



**SaHel Knowledge  
Campus, Pipeline Mosque  
Road Fajara The Gambia**





**Sa Hel Invest Management International (SIMI)** was incorporated in 1997 to provide consulting, and investment and financial management services. The firm also offers business enterprise, and quality management training, as well as manage an investment fund, and a mutual fund.

The extensive variety of services offered by the company is made possible by a full-time core team of professionals, complemented by qualified associates. The main team has diverse backgrounds in various fields including economics and business management, enterprise development, agricultural and socio-economic development, financial management, investment and export promotion and management, agricultural engineering, and institutional aspects of energy and water resources management.

SIMI's consultancy services span a range of sectors such as feasibility and market studies, privatisation, impact assessment studies, capacity building, project design appraisal and management, as well as policy formulation and assessment.

#### **Investment Management:**

SIMI also provides a variety of investment management services through the Sa Hel Invest Mutual Fund (SIMF). The fund provides the means for individual and institutional investors to participate in the Gambian equity market, since a stock exchange does not exist in the country.

#### **Project Financing:**

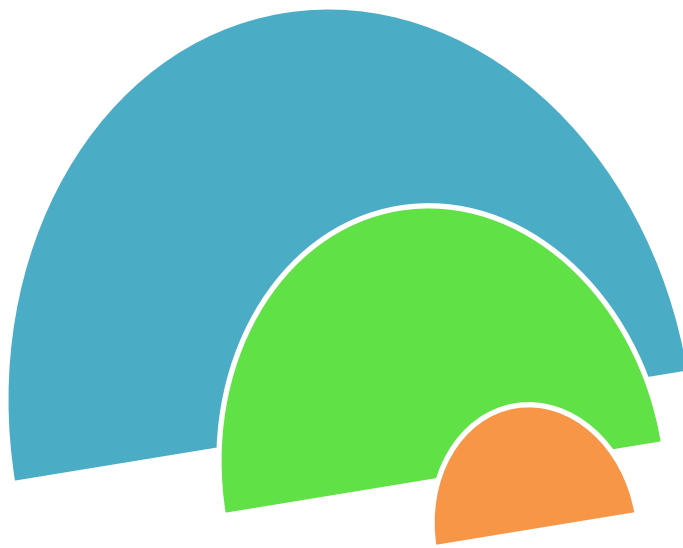
The project financing services of SIMI are provided in partnership with local and international sources of funds and capital, for business development projects in The Gambia. Thus, SIMI serves as the antenna office of the Centre for Enterprise Development (CDE) of the European Union, and helps Gambian companies access EU funding for companies in ACP countries

#### **Business Enterprise Courses:**

SIMI also provides business education programmes that are mainly focused on enterprise training. In particular, the enterprise training programme provides courses in such areas as customer care, and quality management.

#### **Industrial Development:**

Since its inception, SIMI has been actively involved in a number of industrial development projects in The Gambia. Such involvement varied from providing consultancy services such as feasibility and market studies, to helping secure project financing from local and international sources. For example, Sahel Investment was instrumental to the building of a water bottling plant in The Gambia, as well as the development of its first private industrial development zone, and its first Free Zone.



- **Bakoteh Fish Market Business Plan, Kanifing Municipal Council**
- **Action Aid The Gambia – Skills Audit and Salary Review**
- **Action Aid The Gambia – Board Review**
- **Action Aid the Gambia Skills Audit & Capacity Assessment**
- **NAWEC Staff Audit and Institutional Assessment**
- **WARCIP – Project Implementation Manual**
- **Preparation of an Environmental and Social Management Framework - The Gambia Emergency Agricultural**
- **Production Project (GEAPP)**
- **CILIP – Project Operational Manual (GAMWORKS)**
- **The Gambia - Development of a Framework for Establishment of Business Incubators (GAMJOBS Production Project (GEAPP)**
- **The Gambia – The Basket Funding Mechanism (GAMJOBS)**
- **The Gambia National Employment Action Plan & Matrix**
- **The Gambia National Employment Policy & Strategies**
- **Decent Work Country Programme, The Gambia - 2011 – 2014, ILO’s Country Programme for the Republic of The Gambia**
- **Gambia Ports Authority - Banjul Fisheries Jetty- Five Year Business Plan (2012 – 2016)**
- **Zenith Bank (G) Ltd Report on the Feasibility Study to Establish a Branch in Banjul**

# ASSIGNMENTS UNDERTAKEN BY SAHEL INVEST MANAGEMENT INTERNATIONAL

## STUDIES

**AMRC – Project Proposal for Housing Scheme in Brikama 2010**

**The Gambia Diagnostic Trade Integrated Study of the Integrated Framework for Trade Related Technical Assistance – Domestic Investment Climate**

**Prepared a Needs Assessment Study and elaborated the conditions of service and the role of National United Nations Volunteers for operationalisation in the Gambia under the auspices of the UNDP.**

**Prepared a study on the Pay and Grading Policy of Public Enterprises for the Government of the Gambia.**

**World Bank Financial Sector Studies – The Gambia (1999)**

**Study on Commercialisation of Sesame in the Gambia Catholic Relief Services (CRS – October 1998.)**

**The Gambia Free Zone Development Strategy (Trade Gateway Free Zone Initiative). In partnership with IDI (June 2000).**

**Central Revenue Department - Capacity Building Study (April 2000).**

**Legal Sector Study – Capacity Building - Commissioned by World Bank – Gambia Government (August 2000).**

**Study on Local Consultancy and Remuneration scheme – EC Support Unit Office.**

**The Gambia Interface Capacity Building Project for the Private Sector and Civil Society – DOSTIE.**

**Study on the Restructuring of the Indigenous Business Advisory Services**

**Privatisation – Study on Private Sector Participation and Regulation Framework for the Gambia**

**Study On Private Sector Participation And The Regulatory Framework For The Gambia. In partnership with The Institute For Public-Private Partnerships (IP3).**

**Involvement of Civil Society Organisation in promoting, implementation and monitoring of EC Support under EDF 9<sup>TH</sup> Programme**

**Resource Mobilisation for Local Government Authorities – Gamworks Agency.**

**Human Resources Development Plan and Operational Manual – The Gambia National Olympic Committee.**

**Impact Assessment of the Domestic Debt on the Gambian economy.**

**The Gambia Artisanal Fisheries Development Project – Comparative Study of the Fisheries Landing fees, fuel tariffs of Fisheries Ports in the Gambia and Senegal**

**Problems of Low/slow Disbursement – World Bank funded Projects in the Gambia**



## REVIEWS

**Prepared a comprehensive portfolio review of the Assets Management and Recovery Corporation, a debt collection agency, of the Government of the Gambia, including the preparation of its strategic plan.**

**Organisation Review and Pay & Grading Study – Gambia Chamber of Commerce and Industry (November 2000).**

**Atlantic Hotel – Salary and Incentive Structure**

**Review of Salaries and Benefits for Senegambia Beach Hotel Staff.**

**Review of the 1999-2002 Strategic Plan of the Gambia Technical Training Institute (GTTI) and Formulation of a new Plan for the period – 2003-2006**

**Review of the Possible EC Support to the Private Sector under the 9<sup>th</sup> EDF Programme**

**Review of the Institutional Aspects of Water Resources Management (UNDP/Department of Water Resources)**

**Review of the Gambia's First National Communication to the UNFCCC (UNDP/Department of Water Resources).**

**West African Examinations Council (WAEC) – Review of the Salaries and Incentives Structure**

**General Post Office – Review of Draft Postal Legislation**

## SURVEYS

**Baseline Survey for the capacity Building for Economic Management Project (CBEMP).**

**Baseline Assessment in Five Selected Villages – Managing Water and Energy Services for Poverty Eradication in the Rural Gambia – UNDESA.**

**National Youth Profile The Gambia 2010**

**Mapping Studies of Industries in The Gambia - National Training Authority - 2010**

## **TECHNICAL ASSISTANCE & TRAINING**

**IDI/Sahel Invest Technical Assistance to Gambia Investment Promotion and Free Zones Agency Trade Gateway Study**

**Hired by the German Development Agency – GTZ and Protrade under technical assistance for the creation of New Products and Markets for the Gambian Fisheries into Germany under the European Union Trade Development Project.**

**Customer Care Training for the Arab Gambia Islamic Bank: A Win-Win solution for both Customer and Service Provider. (September 1999).**

**Training in the Assessment of Infrastructure Needs and in the Maintenance of Municipal Assets – Gamworks Agency.**

**APDF/Gambia Bankers Association – Collaborative Training Programme – SME Credit Administration**

**Preparation of Job Descriptions for Major Functions & Development of Training Programme – First International Bank (Gambia) Ltd.**

**Micro Enterprise Organisation Training Manual**

**IFC/Reliance Financial Services/GCCI Training Programme for SME Skills Development and Access to Finance**

## **PROJECT OPERATIONAL MANUALS**

**Preparation of the Project Operation Manual (POM) for a US\$20 million World Bank financed Participatory Health, Population and Nutrition Project. The POM was described by the World Bank as a very professional and impressive document.**

**Preparation of a Project Implementation Manual for the Poverty Alleviation and Capacity Building Project and Second Public Works Project (May 1999).**

**GAMVET Limited – Introduction and Implementation of Accounting Systems and Procedures.**

**Project Operation Manual – Gambia Investment Promotion and Free Zone Agency**

**Project Implementation Plan – Capacity Building for Economic Management Project.**

**Preparation of Financial Management Manual for Gambia Technical Training Institute**

**Preparation of Business Plan for Kombo Meat and Dairy Farms 2008**

**Feasibility Study for Construction of 5-Star Presidential Lodge and Game Park in Gunjur, The Gambia**

**Preparation of a feasibility study for an Industrial Bread and Biscuits Factory for a private sector company, with financing arranged by us.**

**Prepared the feasibility study for the development of a five star luxury hotel in the Gambia, and assisted in the negotiations to secure financing for the Hotel Project, which is now in operation.**

**Prepared a Feasibility Study on the Manufacturing of Chalk and Exercise Books – GFCC School Supplies Inc. – commissioned by Africa Project Development Facility (APDF).**

**Vision Investment Company Ltd – Tackabat Hotel Project. – Feasibility undertaken on behalf of Africa Project Development Facility (APDF)**

**Kanifing Municipal Council – Project Document for the Leasing of Machinery and Equipment.**

**Gamwater Project - Project Document for Water Bottling Plant commissioned by APDF/FIB (September 2000).**

**Premium TV Network – Feasibility Study on the Establishment for a TV Station. Study commissioned by APDF/FIB.**

**Prepared a Feasibility Study on Soap and Detergent Production in the Gambia – Gamssoap Co. Ltd. Study commissioned by APDF (October 1999).**

**Paradise Suites Hotel Expansion**

**Feasibility study on the proposed hotel at the TDA**

**Feasibility study for a five star hotel – Salma Suites Hotel**

**Line of Credit to First International Bank**

**Feasibility Study for the Establishment of an Islamic Bank in Guinea-Bissau. Joint study with AGIB (July 2000).**

**Market Study for Credit in The Gambia – Oikocredit**

**Project Proposal for the establishment of a Printing Press – Commissioned by Ultrasoft.**

**Sector Export Strategy Studies – Fisheries, Horticulture, Tourism and Manufacturing**

**Senegambia Maritime Company – Feasibility Study for Boat Project. APDF**

**Feasibility Study – First Independent Industrial Zone.**

**Feasibility study for QuantumNet Co. Ltd**

**Mini Prospectus by private placement for Arab Gambia Islamic Bank**

**Business Plan for Gambia Agricultural Marketing Company (GAMCO)**

**Feasibility Study for Ascot Global Co. Ltd**

**Feasibility Study on the Expansion of Radville Farms Production and Marketing Operations**

## **EVALUATION & IMPACT ASSESSMENTS**

**Impact Assessment of Special Incentive Certificate (SIC) for the Gambia Investment Promotion and Free Zone Agency July 2007**

**Impact Assessment Study of the Investment Component for GAMWORKS Agency – a US\$12 million Public Works Capacity Building Project financed by World Bank.**

**Social Development Fund (SDF) Special sub-project (micro-finance credit) Effect Study. June 2001**

**Impact Assessment and Tracer Study of the National Youth Service Scheme (NYSS) commissioned by the Gambia Government/Poverty Programme – “Rights Against Social and Economic Exclusion” (FASE).**

**Impact Assessment Study of the Gambia’s Internet Initiative – UNDP.**

**PACAB Project Social and Economic Impact Assessment Studies**

**The Impact Assessment of the Growing Public Domestic Debt on The Gambian Economy - Discussion Paper.**

**Special Investment Certificate (SIC) and Free Zones Licences (FZL) – Impact Assessment Study**

## **CONFERENCES/WORSHOP REPORTS**

**Prepared the report on the Project Launch Workshop (Participatory Health Population and Nutrition Project).**

**Organised the Consultative Workshop on the New Divestiture Strategy for the Gambia – June 1999 and prepared a summary report. (Department of State for Finance and Economic Affairs.**

**Rapporteur Services Preparation of Workshop Report – Official Launching of the Sensitisation Programme of the West African Common Countries**

**Serve as Consultant/Rapporteur for the Economic Summit jointly organised by the Gambia Government and the Chamber of Commerce and Industry. November 2001**

**Workshop report on the Gateway Project – Mid Term Review**

**First Annual Conference – Gambia Association of Consultants - Rapporteur**

**West African Association of Accountants – Bi-annual Conference – Rapporteur**

**Rapporteur Services – Workshop for the Coordinating Framework for Micro Finance Practitioners and Stakeholders**