

IDB635-780/10

Guyana

AGRICULTURAL EXPORT DIVERSIFICATION PROGRAM

A (agriculture)

CONSULTANCY SERVICES FOR THE PREPARATION OF AGRIBUSINESS PLANS

Loan # 1929/BL-GY

Request for expressions of interest

Deadline: 11 August 2010

The Ministry of Agriculture received financing from the Inter-American Development Bank towards the cost of executing the Agricultural Export Diversification Program, and intends to apply part of the proceeds for consulting services for the preparation of agribusiness plans.

Under the Private Sector Entrepreneurship into Agribusiness Component, support will be provided to each member of the Cluster Working Groups (comprising private sector agribusiness investors) to prepare their business plans and for the implementation of these plans. A business plan must be declared feasible, through criteria applied by the Ministry of Agriculture, before support for its implementation is provided through the Program.

The objective of the consultancy services is to prepare agribusiness plans for members of the Working Groups of the Fruits and Vegetables, the Livestock and the Aquaculture Clusters, which will then be assessed to determine its eligibility for implementation, hence benefit from support provided by government.

The services will consist of: (I) the development of agribusiness concepts/ideas and preparation of agribusiness plans for the development of agribusiness chains in Fruits and Vegetables, Livestock and Aquaculture sub-sectors; (II) the inclusion of the assessment and presentation of the following factors in the preparation of the agribusiness plans: (a) history of the business entity, organizational structure, the nature and complexity of the particular business functions, background, past performance and development potential, (b) agribusiness product/service mix and production plan, (c) market(s) it attempted to serve, (d) enterprise competitiveness factors (e.g. cost structure, innovation, compliance to quality standards for target products and markets), (e) marketing goals/objectives, (f) manufacturing, processing or operational characteristics, (g) management features, (h) financial projections and related parameters, (i) human resources plan; (III) the close collaboration with the management of the entities whose business plans are being prepared, to capture their insights and perspectives; and (IV) provide guidelines for implementing their new ventures.

The consultant will be expected to work primarily with Public Sector Working Groups established for each of the Clusters (Fruits and Vegetables, Livestock and Aquaculture) and the Ministry of Agriculture.

The consultancy team will be based in Georgetown, Guyana with back-office and networking support from the consulting firm or specialized agency. The expected starting date for the consulting services is the third quarter in 2010, for an estimated period of 15 months.

The consultant must possess expertise in: (i) private sector development; (ii) agribusiness development; (iii) preparation of agribusiness plans; (iv) execution of agribusiness plans; (v) the basic requirements for non-traditional tropical exports, preferably in livestock, fruits and vegetable and aquaculture sub-sectors; (vi) experience designing and implementing public-private partnerships schemes for productive infrastructure and land; and (vii) working experience in the Caribbean or countries similar to Guyana.

The government of Guyana now invites eligible consultancy firms or specialized agencies to indicate their interest in providing the services as required. Each interested consultant must submit information establishing their qualifications and expertise in the preparation of agribusiness plans for mentioned three clusters (including experience, brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Consultants may associate to enhance their qualifications.

A shortlist of consultancy firms or specialized agencies will be selected in accordance with the procedures set out in the IDB: <I>Policies for the Selection and Contracting of Consultants financed by the Inter-American Development Bank</I>, current edition. The shortlist of consultants will be invited to submit technical and financial proposals for the preparation of the agribusiness plans.

Three printed copies and one electronic copy (in PDF) of the Expression of Interest should be placed in an envelope labelled: "Agricultural Export Diversification Program (LO 1929/BL-GY): Expressions of Interest for the Preparation of Agribusiness Plans", and should be submitted to the address below by 11 August 2010 at 9:00 hours. Submissions should be made in English. Enquiries may be directed to the Director, ASDU of the same address.

Ministry of Agriculture
The Permanent Secretary
Regent & Vlissengen Roads
Georgetown, Guyana
Tel: (592) 227- 3752
Fax: (592) 225-9362
E-mail: asdumoa@yahoo.com