

CHILE

CH-T1247

DEVELOPMENT OF A PROPOSAL FOR THE LEGAL STRUCTURE AND GOVERNANCE OF AN ENVIRONMENTAL FUND FOR THE CONSERVATION OF BIODIVERSITY IN CHILE. TERMS OF REFERENCE

1. Background and Justification

- 1.1. Chile is a signatory country to various agreements related to the protection of the environment at the international level, such as the Convention on Biological Diversity, the Paris Agreement on Climate and the Sustainable Development Goals. The sustainable use of natural capital is of vital importance for the fulfillment of the international commitments that the Chilean State has acquired, the national development strategies and the means of subsistence of the local population.
- 1.2. In its updated Nationally Determined Contribution (NDC), presented in April 2020, Chile included various commitments related to Biodiversity conservation. It is mentioned that, in the implementation of measures to comply with the NDC, the application of nature-based solutions will be favored, and the updating of the biodiversity adaptation plan to climate change is committed. In terms of marine protected areas (MPAs), the country has 42% of its exclusive marine protected economic zone, and the NDC commits to increasing them, especially in underrepresented eco-regions. The country also commits that all MPAs will have management plans and that these will be in implementation by 2030. Regarding coastal wetlands, the NDC commits the protection of 20 coastal wetlands by 2025, and ten additional coastal wetlands by 2030. As for to peatlands, by 2025 the creation of a national inventory is committed, and by 2030 the development of indicators for the evaluation of the adaptation and mitigation capacity of peatlands. Regarding forests, it is committed to afforesting 200,000 hectares of forests by 2030 and the sustainable management and recovery of 200,000 hectares of native forests by 2030.
- 1.3. Likewise, the National Strategy and Plan of Action on Biological Diversity (EPANDB) adopted in 2018, also seeks to: 1) promote the sustainable use of biodiversity for human well-being, reducing threats to ecosystems and species; 2) increase awareness, participation, information and knowledge about biodiversity, as a basis for human well-being; 3) establish strong institutions, good governance and the equitable sharing of benefits derived from biodiversity; 4) include biodiversity objectives in public and private sector policies, plans and programs; and 5) protect and restore biodiversity and its ecosystem services.
- 1.4. At the legislative level, Congress is discussing the bill that creates the Biodiversity and Protected Areas Service (SBAP), under the Ministry of the Environment (MMA). In the event that the project is approved in its current version, the SBAP will be the main public body in charge of the conservation of biodiversity in the country, going to manage all the protected areas of the State, which are currently dispersed under the administration from five different ministries.
- 1.5. To promote the different efforts related to the conservation of biodiversity, the Ministry of the Environment (MMA) is exploring alternatives for the design of innovative instruments for the conservation of biodiversity in Chile, also considering the potential creation of an environmental fund, which initially would focus on marine protected areas.
- 1.6. In this context, it is necessary to evaluate different legal structures of

environmental funds implemented in the world, and to propose an appropriate and feasible legal and governance structure for Chile, supporting the effective management of protected areas in Chile, ensuring that biological diversity reservoirs can conserve the natural capital of the country and become engines towards sustainable development.

2. Objectives

2.1. The general objective of these terms of reference is:

Propose a legal and governance structure for an environmental fund in Chile that contributes to channeling resources for the conservation of biodiversity and fulfilling Chile's commitments in this regard.

3. Scope of Services

3.1. The scope of the services for these terms of reference will focus on the analysis of international and national initiatives regarding legal and governance structures for environmental funds dedicated to the conservation of biodiversity, proposing an appropriate structure for the case of Chile.

4. Key Activities

The chosen company will carry out the following key activities:

- 4.1. Initial meeting of objectives and scopes with the MMA team and the IDB.
- 4.2. Review different legal mechanisms and their governance in environmental funds dedicated to the conservation of biodiversity that exist worldwide.
- 4.3. Analyze the current institutional framework of different structures for the conservation of biodiversity and protected areas in Chile, both at the public and private levels.
- 4.4. Review existing legal framework in Chile for the creation of environmental funds.
- 4.5. Interviews with international and national experts in the field.
- 4.6. Develop a proposal for a legal and governance structure for an environmental fund in Chile, including the fund's bylaws and manuals necessary for its operation, as well as the steps to establish it.

5. Expected Outcome and Deliverables

- 5.1. **PRODUCT 1:** A work plan that details the activities and milestones, as well as a methodology to carry out all the activities of this consultancy.
- 5.2. **PRODUCT 2:** A report that evaluates different legal and governance mechanisms of environmental funds dedicated to the conservation of biodiversity existing worldwide, evaluating the pros and cons of the different models, and focusing on those that could potentially be applied in Chile.
- 5.3. **PRODUCT 3:** A comparative report of current legal and governance mechanisms for conservation financing in Chile. This report will include legal structure options that do not currently exist in Chile but are possible according to the current legal framework and experiences in other countries.
- 5.4. **PRODUCT 4:** A report with a preliminary proposal for the legal structure and governance of the environmental fund in Chile, including the analyzes carried out to carry out the proposal and interviews with experts.
- 5.5. **PRODUCT 5:** A final report with the proposal

6. Project Schedule and Milestones

Deliverable	Date	Description
Product 1	0.5 months after signing the contract	See 5.1
Product 2	2 months after signing the contract	See 5.2
Product 3	4 months after signing the contract	See 5.3
Product 4	6 months after signing the contract	See 5.4
Product 5	8 months after signing the contract	See 5.5.

- 6.1. A final document will be sent no later than 10 months after the contract start date, for acceptance by the IDB.

7. Reporting Requirements

- 7.1. The consultants will present their deliverables in accordance with the schedule established in section 6 of these Terms of Reference.

8. Acceptance Criteria

- 8.1. Acceptance of the deliverables must be given by the IDB when all the comments received during the review process are included in the reports presented. Once approved, the IDB will disburse the payments.

9. Other Requirements

- 9.1. The company must ensure that the proposed team of experts includes personnel with advanced knowledge and experience working in the relevant national context with respect to biodiversity conservation. At least the following professional skills are required:
- 9.2. Specialist in legal issues on biodiversity conservation: at least 10 years of proven professional experience leading relevant studies on biodiversity conservation in Chile.
- 9.3. Knowledge of legal and governance mechanisms for biodiversity conservation, both with the public and private sector and with civil society. Experience working in Chile, or in other countries that have environmental funds dedicated to biodiversity conservation, must be demonstrated.
- 9.4. Expert knowledge of the legal framework in Chile, considering restrictions for the different proposed structures.
- 9.5. Experts should be up-to-date on technical, political and economic topics / debates related to biodiversity conservation and climate change, including but not limited to: the Convention on Biological Diversity, the Paris Climate Agreement and the Goals of Sustainable Development; UNFCCC mechanisms, previous POPs, and major international agreements on climate and biodiversity conservation; political, economic, social and environmental situation of Chile with respect to the conservation of biodiversity and climate change; Chilean NDC and other commitments.

10. Monitoring and Reports

The Sustainable Development and Climate Change Sector of the IDB, through the

Climate Change and Sustainability division, will have technical responsibility for the execution of this work order, as well as the approval of the deliverables prepared by the firm (s). consultant (s). Prior to approval, the IDB will confirm compliance with each deliverable by the MMA team. On behalf of the IDB, the technical coordination and leadership of this consultancy rests with the IDB Consultant Cristian Salas (CSD / CCS), in coordination with the IDB Specialist Gregory Watson (CSD / CCS).

11. Schedule of Payments

Payment Schedule	
Deliverables	%
1. Product 1	10%
2. Product 2	20%
3. Product 3	20%
4. Product 4	20%
5. Product 5	30%
TOTAL	100%

CHILE

CH-T1247

EXPERTS ADVISORY SERVICES FOR DEVELOPMENT OF OVERLAPPING FINANCIAL MECHANISMS TO CHANNEL RESOURCES FOR BIODIVERSITY CONSERVATION IN CHILE.

TERMS OF REFERENCE

1. Background and Justification

- 1.1. Chile is a signatory to a number of agreements on environmental protection at the international level, such as the Convention on Biological Diversity, the Paris Agreement on Climate and the Sustainable Development Goals. The sustainable use of natural capital is of vital importance for the fulfilment of the international commitments that the Chilean State has acquired, national development strategies and livelihoods of the local population.
- 1.2. In its updated Nationally Determined Contribution (NDC), presented in April 2020, Chile included several biodiversity conservation commitments. It is mentioned that, in the implementation of measures for compliance with the NDC, the implementation of nature-based solutions will be encouraged, and the updating of the plan to adapt to climate change in biodiversity is committed. In terms of marine protected areas (AMP), the country has 42% of its exclusive marine protected economic zone, and in the NDC commits to increase them, especially in underrepresented eco-regions. The country also commits that all AMPAs will have management plans and that they will be in implementation by 2030. About coastal wetlands, the NDC commits the protection of 20 coastal wetlands by 2025, and ten additional coastal wetlands by 2030. As regards peatlands, by 2025 the creation of a national inventory is committed, and by 2030 the development of indicators for the assessment of peatland adaptation and mitigation capacity. Regarding forests, it is committed to forging 200,000 hectares of forests by 2030 and the sustainable management and recovery of 200,000 hectares of native forests by 2030.
- 1.3. Likewise, the National Biodiversity Strategy and Action Plan (EPANDB) adopted in 2018 also seeks to: 1) promote the sustainable use of biodiversity for human well-being, reducing threats to ecosystems and species; (2) increase awareness, participation, information and knowledge about biodiversity, as a basis for human well-being; (3) establish strong institutions, good governance and equitable sharing of biodiversity benefits; (4) include biodiversity objectives in public and private sector policies, plans and programmes; 5) protect and restore biodiversity and its ecosystem services.
- 1.4. At the legislative level, Congress is discussing the bill that creates the Biodiversity and Protected Areas Service (SBAP), under the Ministry of environment (MMA). Should the project be approved in its current version, SBAP will be the main public body responsible for biodiversity conservation in the country, moving on to administering all protected areas of the State, which are currently dispersed under the administration of five different ministries.

- 1.5. To enhance the various efforts related to biodiversity conservation, the Ministry of the Environment (MMA) is exploring alternatives for the design of innovative instruments for biodiversity conservation in Chile, also considering a potential creation of an environmental fund, which would initially focus on marine protected areas.
- 1.6. In this context, it is necessary to understand the magnitude of resource needs, review evidence and propose financial mechanisms for the effective management of protected areas in Chile, ensuring that biodiversity reservoirs can conserve the country's natural capital and become engines towards sustainable development.

2. Objectives

- 2.1. The general objective of these terms of reference is to:

Dim to provide the necessary resources for the financing of biodiversity conservation in Chile in accordance with its commitments, and to analyze and propose different financial mechanisms to channel these resources.

3. Scope of Services

- 3.1. The scope of services for these terms of reference will focus on the analysis of international and national initiatives on financial mechanisms for biodiversity conservation.

4. Key Activities

The chosen company will carry out the following key activities:

- 4.1. Initial meeting of objectives and scopes with MMA team and IDB.
- 4.2. Approximate estimate of resources needed for the financing of biodiversity conservation in Chile, considering the country's commitments.
- 4.3. Review different financial mechanisms for biodiversity conservation that exist globally.
- 4.4. Analyze current financing systems for biodiversity initiatives and protected areas in Chile, both publicly and privately.
- 4.5. Develop proposals from at least 4 financial mechanisms to channel financing for biodiversity conservation in Chile. Resource needs to meet commitments and public and private sector participation in funding sources should be considered. Recommended mechanisms should include a cost-benefit analysis, potential for mobilizing resources, feasibility, and steps to implement them. Particular attention should be paid to those who can operate with a new environmental fund.

5. Expected Outcome and Deliverables

- 5.1. **Product 1:** A work plan detailing the activities and milestones, as well as a methodology to carry out all the activities of this consultancy.
- 5.2. **Product 2:** A report estimates of resource needs for biodiversity conservation financing in Chile, including the analysis and methodology used to make the estimate.
- 5.3. **Product 3:** A report evaluating different global biodiversity financing mechanisms, focusing on those that could potentially be implemented in Chile.
- 5.4. **Product 4:** A report analyzing different current conservation financing mechanisms in Chile, focusing on those with the greatest potential for escalation.

- 5.5. **Product 5:** detailed report that integrates the above analyses, proposing the financial mechanisms to be scaled or created, with the suggested steps to put it into practice.

6. **Project Schedule and Milestones**

Deliverable	Date	Description
Product 1	0.5 months after signing the contract	See 5.1
Product 2	2 months after signing the contract	See 5.2
Product 3	4 months after signing the contract	See 5.3
Product 4	6 months after signing the contract	See 5.4
Product 5	8 months after signing the contract	See 5.5.

- 6.1. **Final Document:** A final document will be sent no later than 10 months after the contract start date, for acceptance by the IDB.

7. **Reporting Requirements**

- 7.1. Consultants shall submit their deliverables in accordance with the schedule set out in section 6 of these Terms of Reference.

8. **Acceptance Criteria**

- 8.1. Acceptance of deliverables should be given by the IDB when all comments received during the review process are included in the reports submitted. Once approved, the IDB will disburse payments.

9. **Other Requirements:**

- 9.1. The company must ensure that the proposed team of experts includes staff with advanced knowledge and experience working in the relevant national context with respect to biodiversity conservation. At least the following professional skills are required:
- Specialist in financial issues on biodiversity conservation: at least 10 years of proven professional experience leading relevant studies on biodiversity conservation in Chile.
 - Knowledge in financial mechanisms for biodiversity conservation, both with the public and private sectors and with civil society. Experience should be demonstrated working in Chile, or in other countries with implemented mechanisms.
 - General knowledge of the legal framework in Chile, considering restrictions for the various proposed mechanisms.
- 9.2. Experts should be up-to-date on technical, political and economic issues/debates related to biodiversity conservation and climate change, including but not least: the Convention on Biological Diversity, the Paris Agreement on Climate and the Sustainable Development Goals; UNFCCC mechanisms, prior COPs and important

international agreements on climate and biodiversity conservation; Chile's political, economic, social and environmental situation with respect to biodiversity conservation and climate change; Chilean NDC and other commitments.

10. Supervision and Reporting

10.1. The IDB's Sustainable Development and Climate Change Sector by the Climate Change and Sustainability Division will have technical responsibility for the implementation of this work order, as well as for the approval of deliverables prepared by the consulting firm(s). Prior to approval, the IDB shall confirm compliance with each deliverable by the MMA team. On behalf of the IDB, the technical coordination and leadership of this consultancy rests with IDB Consultant Cristian Salas (CSD/CCS), in coordination with IDB Specialist Gregory Watson (CSD/CCS).

11. Schedule of Payments

11.1. The delivery of the products and the corresponding payments shall be scheduled as follows:

Payment Schedule	
Deliverables	%
1. Product 1	10%
2. Product 2	20%
3. Product 3	20%
4. Product 4	20%
5. Product 5	30%
TOTAL	100%

CHILE

CH-T1247

CONSULTING FOR A STUDY OF SUSTAINABLE LIVELIHOODS AND OBTAINING INPUTS FOR THE COMMUNICATIONS STRATEGY OF THE ENVIRONMENTAL FUND.

TERMS OF REFERENCE

1. Background and Justification

- 1.1. Chile is a signatory to a number of agreements on environmental protection at the international level, such as the Convention on Biological Diversity, the Paris Agreement on Climate and the Sustainable Development Goals. The sustainable use of natural capital is of vital importance for the fulfilment of the international commitments that the Chilean State has acquired, national development strategies and livelihoods of the local population.
- 1.2. In its updated Nationally Determined Contribution (NDC), presented in April 2020, Chile included several biodiversity conservation commitments. It is mentioned that, in the implementation of measures for compliance with the NDC, the implementation of nature-based solutions will be encouraged, and the updating of the plan to adapt to climate change in biodiversity is committed. In terms of marine protected areas (AMP), the country has 42% of its exclusive marine protected economic zone, and in the NDC commits to increase them, especially in underrepresented eco-regions. The country also commits that all AMPAs will have management plans and that they will be in implementation by 2030. About coastal wetlands, the NDC commits the protection of 20 coastal wetlands by 2025, and ten additional coastal wetlands by 2030. As regards peatlands, by 2025 the creation of a national inventory is committed, and by 2030 the development of indicators for the assessment of peatland adaptation and mitigation capacity. Regarding forests, it is committed to forging 200,000 hectares of forests by 2030 and the sustainable management and recovery of 200,000 hectares of native forests by 2030.
- 1.3. Likewise, the National Biodiversity Strategy and Action Plan (EPANDB) adopted in 2018 also seeks to: 1) promote the sustainable use of biodiversity for human well-being, reducing threats to ecosystems and species; (2) increase awareness, participation, information and knowledge about biodiversity, as a basis for human well-being; (3) establish strong institutions, good governance and equitable sharing of biodiversity benefits; (4) include biodiversity objectives in public and private sector policies, plans and programmes; 5) protect and restore biodiversity and its ecosystem services.
- 1.4. At the legislative level, Congress is discussing the bill that creates the Biodiversity and Protected Areas Service (SBAP), under the Ministry of environment (MMA). Should the project be approved in its current version, SBAP will be the main public body responsible for biodiversity conservation in the country, moving on to administering all protected areas of the State, which are currently dispersed under the administration of five different ministries.

- 1.5. To enhance the various efforts related to biodiversity conservation, the Ministry of the Environment (MMA) is exploring alternatives for the design of innovative instruments for biodiversity conservation in Chile, also considering a potential creation of an environmental fund, which would initially focus on marine protected areas.
- 1.6. In this context, it is necessary to understand the magnitude of resource needs, review evidence and propose financial mechanisms for the effective management of protected areas in Chile, ensuring that biodiversity reservoirs can conserve the country's natural capital and become engines towards sustainable development.

2. Objectives

The general objective of these terms of reference is to:

- 2.1. Propose priority lines to promote sustainable livelihoods through the environmental fund and generate inputs for a communications strategy that shows benefits of creating an environmental fund.

3. Scope of Services

- 3.1. The scope of services for these terms of reference will focus on consultation processes with communities and actors related to the environmental fund, as well as the generation of inputs for a generation communications strategy to support the creation of the fund.

4. Key Activities

The chosen company will carry out the following key activities:

- 4.1. Initial meeting of objectives and scopes with MMA team and IDB.
- 4.2. Propose a prioritization of communities, social organizations, and relevant actors to conduct consultations for the study of sustainable livelihoods and to obtain inputs for communications strategy to promote support for the creation of a fund.
- 4.3. Propose a methodology through participatory workshops to obtain the information necessary to develop study and identify positive attributes of an environmental fund.
- 4.4. Define the communities and social organizations that will be invited to workshops, along with the dates and places where they will be developed. In the current context, workshops can be developed in a virtual way.
- 4.5. Validate with IDB and MMA equipment the design of workshops(online),, including instructional development and results systematization.
- 4.6. Implementation of workshops aimed at obtaining inputs for the study of sustainable livelihoods and communications strategy for the creation of the fund. The company must provide all the materials and resources necessary for the implementation of workshops.
- 4.7. Systematization of the workshops carried out, focusing on information relevant to the study of sustainable livelihoods and communications strategy.

5. Expected Outcome and Deliverables

- 5.1. **PRODUCT 1:** A work plan detailing the activities and milestones, as well as a methodology to carry out all the activities of this consultancy.

- 5.2. **PRODUCT 2:** Anon-proposal with number of workshops, actors identified for the workshops, and a proposed methodology develop the workshops with relevant communities and actors.
- 5.3. **PRODUCT 3:** A report summarizing the activities carried out and the results of the workshops, including a list of participants. This report should also include a preliminary outline of the study of sustainable livelihoods and define the positive attributes of an environmental fund identified in the workshops.
- 5.4. **PRODUCT 4:** A preliminary report of sustainable livelihood study and input systematization for an environmental fund communications strategy.
- 5.5. **PRODCUT 5:** A final report with the final and revised proposal.

6. Project Schedule and Milestones

Deliverables	Date	Description
Product 1	0.5 months after signing the contract	See 5.1
Product 2	2 months after signing the contract	See 5.2
Product 3	4 months after signing the contract	See 5.3
Product 4	6 months after signing the contract	See 5.4
Product 5	8 months after signing the contract	See 5.5.

- 6.1. **Final Document:** A final document will be sent no later than 10 months after the contract start date, for acceptance by the IDB.

7. Reporting Requirements

- 7.1. Consultants shall submit their deliverables in accordance with the schedule set out in section 6 of these Terms of Reference.

8. Acceptance Criteria

- 8.1. Acceptance of deliverables should be given by the IDB when all comments received during the review process are included in the reports submitted. Once approved, the IDB will disburse payments.

9. Other Requirements

- 9.1. The company must ensure that the proposed team of experts should include staff with advanced knowledge and experience working in the relevant national context regarding biodiversity conservation and consultation in relevant national and regional processes on environmental issues or climate change. At least the following professional skills are required:
 - Specialist in public consultations on environmental issues: at least 10 years of proven professional experience leading relevant public consultations on environmental
 - issues (ideally climate change) in Chile, both with the public and private sector and with civil society (ideally with NGOs). Experience must be

demonstrated working in the different regions of Chile. The knowledge of local actors and their priorities will be considered a plus.

- 9.2. Experts should be up-to-date on technical, political and economic issues/debates related to biodiversity conservation and climate change, including but not least: the Convention on Biological Diversity, the Paris Agreement on Climate and the Sustainable Development Goals; UNFCCC mechanisms, prior COPs and important international agreements on climate and biodiversity conservation; Chile's political, economic, social and environmental situation with respect to biodiversity conservation and climate change; Chilean NDC and other commitments.

10. Schedule of Payments

- 10.1. The delivery of the products and the corresponding payments shall be scheduled as follows:

Payment Schedule	
Deliverables	%
1. Product 1	10%
2. Product 2	20%
3. Product 3	20%
4. Product 4	20%
5. Product 5	30%
TOTAL	100%

CHILE**CH-T1247****PROPOSAL FOR THE BUSINESS AND MANAGEMENT MODEL OF THE CAPE FURNACE SUB-ANASTARTIC CENTER, AS A SCIENTIFIC PLATFORM, TRANSFER AND LOGISTICAL SUPPORT FOR THE CAPE FURNACE BIOSPHERE RESERVE****TERMS OF REFERENCE****1. Background and Justification**

In its updated Nationally Determined Contribution (NDC), presented in April 2020, Chile included a number of biodiversity conservation commitments. It is mentioned that, in the implementation of measures for compliance with the NDC, the implementation of nature-based solutions will be encouraged, and the updating of the plan to adapt to climate change in biodiversity is committed. In terms of marine protected areas (AMP), the country has 42% of its exclusive marine protected economic zone, and in the NDC commits to increase them, especially in underrepresented eco-regions. The country also commits that all AMPAs will have management plans and that they will be in implementation by 2030. Regarding coastal wetlands, the NDC commits the protection of 20 coastal wetlands by 2025, and ten additional coastal wetlands by 2030. As regards peatlands, by 2025 the creation of a national inventory is committed, and by 2030 the development of indicators for the assessment of peatland adaptation and mitigation capacity. About forests, it is committed to forging 200,000 hectares of forests by 2030 and the sustainable management and recovery of 200,000 hectares of native forests by 2030.

Likewise, the National Biodiversity Strategy and Action Plan (EPANDB) adopted in 2018 also seeks to: 1) promote the sustainable use of biodiversity for human well-being, reducing threats to ecosystems and species; (2) increase awareness, participation, information and knowledge about biodiversity, as a basis for human well-being; (3) establish strong institutions, good governance and equitable sharing of biodiversity benefits; (4) include biodiversity objectives in public and private sector policies, plans and programs; 5) protect and restore biodiversity and its ecosystem services

At the legislative level, Congress is discussing the bill that creates the Biodiversity and Protected Areas Service (SBAP), under the Ministry of environment (MMA). Should the project be approved in its current version, SBAP will be the main public body responsible for biodiversity conservation in the country, moving on to administering all protected areas of the State, which are currently dispersed under the administration of five different ministries.

To enhance the various efforts related to biodiversity conservation, the Ministry of the Environment (MMA) is exploring alternatives for the design of innovative instruments for biodiversity conservation in Chile, also considering a potential creation of an environmental fund, which would initially focus on marine protected areas.

The *Cabo de Hornos Center* is the scientific, logistical and transfer platform to integrate conservation with sustainable economic and social development in a large marine-terrestrial protected area (PA) of more than 20 million hectares [ha] located in the extreme south of Chile. This PA includes the *Cabo de Hornos Biosphere Reserve* (RBCH, 2 million terrestrial ha and almost 3 million marine ha, created in 2005 and with the First Decade Report approved in 2017) and the new Diego Ramírez Islands Marine Park- Drake Pass

(PM-DRPD, 14.2 million ha, whose creation became official in 2019). IDB technical assistance will allow the Basic Technical - Scientific Report to be presented to expand the RBCH to configure a single unit with the PM-DRPD. This expansion will consolidate a marine-terrestrial AP to more than 2.33 million ha under a unified figure, which is consistent with UNESCO's Natural Capital criteria and MaB Program to integrate biocultural conservation and socio-economic and environmental sustainability at the southern tip of America.

For more than two decades, research and transfer led by scientists, professionals and institutions that participate in this proposal, have contributed to the national and international recognition of the ecological value of the subantarctic biodiversity of Magellan, and to the creation of the two great PAs mentioned. However, the conservation and sub-Antarctic natural capital of Magellan and its singularities face numerous threats of loss of value. Processes such as the rapid expansion of invasive alien species, the accelerated growth of tourism, overfishing and development models that involve processes of biocultural homogenization (excluding local populations and loss of biodiversity, among others), can generate a loss of value of a unique natural capital the planet.

Dis from 2000 a team of researchers has developed a program that has identified the value of sub-Arctic biodiversity, its regional ecosystem services and critical relevance at the planetary level for monitoring, mitigating and adapting to global climate change. At the same time, it has developed a new type of tourism called "Ecotourism with Magnifier". In northern Chile, astronomical observatories have established an international platform for cosmos research and have transferred science for the development of astronomical tourism. This complementarity between geography (south and north of Chile), scale (microcosm and macrocosm) and scientific transfer to tourism (with magnifying glasses and telescopes) offers an attractive opportunity to initiate the proposed escalation from the Natural Atural Suantherctic L Cabo de Hornos to other natural laboratories in Chile.

The Regional Government of the Magallanes and Chilean Antarctic Region recognized the relevance of this work associated with UNESCO's MaB and its projections and awarded approximately \$ 20 million to build the Cabo de Hornos Center in Puerto Williams, the provincial capital. Chilean Antarctica.

In this context, it was proposed to develop a technical assistance program to generate a business model and public-private management of the Cabo de Hornos Center that contributes to the national commitments of biodiversity conservation, and specifically generates the following results:

- (i) Articulate actors at multiple scales, from the local and national levels in Chile to the international scale, to effectively and efficiently manage the Cabo de Hornos Center,, which is based on an opportunity generated by Chilean institutions within the framework of sub-Antarctic research and transfer practices based on an innovative model that integrates conservation and human well-being.
- (ii) Identify potential national and international funding lines for the conservation of APs, considering that the *Cabo de Hornos* Center convenes a broad network of collaborators in Chile and the USA with an approach that integrates research, education, scientific tourism and conservation.
- (iii) Identify strategic alliances for escalation with national and international institutions that drive the development of multilateral collaborations for sub-Antarctic research, considering the history of projects developed with funding from public agencies in Chile (e.g. Millennium Scientific Initiative -MINECON and Basal-ANID Funding

Fund) and in the U.S. (e.g. National Science Foundation and Partners of the Americas).

- (iv) Promote the Cabo de Hornos Center and its areas of incidence as a replicable model in Chile and other regions of the world, as a strategy of conservation and environmental sustainability within the framework of the MaB Program, the implementation figure of which is the biosphere reserve.

2. Objectives

General objective: Define a business model and public-private management, innovative, sustainable, and scalable in the long term, which ensures the conservation and value of the natural capital of RBCH and PM-DRPD in the Cape Horn commune.

Specific objective:

- i. Generate a strategic vision and business model for the Cape Horn Center, which allows to leverage public, private, regional, national, and international funds, which guarantee its sustainability in the short, medium and long term.
- ii. Consolidate a figure for the protection of terrestrial and marine biodiversity in this area of the planet, still little known and little altered, through the consolidation of RBCH by applying the criteria of social, economic and environmental sustainability of UNESCO's MaB Programmed, as a pilot experience of the Cape Horns Sub-Antarctic Natural Laboratory to promote its economic and social sustainability in the southern tip of Chile.

3. Scope of Services

The selected consultant will deliver the following products to the IDB for a period of 12 months. In addition, the consultant shall take the intermediate actions necessary to comply with the main deliverables and detail them in his proposal.

A work plan to validate the activities necessary to comply with the following two central deliverables of IDB Technical Assistance - Cape Horn Center:

- 3.1. Develop a business model and private public management for the Cape Horn Center.
- 3.2. Develop the basic document to formalize the proposal of the State of Chile to UNESCO for the expansion of RBCH.

4. Products and Activities

- 4.1. Initially, a consulting work plan will be developed, defining the detailed scope of activities and deliverables, as well as the schedule of deliveries (including the roles and responsibilities of each team member).
- 4.2. **Product:** Development of a business model and private public management for the Cape Horn Center which shall at least consider:
 - a. **Strategic vision** of the Cabo de Hornos Center, which must contain a definition of the purpose, vision, mission, objectives and strategic values, including its function to guarantee the conservation and valorization of the

natural capital of the RBCH and the PAs of the Cabo de Hornos Commune that will be part of the expanded RBCH.

- b. Prepare a **Business Plan** that guarantees the economic and social sustainability of *the Cabo de Hornos Center* in the short, medium and long term and that is the main instrument for the implementation of the strategic management model. The business plan must define at least: (i) definition of the products / services that will be provided from the *Cabo de Hornos Center*, with a description of the characteristics that make them competitive and differentiate them from the competition and the physical location of their production / provision; (ii) study of potential demand for the *Cabo de Hornos Center* in its three areas of work (Education, Research and Tourism of Special Interests) and definition of target audiences (iii) Information gathering and analysis of centers similar and comparable to the *Cabo Center de Hornos*, (iv) description of the characteristics and volume of the target markets; (v) material resources necessary for the generation of products / services, including necessary process flowcharts, the necessary inputs and technologies, potential suppliers; (iv) need for personnel and proposed organizational structure, including organization chart; (vi) estimated investment, operating costs and income (the latter with clear demand projections); (vii) financial plan and financial strategy, identifying current and future sources of financing and preparing financial projections for the Cape Horn Center (which will include Internal Rate of Return, Net Present Value and other feasibility indicators); (viii) evaluation of the investments and viability of the Cape Horn Center.
- c. Design the **Public-Private Management Plan** of *the Cape Horn Center* with the capacity to attract and leverage public and private funding for the short, medium, and long term. The management plan of the Cape Horn Center should be innovative, sustainable, and scalable. The model should be based on external trends and forces that will affect the role of the *Cabo de Hornos Center* in Chilean society and globally, identify alternative futures of action and define the center's major lines of action, including scientific research, education and training, conservation and tourism linked to science and natural resources. This management plan will be the roadmap for where the Cape Horn Center needs to go and how to achieve it. In addition, it will allow to identify the main direct and indirect partners of the Centre, at national and international level, as well as the respective responsibilities and incentives necessary to generate agreements.
- d. Based on the results of the business plan, the consultant will propose a detailed action plan for the first 5 years of existence of the Cape Horn Center, covering commercial/marketing management, operational management (including people management), legal management and financial management of the Center.

4.3 Product : Preparation of the Base Document to formalize the proposal by the State of Chile to UNESCO: to expand the Cabo de Hornos Biosphere Reserve as a marine-terrestrial protected area, considered to be the southernmost in the Americas, which should at least include:

- a. Preparation, writing and draft editions of work basic technical-scientific report to be submitted by the State of Chile to UNESCO for the proposal to expand the Cape

Horn Biosphere Reserve to 23 million ha. of marine and terrestrial ecosystems with a focus on conservation and social and economic sustainability.

- b. Workshops and/or Activities to be carried out with Stakeholders according to the working strategy to review the proposal of the basic technical-scientific report for the proposal to expand the Cape Horn Biosphere Reserve.
- c. Revisions, editions, and final delivery of the basic technical-scientific report to be submitted by the State of Chile to UNESCO for the proposal to expand the Cape Horn Biosphere Reserve to 23 million ha. of marine and terrestrial ecosystems with a focus on conservation and social and economic sustainability

5. Results and Deliverables

- 5.1. Initial Deliverable 4.1. Work plan and TOC/Outline. (10% of contract).
- 5.2. Deliverable 4.1 a, b Strategic Vision and Business Plan Report, including demand study (20% of contract).
- 5.3. Deliverable 4.1c, d. Deliverable: Public-Private Management Plan and Action Plan first 5 years Cape Horn Center (20% of contract).
- 5.4. Deliverable 4.2 a Deliverable: Pre-final draft RBCH Expansion Technical-Scientific Report and Work and socialization strategy with key players (30% of the contract).
- 5.5. Deliverable 4.2 b, c Deliverable: Workshops and/or Stakeholder Activities, RBCH dissemination, Edition and final delivery of basic technical-scientific report to be submitted by the State of Chile to UNESCO for the RBCH expansion proposal (20% del of the contractor).

6. Timeline and Milestones

- 6.1. The term of the contract is 12 months, and the products will be delivered as follows if the contract with the IDB is signed.

Deliverable	Dates	Description
Initial Deliverable 4.1	Expiration 5 business days after the start of the contract.	See 4.1
Deliverable 4.2 a, b.	Deliverable 4.1 a.b advance [5] months after the start of the contract, estimated	See 4.1 a, b
Deliverable 4.2 c, d.	Deliverable 4.1 c,d Public-private management plan and Action Plan first 5 years Cape Horn Center, [10] months after the start of the contract.	See 4.1 c, d
Deliverable 4.3 a.	Deliverable 4.2 a,b [2] months after the start of the contract.	See 4.2 a
Deliverable 4.3 b,c.	Workshops and/or Stakeholder Activities, RBCH dissemination, Edition and final delivery of the basic technical-scientific report to be submitted by the State of Chile to UNESCO for the RBCH expansion proposal, [8] months	See 4.2 b,c

7. Deliverables Requirements

The consulting reports must be submitted in Spanish, with executive summaries also translated into English. Deliverables 4.1 and 4.2 must be in the form of a written report for each item following the previous deliverable program.

8. Approval Criteria

- 8.1 Each product delivered will be reviewed by the project team to verify its integrity, format, accuracy and drafting quality. In the event that corrections or more information are required, the team will contact the consultant to request appropriate adjustments and define a specific period to receive the updated document.
- 8.2 Once a deliverable has obtained final approval from the project team, the project team will request to initiate the payment process.

9. Supervision

- 9.1. The IDB's Sustainable Development and Climate Change Sector, its Climate Change and Sustainability Division, will have the technical responsibility for the implementation of this work order, as well as for the approval of deliverables prepared by the consulting firm(s). Prior to approval, the IDB shall confirm compliance with each deliverable by the MMA team. On behalf of the IDB, the technical coordination and leadership of this consultancy rests with IDB Consultant Cristian Salas (CSD/CCS), in coordination with IDB Specialist Gregory Watson (CSD/CCS).

10. Schedule of Payments

Payment terms will be based on project milestones or deliverables. The Bank does not expect to make advance payments under consulting contracts unless a significant amount of travel is required. The Bank wishes to receive the most competitive cost proposition for the services described herein.

Payments will be made in U.S. dollars on a schedule of deliveries.

Deliverables	%
Initial Deliverable 4.1	10%
Deliverable 4.2 - a, b	20%
Deliverable 4.2 - c, d	20%
Deliverable 4.3- a,	30%
Deliverable 4.3 -b,c	20%
Total	100%