

## **BE-CLME+ Project: Promoting National Blue Economy Priorities Through Marine Spatial Planning in the Caribbean Large Marine Ecosystem Plus (GEF Project ID 10211)**

### Terms of Reference for a Regional Consultancy to Analyse Existing Value Chains and Identify Opportunities for New Value Chains in Caribbean Fisheries

#### **1.0 Background & Justification.**

1.1 The BE-CLME+ Project is a regional initiative aimed at promoting blue economy development in the Caribbean region through Marine Spatial Planning (MSP) and Marine Protected Areas (MPAs), Ecosystem Approach to Fisheries (EAF), development of climate-smart sustainable fisheries value chains, and knowledge management in Barbados, Belize, Guyana, Jamaica, Saint Lucia, and Panama. The Caribbean Regional Fisheries Mechanism (CRFM) is the Executing Agency for the project, while the Development Bank of Latin America and the Caribbean (CAF) and the Food and Agriculture Organization (FAO) of the United Nations are the Global Environment Facility (GEF) Co-Implementing Agencies.

1.2 The 2023-2024 BE: CLME+ Project Workplan & Budget was approved by the Regional Steering Committee on 29<sup>th</sup> September 2023, and calls for a regional consultancy to analyse existing value chains and identify opportunities for new value chains in Caribbean Fisheries under Component 2 of the project.

1.3 At the Inception Meeting it was demonstrated that some of the project countries made some developments in value chains. This progress was shaped by a range of factors, including the benefits from regional and national projects such as CLME and CLME+ projects, REBYC-LAC, StewardFish, FISH4ACP, CC4FISH, and CROP. Therefore, by contextualizing these progressions and efforts, the BE-CLME+ project aims to utilize the blue economy as a catalyst to promote growth and development within the regional seafood sector, by building on previous project outputs and increasing collaborations among similar and on-going projects. This will ultimately enhance the outputs and benefits to the fisher folk considering the varying national situations, resources, challenges, and opportunities of each project countries.

#### **2.0 Objective of the Consultancy.**

The objective of this consultancy is to provide information that will result in better understanding of Caribbean fisheries value chains and provide a baseline against which policy and institutional frameworks can be strengthened to better support value chains and provide opportunities for investment, marketing, and optimization of economic returns from fisheries products. The Consultancy will specifically focus at identifying and assessing existing fisheries value chains and identify opportunities for new value chains including end market requirements in the six (6) countries participating in the project.

### **3.0 Key Activities will include, but not be limited to those listed below.**

3.1 Conducting an in-depth analysis and mapping of existing seafood value chains within each project country with due consideration for the full range of activities that are required to bring the fisheries product or service from conception, through the different phases of production, transformation and delivery to final consumers, and eventual disposal after use to promote a circular economy.

3.2 Seafood value chains analyses will include consulting with and assessing the relevant roles of all value chain actors (those who harvest, process, and own the fisheries product), value chain supporters (service providers who never directly deal with the product, but whose services add value to the product), and value chain influencers (the regulatory framework, policies, infrastructure at the local, national, and international level).

3.3 The analyses must be conducted in close collaboration with agencies responsible for fisheries related activities such as the national fisheries authorities, private sector, the Caribbean Network of Fisherfolk Organizations, and national fisherfolk organizations representing the small-scale fisherfolk, as well as give attention to Sanitary and Phytosanitary (SPS) and traceability concerns as major challenges facing the fisheries sector.

3.4 Conduct physical visits and consultations with fisheries value chain stakeholders in all project countries.

3.5 Identify potential future value chains, defining the scope of the future value chain early in the process to facilitate consultation and validation of stated chains to ensure it delivers the benefits to project stakeholders and principals before Draft Product 3 is produced and submitted for review by the PMU.

3.6 The analysis of existing fisheries value chains shall include recommendations for adapting value chain practices to better embrace Marine Spatial Planning and Blue Economy principles, including clear and visible representation of the role of women in fisheries value chains and blue justice.

3.7 The identification of opportunities for new value chains including end market requirements shall incorporate and reflect the principles of Marine Spatial Planning and Blue Economy with considerations for gender and blue justice.

3.8 Make recommendations for enhancement and expansion of the existing value chains in the context of seafood market forms and packaging that meet consumer preferences and improve quality, marketability, and value of seafood products.

3.9 Make policy recommendations that will foster an enabling environment for the growth of seafood value chains inclusive of gender equality, women empowerment, youths, indigenous people, and vulnerable groups.

3.10 The identification of opportunities for new value chains will also consider building resilience to climate change and capacity to deal with external shocks like COVID 19.

3.11 Map the institutional requirements, infrastructural policy, legislative aspects, capital needs, and the framework to foster and implement capacity-building mechanisms, such as training and strengthening awareness programs necessary to implement strategies towards inclusive and sustainable value chains.

3.12 Make qualifying statements and/or recommendations for the selection of the most promising value chains to be optimized in all countries.

3.13 Consult with the CRFM/PMU and be informed of the Environmental and Social Safeguards (ESS) triggered by the BE: CLME+ Project and identify where value chain implementation may be in violation of ESS and make specific recommendations to ensure value chain compliance with ESS. In the identification of opportunities for new value chains ensure these comply with the ESS triggered by the BE: CLME+ Project. 3.13 This consultancy must engage with partners of the BE: CLME+ Project, including but not limited to Central American Fisheries and Aquaculture Organization (OSPESCA), PROCARIBE+ Project (both of whom are involved with traceability work in the fisheries sector), and the National Fisheries Authorities who have made varying degrees of progress in value chain analyses at the national level.

3.14 In coordination with the CRFM/PMU, organize and convene virtual national workshops in each project country and a virtual regional workshop to present the results of the value chain assessments and to discuss synergies with other national and regional activities and projects to avoid duplication and more efficient use of resources.

3.15 Develop at least one (1) communication and visibility material for each country plus one which integrates the results in all countries for regional dissemination considering the national language of each country. These materials will be submitted to the CRFM/PMU for review, vetting of content, and onward communication via the CRFM's Knowledge Management and Information System and broader regional network.

#### **4.0 Expected Outcomes and Deliverables.**

4.1 The consultant(s) are expected to deliver the following products:

Product 1: an Inception Report detailing activities, milestones, timeline, and a robust methodology to carry out the assignment.

Product 2: Draft Report – Analysis of Existing Value Chains meeting the requirements as expressed in Section 3 of these Terms of Reference.

Product 3: Draft Report – Identification of Opportunities for New Value Chains meeting the requirements as expressed in Section 3 of these Terms of Reference.

Product 4: Final Report - Analysis of Existing Value Chains and Final Report - Identification of Opportunities for New Value Chains meeting the requirements as expressed in Section 3 of these Terms of Reference.

Product 5: Materials consistent with Section 6.0 of these Terms of Reference.

## 5.0 Project Schedule and Milestones.

Deliverable	Date	Payments
Product 1: Inception Report	0.5 month after contract signature	10% of contract value
Product 2: Draft Report – <u>Analysis of Existing Value Chains</u>	4.0 months after contract signature	40% of contract value
Product 3: Draft Report – <u>Identification of Opportunities for New Value Chains</u>	5.0 months after contract signature	20% of contract value
Product 4: Final Report - <u>Analysis of Existing Value Chains</u> Final Report - <u>Identification of Opportunities for New Value Chains</u>	8.0 months after contract signature	30% of contract value
Product 5: Materials consistent with Section 6.0 of Terms of Reference		

## 6.0 Reporting Requirements.

6.1 The consultant will present the deliverables following the schedule established in section 5 of these terms of reference. The deliverables must include reports in Word, PowerPoint presentation, and other documents used as the basis of the analysis (including other formats such as Excel spreadsheets, etc. as applicable) and a folder with the list of bibliographic references used to develop the analysis. All materials must be delivered in English and in Spanish, in the case of materials used to assess value chains in Panama. Product 4 must be delivered in both English and Spanish. All reports, studies, plans, drawings, source code, technical data, specifications, and any other material prepared by or worked upon by the consultant exclusively for the CRFM under this Agreement are the sole and exclusive property of the CRFM and as such the CRFM has exclusive title, rights, and interest in all such material including the right of dissemination, reproduction, and publication. The consultant will also work closely with the Regional Project Coordinator and the Seafood Value Chain Specialist of the BE: CLME+ Project on the assignment.

## 7.0 Acceptance Criteria.

7.1 Payments will be authorized once the CRFM accepts the products specified by the TOR. The CRFM will have up to three weeks to provide written comments/recommendations to the consultant(s) reports. Unless previously determined, the CRFM will generally accept the deliverables once the consultant or consulting firm confirms the following: (i) receipt and additional inclusion of comments/recommendations in a revised version and (ii) provision of date for presentation of the revised versions of the submitted deliverables. The consultant(s) are expected to include these comments two weeks after receipt.

## 8.0 Consultant's Effort and Required Skills

8.1 Applicants should meet the following requirements:

- At least a Master's Degree in Value Chains Management, Fisheries Economics, Agricultural Economics, Agri-business Management, Natural Resource Economics, Fisheries Resources Management, or other relevant and related field.
- Training in value chains, investment analysis, finance, marketing, business planning, management, or economics, or trade will be an asset.
- Minimum of 5 years' experience in fisheries value chain analysis, agricultural economics, or business and marketing analysis of food products.
- Experience in consultancy work related to value chains, market analysis and feasibility, fisheries management plans, and public private partnerships, in relation to food products.
- Experience in facilitating regional stakeholder meetings or discussions.
- Experience working with resource users across marine-related sectors, especially in the fisheries, protected areas, tourism, recreational fisheries, and maritime transport.
- Ability to work with senior government officials, non-governmental organizations (NGOs), and local communities.
- A good understanding of dynamics of the fishery sector, markets, trade, fisheries management, eco-systems-approach to fisheries, and blue economy.
- Work experience in any of the project countries or within the region.

## 9.0 Application and Selection Procedure.

9.1 Interested consulting firms are invited to submit their Technical and Financial Proposal outlining observations on these Terms of Reference, understanding of the objectives of the assignment, details of methodology to be applied, proposed work plan and timeline, personnel to be involved, skills and Curriculum Vitae of all proposed team members, declaration of availability, declaration of no conflict of interest, and tax-inclusive price proposal with details of professional fees for team members, logistics, travel, printing, and all other associated costs.

9.2 Technical and Financial Proposals will be evaluated using a Quality and Cost-Based Selection procedure, in which the Technical Proposal can be awarded a maximum of 70% of the evaluation score and price a maximum of 30% of the evaluation score.

9.3 Please submit your application in PDF format by **19<sup>th</sup> July 2024** to [delmar.lanza@crfm.int](mailto:delmar.lanza@crfm.int) and [secretariat@crfm.int](mailto:secretariat@crfm.int).