 Conduct a desk review and site visit**

- Review the Economic Feasibility Assessment (EFA) of proposed extension of the Maydh jetty.
- Review Business Plan to understand Port/jetty's financial targets, sources of expenditure, and operational plans.
- Review the National Development Plan 3 (NDP 3) to understand the country's development objective to expand the exploitation of fishery resources at present largely untapped.
- Conduct site visit to Maydh town to gather firsthand impression on its current operational status.

*Outcome: Operational Gap Analysis report*

##### **5.2 Jetty Operational Needs Assessment**

- The Expert will conduct an in-depth analysis on the current jetty operations & practices, including but not limited to the following:
  - Management & organizational structure
  - Financial management systems
  - Interconnection with other ports
  - Equipment
  - Procedures and Systems
- Based on the need evaluation, produce recommendations necessary for the startup of the Jetty/Port.
- Convene relevant stakeholders, through the SDF Secretariat, to present the finding from the need analysis and recommendation.

*Outcome: Needs analysis & recommendations to bridge gaps report*

##### **5.3 Port Operationalization Plan**

Upon approval of the "*Needs analysis & recommendations*" report, the Expert will deliver the following set of activities:

- Port startup plan.
- Standard operating procedures.
- Management & organization plan.
- Systems plan.

*Outcome: Port Operations Plan, procedures, and system report*

## 5.4 Operationalisation of the port

The Expert will commence the operationalization of the plans, procedure, and system by:

- Training the Port staff and management with the plans, systems, and procedures.
- Coaching the staff and management in the conduct of Port's day-to-day activities.
- Recording progress and challenges experienced at the Operational Stages

*Outcome: Port management & operations running.*

## 6. Duration and location

The assignment is expected to last six months from the commencement of the contract.

## 7. Reporting Arrangements

The Port Operations Expert shall work under the overall supervision of the Minister of Fisheries and Coastal Development or his designate. On a day-to-day basis, the expert will work with SDF Fisheries Focal Point.

## 8. Deliverables

The Expert will prepare and submit to the Client the following reports, including soft copies in editable formats (in Word, Excel, etc.). Submission shall be in draft form and final copy upon approval of the draft reports.

Duration	Activity	Deliverable
Month 1	Inception report	Inception report
Month 1	Conduct a desk review and site visit	Operational Gap Analysis report
Month 2	Jetty operational needs assessment	Needs analysis and recommendations report
Month 3	Port operationalization plan	Port Operations Plan, procedures, and system report
Month 4 – 6	Port operationalization and management support	Port management & operations biweekly progress reports and final assignment report.

## 9. Required Qualifications, Skills and Experience

### Qualifications and skills

- At least a Bachelor's degree in Transport Economics, Ports and Shipping Management, Maritime and Shipping Logistics, Engineering or any other relevant degree.
- Demonstrated excellent command of spoken and written English. knowledge of Somali languages is added value.
- Proficiency in basic computer software relevant in the management of ports operations

### General professional experience

- Minimum of 10 years' experience as an Advisor or Manager in port & shipping operations.

### Specific professional experience

- Minimum of 5 years of demonstrated in-depth knowledge on set up and or practical workings of small and medium size ports, cargo & shipping documentation & charter party interpretation & the shipping business.

- Familiarity with international trade practices (specifically fisheries, livestock, and cargo goods).
- Evidence of having setup and managed of at least one small or medium size port in the last 10 years.

## **10. Equipment**

No equipment is to be purchased on behalf of the Client/Contracting Authority as part of this service contract or transferred to the Contracting Authority or local counterparts at the end of this contract. The Expert is expected to either rent or bring his/her equipment to complete the consultancy assignment with all the necessary software installed.

## **11. Fees and Allowances**

- The successful candidate will be offered competitive daily fees.
- Fees will be paid on monthly basis against submission of agreed reports and approval of timesheets and invoice.
- Final payment will be made after the completion and approval of the final report.
- The SDF Secretariat shall organise and pay for the Expert's accommodation, travel within Somaliland, and DSA as per SDF guidelines.

## **12. Duty of care**

- The Expert will work under the overall SDF Secretariat Health, Safety and Security protocols.
- The Expert will be expected to provide own insurance for health care (which must include Medevac provision which caters for COVID-19 related evacuation), accidents, and other risks associated to the assignment. The SDF Secretariat shall be free from any liabilities arising from the same.

## **13. Other provisions**

- The SDF Focal Point will be available to work closely with the Port Operations Expert.
- MoFCD/SDF will provide relevant available documents relevant for completion of the assignment.
- Duty post: The work is to be performed in Maydh, Somaliland.
- Personal Computers: The Port Operations Expert shall be responsible for the provision of his/her own computer.
- The SDF shall provide transportation by air and road of the Port Operations Expert from his or her home to project sites and shall arrange for accommodation.