

REQUEST FOR EXPRESSIONS OF INTEREST **CONSULTING SERVICES**

Selection # RG-T3519-P011

Selection Method: Simplified Competitive

Country: International

Sector: Institutions for Development

Funding – TC #: RG-T3519

Project #: ATN/CO-17772-RG

TC name: EXPERIENTIAL LEARNING OF CLUSTER DEVELOPMENT BEST PRACTICES IN SMALL AND VULNERABLE COUNTRIES

Description of Services: Consultancy to develop a robust Seaweed Mariculture Finance Scheme in Belize.

Link to TC document: <https://www.iadb.org/en/project/RG-T3519>

The Compete Caribbean Partnership Facility through Inter-American Development Bank (IDB) is executing the above-mentioned operation. For this operation, the IDB intends to contract consulting services described in this Request for Expressions of Interest.

Expressions of interest must be delivered using the IDB Portal for Bank Executed Operations (<http://beo-procurement.iadb.org/home>) by: **February 24th, 2023**, 5:00 P.M. (Washington D.C. Time).

The Compete Caribbean Partnership Facility (CCPF) is seeking a consultant to support Belize Trade and Investment Development Service (BELTRAIDE) to develop a robust Seaweed Mariculture Finance Scheme inclusive of an investment package for the development of Belize's seaweed mariculture industry in Belize. The overall objective of this project is to support increased fisheries productivity for traditional fishers and the development of seaweed Mariculture in Belize.

The consulting services ("the Services") are intended to develop sustainable farmed seaweed to heighten the sector's competitiveness by providing an investment guide for impact and other investors and will develop the framework for an investment fund for development of the sector, while promoting the Belize Seaweed story and guide effective investment targeting. The specific objectives are as follows:

1. Development of a Seaweed Mariculture Finance Scheme that includes an investment package to attract foreign direct investment and domestic investments into the industry and the development of a framework for an investment fund (seaweed mariculture development fund).
2. A comprehensive roadmap will be developed to outline sector development including production, value addition, research and development and market expansion, amongst others and the financing needed to advance development along the supply and value

chains. This roadmap will also act as a guide for all future investment promotion efforts for Belize's Seaweed Mariculture Industry.

3. In order to develop the Seaweed Mariculture Finance Scheme and all supplemental tools & mechanism, an initial assessment must be conducted to ascertain the optimal configuration of farms, related cost structure and infrastructure and potential yields and ROI associated with this.

Term: The services are expected to be delivered in a period of 4 months.

Location: Belize

Eligible consulting firms will be selected in accordance with the procedures set out in the Inter-American Development Bank: [*Policy for the Selection and Contracting of Consulting firms for Bank-executed Operational Work - GN-2765-4*](#) All eligible consulting firms, as defined in the Policy may express an interest. If the Consulting Firm is presented in a Consortium, it will designate one of them as a representative, and the latter will be responsible for the communications, the registration in the portal and for submitting the corresponding documents.

The IDB now invites eligible consulting firms to indicate their interest in providing the services described above in the draft summary of the intended Terms of Reference for the assignment. Interested consulting firms must provide information establishing that they are qualified to perform the Services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Eligible consulting firms may associate in a form of a Joint Venture or a sub-consultancy agreement to enhance their qualifications. Such association or Joint Venture shall appoint one of the firms as the representative.

To access the IDB Portal, the firms must generate a registration account, including all the data requested by the Portal. In the event that any of the information requested is not included, the firm will not be able to participate in this or any other Bank-executed selection process for operational work. If the firm has been previously registered, please validate that you have all the firm's information updated and complete before submitting an expression of interest.

Interested eligible consulting firms may obtain further information during office hours, 09:00 AM to 05:00 PM, (Washington D.C. Time) by sending an email to: Alex Sanchiz alexsa@iadb.org, cc'd to competecaribbean@iadb.org.

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IFD/CTI - Compete Caribbean Partnership Facility (CCPF)

RG-T3519-P011

TERMS OF REFERENCE

Compete Caribbean Partnership Facility (CCPF) - Consultancy to develop a robust Seaweed Mariculture Finance Scheme in Belize

ATN/CO-17772-RG-T3519

Experiential Learning of Cluster Development Best Practices in Small and Vulnerable Countries

[Web link to approved document](#)

1. Background and Justification

- 1.1 Established in 1959, the Inter-American Development Bank (“IDB” or “Bank”) is the main source of financing for economic, social and institutional development in Latin America and the Caribbean. It provides loans, grants, guarantees, policy advice and technical assistance to the public and private sectors of its borrowing countries. In 2016, IDB, the UK’s Department for International Development (DFID), the Government of Canada, the Caribbean Development Bank (CDB) and the Government of Canada have established a co-financing facility called “The Compete Caribbean Partnership Facility” (GN-2851), which is a continuation of the Compete Caribbean Program that funded over 100 private sector development projects over the period 2010-2016 in the Caribbean. These projects generated nearly 12,000 jobs, a 23% increase in exports (USD\$37M) and a 41% increase in the revenue of participating firms and clusters (USD\$153M), as well as an improvement in the business climate for some countries through policy or regulatory reforms. The purpose of the Compete Caribbean Partnership Facility (CCPF) is to drive inclusive and sustainable economic growth through greater competitiveness and innovation in the private sector of 13 Caribbean countries^[1].
- 1.2 The CCPF is currently supporting projects in The Bahamas, Barbados, Belize, Guyana, Jamaica, Trinidad and Tobago, Suriname, Antigua and Barbuda, Dominica, Grenada, St. Kitts and Nevis, Saint Lucia, and Saint Vincent & the Grenadines, which are its beneficiary countries. The ultimate goal of this Program is to contribute to the increase in the standard of living and quality of life, by enhancing the competitiveness of Caribbean countries. The program is structured into two pillars. Pillar I: Productivity and Innovation in Firms, promotes clustering, technology use and innovation in the private sector through technical assistance to business support organizations and firms. Pillar II: Business and Innovation Climate, promotes an enhanced business climate through technical assistance for legal and policy reform, institutional strengthening, public-private dialogue, and data collection.
- 1.3 The purpose of CCPF is to support the region in driving competitiveness and sustainable economic growth. The program focuses on: (i) supporting firms to grow, innovate and enter new sectors and markets; and (ii) promoting an environment that enables innovation and growth. More specifically, the CCPF’s objectives are to:

- Increase productivity in firms.
- Increase employment, particularly for women and vulnerable groups.
- Generate and sustain exports within and outside the region.
- Foster sustainable and inclusive economic growth.

1.4 The Belize Trade and Investment Development Service (BELTRAIDE) supported by The Nature Conservancy Belize (TNC) has secured a grant through the Compete Caribbean Partnership Facility, Phase 2 of Compete Caribbean, within the Inter-American Development Bank (IDB) for the development of the Belize Seaweed Mariculture Project. The overall objective of this project is to support increased fisheries productivity for traditional fishers in Belize. Furthermore, it will seek to support the development of seaweed Mariculture, maintain high product quality and ensure the effective use of channels to reach premium buyers, nationally and internationally.

1.5 These initiatives are intended to develop sustainable farmed seaweed to heighten the sector's competitiveness, support employment of fishers and empower its women and other persons in fishing communities who are being displaced by climate change impacts. The project targets various segments within the Seaweed Industry, offering immense benefits for farmers as they can capture a greater percentage of the value from producing a high-quality product using sustainable practices.

2. Objectives

2.1 The purpose of this consultancy is to procure suitably qualified individuals or firms to provide services to develop a robust Seaweed Mariculture Finance Scheme inclusive of an investment package for the development of Belize's seaweed mariculture industry. This investment package will outline opportunities for investment in the industry with accompanying return on investment and other considerations for advancement of an effective commercial and business model. It specifically seeks to establish a roadmap and guide for the development of the industry including production, value addition, research and development, market expansion to support and advance the sustainable seaweed mariculture in Belize.

2.2 The Seaweed Mariculture Finance Scheme will provide an investment guide for impact and other investors and will develop the framework for an investment fund for development of the sector, while promoting the Belize Seaweed story and guide effective investment targeting.

3. Scope of Services

The scope of services includes the following:

- 3.1 Development of a Seaweed Mariculture Finance Scheme that includes an investment package to attract foreign direct investment and domestic investments into the industry and the development of a framework for an investment fund (seaweed mariculture development fund).
- 3.2 A comprehensive roadmap will be developed to outline sector development including production, value addition, research and development and market expansion, amongst others and the financing needed to advance development along the supply and value chains. This roadmap will also act as a guide for all future investment promotion efforts for Belize's Seaweed Mariculture Industry.

- 3.3 In order to develop the Seaweed Mariculture Finance Scheme and all supplemental tools & mechanism, an initial assessment must be conducted to ascertain the optimal configuration of farms, related cost structure and infrastructure and potential yields and ROI associated with this.

4. Key activities

4.1 Initial Consultations, Review of Background Documents and Research:

- 4.1.1 Prepare an INCEPTION REPORT, which shall include a Work Plan with clear timelines aligned with Outputs and Deliverables, including the Methodology to deliver the Outputs, composition of consultancy team, the associated activities, stakeholders to be consulted, and an indicative list of main literature and/or information source to be reviewed / consulted. The inception report should also summarize the results of the desk review and the initial discussions with the key stakeholders.
- 4.1.2 The Inception Report must be presented to the SWG for feedback before the Consultant commences detailed and substantial work on the investment package and framework for the investment fund.
- 4.1.3 Participate in briefing meetings with BELTRAIDE, TNC, the Ministry of Blue Economy, the Belize Fisheries Department and other stakeholders where needed, to obtain a better understanding of the requirements of the assignment
- 4.1.4 The Consultant is required to hold initial consultations with public and private sector as necessary to obtain a full understanding of Belize seaweed Mariculture industry and the scope of development of the industry and to present the draft finance scheme.
- 4.1.5 Conduct a rapid scan of relevant stakeholder needs, financing gaps, and factors influencing investment in the sector.

4.2 Seaweed Mariculture Investment Finance Scheme - Investment Model & Package and Framework for investment Fund:

- 4.2.1 Conduct Initial assessment on feasible business model for seaweed production to inform the development of an investment packaging blueprint for Belize's seaweed mariculture industry.
- 4.2.2 Undertake a competitive analysis and assess differentiating aspects of Belize Seaweed with a view to generate investment.
- 4.2.3 Conduct interviews with key investors and investor groups in identified locations to assess key aspects relating to Belize's seaweed as a viable investment option.
- 4.2.4 Outline investment opportunities related to building, maintaining, harvesting and transporting the seaweed along with associated cost or level of investment needed.
- 4.2.5 Package Belize's seaweed for foreign direct investment and domestic investment with consideration for processing for human food, pharma & nutraceuticals, cosmetics, packaging, animal feed or for bio agronomy
- 4.2.6 Develop content communication tools to support development of Public Service Announcements, Videos, brochures, and digital marketing etc. that delivers an attractive and compelling story of Belize's seaweed Mariculture industry to investors and investor groups.
- 4.2.7 Outline a Communication and Visibility Plan that offers comprehensive recommendations for development and investment promotion for Belize's seaweed mariculture industry as a subset of the larger blue economy.

- 4.2.8 Provide a listing of investor and investor groups with accompanying approach for engagement.
- 4.2.9 Identify a comparative framework based on objectives of the investment fund, legal establishment, institutional structure, governance structure and processes, investment and exit policy, project selection criteria, due diligence processes, auditing, reporting, and other relevant parameters.

5. Expected Outcome and Deliverables

- 5.1 **PRODUCT 1:** A draft inception report, encompassing but not limited to:
 - Work plan with clear timelines aligned with outputs and deliverables
 - Methodology to deliver the outputs
 - Composition of consultancy team
 - Associated activities
 - Stakeholders to be consulted
 - Indicative list of main literature and/or information source to be reviewed / consulted
- 5.2 **PRODUCT 2:** A draft Seaweed Mariculture Finance Scheme encompassing but not limited to:
 - An assessment to inform on the optimal business model to promote to investors. This assessment will consider
 - Cost of production for optimal farming
 - Production Yields
 - Return on Investment
 - A framework for a Seaweed Industry development fund
 - An investment package to attract Foreign Direct Investment (inclusive of Impact Investors) and Domestic Investment
 - An investment promotion campaign for Belize's seaweed mariculture as a part of the larger blue economy. In addition to financial ROI, this campaign will emphasize sustainability, regenerative mariculture (agriculture), ocean restoration and climate change mitigation.
 - A communications plan for the investment promotion campaign
 - A Three -Year Action Plan for implementation of the Scheme inclusive of the fund and the campaign
- 5.3 **PRODUCT 3:** A validation workshop with key stakeholders
- 5.4 **PRODUCT 4:** Final Seaweed Mariculture Finance Scheme and delivery of a high-level presentation to a wider audience.

6. Project Schedule and Milestones

Deliverable	Date	Description
Product 1	2 weeks after signing contract	See 5.1
Product 2	8 weeks after signing contract	See 5.2
Product 3	10 weeks after signing contract	See 5.3
Product 4	12 weeks after signing contract	See 5.4

7. Reporting Requirements

- 7.1 The consulting firm will submit their deliverables according to the schedule established in section 6 of this Terms of Reference. Every deliverable must be submitted in an electronic file, and should include cover, main document, and all annexes.

- 7.2 Project Deliverables should also be submitted to the Executive Director of BELTRAIDE and the Seaweed Working Group acting as the Project Steering Committee (PSC) for review, feedback and clearance and copied to the CCPF Coordinator Pillar I Productivity and Innovation in Firms Mr. Wayne Elliot as well as CCPF Project Development Officer Mr. Alex Sanchiz.

8. Acceptance Criteria

- 8.1 The acceptance of deliverables must be given by the IDB when all comments received during the revision process are included in the submitted reports. Upon approval the IDB will disburse payments.
- 8.2 It should also be noted that reports to be generated for each output outlined in this section, inclusive of its associated Deliverables, must also receive written feedback and clearance from the SWG, prior to further advancement into the immediate next output. All the reports and contents emanating from this consultancy shall remain the property of BELTRAIDE, and are to be kept confidential, unless otherwise directed in writing by the SWG.

9. Other Requirements

- 9.1 The firm should ensure that the proposed team of experts include personnel with advanced knowledge and working experience in the relevant areas of expertise required for this assignment including:
- **Education:** a master's degree in Economics, Marketing, Business Management or a related field.
 - **Experience:** Minimum of 8 years or more experience in developing investment plans and strategies and business strategies of similar nature in developing economies.
 - **Language:** Fluency in written and spoken English
 - **Core and Technical Competencies:**
 - Experience in preparation of Communication Strategies and Stakeholder Coordination.
 - Preferably experience in the Mariculture sector; seaweed industry experience would be an asset.
 - Excellent communication skills, and ability to establish and maintain good working relationship with private sector, government and other organizations.
 - Strong facilitation and leadership skills with ability to relate to broad range of stakeholders.
 - Excellent interpersonal, written and verbal communication skills
 - Demonstrated ability in project management and facilitation skills
 - Reliable and demonstrated ability to work independently.
 - Excellent communication, writing, research, reporting, and computer skills.
 - Strong analytical and strategic thinking skills.
 - Highly developed communication skills, including the preparation of high-quality reports and the delivery of presentations.
 - Ability to maintain confidentiality and use discretion when dealing with sensitive information.
 - Ability to work under pressure, and to meet tight deadlines without compromising the quality of outputs.
 - Experience working in LAC, particularly in the Caribbean.
 - Knowledge in advising governments or institutions in attracting investments.
 - Experience working across government organizations and private sector stakeholders involved in investment.
 - Professional in investment or law, with at least 8 years of experience in investment projects and with extensive knowledge in regulatory frameworks for investment.

10. Schedule of Payments

- 10.1 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 proposal for the services described herein.
- 10.2 The IDB Official Exchange Rate indicated in the RFP will be applied for necessary conversions of local currency payments.

Payment Schedule	
Deliverable	%
1. PRODUCT 1	10%
2. PRODUCT 2	30%
3. PRODUCT 3	10%
4. PRODUCT 4	50%
TOTAL	100%

11. Opportunity Summary:

- 11.1 Type of contract and modality: Products and External Services (PEC) contractual, Lump Sum
- 11.2 Length of contract: 4 months
- 11.3 Starting date:
- 11.4 Responsible person: The Project Execution Agency is the Belize Trade and Investment Development Service (BELTRAIDE), a statutory body under the Ministry of Economic Development, Petroleum, Investment, Trade and Commerce. BELTRAIDE serves as the country's national trade promotion organization, the national investment promotion agency and is also mandated to provide Skills Training and Job Preparedness and support Enterprise Development and Entrepreneurship. The BELTRAIDE is the executing agency for this initiative with backstopping provided by The Nature Conservancy (TNC) Belize and other private and public sector entities.