



## Request for Proposals (RfP)

Consultancy Services supporting the development of the GEF-8 Full-sized Mesoamerica Forest IP child project for Guatemala, “Securing benefits for the well-being of local communities and the ecosystems of the Maya Forest and Trifinio”

### Summary

IUCN seeks the services of a consultant or firm to lead the development of a full-sized GEF project, the “*Securing benefits for the well-being of local communities and the ecosystems of the Maya Forest and Trifinio*” project (hereafter the **Guatemala Mesoamerica Forest child project**), including development and finalization of all reports and documentation including the finalized IUCN Project Document (ProDoc) and GEF CEO Endorsement Request with all required supporting annexes and documentation. The project is one of seven “child projects” that comprise the GEF-8 Mesoamerica Forest Integrated Program and that together seek to slow and reverse loss and degradation of critical remaining primary forest in the region.

The *Guatemala child project*, described in more detail in the attached TORs will target the department of Petén that is the northernmost department of Guatemala bordering Mexico and Belize, and where the Guatemalan Selva Maya forest is located. This includes large areas of primary rainforest protected through a network of 5 national parks and protected areas including Tikal National Park, Yaxha-Nakum-Naranjo National Park and Mirador Río Azul National Park, and the protected areas of Rio Escondido, Dos Lagunas and Zotz. In addition, the project will work in the Guatemala part of the Trifinio Biosphere Reserve (22,179 ha), in the transboundary water basin of the Lempa river shared with El Salvador. The project goals are to enhance management effectiveness of 528,366 ha of Protected Areas, restore 21,303ha of land and support improved landscape management practices in 52,830 ha. Through the programmatic approach outlined in Mesoamerica PFD, the Project will engage in high-level and multisectoral dialogues, including those supporting regional policy coherence, finance mobilization, awareness raising, knowledge sharing and other linkages to ensure achievement of programmatic goals.

Interested Firms/Applicants are hereby invited to submit a technical and financial proposal for the aforementioned Consultancy Services. Please read the information and instructions carefully because non-compliance with the instructions may result in disqualification of your Proposal from this Procurement.

### 1. ABOUT IUCN

IUCN is a membership Union uniquely composed of both government and civil society organisations. It provides public, private and non-governmental organisations with the knowledge and tools that enable human progress, economic development and nature conservation to take place together.

Created in 1948, IUCN is now the world’s largest and most diverse environmental network, harnessing the knowledge, resources and reach of more than 1,400 Member organisations and some 18,000 experts. It is a leading provider of conservation data, assessments and analysis. Its broad membership enables IUCN to fill the role of incubator and trusted repository of best practices, tools and international standards.

IUCN provides a neutral space in which diverse stakeholders including governments, NGOs, scientists, businesses, local communities, indigenous peoples organisations and others can work together to forge and implement solutions to environmental challenges and achieve sustainable development.

Working with many partners and supporters, IUCN implements a large and diverse portfolio of conservation projects worldwide. Combining the latest science with the traditional knowledge of local communities, these projects work to reverse habitat loss, restore ecosystems and improve people’s well-being.

## 2. REQUIREMENTS

2.1. A detailed description of the services to be provided can be found in Annex 1 (Terms of Reference)

## 3. CONTACT DETAILS

3.1. During the course of this RfP, from its publication to the award of a contract, you may not contact or discuss this procurement with any IUCN employee or representative other than the following contact. You must address all correspondence and questions to the contact, including your proposal.

IUCN Contact: Procurement Officer E-mail: [procurement.Ormacc@iucn.org](mailto:procurement.Ormacc@iucn.org)

## 4. PROCUREMENT TIMETABLE

4.1. This timetable is indicative and may be changed by IUCN at any time. If IUCN decides that changes to any of the deadlines are necessary, that will be informed.

DATE	ACTIVITY
24/07/2023	Publication of the Request for Proposals
20/08/2023	Deadline for submission of questions
24/08/2023	Deadline for submission of proposals to IUCN (" <b>Submission Deadline</b> ")
29/08/2023	Clarification and evaluation of proposals
05/09/2023	Planned date for contract award
15/09/2023	Expected contract start date

4.2. Send an email to the IUCN contact to register an email address to receive notifications or clarifications of this bidding process, bidders in turn will be able to confirm if they intend to submit a Proposal before the deadline indicated above.

4.3. IUCN reserves the right to issue responses to any question to all Bidders, unless the Bidder making the inquiry expressly requests, at the time of inquiry, that it be kept confidential. If IUCN considers the content of the question and/or the answer to be non-confidential, it will inform the Bidder, who will have the opportunity to withdraw the question.

4.4. At any time before the deadline for submitting Proposals, IUCN may amend the RFP and will send all Bidders who have notified their interest or, failing that, registered an email to receive notifications, and it will be disclosed in the media used. For this end.

4.5. If the amendment is substantial, IUCN may extend the deadline for submission of Proposals in order to allow Bidders a reasonable time to take the amendment into consideration in their proposals.

## 5. PRESENTATION OF THE PROPOSALS

5.1. The Bidder interested in submitting a Proposal must submit the following documents, in the order listed, placing:

### A. ADMINISTRATIVE REQUIREMENTS

- a. Copy of identification document or passport (in case of being a foreigner)
- b. Copy of legal invoice for fees collection.
- c. Copy of resume
- d. Letter of interest signed, indicating that the Consultant have read, understood and accept the content of these Terms of Reference. (Annex 2)
- e. Signed Declaration of Undertaking (Annex 3a)
- f. Human Resources Questionnaire filled and signed (Annex 4)

**FOR CONSULTANCY COMPANIES:**

- a. Copy of Certification of Incorporation
- b. Copy of identification document of the Legal Representative
- c. Copy of legal invoice for fees collection.
- d. Copy of resumes of the Consulting Team
- e. Letter of interest signed, indicating that the Consultant have read, understood and accept the content of these Terms of Reference. (Annex 2)
- f. Signed Declaration of Undertaking signed by the Representative of the Consulting Company or, in the case of a Consortium or group of Consultants, signed by each member indicating that they have read and understood the content of the Declaration (Annex 3b)
- g. Human Resources Questionnaire filled and signed (Annex 4)

**B. TECHNICAL PROPOSAL:**

- i. The technical proposal must address each of the criteria listed below explicitly and separately, citing the reference number of the relevant criterion (Description column).

	<b>Description</b>	<b>Information to be presented</b>	<b>Relative importance (%)</b>
1	<i>Methodology to be implemented and schedule with logical dimension of time</i>		15%
2	<i>Experience in Guatemala</i>	<i>Company Profile / CV / Responsible for the Consultancy</i>	10%
3	<i>Experience in GEF Project document elaboration</i>	<i>Company Profile / CV / Responsible for the Consultancy</i>	15%
4	<i>Experience in Environmental and Social safeguard and gender-sensitive project design</i>		20%
5	<i>Experience with tools and baseline studies identified in ToR.</i>		30%
6	<i>Familiarity with project areas</i>		10%
<b>TOTAL</b>			<b>100%</b>

- i. IUCN will evaluate the technical proposals with respect to each of the criteria indicated in point i) and their relative importance.
- ii. Proposals in any other format will significantly increase the evaluation time and therefore such proposals may be rejected at the discretion of IUCN.

- iii. When resumes (CVs) are requested, these should be from the people who will perform the specified job. Persons submitted as part of the Proposal may only be replaced with the approval of IUCN.
- iv. In the event that a company or group of consultants applies, in addition to the above information, the following must be specified:
  - Responsible for consulting
  - Composition of the consulting team, specialty of each member.
  - Role and responsibility in the activities/products of each member in accordance with the TOR

**C. FINANCIAL PROPOSAL:**

**Signed by the Proposer, indicating the value of professional services (USD) in numbers and letters.**

- i. It will be considered that the prices presented include all the costs of fees, insurance, taxes, obligations and risks that must be considered for compliance with the Terms of Reference. IUCN will not accept charges beyond those clearly indicated in the Financial Proposal and that are eligible for the execution of the Contract.
- ii. The Bidder will have to assume the payments corresponding to taxes according to regulations in force in its country; You will have to have health and life insurance up to date; and will assume the bank charges by transfer.
- iii. If local or international trips must be made for the execution of this Contract, the costs will be paid by IUCN through reimbursement and will be governed by the IUCN per diem scale for food and lodging.
- iv. Travel expenses related to the execution of this Contract will not exceed the total amount of 10,000 USD broken down as follows:

<b>Expense type</b>	<b>Maximum amount</b>
Meals	6,000
Surface Transportation	5,000
Accomodation	6,000
Other expenses (detailed)	

- v. For reimbursement of travel expenses, the Proposer must submit a financial report with original invoices/receipts (e.g., transportation, lodging, food and incidentals) to the IUCN Contact Person, in the currency of the Contract, so that the corresponding reimbursement can be processed.
- vi. Expenses related to vehicle maintenance, purchase of electronic equipment, cell phone expenses, consumption expenses or purchase of alcoholic beverages will be considered ineligible expenses.

vii. Breakdown of the Financial Proposal.

For information purposes, it is recommended that the details of the financial proposal be broken down as follows:

	Description	Quantity	Unit price*	Total price*
1				
2				
3				

\*USD currency

5.2. Additional information not requested by IUCN should not be included in the proposal and will not be subject to evaluation.

## 6. SENDING

6.1. The Proposal must be submitted by email to the IUCN Contact (see Section 2). The subject heading of the email shall be [RfP Reference – Proposer name]. The Proposer name is the name of the company/organisation on whose behalf the proposal is being submitted, or the surname of the Proposer in case is bidding as a self-employed consultant. The proposal must be submitted in PDF format. The Proposer may submit multiple emails suitably annotated, e.g., Email 1 of 3, if attached files are too large to suit a single email transmission. You may not submit your Proposal by uploading it to a file-sharing tool (e.g. Dropbox, Google Drive, etc)

## 7. ELIGIBILITY

7.1. Not applicable

## 8. VALIDITY

8.1. The proposal must remain valid and capable of acceptance by IUCN for a period of 60 calendar days following the submission deadline.

## 9. WITHDRAWALS AND CHANGES

9.1. Proposers may freely withdraw or change their proposal at any time prior to the submission deadline by written notice to the IUCN Contact. However, in order to reduce the risk of fraud, no changes or withdrawals will be accepted after the submission deadline.

## 10. EVALUATION OF PROPOSALS

10.1. Completeness

IUCN will firstly check your proposal for completeness. Incomplete proposals will not be considered further.

10.2. Technical Evaluation

IUCN will evaluate technical proposals with regards to each of the following criteria and their relative importance:

### 10.2.1. *Scoring Method*

Proposals will be assigned a score from 0 to 10 for each of the technical evaluation criteria, such that '0' is low and '10' is high. Proposals that receive a score of '0' for any of the criteria will not be considered further.

### 10.2.2. *Technical Score*

The score for each technical evaluation criterion will be multiplied with the respective relative weight and these weighted scores added together to give the proposal's overall technical score.

### 10.3. Financial Evaluation and Financial Scores

The financial evaluation will be based upon the full total price submitted. Financial proposals will receive a score calculated by dividing the lowest financial proposal that has passed the minimum quality thresholds by the total price of your financial proposal.

**The proposals total score will be calculated as the weighted sum of the technical score and financial score.**

The relative weights will be:

**Technical: 70%**

**Financial: 30%**

Subject to the requirements in Sections 4 and 7, IUCN will award the contract to the Proposer whose proposal achieves the highest total score.

## 11. EXPLANATION OF PROCUREMENT PROCEDURE

11.1. IUCN is using the Invitation Procedure for this procurement. This means that only invited bidders may submit a proposal. IUCN typically invites from four to six bidders to submit a proposal.

11.2. You are welcome to ask questions or seek clarification regarding this procurement. Please email the IUCN Contact (see Section 2), taking note of the deadline for submission of questions in Section 3.1. Late proposals will not be considered. All proposals received by the submission deadline will be evaluated by a team of three or more evaluators in accordance with the evaluation criteria stated in in this RfP. No other criteria will be used to evaluate proposals. The contract will be awarded to the Proposer whose proposal received the highest Total Score. IUCN does, however, reserve the right to cancel the procurement and not award a contract at all.

11.3. IUCN will contact all Proposers who submitted their proposal to inform them of the outcome of the evaluation. The timeline in Section 3.1 gives an estimate of when the contract award is expected to be completed, however this date may change depending on how long the evaluation of the proposals takes.

## 12. CONDITIONS FOR PARTICIPATION IN THIS PROCUREMENT

12.1. To participate in this procurement, the Proposers are required to submit a proposal, which fully complies with the instructions in this RfP and the Attachments.

12.1.1. It is responsibility of each Proposer to ensure the submission of a complete and fully compliant proposal.

12.1.2. Any incomplete or incorrectly completed proposal submission may be deemed non-compliant, and as a result will not be consider to proceed further in the procurement process.

12.1.3. IUCN will query any obvious clerical errors in a proposal and may, at IUCN's sole discretion, allow a Proposer to correct these, but only if doing so could not be perceived as giving an unfair advantage.

12.2. In order to participate in this procurement, the Proposer must meet the following conditions:

- Free of conflicts of interest

- Registered on the relevant professional or trade register of the country in which is established (or resident, if self-employed)
  - In full compliance with its obligations relating to payment of social security contributions and of all applicable taxes
  - Not been convicted of failing to comply with environmental regulatory requirements or other legal requirements relating to sustainability and environmental protection
  - Not bankrupt or being wound up
  - Never been guilty of an offence concerning professional conduct
  - Not involved in fraud, corruption, a criminal organisation, money laundering, terrorism, or any other illegal activity.
- 12.3. Each Proposer shall submit only one proposal, either individually or as a partner in a joint venture. In case of joint venture, one company shall not be allowed to participate in two different joint ventures in the same procurement nor shall a company be allowed to submit a proposal both on its behalf and as part of a joint venture for the same procurement. A Proposer who submits or participates in more than one proposal (other than as a subcontractor or in cases of alternatives that have been permitted or requested) shall cause all the proposals with the Proposer's participation to be disqualified.
- 12.4. By taking part in this procurement, the Proposer accept the conditions set out in this RfP, including the following:
- It is unacceptable to give or offer any gift or consideration to an employee or other representative of IUCN as a reward or inducement in relation to the awarding of a contract. Such action will give IUCN the right to exclude you from this and any future procurements, and to terminate any contract that may have been signed with you.
  - Any attempt to obtain information from an employee or other representative of IUCN concerning another bidder will result in disqualification.
  - Any price fixing or collusion with other Proposers in relation to this procurement shall give IUCN the right to exclude you and any other involved bidder(s) from this and any future procurements and may constitute a criminal offence.

### **13. CONFIDENTIALITY AND DATA PROTECTION**

- 13.1. IUCN follows the European Union's General Data Protection Regulation (GDPR). The information a Proposer submits to IUCN as part of this procurement will be treated as confidential and shared only as required to evaluate the proposal in line with the procedure explained in this RfP, and for the maintenance of a clear audit trail. For audit purposes, IUCN is required to retain the proposals in its entirety for 10 years after the end of the resulting contract and make this available to internal and external auditors and donors as and when requested.
- 13.2. In the Declaration of Undertaking (Attachment 3) the Proposer needs to give IUCN express permission to use the information submitted in this way, including personal data that forms part of the proposal. Where a Proposer include personal data of employees (e.g. CVs) in the proposal, the Proposer needs to have written permission from those individuals to share this information with IUCN, and for IUCN to use this information as indicated in 8.1. Without these permissions, IUCN will not be able to consider the proposal.

### **14. COMPLAINTS PROCEDURE**

- 14.1. If a Proposer has a complaint or concern regarding the propriety of how a competitive process is or has been executed, then please contact [sofiamariela.madrigal@iucn.org](mailto:sofiamariela.madrigal@iucn.org). Such complaints or concerns will be treated as confidential and are not considered in breach of the above restrictions on communication (Section 2.1).

## **15. CONTRACT**

15.1. The contract will be based on IUCN's template which terms of which are not negotiable.

## **16. ANNEXES**

**Annex 1**      *Specification of Requirements / Terms of Reference*

**Annex 2**      *Letter of Interest*

**Annex 3**      *Declaration of Undertaking (select 2a for companies or 2b for self-employed)*

**Annex 4**      *Results Framework, Mesoamerica Forest IP*

**Annex 5**      *Guatemala Child Project Concept*



**ATTACHMENT 1  
TERMS OF REFERENCE**

**The Regional Office for Mexico, Central America and the Caribbean of the  
International Union for the Conservation of Nature**

**(IUCN-ORMACC)**

**REQUIRES**

**PROFESSIONAL CONSULTANCY SERVICES**

supporting the development of the  
GEF-8 Full-sized Mesoamerica Forest IP child project for Guatemala, “Securing benefits for the  
well-being of local communities and the ecosystems of the Maya Forest and Trifinio”

<b>Type of Contract:</b>	Professional Consultancy Services
<b>Period:</b>	8 months
<b>Availability:</b>	September 2023
<b>Persons Responsible for Supervision:</b>	Tony Nello, Thematic expert; Josh Schneck, GEF GCF Portfolio Manager for Global Programs

## **1. BACKGROUND AND JUSTIFICATION**

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### **Overview**

Programming for the eighth funding cycle of the Global Environmental Facility (GEF-8)<sup>1</sup> includes resources and programming for a so-called *Amazon, Congo, and Critical Forest Biomes Integrated Program* that seeks “conservation of the last and globally important primary tropical forests”. This GEF Integrated Program (IP) is operationally divided into 5 separate regional IPs focused on the Amazon basin, Guinean forests, Indo-Malaya forests, Congo basin forests, and Mesoamerican forests.

IUCN has been selected to serve as the Lead GEF Agency for **the GEF-8 Mesoamerican Forest IP**. The program will be comprised of seven “child projects,” including national projects in Mexico, Guatemala, Guatemala, Honduras, Nicaragua and Panama, and a *Regional Coordination, Knowledge Sharing and Support Project* (hereafter called *the Regional child project*). These terms of reference describe the objectives, responsibilities and key deliverables for an International Consultancy supporting IUCN in developing the Guatemala child project for approval by GEF and IUCN.

### **Background on Mesoamerican Forest IP**

Stretching from Central Mexico to the eastern Panamanian frontier, the forests of Mesoamerica are vital and irreplaceable. They are also among the world’s most threatened – nearly half of the region’s natural habitats have been converted to agriculture or urban areas, and out of the 5 remaining intact forests, 3 have lost nearly 25% of their area in just the past 15 years.

The GEF-8 **Mesoamerican Forest IP** seeks to slow and reverse loss and degradation of critical remaining primary forests in the region. In Mesoamerica, principle proximate threats to primary forests are deforestation and degradation from agriculture expansion largely for cattle ranching, logging (both legal and illegal), and fire, along with infrastructure development and wildlife trafficking. To address these drivers the program will apply a strategy of supporting strengthening and enhancement of national and regional enabling conditions for primary

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<sup>1</sup> [https://www.thegef.org/sites/default/files/documents/2022-04/GEF\\_R.08\\_29\\_Rev.01\\_GEF8\\_Programming\\_Directions.pdf](https://www.thegef.org/sites/default/files/documents/2022-04/GEF_R.08_29_Rev.01_GEF8_Programming_Directions.pdf)

forest conservation through coordinated interventions supporting strengthened capacities, governance, protection, mobilization of funding, exchange and awareness raising. Further details about the program approach and existing baseline can be found in the Program Framework Document<sup>2</sup>.

The **Guatemala Mesoamerica Forest child project** is designed to support transformational change towards the conservation and sustainable management of the Selva Maya and Trifinio Fraternidad Biosphere Reserve (RTBF). In the case of Guatemala, this territory faces several threats that have caused the loss of natural forests inside and outside the protected areas of the Maya Biosphere Reserve (MBR). It is estimated that in the period 2006-2010, the department of Petén, where a large part of the Maya Forest is located, lost 40,125 hectares of forest per year, which is equivalent to 2.08% of the annual deforestation of the existing forest in 2006. The main causes of deforestation have been the change in land use from forests to extensive cattle ranching, expansion of monocultures (such as African palm), illegal activities in forest and cattle ranching areas, and forest fires resulting from these activities or intentionally induced, in both cases, enhanced by high temperatures resulting from climate change and variability. A fact to highlight is the magnitude that some deforestation fronts have reached: for example, the Laguna del Tigre-Lacandón national park front, which represents 8% (3,131 square kilometers) of gross deforestation in the period of analysis (2010-2016). At the level of protected areas and biodiversity, in addition to the aforementioned, there are threats related to governance, which is why work is being done on a policy for human settlements in protected areas. Land tenure is a factor that has historically exacerbated conflict in the territories of the Maya Biosphere Reserve, increasing the number of people living in the protected areas.

In addition, the project will also be implemented in the Trifinio region, a tri-national area located at the intersection of Honduras, Guatemala and El Salvador. This region faces significant threats, including deforestation and degradation due to the expansion of the agricultural frontier, illegal wildlife trafficking, mining and invasive species. The region is also highly vulnerable to climate change, with the possibility of increased droughts followed by heavy rains in the Central American Dry Corridor.

To address these challenges, Guatemala has an institutional and policy framework that supports the conservation, restoration and sustainable use of forests, which cover approximately 33% (3,574,244 hectares) of the national territory. Of this percentage of coverage, 51% is within protected areas. Policy instruments include the Forestry and Protected Areas Law, the Probosque Law, the Incentives Program for Small Landowners -PINPEP-, the Climate Change Policy, Law and Action Plan, the Forest Landscape Restoration Strategy, the Sustainable Livestock Strategy, the Biological Diversity Strategy, National Strategy for Reducing Emissions from Deforestation and Forest Degradation -ENREDD+-, National Strategy for Low Emission Development -ENDBE-, State Policy on International Watercourses, Environment and Climate Change Policy for the coffee sector in Guatemala, among others. At the institutional framework level, the main guiding entities responsible for developing and implementing policies, programs and instruments that promote the conservation, restoration and sustainable management of forests with the project goals are the Ministry of Environment and Natural Resources (MARN), the National Council of Protected Areas (CONAP), the National Forest Institute (INAB) and the Ministry of Agriculture, Livestock and Food (MAGA).

The project in Guatemala will work to facilitate transformational change that supports the conservation of Guatemala's Selva Maya and Trifinio forests through a set of targeted interventions that address the main drivers of deforestation and degradation. Consistent with the Program's Theory of Change, interventions will focus on strengthening multi-level governance and policy coherence, mobilizing new and additional funding for forest conservation, enhancing regional cooperation, knowledge sharing and awareness raising, and supporting conservation led by indigenous peoples and local communities. In line with the designed transformation envisioned for this Integrated Program, the Project will work to facilitate transformational change that supports the conservation and protection of the Selva Maya and Trifinio through a set of targeted interventions that address the main threats of deforestation and forest degradation. In line with the Program's Theory of Change, interventions will focus on strengthening multi-level governance and policy coherence, mobilizing new and additional funds for forest conservation, enhancing regional cooperation, knowledge sharing and awareness raising, and supporting conservation led by indigenous peoples and local communities.

By focusing on the main remnants of Guatemala's Intact Forest Landscapes (IFLs) (Selva Maya, IFL 2020 mapping team), where an estimated 5% of the IFL extent has been lost in the last two decades, the project offers a great opportunity to address deforestation and degradation of primary forests and provide multiple

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<sup>2</sup> [https://www.thegef.org/wb\\_work\\_program/06/23/2023/64](https://www.thegef.org/wb_work_program/06/23/2023/64)

global environmental benefits, including reducing human-induced extinction of threatened species, improving the effectiveness of protected area (PA) management, and expanding the coverage of conserved areas.

In the Trifinio area, the project will strengthen the implementation of the Trifinio Plan, a regional development strategy that has proposed several measures, including the development of a regional groundwater management plan, the installation of monitoring systems, and the promotion of sustainable agricultural practices. Successful implementation of these measures requires collaboration and coordination among the three countries and the active participation of stakeholders, including communities, the private sector and civil society organizations.

Specific project outcomes and services under Guatemala Mesoamerica Forest child Project include:

- **C1. Adoption of enabling policies, reforms and planning:** This component will facilitate high-level cross-sectoral dialogues and exchanges to facilitate the development of enabling policies and sound land use planning that recognizes the value of biodiversity and ecosystem services, including potentially through compensation schemes, elimination of perverse subsidies, including in agriculture, and other means. Institutions will be strengthened to improve the promotion of good small and medium-scale forestry practices and generate differentiated public policies from a territorial and subject perspective, in addition to promoting a comprehensive and inclusive vision. Evidence will be generated on the multiple benefits generated by the protection and conservation of the natural forest, as well as the results generated by the implementation of restoration actions through existing policy instruments.
- **C2. Strengthened governance and protection of the Selva Maya and Trifinio,** to address the lack of capacity and resources for protected area management and Other Effective Conservation Measures (OECM), implement biodiversity and ecosystem monitoring programs, address illegal activities, and invest in restoration with vulnerable local communities. Increase and strengthen multi-sectoral capacities in support of INAB and CONAP, to ensure the functioning of monitoring and control tools; and expand resources for the justice system and strengthen personnel to increase their capacity to deal with environmental crime complaints. The project will integrate efforts with other projects and initiatives to provide the necessary catalytic support to activities in the territory that improve connectivity between PAs through restoration actions, integrated management for forest fire control, and achieve the restoration of the Selva Maya ecosystem. The contributions of the deployment of these Nature Based Solutions (NbS) to the global conventions will be made visible through improved information exchange between Ministries, Institutes and Secretariats (e.g. MARN, CONAP, INAB, MAGA, Secretaría de Planificación y Programación de la Presidencia -SEGEPLÁN-, Instituto Guatemalteco de Turismo -INGUAT-) and reporting to global monitoring initiatives (e.g. Restoration Barometer for the Bonn Challenge, Kunming-Montreal Global Biodiversity Framework monitoring framework, K-M GBF). This component will strengthen existing information systems such as SNICC, SNIBgt and SIFGUA as well as the existing PA monitoring system (SMART-CONAP), implement a participatory multi-criteria analysis to prioritize conservation and restoration sites and innovative capacity building and management tools based on the needs of PA managers, Asociación de Comunidades Forestales de Petén -ACOFOP- and small and medium enterprises (SMEs) and private forest concessions.
- **C3. Increased investment in forest positive landscapes:** to address the lack of private investment in conservation and deforestation-free supply chains, the capacities and tools to assess and compare the biodiversity impacts of companies, the loan portfolio, and the limited opportunities for investment in conservation.
- **C4. Increased regional cooperation and coordination** to address the lack of awareness of Mesoamerica's Critical Forest Biomes, including the Selva Maya and Trifinio, data gaps and lack of adequate tools to guide adaptive management and demonstrate the global environmental benefits associated with forests. This component will provide capacity building and knowledge sharing between Belize, Mexico and Guatemala (e.g. the Mesoamerican Virtual Center of Excellence in Forest Monitoring, CMICEF), support the implementation of the Mayan Forest Integrated Strategy 2030 and participation in South-South exchange (Mesoamerica, Amazon IP).

## Duties and Responsibilities

The selected International Consultancy firm or individual will support IUCN in developing the GEF-8 Guatemala Mesoamerica Forest IP **Project CEO Endorsement Request**. Specific duties and responsibilities include the following:

1. Under the direction of the IUCN GEF/GCF Portfolio Manager for Global Programs and senior staff in IUCN regional and country offices in Mesoamerica, **lead in coordinating a consultative CEO Endorsement Request development process** with all relevant public agencies and local governments, GEF Secretariat, and key external partners including those from the private sector, civil society, and academia.
2. **Assessment and engagement work to identify highest-value opportunities** for improved protected areas management, community-led conservation, businesses and value chain investment in deforestation-free ventures, enabling policy and regulatory enhancement, and financing mechanisms to mobilize new and additional finance for forest conservation as part of the Project's supported interventions.
3. **Lead the organization and implementation of the Guatemala Forest IP Project *Development Inception Workshop***, with participation of country representatives, GEF Secretariat, GEF Agency, potential partners, and potential executing partners, to support design of the Project and ensure full support and ownership from project stakeholders.
4. **Lead the drafting of the Guatemala Forest IP Project CEO Endorsement Request, IUCN Project Document, and all required annexes**, in accordance with the transformative vision defined by GEF-8 programming and IUCN, and with inputs from participating country representatives in close coordination with the NDA, participating GEF Agencies, and other stakeholders. The CEO Endorsement Request shall meet all requirements for approval by the GEF Secretariat, GEF Science and Technical Advisory Panel (STAP), and GEF Council, and be informed by the best and latest science and best practices on conservation and sustainable management of forests, and tailored to the context and drivers of degradation specific to participating Mesoamerican countries and selected landscapes.
5. **Lead the organization and implementation of a Guatemala Forest IP *Project Validation Workshop***, with participation of relevant public agencies and local governments, GEF Secretariat, and potential executing partners, for participants to validate the design of the fully developed Project document and annexes.
6. **Revise draft CEO Endorsement Request, IUCN Project document, and all Annexes** to respond to all GEF Secretariat, GEF STAP, and Country comments sufficient to achieve GEF approval of the CEO Endorsement Request.

## 2. OBJECTIVES OF THE CONSULTANCY

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### 2.1. General:

Support IUCN in developing the GEF-8 Guatemala Mesoamerica Forest IP Project CEO Endorsement Request, Project document, and all required annexes.

### 2.2. Specific:

1. Lead in coordinating a consultative CEO Endorsement Request development process and the organization and implementation of a *Project Development Inception Workshop*, in close coordination with MARN and IUCN.
2. Develop assessment including ecological and socio-economic studies, required to identify highest-value opportunities and inform on activities and priority sites for intervention.
3. Carry out relevant assessments and consultations for identifying and assessing safeguard risks and prepare respective reports and tools to manage the identified safeguard risks.
4. Drafting of the Guatemala Forest IP CEO Endorsement Request, IUCN Project Document (using IUCN template), and all required Annexes.
5. Lead the organization and implementation of Guatemala Forest IP *Project Validation Workshop* and provide a Revised draft CEO Endorsement Request and project document, and all required Annexes, in close coordination with MARN and IUCN.

## 3. EXPECTED DELIVERABLES

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**Key deliverables to be developed by the International Consultancy and provided to IUCN:**

No.	Deliverable	Description
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1	Program Development Inception Workshop Terms of Reference (TORs) and summary report.	ToR of the inception workshop must include a detailed agenda, list of organizations/speakers involved, logistic needs and allow the dissemination of key information and orientation guidelines to the country and project stakeholder for the design of the project as well as gathering input from the stakeholders involved in target landscapes. It. A summary report should capture participants, events and findings obtained from the inception workshop
2	<p><b>Engagement work and assessments</b> to identify and develop high value and priority interventions under <b>Component 1</b>, Adoption of Enabling Policies, Reforms and Planning, <b>Component 2</b>, Accelerated protection and restoration of the RTBF forest, <b>Component 3</b>, Scaled up Investment in Forest-Positive Landscapes and <b>Component 4</b>, Enhanced Regional Cooperation and Coordination.</p>	<p>Deliverables per component must include:</p> <p><b>Component 1</b></p> <ol style="list-style-type: none"> <li>1. Identification of minimum five national/subnational policies and regulations important for primary forest conservation and protection and where opportunities for strengthening through project-supported interventions exist, in line with regional policy framework (e.g. AFOLU 2040 strategy)</li> <li>2. Design of an effective policy-influencing plan together with country partners considering synergies with dialogues to be supported at regional level.</li> <li>3. Analysis of strengths and weaknesses of local or national governance structures to be strengthened/created through the Project intervention.</li> <li>4. Plan for design and establishment/strengthening of a national multi-sectoral platform for the coordination of primary forest conservation.</li> </ol> <p><b>Component 2</b></p> <ol style="list-style-type: none"> <li>5. Analysis of the management effectiveness of Protected Areas (PA) using the GEF Management Effectiveness Tracking Tool and a list of proposed PA to be supported by the project intervention including an additionality analysis of complementary tools such as the Green List for Conserved and Protected Areas, and a plan for strengthening PA.</li> <li>6. Identification of baseline and potential sites for intervention as part of the GEF8 Project for land restoration and improved landscape management (including OECMs) based on a prioritization of the deforested/degraded forest landscape. A plan detailing restoration investment and needs for restoration and improved landscape management considering the highest priority sites as agreed with project partners will be included.</li> <li>7. Design of high-value capacity building interventions for community-led conservation initiatives including OECMs to address priority needs.</li> </ol> <p><b>Component 3:</b></p> <ol style="list-style-type: none"> <li>8. An assessment of investment opportunities and needs for deforestation free, Nature-positive value chains in the Project landscapes, including a list of possible ventures, businesses or community initiatives that could be strengthened to attract financing for forest conservation, detailing if there is a business plan, amounts and type of financial resources required and possible to leverage.</li> <li>9. An effective finance mobilization strategy to provide new/additional funding for forest conservation including potential use of innovative finance instruments such as PES, Green Bonds, Biodiversity</li> </ol>

		<p>Credits, and more at national level, in synergy with the regional finance mobilization strategy.</p> <p><b>Component 4:</b></p> <ol style="list-style-type: none"> <li>10. A report on the role of women, indigenous people, and local communities in forest conservation and identification of key project activities to be co-implemented with women and/or indigenous or local community through their relevant social organizations to promote inclusive governance in PAs and OECMs and enhance their access to funding.</li> <li>11. Design of an effective knowledge capture and dissemination strategy, including collaboration with the Program and key external partners and initiatives.</li> <li>12. Design of an effective Project monitoring system, building on existing platforms and tools</li> </ol> <p><b>Input for the ESMS Screening decision:</b></p> <p>A report on the socio-economic and -cultural context at landscape level and, most importantly, relevant features of the (potential) intervention sites: legal framework for land tenure and actual ownership and rights situation in each site, identification of main ethnic and social groups present in the sites (incl indigenous peoples and marginalized or vulnerable groups) and analysing their main features (language, livelihood, dependency on nature, territory, culture and spiritual traditions, social organization and customary institutions); gender-disaggregation of the above themes highlighting differences in roles, practices and knowledge, on rights and power (including influence on decision making) as well as access to and control over resources; security situation (organized crime) and framework for environmental law enforcement and actors involved</p>
3	<p>Relevant assessments and consultations for identifying and assessing safeguard risks and prepare respective reports and tools to manage the identified safeguard risks</p>	<p>Deliverables must include:</p> <ol style="list-style-type: none"> <li>1. Component 1: Strategic Environmental and Social assessment (SESA) report on social and environmental risks potentially triggered by a strengthening of national/ subnational policies and regulations important for primary forest conservation and protection;</li> <li>2. Component 2: <ol style="list-style-type: none"> <li>a. Environmental and Social Impact Assessment (ESIA) Report carried out in the sites supported under component 2.</li> <li>b. Environment and Social Management Plan (ESMP) and any other relevant safeguard tools (e.g., Indigenous People Plan, Process Framework etc.), as appropriate and as instructed by ESMS Screening.</li> </ol> </li> <li>3. Component 3: procedures to guide the screening of the business and value chain investments to be identified during project implementation on environmental and social risks (before being selected and validated by the project)</li> <li>4. Project-level Grievance mechanism</li> <li>5. Indigenous Peoples consultation report documenting high-level agreement with the project</li> </ol>
4	<p>Draft Mesoamerican Forest IP CEO Endorsement Request and IUCN</p>	<p>The draft GEF CEO Request, prepared using the GEF8 template, must include all required annexes and sections</p>

	<p>Project Document and all required annexes and ToR for validation workshop</p>	<p>including a stakeholder engagement plan, gender analysis and Action Plan, private sector engagement plan, Project Result Framework and Project Budget table.</p> <p>This product also includes a Project Document (using IUCN template), the evaluation of the suitability of potential executing partners, and of co-financing opportunities according to the GEF leverage requirement (1:7) to be delivered in a separate document. The CEO endorsement request should be generated in Spanish and English to facilitate the feedback process in Guatemala and with the GEF. An annex will be included for the calculation of emission reduction potential using EX ACT, according to GEF guidelines.</p> <p>The terms of reference for the validation workshop should include a detailed agenda, a possible list of organizations and speakers involved, logistical needs, and allow for the dissemination of key information and guidance guidelines to country and subnational government representatives and other participants, as well as the collection of input from the multiple types of stakeholders involved in the target landscapes.</p>
<p>5</p>	<p>Revised draft CEO Endorsement Request with all required annexes sufficient for approval by GEF and updated IUCN Project Document.</p>	<p>The revised draft CEO Endorsement Request shall respond to all GEF Secretariat, GEF STAP, Agency partner, and Country comments sufficient to achieve GEF approval of the CEO Endorsement Request. In addition, this product shall include a summary of feedback received from the validation workshop and updated project document (using IUCN template). The final endorsement request should be generated in Spanish and English to facilitate the socialization process in Guatemala and consideration by the GEF. In addition, this product will include input on the need for activities to be supported at the regional level, including: high-level events and communication, development of a project preparation service, regional web platform for regional knowledge sharing, need for a toolbox and associated services offered at the regional level. Partial consultation report with Indigenous Peoples and local communities in the area of interest to generate a political agreement with representatives of indigenous peoples and local communities regarding obtaining Free, Prior and Informed Consent to the start-up of the project, based on dialogue and spaces for participation in communities. The product will include a report summarizing the feedback received as part of the partial consultation, and the detailed process and budget to carry out a full consultation for FPIC as the first stage of project implementation, according to the specificities of the area of interest and GEF and IUCN guidelines.</p>

#### 4. INTELLECTUAL PROPERTY

All Intellectual Property rights conceived or made by the Consultant / Consulting Firm in the course of providing the Services will belong to IUCN.

#### 5. SCHEDULING AND TIMETABLE FOR DELIVERING PRODUCTS

##### 5.1. Activities and programming

Specific objectives	Activities	Month							
		1	2	3	4	5	6	7	8
1. Lead in coordinating a consultative CEO Endorsement Request development process and the organization and implementation of a regional <i>Program Development Inception Workshop</i> , in close coordination with MARN and IUCN.	<ul style="list-style-type: none"> <li>Document review including the approved Mesoamerica Forest IP PFD and the child project concept note, associated documents, e.g., STAP and GEF Secretariat and GEF Council review comments, IUCN GEF Policy and guidance documents, GEF-8 Programming Directions, etc.</li> <li>Review challenges and lessons learnt related to Mesoamerica Critical Forest Biome conservation.</li> <li>Prepare preliminary project risk analysis identification based on field studies.</li> <li>Conduct a stakeholder analysis at the national, departmental, municipal, territorial and site levels, with the participation of relevant government agencies related to the protection of natural resources and protected areas, local communities, civil society organizations, the private sector, and plan engagement of stakeholders for designing the project;</li> <li>Draft ToR of the Program Development Inception Workshop including detailed agenda, potential list of organizations/ speakers involved, logistic needs.</li> <li>Draft logical framework with expected disaggregated gender indicators, the theory of change and the baseline for the GEF Core indicators of the project (ref. IUCN Gender equality and women's empowerment policy, MARN's institutional policy and plan 2022-2026, CONAP's gender equity strategy).</li> <li>Prepare the communication plan for the launch and development of the Project Document, including required materials such as brochures, PowerPoint presentations.</li> <li>Address feedback received from IUCN and MARN on ToR.</li> </ul>								



	<ul style="list-style-type: none"> <li>• Lead the implementation of the Program Development Inception Workshop.</li> <li>• Write inception workshop report.</li> </ul>							
<p>2. Develop assessments, including ecological and socio-economic studies, required to identify highest-value opportunities and inform on activities and priority sites for intervention.</p>	<ul style="list-style-type: none"> <li>• Assessment on improved protected areas management should include a review and comparison of management plans and effectiveness evaluations of all PA present in project areas of interest<sup>3</sup>, interview of PA managers in order to set the baseline for selected PA using GEF Management Effectiveness Tracking Tool<sup>4</sup>. Based on the abovementioned analysis, develop a potential rationale for using additional tools such as IUCN Green List Standard for Protected and Conserved Areas (GL) to set targets under GL criteria, diagnose what investments are needed to ensure strong delivery and governance of conservation outcomes.</li> <li>• Based on ongoing restoration and conservation initiatives, including Payment for Environmental Services programs, national restoration and forest monitoring information, identify</li> <li>• community-led forest conservation initiatives with potential for recognition as Other Effective Conservation Measures and describe potential strategies and activities to strengthen management effectiveness of selected initiatives.</li> <li>• Baseline and priority sites for land restoration (GEF Core Indicator 3)</li> <li>• Baseline and priority sites for landscapes under improved practices (GEF CI 4)  For the three indicators mentioned above, priority sites shall be selected considering areas with the highest potential for restoration or improved management and validated based on consultation with local stakeholders and the partner country.</li> <li>• Develop a portfolio of potential businesses and value chain investments in deforestation-free ventures for the Project by screening and exchanging with companies and other relevant</li> </ul>							

<sup>3</sup> Parque Nacional Yaxhá Nakum - Naranjo (PNYNN), Parque Nacional Mirador Rio Azul (PNMRA), Reserva de Biosfera Montañas Mayas Chiquibul (RBMMCH), Parque Nacional Tikal (PANAT), Parque Nacional Sierra de Lacandón (PNSL), Reserva Biológica San Román, Monumento Cultural Ceibal, Monumento Cultural Aguateca, Monumento Cultural Dos Pilas, Refugio de Vida Silvestre Petexbatún, Biotopo Naachtún Las Lagunas, Biotopo San Miguel La Plotada - el Zotz y Refugio de Vida Silvestre El Pucté y Reserva de la biosfera transfronteriza Trifinio-Fraternidad.

<sup>4</sup> <https://www.thegef.org/documents/gef-7-and-gef-8-biodiversity-protected-area-tracking-tool>

	<p>organizations from multiple sectors such as agricultural, forestry, tourism, protected areas to identify financing needs, potential business plans and/or opportunities, considering local development plans. Listing of potential investments shall include corresponding multi-stakeholder engagement, potential for public-private partnerships, size and type of funding required<sup>5</sup> (equity, credit, grant...etc), type of support required from GEF-8.</p> <ul style="list-style-type: none"> <li>• Develop an analysis of the role of women, IPLCs in CFB conservation and identify key activities of GEF-8 Guatemala Forest IP with potential to be co-implemented with women, indigenous people and local community through community, smallholder or women-led organizations as well to promote inclusive governance in PA / OECMs and enhance their access to funding . When applicable, assess local organizations capacities to receive and manage funds from the Project based on their financial and administrative capacities.</li> <li>• Policy and regulatory instruments: through desk-review of legal and policy frameworks and consultation of key political institutions, including ministries of environment, agriculture and finance, and subnational governments, elaborate on potential policy instruments, including land-use plans, to be developed or enhanced as part of GEF-8 Forest IP. In particular, it should address needs for the development of national frameworks for OECM and cross-sectoral public policies. This analysis shall take into consideration regional policies to be supported by the program (see output 1.1.4 and 1.2.3 in annex 5).</li> <li>• Design an effective policy influencing plan, considering efforts to be deployed at regional level (see output 1.3.2. in annex 5).</li> <li>• Considering existing and potential/emerging financing mechanisms for forest conservation at national level, design interventions (e.g., private sector roundtables, social-impact investing, deployment of innovative finance, etc.) to mobilize new and additional funding for forest conservation at scale, mapping potential partners and their role. These mechanisms should respond to the needs of different stakeholders, including local communities/ indigenous groups, Protected Area management agencies, OECMs. In that regards, assessing the needs for strengthening the forest inventory system</li> </ul>								
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<sup>5</sup> Funding size per investment may range from 200,000 USD to 20,000,000 USD.

	<p>and REDD+ to facilitate access to result-based payments is an option to consider.</p> <ul style="list-style-type: none"> <li>• Additional studies shall inform the activities and resources needed for the establishment or strengthening of national multisectoral platforms and strengthening local and national governance structures to improve the effectiveness of primary forests protection and conservation.</li> <li>• Carry out review of literature and legal framework and conduct field visits to analyse the socio-economic and -cultural context at landscape level and, most importantly, relevant features of the (potential) intervention sites.</li> </ul>								
<p>3. Carry out relevant assessments and consultations for identifying and assessing safeguard risks and prepare respective reports and tools to manage the identified safeguard risks</p>	<ul style="list-style-type: none"> <li>• Undertake a Strategic Environmental and Social assessment (SESA) to identify social and environmental risks potentially triggered strengthening national/ subnational policies and regulations on primary forest conservation and protection (component 1);</li> <li>• Carry out an Environmental and Social Impact Assessment (ESIA) in the sites supported under component 2.</li> <li>• Develop mitigation measures together with relevant stakeholders, in particular project affected peoples/ indigenous communities, and consolidate them in form of safeguard tools (ESMP, Indigenous People Plan, Process Framework etc.) as appropriate and as instructed by ESMS Screening.</li> <li>• Develop procedures to guide the screening of the business and value chain investments to be identified during project implementation on environmental and social risks (component 3)</li> <li>• Develop a project-level Grievance Mechanism</li> </ul>								
<p>4. Draft Mesoamerican Forest IP CEO Endorsement Request, Project Document and ToR for validation workshop</p>	<ul style="list-style-type: none"> <li>• Based on national procedures<sup>6</sup> for consultation with indigenous peoples, organize a partial consultation with Indigenous Peoples and Local Communities in the area of interest to generate political agreement with representatives of indigenous peoples and local communities on obtaining Free, Prior and Informed Consent (FPIC) at project start-up through dialogue and direct participation.</li> <li>• Based on stakeholder mapping, identify and assess capacities of executing partners and other partners in the field using the IUCN Implementing Partner Suitability Assessment Format.</li> </ul>								

<sup>6</sup> [https://www.ohchr.org/sites/default/files/Documents/Issues/IPeoples/EMRIP/FPIC/Guatemala\\_2.pdf](https://www.ohchr.org/sites/default/files/Documents/Issues/IPeoples/EMRIP/FPIC/Guatemala_2.pdf)

	<ul style="list-style-type: none"> <li>• Develop linkages and implementation arrangements with host government partners, executing partners and other potential partners on-the-ground.</li> <li>• Review the current system for training/capacity building of framework adopted by protected areas system, Protected areas located in the area of intervention, forest management governing bodies and other relevant organizations.</li> <li>• Update and further deepen stakeholder analysis at national, provincial, territorial and site level, including natural resource-based value chains, and financing institutions.</li> <li>• Based on stakeholder analysis and consultations carried out throughout the design phase, develop the stakeholder engagement plan (SEP) establishing how to continue to engage stakeholders during the implementation phase</li> <li>• Evaluate in detail the baseline scenario through research, literature review, experts and stakeholders' consultations, related activities and initiatives, including co-financing options;</li> <li>• Carry out a detailed gap analysis to justify the GEF incremental cost reasoning;</li> <li>• Refine the theory of change and logical framework based on the above;</li> <li>• Prepare stakeholder analysis (including at project site level) and plan stakeholder engagement plan for designing the project;</li> <li>• Design a detailed log frame and accompanying narrative proposal on the project components;</li> <li>• Develop the overall project budget and work plan, including a procurement plan;</li> <li>• Undertake a detailed project risk analysis and mitigation measures for the Project;</li> <li>• Draft CEO Endorsement Request, including a gender analysis and action plan, private sector engagement plan, Project Result Framework and Project Budget table.</li> <li>• Design and develop indicators mapped to GEF core indicators taking into account gender responsiveness, establish baselines for the indicators and develop Monitoring &amp; valuation plan</li> <li>• Address IUCN comments to draft CEO Request prior to submission in GEF portal.</li> <li>• Draft ToR for the validation workshop organized in coordination with IUCN and all participating partners and relevant organizations.</li> </ul>								
5. Lead the organization and implementation of a regional <i>CEO Endorsement Request Regional</i>	<ul style="list-style-type: none"> <li>• Lead the CEO endorsement request validation workshop.</li> </ul>								

<p><i>Child project Validation Workshop and provide a Revised draft CEO Endorsement Request and project document, in close coordination with MARN and IUCN.</i></p>	<ul style="list-style-type: none"> <li>• The product will include a report summarizing the feedback received as part of the partial consultation, the detailed process and estimated budget to carry out a full FPIC consultation as the first stage of project implementation, in accordance with the specificities of the area of interest and GEF and IUCN guidelines.</li> <li>• Lead the validation workshop organized in coordination with IUCN and all participating partners and relevant organizations.</li> <li>• Address all GEF Secretariat, GEF STAP, IUCN and Country comments sufficient to achieve GEF approval of the CEO Endorsement Request.</li> <li>• In addition, this product shall include a summary of feedback received from the validation workshop and list of participants</li> <li>• Provide input for activities to be supported at regional level including: High-level events and communication, development of a project preparation facility, regional web platform for regional knowledge exchange, need for a toolbox and associated services offered at regional level.</li> </ul>								
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## 5.2. Timetable for delivery of products:

Products	Expected date of delivery	Percentage of pay
1. Program Development Inception Workshop Terms of Reference (TORs) and summary of findings.	Eight (8) weeks after the signing of the contract by both parties	20%
2. Engagement work and assessments to identify and develop high value and priority interventions under Component 1, Adoption of Enabling Policies, Reforms and Planning, Component 2, Accelerated protection and restoration of the RTBF forest, Component 3, Scaled up Investment in Forest-Positive Landscapes and Component 4, Enhanced Regional Cooperation and Coordination	Eighteen (16) weeks after the signing of the contract by both parties	30%
3. Relevant assessments and consultations for identifying and assessing safeguard risks and prepare respective reports and tools to manage the identified safeguard risks	Twenty (24) weeks after the signing of the contract by both parties	10%
4. Draft Mesoamerican Forest IP CEO Endorsement Request and ToR for validation workshop	Twenty (24) weeks after the signing of the contract by both parties	15%
5. Revised draft CEO Endorsement Request with all required annexes sufficient for approval by GEF	Twenty-eight (32) weeks after the signing of the contract by both parties	25%

- All products will be paid once delivered to MARN and IUCN's complete satisfaction.

-Disbursements will depend on the availability of funds from the donor.

-The consultant / consulting firm must consider in the technical proposal the modification of some deliverables during the execution of the contract, if it is necessary, to adapt some results, without affecting the amount of the original contract.

### 1. TECHNICAL PROFILE

For the development of this consultancy, a team should be proposed that meets the following profile requirements:

1. Experience in developing GEF or other international funds' ProDocs and related project documents, along with a good grasp on GEF guidelines and standards to be met for these.

2. Experience and expertise in project design and implementation, including monitoring and evaluation, including gender-responsive project design.
3. Sustainable financing expertise with specific experience relevant to financing of protected area networks and natural resource-based value chains.
4. Local expertise with extensive knowledge on national conservation efforts, policies and strategies and the ability to position project activities in the local context effectively.
5. Knowledge of private sector and community-based approaches to natural resource management in Guatemala
6. Knowledge of environmental issues and complexities as they relate to Guatemala.
7. Expertise in gender analysis and integrating gender empowerment aspects of gender in forest restoration and conservation.
8. Experience in dialogue and work with indigenous peoples and local communities, including obtaining FPIC.
9. Knowledge of social and livelihood systems in Guatemala
10. Experience in value chain development and identification of business investment opportunities at local level
11. Understanding of the natural resources management and land use policy environment and the system to administer land rights (statutory and customary) as well as conditions and challenges specific to the selected landscape.
12. Expertise in Environmental and Social Impact Assessment and development of Environmental and Social Management Plans (ESMP) and other safeguard tools
13. Financial Management, including procurement related expertise.
14. Experience in structuring large forest conservation projects and also protected area network management projects and initiatives, including preferably, those financed by the GEF.
15. Experience in conducting community and stakeholder consultations.
16. Fluency in English, and Spanish language is necessary.
17. Academic background required by the different members of the team: Forest engineer, agronomist, land-use policy experts, economist, GIS expert, biologist, anthropologist/sociologist or related careers.

It is reiterated that the selected international consulting firm must have personnel based in Guatemala; it is considered a competitive advantage if at least one member of the team is a national consultant.

## 2. PERIOD AND COORDINATION

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The period of the consultancy will be 8 months.

**Form of work (with Unit/Project):** in order to achieve the products, all activities will be closely coordinated under the direction of the IUCN GEF/GCF Portfolio Manager for Global Programs and senior staff in IUCN regional and country office in Guatemala and maintain close communication with MARN authorities and strategic partners.

## ANNEX 2: LETTER OF INTEREST

Fill in the information in blue

[Place and date]

TO: [IUCN]

The undersigned, [name of the professional], after having examined the Terms of Reference for the Contracting of the Professional Consulting Services for (name of the consultancy) and offers to perform these services in accordance with the call for date \_\_\_\_\_.

The attached Financial Proposal is for the total sum of [amount in letters and figures], which includes all taxes required by law.

The period of time in which the signatory of this document agrees to provide the services is from the date of signing the contract, until the date of termination thereof, without price variation, unless modifications are made resulting from contract negotiations.

The undersigned declares that all the information and statements made in the submitted proposals are true and that any misinterpretation contained in them may lead to disqualification.

Cordially,

Signature \_\_\_\_\_

Full name of the proposer or legal representative \_\_\_\_\_



## ATTACHMENT 3a – SELF-EMPLOYED PROPOSER

### DECLARATION in relation to RfP < Consultancy Service >

I, the undersigned, hereby confirm that I am self-employed and able to provide the service independent of any organisation or other legal entity.

Full name (as in passport):

Home or Office (please delete as appropriate) Address (incl. country):

I hereby authorise IUCN to store and use the information included in the attached Proposal for the purpose of evaluating Proposals and selecting the Proposal IUCN deems the most favourable. I acknowledge that IUCN is required to retain my Proposal in its entirety for 10 years after then end of the resulting contract and make this available to internal and external auditors and donors as and when requested.

I further confirm that the following statements are correct:

1. I am legally registered as self-employed in accordance with all applicable laws.
2. I am fully compliant with all my tax and social security obligations.
3. I am free of any real or perceived conflicts of interest with regards to IUCN and its Mission.
4. I agree to declare to IUCN any real or perceived emerging conflicts of interests I may have concerning IUCN. I acknowledge that IUCN may terminate any contracts with me that would, in IUCN sole discretion, be negatively affected by such conflicts of interests.
5. I have never been convicted of grave professional misconduct or any other offence concerning my professional conduct.
6. I have never been convicted of fraud, corruption, money laundering, supporting terrorism or involvement in a criminal organisation.
7. I acknowledge that engagement in fraud, corruption, money laundering, supporting terrorism or involvement in a criminal organisation will entitle IUCN to terminate any and all contracts with me with immediate effect.
8. I am not included in the UN Security Council Sanctions List, EU Sanctions Map, US Office of Foreign Assets Control Sanctions List, or the World Bank listing of ineligible firms and individuals. I agree that I will not provide direct or indirect support to firms and individuals included in these lists.
9. I have not been, am not, and will not be involved or implicated in any violations of Indigenous Peoples' rights, or injustice or abuse of human rights related to other groups or individuals, including forced evictions, violation of fundamental rights of workers as defined by the International Labour Organization's (ILO) Declaration on the Fundamental Principles and Rights at Work, child labour, sexual exploitation, sexual abuse, or sexual harassment.

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<Date and Signature>

## ATTACHMENT 3b - For Consulting Companies

### DECLARATION in relation to RfP <name of the Consultancy Service>

I, the undersigned, hereby confirm that I am an authorised representative of the following organisation:

Registered Name of Organisation (the "Organisation"): \_\_\_\_\_

Registered Address (incl. country): \_\_\_\_\_

Year of Registration: \_\_\_\_\_

I hereby authorise IUCN to store and use the information included in the attached Proposal for the purpose of evaluating Proposals and selecting the Proposal IUCN deems the most favourable. I acknowledge that IUCN is required to retain the Proposal in its entirety for 10 years after the end of the resulting contract and make this available to internal and external auditors and donors as and when requested.

Where the Proposal includes Personal Data as defined by the European Union's General Data Protection Regulation (GDPR), I confirm that the Organisation has been authorised by each Data Subject to share this Data with IUCN for the purposes stated above.

I further confirm that the following statements are correct:

1. The Organisation is duly registered in accordance with all applicable laws.
2. The Organisation is fully compliant with all its tax and social security obligations.
3. The Organisation and its staff and representatives are free of any real or perceived conflicts of interest with regards to IUCN and its Mission.
4. The Organisation agrees to declare to IUCN any real or perceived emerging conflicts of interests it or any of its staff and representatives may have concerning IUCN. The Organisation acknowledges that IUCN may terminate any contracts with the Organisation that would, in IUCN sole discretion, be negatively affected by such conflicts of interests.
5. None of the Organisation's staff has ever been convicted of grave professional misconduct or any other offence concerning their professional conduct.
6. Neither the Organisation nor any of its staff and representatives have ever been convicted of fraud, corruption, money laundering, supporting terrorism or involvement in a criminal organisation.
7. The Organisation acknowledges that engagement by itself or any of its staff in fraud, corruption, money laundering, supporting terrorism or involvement in a criminal organisation will entitle IUCN to terminate any and all contracts with the Organisation with immediate effect.
8. The Organisation is a going concern and is not bankrupt or being wound up, is not having its affairs administered by the courts, has not suspended business activities, is not the subject of proceedings concerning those matters, or in any analogous situation arising from a similar procedure provided for in national legislation or regulations.
9. The Organisation complies with all applicable environmental regulatory requirements or other legal requirements relating to sustainability and environmental protection.
10. The Organisation is not included in the UN Security Council Sanctions List, EU Sanctions Map, US Office of Foreign Assets Control Sanctions List, or the World Bank listing of ineligible firms and individuals. The Organisation agrees that it will not provide direct or indirect support to firms and individuals included in these lists.
11. The Organisation has not been, is not, and will not be involved or implicated in any violations of Indigenous Peoples' rights, or injustice or abuse of human rights related to other groups or individuals, including forced evictions, violation of fundamental rights of workers as defined by the International Labour Organization's (ILO) Declaration on the Fundamental Principles and Rights at Work, child labour, sexual exploitation, sexual abuse, or sexual harassment.

\_\_\_\_\_  
<Date and Signature of authorised representative of the Proposer>

< Name and position of authorised representative of the Proposer >

## Annex 4:

### Proposed Results Framework for the Mesoamerica Forest Regional IP in the Program Framework Document:

Outcomes	Outputs
<b>Component 1. Enabling conditions for the protection and conservation of primary forests.</b>	
<b>Outcome 1.1.</b> Strengthened local, national, and regional governance mechanisms in support of primary forests conservation.	<p>1.1.1. Awareness-raising and advocacy plan on primary forest protection and conservation targeted at policymakers, sectoral entities, and private sector.</p> <p>1.1.2. Local and national governance structures strengthened to improve the effectiveness of primary forests protection and conservation.</p> <p>1.1.3. Strengthened agreements for cross-border protected areas collaboration.</p> <p>1.1.4. A regional agreement to operationalize the Rural youth strategy of the SICA region 2022 – 2030 into the primary forest landscapes.</p>
<b>Outcome 1.2.</b> Key national and regional policy and regulatory instruments prioritize primary forest conservation.	<p>1.2.1. National and subnational Intersectoral updated policies, regulations and instruments that support primary forest protection and conservation.</p> <p>1.2.2. Information to support fact-based decision making on forest conservation interventions.</p> <p>1.2.3. Three key regional instruments integrate strategic actions for primary forest protection and conservation (PERFOR, ERAM and ERAS).</p>
<b>Outcome 1.3.</b> Improved multisectoral platforms for forest conservation and management.	<p>1.3.1. National multisectoral platforms established or strengthened.</p> <p>1.3.2. Regional multisectoral meetings of stakeholder groups and sectors to agree actions and goals for primary forest conservation.</p> <p>1.3.3. Affirmative actions to integrate IPLCs, women and rural youth into decision-making processes.</p>
<b>Component 2. Accelerated protection and restoration of primary forests.</b>	
<b>Outcome 2.1.</b> Improved protection of primary forests in protected areas.	<p>2.1.1. Strengthened protected area management instruments and tools.</p> <p>2.1.2. Regional assessment of the risk of collapse and extent of the Mesoamerican critical forest biomes.</p> <p>2.1.3. Information about the contribution of protected areas and indigenous peoples to conserve primary forests and advance the global biodiversity framework to support fact-based decision making.</p>
<b>Outcome 2.2.</b> Increased area of OECMs that protect primary forests integrity and expand functional connectivity.	<p>2.2.1. National frameworks or protocols for the implementation of OECMs.</p> <p>2.2.2. Established national networks of OECMs that support the conservation of primary forests.</p> <p>2.2.3. Collaboration agreements for transboundary OECMs within the framework of the Mesoamerican Biological Corridor.</p>
<b>Outcome 2.3.</b> Ongoing restoration of 65,000 ha to increase primary forest connectivity.	<p>2.3.1. Updated evaluation of priority areas for Mesoamerican forests landscape restoration.</p> <p>2.3.2. Key priority areas under community-based restoration.</p>
<b>Component 3. Innovative finance and investment.</b>	
<b>Outcome 3.1.</b> Increased financial resources for primary forest conservation.	<p>3.1.1. National analyses of funding gaps and barriers to invest in primary forest landscapes and forest linked livelihoods.</p> <p>3.1.2. Innovative financing instruments and tools to increase investments in primary forest protection, protected areas, OECMs, and forest linked livelihoods.</p> <p>3.1.3. High-level dialogue meetings to mobilise financial resources through bilateral, multilateral, private and philanthropy channels to sustain long-term critical forest biomes conservation.</p> <p>3.1.4. Regional coalition to mobilise funding to accelerate the conservation of primary forests and the development of viable forests linked livelihoods.</p>
<b>Outcome 3.2.</b> Increased number of forest-friendly endeavours.	<p>3.2.1. Innovative mechanisms to incentivise forest-friendly endeavours.</p> <p>3.2.2. Innovative business models to develop forest-friendly goods and services.</p> <p>3.2.3. Project preparation facility to enable access to private and development financing.</p> <p>3.2.4. High impact events and advocacy to accelerate the demand for products from sustainably managed secondary forests and deforestation-free commodities from Mesoamerica.</p>
<b>Component 4. Coordinated and improved learning and regional collaboration.</b>	
<b>Outcome 4.1.</b> Improved national and regional coordination for primary forest protection and conservation	<p>4.1.1. Regional coordination platform for primary forest protection and conservation.</p> <p>4.1.2. Regional long-term communication plan to mobilize support for the conservation of primary forests and critical forest biomes.</p>
<b>Outcome 4.2.</b> Lessons on primary forest protection and conservation models are available worldwide	<p>4.2.1. Mesoamerican knowledge platform on critical forest biomes (e.g., biodiversity and social information, models of forest management, regulations).</p> <p>4.2.2. Program lessons, forest management and governance models, and integration of IPLCs, women and rural youth into decision-making processes documented and disseminated at regional and global levels.</p> <p>4.2.3. South-south cooperation / knowledge exchange with the other critical forests biomes.</p> <p>4.2.4. Annual regional knowledge exchange workshops.</p> <p>4.2.5. Harmonized program annual planning, reporting, monitoring and evaluation.</p>

**Annex 5 Guatemala Child Project Concept Note under Mesoamerica Forest IP**

**GEF-8 CHILD PROJECT CONCEPT**

**GENERAL CHILD PROJECT INFORMATION**

Child Project Title:	Guatemala's Critical Forest Biomes: Securing benefits for the well-being of local communities and the ecosystems of the Maya Forest and Trifinio		
Country(ies):	Guatemala	GEF Child Project ID:	
		Type of Child Project	Full-sized project
GEF Agency(ies):	IUCN	GEF Agency Child Project ID:	
Anticipated Executing Entity(s) and Type:		CSO	
		CSO	
	MARN	Government	
GEF Focal Area(s):	Multi focal area: 1) Biological Diversity (BD), 2) Climate Change (CC) International Water (IW) and 3) Land Degradation (LD)	Submission Date:	
Type of Trust Fund:	GEF Trust Fund	Child Project Duration (Months)	60
GEF Child Project Grant: (a)	10,708,870	GEF Child Project Non-Grant (b)	0
Agency Fee(s) Grant: (c)	963,798	Agency Fee(s) Non-Grant: (d)	0
Total GEF Financing: (a+b+c+d)	11,672,668	Total Co-financing:	122,907,000
PPG Amount (e):	300,000	PPG Agency Fee(s) (f):	26,997
Total GEF Resources (a+b+c+d+e+f)	11,999,665		
Project Sector (CCM only)			
Program	Mesoamerica Critical Forest Biome		

**CHILD PROJECT FINANCING TABLES**

GEF Financing Table

Indicative Trust Fund Resources Requested by Agency(ies), Country(ies), Focal Area and the Programming of Funds

GEF Agency	Trust Fund	Country/ Regional/ Global	Focal Area	Programming of Funds	(in \$)		
					GEF Project Financing	Agency Fee	Total GEF Financing
IUCN	GEFTF	Guatemala	Biodiversity	BD STAR IP	5,354,583	481,912	5,836,495

IUCN	GEFTF	Guatemala	Land Degradation	LD STAR IP	892,431	80,319	972,750
IUCN	GEFTF	Guatemala	Climate change	CC STAR IP	892,431	80,319	972,750
IUCN	GEFTF	Guatemala	International Water <sup>7</sup>	IW STAR IP	1,189,610	107,065	1,296,675
IUCN	GEFTF	Guatemala	Biodiversity	BD IP Matching Incentive	1,784,861	160,637	1,945,498
IUCN	GEFTF	Guatemala	Land Degradation	LD IP Matching Incentive	297,477	26,773	324,250
IUCN	GEFTF	Guatemala	Climate Change	CC IP Matching Incentive	297,477	26,773	324,250
<b>Total GEF Resources</b>					<b>10,708,870</b>	<b>963,798</b>	<b>11,672,668</b>

Project Preparation Grant (PPG)

Is Project Preparation Grant requested?  Yes  No

If yes<sup>8</sup>: fill in PPG table (incl. PPG fee)

GEF Agency	Trust Fund	Country/ Regional/Global	Focal Area	Programming of Funds	(in \$)		
					PPG	Agency Fee	Total PPG Funding
IUCN	GEFTF	Guatemala	Biodiversity	BD STAR IP	150,005	13,500	163,505
IUCN	GEFTF	Guatemala	Land Degradation	CC STAR IP	25,001	2,249	27,250
IUCN	GEFTF	Guatemala	Climate Change	LD STAR IP	25,000	2,250	27,250
IUCN	GEFTF	Guatemala	International Water	IW STAR IP	33,326	2,999	36,325
IUCN	GEFTF	Guatemala	Biodiversity	BD IP Matching Incentive	50,001	4,500	54,501
IUCN	GEFTF	Guatemala	Land Degradation	LD IP Matching Incentive	8,334	749	9,083
IUCN	GEFTF	Guatemala	Climate Change	CC IP Matching Incentive	8,333	750	9,083
<b>Total PPG Amount</b>					<b>300,000</b>	<b>26,997</b>	<b>326,997</b>

Sources of Funds for Country STAR Allocation

GFEF Agency	Trust Fund	Country/ Regional/Global	Focal Area	Source of Funds	Total
IUCN	GEFTF	Guatemala	Biodiversity	BD STAR Allocation	6,000,000
IUCN	GEFTF	Guatemala	Climate Change	CC STAR Allocation	1,000,000
IUCN	GEFTF	Guatemala	Land Degradation	LD STAR Allocation	1,000,000
<b>Total GEF Resources</b>					<b>8,000,000</b>

Indicative Focal Area Elements

Programming Directions	Trust Fund	(in \$)	
		GEF Project Financing	Co-financing
IP Mesoamerica	GEFTF	10,708,870	122,907,000
<b>Total Project Cost</b>		<b>10,708,870</b>	<b>122,907,000</b>

Indicative Co-financing

\*\*\*POP-UP material start

Please provide indicative information regarding the expected amounts, sources and types of Co-Financing, and the sub-set of such Co-Financing that meets the definition of Investment Mobilized.

\*\*\*POP-UP material end

Sources of Co-financing	Name of Co-financier	Type of Co-financing	Investment Mobilized	Amount (\$)
Bilateral aid-agency	IUCN – KfW (Enlazando Paisaje)	Grant – investment mobilized		500,000
Bilateral aid-agency	IUCN – KfW (Selva Maya II):	Grant – investment mobilized		5,000,000
Bilateral aid-agency	IUCN – AECID (Gobernanza y GIRH)	Grant – investment mobilized		1,600,000
Bilateral aid-agency	WCS-CCAD-European Union-DESIRA (Five Great Forests)	Grant – investment mobilized		1,150,000
Bilateral aid-agency	European Union ACT-60635 GIZ (Green Transition)	Grant – investment to be mobilized		27,600,000
Bilateral aid-agency	Five great Forest Initiative – CCAD-AMPB – European Union	Grant – investment mobilized		2,500,000
Bilateral aid-agency	UK-DEFRA-WCS (Biodiverse Landscapes Fund)	Grant – investment mobilized		1,300,000
Bilateral aid-agency	USAID-TNC (Mexico and Guatemala)	Grant – investment mobilized		5,000,000
Bilateral aid-agency	RZA/NCS TNC (Mexico, Belize and Guatemala)	Grant – investment mobilized		500,000
NGO	TNC (Durable Fresh Water)	Grant – investment mobilized		500,000
NGO	FDN/PNSL (Sierra Lacandón)	Grant – investment mobilized		1,500,000
Bilateral aid-agency	RFT-GC-ACNUR-FUNDAECO-CECON and CONAP (Protección Mirador-Río Azul/Dos Lagunas)	Grant - Investment mobilized		750,000
Bilateral aid-agency	Summit Foundation-FUNDAECO-SSR (Empoderamiento Mujeres)	Grant – investment mobilized		100,000
Bilateral aid-agency	Oro Verde/BMU FDN/Heifer (Sierra Lacandón)	Grant – investment mobilized		1,000,000
Bilateral aid-agency	USFWS-Balam (Montañas Mayas Chiquibul)	Grant – investment mobilized		200,000
Private sector	Balam-Grupo Hame (Xutilha)	Grant – investment mobilized		750,000
NGO	Rainforest Alliance	Grant – Investment to be mobilized		4,000,000
NGO	ACOFOP (ZUM-ZAM)	Grant Recurrent Expenditures – investment mobilized		8,000,000
NGO	WWF (Restauración y Medios de Vida)	Grant – investment mobilized		100,000

NGO	Heifer (Fondo Restauración Productiva)	Grant - Investment mobilized	150,000
NGO	Heifer (Expansión Programa Negocios Verdes)	Grant Recurrent Expenditures - Investment mobilized	300,000
NGO	NPV (Sinergias FDN-ACOFOP-IAF-TNC)	Grant Recurrent Expenditures – Investment mobilized	7,000
Multilateral aid / NGO	World Bank and Sotzi'l (PICL-PINPEP)	Grant – Investment mobilized	4,500,000
Multilateral aid / NGO / Local government	UN (Paz) ICCO-Conexión, Balam (Refugio de la Niñez, municipal investments for protected areas, women and youth)	Grant – Investment mobilized	2,000,000
Private sector	PACUNAM	In Kind - Recurrent expenditures	6,000,000
Multilateral aid-agency	Indigenous Peoples-World Bank-Balam	Grant – investment mobilized	4,500,000
Bilateral aid-agency	USAID-FDN (Biodiversity Conservation)	Grant – Investment to be mobilized	10,000,000
Bilateral aid-agency	USAID (Resilient Landscapes)	Grant – Investment to be mobilized	7,000,000
Bilateral aid-agency	IKI-TNC (Mexico, Guatemala and Belize)	Grant – Investment to be mobilized	3,000,000
Private sector	FCCF	Soft loans – Investment to be mobilized	3,000,000
National Government	CONAP	In Kind - Recurrent expenditures	5,600,000
National Government	INAB (PROBOSQUE)	In Kind - Recurrent expenditures	13,200,000
NGO	IPLC-TNC (Mexico and Guatemala)	Grant - Investment mobilized	1,500,000
<b>Total Co-financing</b>			<b>122,807,000</b>

## TABLE ON CORE INDICATORS

### Core Indicators

Project Core Indicators		Expected at PFD
1	<b>Terrestrial protected areas</b> created or under improved management for conservation and sustainable use (Hectares)	528,366
2	<b>Marine protected areas</b> created or under improved management for conservation and sustainable use (Hectares)	
3	Area of <b>land restored</b> (Hectares)	21,303
4	Area of <b>landscapes under improved practices</b> (excluding protected areas)(Hectares)	52,830
5	Area of <b>marine habitat under improved practices</b> (excluding protected areas) (Hectares)	
6	<b>Greenhouse Gas Emissions Mitigated</b> (metric tons of CO <sub>2</sub> e)	11,639,221
7	<b>Number of shared water ecosystems</b> (fresh or marine) under new or improved cooperative management	1
8	Globally over-exploited <b>marine fisheries</b> moved to more sustainable levels (metric tons)	
9	<b>Reduction, disposal/destruction, phase out, elimination</b> and avoidance of <b>chemicals of global concern</b> and their waste in the environment and in processes, materials and products (metric tons of toxic chemicals reduced)	
10	Reduction, avoidance of emissions of <b>POPs to air</b> from point and non-point sources (grams of toxic equivalent gTEQ)	

11	Number of <b>direct beneficiaries disaggregated by gender</b> as co-benefit of GEF investment	10,000 30% women special emphasis on women in single-parent households
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**Explain the methodological approach and underlying logic to justify target levels for Core and Sub-Indicators (max. 250 words, approximately 1/2 page)**

Targets for protected areas created or under improved management and landscape under improved practices were established based on consultations with government authorities, MARN, MAGA, INAB and CONAP and local stakeholders. The goals of other complementary initiatives (e.g. Selva Maya II) were also considered. The project will focus mainly on improving the effectiveness of protected areas (PAs) management and the promotion and implementation of OECM in 18,650 ha<sup>9</sup> through forest landscape restoration actions in strategic territories outside of protected areas adjacent to Buffer Zones of the Maya Biosphere Reserve (MBR), as well as in the buffer zones (ZAM for its acronym in Spanish) of the protected areas of Southern Petén, such as: Chiquibul Maya Mountains, Xutilhá, Machaquilá, San Román, El Pucté, Aguateca, Dos Pilas, Ceibal, El Rosario and Petexbatún. Other restoration actions will be promoted in the ZAMs and multiple use zones in accordance with the current management plans of the protected areas of the Selva Maya. This will consider the current deforestation fronts, connectivity, threats to biodiversity and the Restoration Opportunities Assessment Methodology (ROAM). The project will focus on a) Strengthening the governance and protection of the Selva Maya, b) Strengthening the implementation of policy instruments to achieve the goals, c) Identifying and mobilizing financial resources for the protection and conservation, as well as the reduction of threats in the MPA of the aforementioned PAs. It will also promote exchanges of experiences and partnerships with other stakeholders to achieve these goals.

The overall environmental benefits will be achieved through the project's four interrelated components and interventions, including strengthened governance capacity, access to financing or regulation. The people benefiting from the GEF-financed investment were estimated considering local census and knowledge of local communities and relate primarily to people benefiting from biodiversity conservation, sustainable use or restoration and from investments in restoration and sustainable land management. Most of the GHG emissions mitigation target is achieved through reduced deforestation and forest degradation through biological corridor expansion and increased carbon sequestration in existing PA forests with improved management and, to a lesser extent, restored forest landscape/improved forest management. Estimates of GHG reductions were calculated using EX-ACT.

**PROJECT DESCRIPTION**

**Country Context (maximum 500 words)**

*Describe the country's relevant environmental challenges and strategic positioning relative to the systems transformation proposed for the program, including relevant existing policies, commitments, and investment frameworks. How are these aligned with the proposed approach to foster impactful outcomes with global environmental benefits?*

In Guatemala, the Maya Biosphere Reserve (MBR) is the largest protected area (two million hectares) and protects a great natural and cultural wealth; it is a territory of incomparable scenic beauty, which possesses an immense variety of life, protects essential natural ecosystems that are the refuge of thousands of species of flora and fauna, also preserves much of the archaeological sites considered icons of Mayan civilization, also providing essential ecosystem services, including climate regulation, clean water supply and soil and nutrient cycling.

This territory faces several threats that have resulted in the loss of natural forests inside and outside the MBR's protected areas. It is estimated that in the period 2006-2010, the department of Petén, where much of the Selva Maya is located, lost 40,125 hectares of forest per year, equivalent to 2.08% of the annual deforestation of the existing forest in 2006. The main

<sup>9</sup> This represents approximately 5% of the current forest landscape restoration potential in territories located adjacent to the Guatemalan Selva Maya buffer zones (ZAMs).



causes of deforestation have been the change in land use from forests to extensive cattle ranching, expansion of monocultures (such as African palm), drug trafficking and forest fires resulting from these activities or intentionally induced, in both cases, enhanced by high temperatures resulting from climate change and variability. A fact to highlight is the magnitude that some deforestation fronts have reached: for example, the front of the Laguna del Tigre-Lacandón national parks, which represents 8 % (3131 square kilometers) of gross deforestation in the period of analysis (2010-2016) (IARNA, 2022)<sup>10</sup>. At the level of protected areas and biodiversity, in addition to the aforementioned, there are threats related to governance, which is why work is being done on a policy for human settlements in protected areas. Land tenure is a factor that has historically exacerbated conflict in the territories of the Maya Biosphere Reserve, increasing the various agents of deforestation and forest degradation, especially in protected areas.

To face these challenges, Guatemala has an institutional and policy framework that supports the conservation, restoration and sustainable use of forests, which at the national level cover approximately 33% (3,574,244 hectares) of the country. Of this percentage of coverage, 51% is within protected areas. Policy instruments include the Forestry and Protected Areas Law, the Probosques Law, the Forestry Incentive Program for holders of small tracts of land with forestry or agroforestry vocation (PINPEP for its acronym in Spanish) law, the Climate Change Law and Action Plan, the Forest Landscape Restoration Strategy, the Sustainable Livestock Strategy and the Biodiversity Strategy, among others. At the institutional framework level, the main guiding entities responsible for developing and implementing policies, programs and instruments that promote the conservation, restoration and sustainable management of forests with the project goals are MARN, CONAP, INAB and MAGA.

Accordingly, it is evident that there is political will and the appropriate policy framework to facilitate the implementation of the project to support transformational change by conserving and safeguarding Guatemala's Selva Maya forest.

### **Project Overview and Approach (*maximum 1250 words*)**

- a) Provide a brief description of the geographical target(s), including details of systemic challenges, and the specific environmental threats and associated drivers that must be addressed;

The project will be implemented in the department of Petén, covering the protected areas of the core zone, which are between categories I and II with approximately 1,017,835 ha, as well as the multiple use zone with an area of 769,045 hectares. This territory covers a large area of rainforest that is protected through a network of 5 national parks and three protected biotopes, including (Figure 1):

- Tikal National Park, with an area of 57,679 ha that houses a great wealth of Mayan culture and has been declared a World Heritage Site by UNESCO.

- Yaxha-Nakum-Naranjo National Park and Mirador Río Azul National Park with an area of 36,818.53 and 117,602 hectares respectively.

-The protected biotopes Rio Escondido, Dos Lagunas and Zotz, which cover a total of 112,651 hectares.

In addition, for the implementation of the OECMs in the consultation workshop, local stakeholders consider it relevant to promote restoration actions in degraded areas that are considered a priority in the adjacent zones of protected areas of MBR, which covers an area of approximately 465,830 hectares. Likewise, for connectivity purposes, it is considered pertinent that the promotion of restoration and connectivity actions be extended to the Complex III ZAM in the "Montañas Mayas Chiquibul" Biosphere Reserve, which borders Belize with an area of 82,847.14 hectares. This territory is key because it is where the largest deforestation fronts are concentrated and threaten the integrity of the protected areas of the Maya Forest. In addition, it is important to mention that some protected areas have suffered invasions and have been subject to deterioration due to institutional weaknesses in the monitoring and enforcement of the Law and the scarce financial resources from

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<sup>10</sup> Bosques. / César Sandoval, Juventino Gálvez y Daniel Pinillos : -- Guatemala, Universidad Rafael Landívar, Editorial Cara Parens, 2022. Available in: [Bosques. Serie: Perfil Ambiental de Guatemala, 2022 \(url.edu.gt\)](#)

the national budget that are allocated for this purpose.

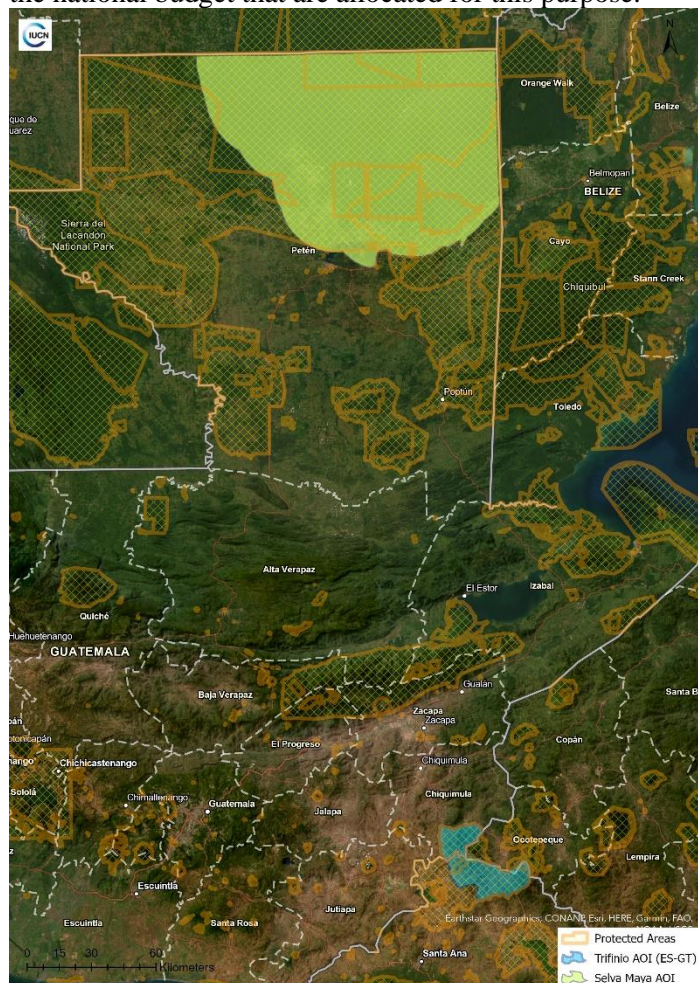


Figure 1. Protected areas map of Petén

In addition, many of the communities, including indigenous communities living primarily in the buffer and multiple-use zones (ZUM) of the Maya Biosphere Reserve, live in poverty and with limited access to education, and rely heavily on subsistence agriculture, cattle ranching and natural resources, making them highly vulnerable to external factors such as climate change and climate variability. Another important challenge pointed out by Zander & Dürr (2011) cited by IARNA (2022) is that, although land use change and the displacement of peasant families are not new processes, these dynamics have experienced a significant acceleration in the rate of conversion of agricultural land to cattle ranches, in addition to an increase in the use of violence during land acquisition processes. Despite this situation, it is important to mention the work and legacy of the communities organized within the Association of Forest Communities of Petén (Acofop), who over the last two decades have systematically strengthened their knowledge and skills in the diversified management of the territories in the multiple use zone of the MBR, in fact Bray et al. (2008) cited by IARNA (2022) found that, within the MBR, forest communities recorded a deforestation rate 33% lower than the rates recorded in the core zones.

Underlying factors that need to be addressed therefore include inadequate protection of many areas of the Maya Biosphere, low financial investment and weak institutional capacity for effective monitoring for forest protection and forest law enforcement; lack of development options for indigenous and local communities; insufficient resource mobilization and investment in forest conservation and protection; and insufficient awareness of the importance of these resources among national, regional and global stakeholders.

Finally, it is important to mention that as part of the integrated program, the project will also be implemented with a focus on protection and conservation of the forests in the Trifinio Fraternidad Biosphere Reserve for the purposes of water production and protection of biodiversity in the transboundary basin of the Lempa River in close coordination with El Salvador Country Child Project of this IP. This region is home to the Trifinio

Fraternidad Transboundary Biosphere Reserve, a UNESCO-recognized reserve which includes 11 protected areas, known for its unique biodiversity, including a large number of endemic species and important natural resources such as forests, water sources, and fertile land.

- b) Describe the existing or planned baseline investments, including current institutional framework and processes for stakeholder engagement and gender integration;

At the co-financing level, it is estimated that during the life of the project, about US\$ 122.8 million dollars will be leveraged, which includes in-kind investments and recurrent expenses of government entities for US\$ 18.80 million, bilateral cooperation agencies for US\$ 66.7 million, multilateral agencies for US\$ 14 million, NGO for US\$ 16.80 million, among the most important. At the government level, spending corresponds to the implementation of forestry incentives for forest management and for the protection, conservation and management of protected areas; at the bilateral and multilateral cooperation level, counterpart funds are earmarked for institutional strengthening, governance improvement, management effectiveness of protected areas and for the implementation of forest landscape restoration actions, including agroforestry and silvopastoral systems, strengthening of value chains, market access, among others.

Accordingly, there is evidence of significant mobilization of resources from international cooperation at the multilateral and bilateral levels, NGOs and the private sector, which together contribute US\$122.8 million in co-financing, representing approximately 93% of co-financing.

CONAP is the national governing body for the implementation of forest protection, conservation and management actions and the effectiveness of management within protected areas, based on the Protected Areas Law, the Guatemalan System of Protected Areas (SIGAP for its acronym in Spanish) Policy, the Protected Areas Co-administration Policy, and the Biodiversity Strategy and Action Plan, among others. At the level of issues related to the OECM level, the government entities that have a direct steering role are mainly INAB and MAGA, which implement actions in the territory outside of protected areas and buffer zones in accordance with the stipulations of the master plans or protected area management plans. These entities promote the implementation of actions for the protection, conservation, management and restoration of the forest landscape, as well as the promotion of restoration actions through agroforestry systems, silvopastoral systems, sustainable agriculture and livestock practices to increase productivity and climate change adaptation and mitigation, among others. This is done by implementing the aforementioned policy instruments, such as Probosque, PINPEP, forest landscape restoration strategy, sustainable livestock strategy, the Agricultural Policy, among others.

Stakeholder participation in the design and implementation of the project will be facilitated in part through the use of existing governance platforms in the territory, for example, the existing governance platform for the implementation of the Emissions Reduction Program (ERP), which is expected to strengthen public policy and forest governance, thereby contributing to the reduction of deforestation and therefore reducing greenhouse gas emissions to reduce the global effects of climate change. This process involves the participation of private actors, indigenous peoples, producer associations, non-governmental organizations, rural organizations and the public sector, who interact within the Inter-Institutional Coordination Group at the policy-making level, the Forests, Biodiversity and Climate Change Group (GBByCC) at the technical level and the Climate Change Roundtable at the national level (Cuellar and Davis, 2013 cited by IARNA 2022).

At the institutional level, the project will take into account the platforms already established in the forest concession mechanism and forest incentive programs, which have had a positive impact by fostering and promoting partnerships between communities and forestry organizations, such as Association of Forest Communities of Petén (Acofop for its acronym in Spanish), the Sotzil Association and the National Network of Pinpep Beneficiaries, which have had an impact on improving forest governance.

The project will employ strict adherence to the principles of free, prior and informed consent throughout its design and implementation. During the design phase of the project, local consultations will be held to identify relevant activities developed with local NGOs, indigenous peoples and local communities and Micro, Small and Medium Enterprises (MIPYMEs for its acronym in Spanish).

Gender-sensitive and gender-transformative approaches will be applied throughout the project in terms of land tenure, resource access and management, access to finance and training, governance mechanisms, natural resource management and access to finance.

- c) Describe how the integrated approach proposed for the child project responds to and reflects the Program's Theory of Change, and as such is an appropriate and suitable option for tackling the systemic challenges, and to achieve the desired transformation with multiple global environmental benefits;

The Project will work to facilitate transformational change that supports the conservation and protection of the Guatemalan Selva Maya through a set of targeted interventions that address the main threats of deforestation and forest degradation. In line with the Program's Theory of Change, interventions will focus on strengthening multi-level governance and policy coherence, mobilizing new and additional funding for forest conservation, enhancing regional cooperation, knowledge sharing and awareness raising, and supporting conservation led by indigenous peoples and local communities.

By focusing on the main remnant IFL of Guatemala (Selva Maya, IFL Mapping team 2020) where an estimated 5% of IFL extent was lost over the last two decades, the project provides a strong opportunity to address deforestation and degradation of primary forests and deliver multiples global environmental benefits, including the reduction of human-induced extinction of threatened species, improving the management effectiveness of PA and expanding the coverage of conserved areas.

In addition, the project will also be implemented in the Trifinio region, tri-national area located at the intersection of Honduras, Guatemala, and El Salvador This region faces significant threats, including deforestation and degradation due to expansion of the agricultural frontier, illegal wildlife trafficking, mining, and invasive species. The region is also highly vulnerable to climate change, with the potential for increased drought followed by heavy rains in the Central American Dry Corridor.

To address these challenges, the Trifinio Plan, a regional development strategy for the Trifinio region, has proposed several measures, including the development of a regional groundwater management plan, installation of monitoring systems, and promotion of sustainable agriculture practices. The successful implementation of these measures requires collaboration and coordination among the three countries and active participation from stakeholders, including communities, private sectors, and civil society organizations. Based on common objectives, there are multiple benefits of working in the Trifinio and Selva Maya regions with the nexus of water and forests. By leveraging international cooperation and financing, projects can achieve more than they would individually. For example, a transboundary project that addresses both water and forest issues can result in improved water quality, increased forest cover, and enhanced biodiversity. In addition, it can help build resilience to climate change as forests are critical in mitigating climate change by sequestering carbon, while water is a key element in adapting to the impacts of climate change. This can also lead to co-benefits such as increased water and food security, and biodiversity conservation.

- d) Describe the project's incremental reasoning for GEF financing under the program, including the results framework and components.

Interventions will be implemented through the following interrelated components:

**C1. Adoption of enabling policies, reforms and planning:** This component will support high-level inter-sectoral dialogues and exchanges to facilitate the development of enabling policies and rational land use planning that recognizes the value of biodiversity and ecosystem services, potentially including through compensation schemes, elimination of perverse subsidies and other means. Institutions will be strengthened to improve the promotion of good small and medium-scale forestry practices, and to generate differentiated public policies from a territorial and subject perspective; in addition to promoting a comprehensive and inclusive vision.

Evidence will be generated on the multiple benefits generated by the protection and conservation of the natural forest, as well as the results generated by the implementation of restoration actions through the Forest Landscape Restoration Strategy, the Sustainable Livestock Strategy, mainly in those areas where there are deforestation fronts. For this, assessments of ecosystem services (e.g., water quantity and quality, CO<sub>2</sub> capture, potential erosion, etc.) will be conducted to demonstrate the importance of conservation, restoration and sustainable management of forests as an effective strategy for adaptation and mitigation of global climate change. This transformational change will be reflected in increased awareness among decision makers (e.g. CONAP, municipalities, municipal and departmental development councils) and community leaders in concessions and the private sector of the irreplaceable value of forests in addressing social and development challenges.

**C2. Strengthening the governance and protection of the Maya Forest**, to address the lack of capacity and resources for protected area and OEEM management, implement biodiversity and ecosystem monitoring programs, address illegal activities, and invest in restoration with vulnerable local communities. Increase and strengthen multi-sectoral capacities in support of INAB and Conap, to ensure the functioning of monitoring and control tools and expand resources for the justice system and strengthen personnel to increase their capacity to deal with environmental crime complaints. The project will integrate efforts with other projects and initiatives to provide the necessary catalytic support to activities in the territory that improve connectivity between PAs through restoration actions, integrated management for forest fire control, and achieve the restoration of the Selva Maya ecosystem. The contributions of deploying these Nature Based Solutions (NbS) to global conventions will be made visible through improved information sharing between Ministries, Institutes and Secretariats (e.g. MARN, CONAP, INAB, MAGA, SEGEPLAN INGUAT) and reporting to global monitoring initiatives (e.g. Restoration Barometer for the Bonn Challenge, Kunming-Montreal Global Biodiversity Framework monitoring framework, K-M GBF). This component will strengthen existing information systems such as SNICC, SNIBgt and SIFGUA as well as the existing PA monitoring system (SMART-CONAP), implement participatory multi-criteria analysis to prioritize conservation and restoration sites and innovative capacity building and management tools based on the needs of PA managers, ACOFOPs and small and medium enterprises (SMEs) and private forest concessions. This component will be implemented with stakeholders from both Selva Maya and Trifinio to enhance PA management effectiveness and expand conservation area beyond the national PA network through OEEMs.

**C3. Increased investment in positive forest landscapes:** to address the lack of private investment in conservation and deforestation-free supply chains, capacities and tools to assess and compare biodiversity impacts of companies, loan portfolio, limited conservation investment opportunities. To this end, it is proposed to design incentives and financial and investment instruments that favor the conservation and restoration of forest landscapes and protected natural areas, mainly in southern Petén where there has been a significant expansion of palm monoculture. These actions will be carried out with the active participation of local communities, indigenous peoples, women and youth. The main interventions include 1) support in certification processes and bankable business solutions through the establishment and operation of a project preparation service to translate sustainable strategies into green investment plans and projects for public and private sector financing, 2) the design of innovative financing models designed in collaboration with the public and private sectors to catalyze investment for conservation and restoration (i.e. debt-for-nature swaps, biodiversity/green bonds, payment for water services schemes) and 3) the development of public-private partnerships and financial education campaigns to facilitate resource mobilization (impact investment, and market incentives such as carbon credits). Innovative financing instruments will be designed to mobilize additional resources in both landscapes (Trifinio and Selva Maya). While in Selva Maya, instruments such as biodiversity or carbon credits may be considered, in Trifinio, the focus will likely be on innovative transboundary payment for hydrological services, building on existing studies of IDB on the design of a regional water fund.

**C4. Increased regional cooperation and coordination to address the lack of awareness of Mesoamerica's Critical Forest Biomes**, including the Selva Maya, data gaps and lack of adequate tools to guide adaptive management and demonstrate the global environmental benefits associated with forests. This component will provide capacity building and knowledge sharing between Belize, Mexico and Guatemala (e.g. Mesoamerican Virtual Center of Excellence in Forest Monitoring, CMICEF), support the implementation of the Mayan Forest Integrated Strategy 2030 and participation in South-South exchange (Mesoamerica, Amazon IP).

GEF funding will complement ongoing investments, which as mentioned above, these investments are around US\$ 122.8 million and will mobilize additional resources for IFL conservation. The incremental costs of the intervention would lead to transformational change as follows:

1. Harmonization of policy instruments and development and land-use plans with protected area master plans for conservation, sustainable management and restoration of Selva Maya forests.
2. Coordination of multiple initiatives led by government agencies, NGOs and private sectors to facilitate landscape-level partnerships and improve information systems for the exchange of key information for decision making.
3. Shift from perverse deforestation-inducing subsidies to green agricultural and social incentives with coherent environmental safeguards.

### **Engagement with the Global / Regional Framework (maximum 500 words)**

Describe how the project will align with the global / regional framework for the program to foster knowledge sharing, learning, and synthesis of experiences. How will the proposed approach scale-up from the local and national level to maximize engagement by all relevant stakeholders and/or actors?

The proposed Project will be designed from the ground up to align with the regional framework for the Program to foster knowledge sharing, learning, and synthesis of experiences - both as a contributor and recipient of information and knowledge products and experiences - and to support scaling-up to maximize impact and sustainability. Key elements of this aligned approach include the following:

- **Governance and policy coherence at the regional level - Component 1** of the Project includes supporting efforts to further strengthen and align regional policies for the conservation of Mesoamerican forests, including efforts to control illegal trade in timber, cattle and wildlife species. In addition, the Project team will participate in all Program Steering Committee meetings and work to implement all adaptive management recommendations of the Program Steering Committee.

- **Active participation of the Project team and stakeholders in programmatic knowledge sharing workshops, trainings and exchanges** - The Project will include budgeted resources for the participation of the Project team and relevant key stakeholders in all program-supported knowledge sharing workshops, trainings and exchanges designed for Guatemala. A cost sharing approach will be agreed between the regional IP coordination and support project and the national child projects, including this one, during the development of the GPP phase of the regional and national child projects.

- **Contribution to programmatic communications** - The project will include budgeted resources, dedicated activities and related targets under Component 4 for contribution to programmatic communications and knowledge products, including the annual Mesoamerican Forest IP Year in Review, web stories and high priority knowledge products that capture experiences and contribute to the development and wider use of best practices and approaches for conservation of the Selva Maya. This support also includes support for coordinated efforts to increase global, regional and national awareness of the importance of the Mesoamerican Forest biome at a level commensurate with that of the Amazon and Congo forest basins.

- **Support for high-level participation in financing mobilization roundtables-**, financial inclusion activities and other coordinated efforts to leverage new and additional financing for the conservation and sustainable management of Guatemala's Selva Maya. The project will include budgeted resources and activities under Component 3 to support coordinated work to leverage new and additional financing for primary forest conservation. Innovative sustainable financing mechanisms will be considered, such as green bonds, blended finance, debt-for-nature swaps, water, carbon and biodiversity offsets, among others. The project will also scale up public and private sector financing, support high-level engagement and dialogues

with the Ministry of Finance and national and multilateral development banks and other key stakeholders, such as private sector leaders and commercial banks, to improve sustainable financing and support financial inclusion in the region. In this regard, under Component 3 the project will align and enhance existing support programs and develop new initiatives and partnerships that enable and incentivize ambitious targets, investments and reforms and actions to conserve and restore the forests of the Maya Forest.