



Request for Proposals (RfP)
Consultancy Services for a Crop Market
Suitability and Economic Cost-benefit Analysis of
Sustainable Land Management Practices in Saint Kitts and Nevis

International Union for Conservation of Nature and Natural Resources

Regional Office for Mexico, Central America and the Caribbean

Country: St. Kitts and Nevis

Name of the Project: “Improving Environmental Management through Sustainable Land Management in St. Kitts and Nevis”

Budget Line: PA03159.C2-DR03159.NC

AOP Code:SK40 and SK24

Interested Proposers are hereby invited to submit a technical and financial proposal for the aforementioned Consultancy Service 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.

www.iucn.org
<https://twitter.com/IUCN/>

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, 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
13/04/2023	Publication of the Request for Proposals
30/04/2023	Deadline for submission of questions
05/05/2023	Deadline for submission of proposals to IUCN (" Submission Deadline ")
08/05/2023	Clarification and evaluation of proposals
17/05/2023	Planned date for contract award
18/05/2023	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).

	Description	Information to be presented	Relative importance (%)
1	<i>Methodology to be implemented</i>	A detailed description of work to be implemented; the procedure of the consultancy; Instruments and parameters to be used; and participants to be engaged.	20%
2	<i>Schedule with logical dimension of time</i>	A matrix of activities with scope of work and timelines to achieve the objective of consultancy	20%
3	<i>Experience Masters' Degree in economics or similar and any of the following field, rural development agronomy, forestry, ecology, biodiversity conservation or any other related field At least 5 years of experience in agribusiness, marketing, agronomy within St. Kitts and Nevis or the Eastern Caribbean countries Proven experience in social impact assessment, cost-benefit analysis in the agricultural and/or environmental sectors.</i>	<i>Company Profile / CV / Responsible for the Consultancy</i>	30%

4	Conceptual Review of the ToR	An overview of the work based on existing information or studies	30%
TOTAL			100%

- 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 (AMOUNT) broken down as follows:

Expense type	Maximum amount
Air travel	2000
Meals	1573
Surface Transportation	400
Accomodation	1620
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 5 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 an Open Procedure for this procurement.

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. 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 *Human Resources Questionnaire*

**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
FOR**

**“Crop Market Suitability and Economic Cost-benefit Analysis of
Sustainable Land Management Practices in Saint Kitts and Nevis”**

Type of Contract:	Professional Consultancy Services
Period:	6 months
Availability:	Immediate
Person Responsible for Supervision:	Tony Nello, Thematic Expert

1. BACKGROUND AND JUSTIFICATION

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.

www.iucn.org
<https://twitter.com/IUCN/>

About the Project

The economy in St. Kitts and Nevis (SKN) has undergone a radical transformation during the last sixteen years, which has changed the islands' land-use patterns and pressures on its ecosystems. Sugarcane long dominated the landscape, particularly on the island of St. Kitts, but as a result of unfavourable trading terms, the industry was closed in July 2005. To diversify the economy, land use zoning has been modified to allow for non-agricultural uses of former sugarcane lands, such as the construction of homes, tourism facilities, schools, commercial & industrial sites, etc. More broadly, SKN has transitioned rapidly towards a more service-oriented economy. This rapid growth comes with sustainable development challenges, as it relates to land use planning and sustainable use of natural resources.

The Global Environment Facility-funded Project, **Improving Environmental Management through Sustainable Land Management in St. Kitts and Nevis** aims to support SKN to address the drivers of development which have adverse impacts on land and other natural resources as a result of competing demands and reorient all sectors of the economy towards sustainable resource use policies and practices, which together can provide economic opportunities for the country's population while also sustaining ecosystem services and globally significant biodiversity. The Project Objective is to transform degraded forest landscapes areas into biodiversity and climate-friendly areas of sustainable agricultural/agroforestry production.

To achieve these primary goals, the project has three main Components:

- Component 1: Integrated and strengthened environmental planning and management on the islands of SKN to support island sustainability.
- Component 2: Mainstreaming Biodiversity (BD) conservation, Sustainable Land Management (SLM) and Climate Change Mitigation (CCM) into key development and resource management sectors; and
- Component 3: Increased awareness and understanding of issues related to SLM, BD Conservation, and Climate-Smart Agriculture (CSA).

The Global Environment Facility (GEF) with the approval of the Government of SKN (GOSKN) has selected the United Nations Environment Programme (UNEP) as the Implementing Agency of the project; as well, the GOSKN has selected the **International Union for Conservation of Nature Regional Office for Mexico, Central America and the Caribbean (IUCN-ORMACC)** as the Executing Agency.

This TOR is issued under Component 2 subsection 2.2 of the project which focuses on the mainstreaming of Biodiversity (BD) conservation, Sustainable Land Management (SLM), and Climate Change Mitigation (CCM) into key development and resource management sectors. This consultancy will specifically identify the most suitable CSA and SLM practices to reduce land degradation and increase carbon sequestration and agricultural crop production.

2. OBJECTIVES OF THE CONSULTANCY

2.1. General:

- To conduct a market suitability study and an economic cost-benefit analysis to support sustainable land management (SLM) practices, including reforestation and mangrove rehabilitation, that would mitigate land degradation and encourage more climate-smart agricultural practices (CSA) in the Federation.

2.2. Specific:

- a) Conduct a market suitability analysis in the twin-island Federation of St. Kitts and Nevis and make recommendations on the most suitable and commercially viable crops, considering five SLM practices.
- b) Assess the socioeconomic and environmental benefits of SLM practices associated with the most suitable and commercially viable crops, including reforestation and mangrove rehabilitation, considering scenarios (with/without SLM).
- c) Assess financial on-farm benefits of selected SLM practices, including reforestation and mangrove rehabilitation, considering income streams derived from corresponding crops and extractive activities.
- d) Conduct a cost-effectiveness analysis considering financial, social impacts and the ecosystem services provided by selected SLM practices, including reforestation and mangrove rehabilitation.
- e) Conduct, in coordination with the IUCN, a national consultation, validation, and socialisation process including relevant sectors and key stakeholders.

EXPECTED DELIVERABLES

No.	Deliverable	Description
1	First report of crops market suitability	A report with results of the specific objective a, detailing the results of a market analysis for the most suitable and commercially viable crops, in line with five SLM practices ¹ , focusing on domestic market. The report will describe supply and demand, prices and other market requirements (regulatory, quality) of at least four crops with potential to be grown as part of the SLM scenarios, covering the twin-island Federation of St. Kitts and Nevis.
2	Second report of social and environmental benefits of the selected SLM practices and Excel spreadsheets to assess performance for all indicators and SLM scenarios.	A report with results of the specific objective b, where social and environmental benefits of the selected SLM practices, including reforestation and mangrove regeneration, are described, considering at least two indicators. Social and environmental indicators should offer a gender-sensitive approach to express social impact in

		terms of job creation and/or food security/healthy diet.
3	Third report of financial performance of SLM practices, including the Excel Spreadsheets for each scenario.	A report with results of the specific objectives c, which details the financial performance of the selected SLM practices assessed. The report and spreadsheets must contain all assumptions and parameters considered (price, discount factor, yields) and includes charts showing the evolution of cash-flows over 20 years. This report should include a sensitivity analysis for price and discount factors. The listing of stakeholders (name, number, email, address, contribution/importance) of individuals interviewed must be submitted as an annex. This report also contains a PowerPoint presentation summarizing all results obtained as part of this consultancy.
4	Final report, including technical report of cost-effectiveness analysis considering the ecosystem services, financial and social impact of SLM practices, and summary results of workshop.	Final report will include results of specific objectives d and e. A technical report shall present the results of cost-effectiveness analysis considering the ecosystem services provided by selected SLM practices, including reforestation and mangrove rehabilitation, based on ecosystem services modelling output provided by IUCN. Additionally, the final report must contain all the results of the general objective of the consultancy (product 1,2 and 3) as well as summary results of the workshop held with relevant stakeholders to present findings.

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.

SCHEDULING AND TIMETABLE FOR DELIVERING PRODUCTS

5.1. Activities and programming

Specific objectives	Activities	Months					
		1	2	3	4	5	6
<p>Conduct a market suitability analysis in the twin-island Federation of St. Kitts and Nevis and make recommendations on the most suitable and commercially viable crops, considering SLM practices</p>	<ul style="list-style-type: none"> Identify main crops utilized by consumers and tourists on the island and crops planted by major cultivators, considering the SLM¹ practices. Conduct research on cultural cultivation and agricultural dieting of nationals and tourists as well as agricultural imports. Based on results of first activities, validate the list of crops to be further analysed as part of this consultancy with IUCN team and national authorities. Collect information on selected four crops through 1.) stakeholder meetings with key government officials in the Department of Agriculture, Environment, Ministry of international trade, industry and commerce & Consumer affairs, and the Ministry of Sustainable Development and 2.) Stakeholder meetings with farmers, farmers groups, traders and buyers of selected crops. Characterize the supply chains and market condition of crops considered in the SLM practices². Market prices, demand and 						

¹ See annex 1.

² In parallel to this consultancy, IUCN has hired external services to conduct a “crop climate suitability and cost analysis” of five SLM practices.

	<p>supply, import volumes as well as regulatory/quality/marketing requirements should be addressed as part of this characterization.</p> <ul style="list-style-type: none"> • Provide recommendations on most promising crops considering market suitability for each applicable SLM scenarios and recommendations to enhance farmers' market access. 						
<p>Assess socio-economic and environmental benefits of selected SLM practices¹, including reforestation and mangrove rehabilitation, considering labor requirements, and crops considered in each scenario (with / without SLM).</p>	<ul style="list-style-type: none"> • Review the selected SLM practices, characteristics and corresponding current land-uses, and cost valuation including labour needs, inputs, and expected crop yields as per the documents shared by IUCN. • Based on the activity above mentioned, validate the methodology to assess at least two social and environmental indicators with IUCN team. One should provide a gender-sensitive perspective of SLM impact on job creation, and the second indicator may focus on food security and/or healthy diets. • Perform the assessment of the five SLM scenarios for both indicators using the Excel spreadsheets provided by IUCN. • Normalize results for both indicators. • Write report detailing the methodology and performance of selected SLM practices for all social indicators considered. 						
<p>Assess financial on-farm benefits of selected SLM practices, including reforestation and mangrove rehabilitation, considering income streams derived from corresponding crops and extractive activities.</p>	<ul style="list-style-type: none"> • Review the selected SLM practices characteristics, including the costs, crops, assumptions and premises as per the documents shared by IUCN. • Schedule meetings with stakeholders which should include extensions officers, farmers, allied agencies to agriculture, officers of sustainable development and the ministry of tourism, traders involved in supply chains 						

	<p>associated with the SLM practices to gather information on prices and market transaction costs . As needed, for each SLM practices, a specific discounting factor should be accounted for to capture losses associated with the green vervet monkey.</p> <ul style="list-style-type: none"> • Identify data sources and historical variation of prices of all crops considered in SLM scenarios as well as discount factor (estimates of Eastern Central bank and national authorities should be considered). • Incorporate, discount factor, green vervet monkey specific discounting factors, prices and when applicable market transaction costs in the Excel spreadsheets shared by IUCN in order to generate annual cash flows of selected SLM scenarios. • Assess financial performance of each SLM practices by integrating formulas and results of net present value, return on investment and cost-benefit ratio in the Excel spreadsheets. The recommended time horizon for the analysis is 20 years. • Generate charts to represent annual variation of present value of costs and returns. • Roll-out a sensitivity analysis of financial performance (three indicators mentioned above) based on discount factor, price and when applicable yields variations. • Normalize results for all indicators used as part of the financial cost-benefit analysis. • Elaborate report which describes the main assumptions and financial performance of the selected SLM practices. 						
<p>Conduct a cost-effectiveness analysis considering financial, social impacts and the ecosystem</p>	<ul style="list-style-type: none"> • Review report of ecosystem services assessment of SLM/reforestation and mangrove rehabilitation based on documents provided by IUCN. 						

Version 0.2. June 2022

<p>services provided by selected SLM practices, including reforestation and mangrove rehabilitation.</p>	<ul style="list-style-type: none"> • Validate with IUCN team a consistent approach to carry out a cost-effectiveness analysis of the ecosystem services analysed. • Roll-out the cost-effectiveness analysis of ecosystem services provided by SLM/reforestation and mangrove rehabilitation. • Normalize results in order to include ecosystem service cost-effectiveness into a multi-criteria analysis which consolidate financial and social indicators (objectives b and c). • Write reports which describe both the methodology and results. 						
<p>Conduct, in coordination with the IUCN, a national consultation, validation, and socialisation process including relevant sectors and key stakeholders.</p>	<ul style="list-style-type: none"> • Prepare a presentation detailing the results of product 1, 2 and 3. • Take part in the workshop to present and validate all results and findings associated with this consultancy as well as to receive feedback. • Consolidate and when applicable, include feedback received in final report and documents. • Final report on consultancy submitted to IUCN focal point for the project. 						

5.2. Timetable for delivery of products:

Products	Expected date of delivery	Percentage of pay
1 - First report of crops market suitability	Four (4) weeks after the signing of the contract by both parties.	20%
2 - Second report of environmental and socio-economic benefits of the selected SLM practices and Excel spreadsheets to assess performance for all indicators and SLM scenarios.	Nine (9) weeks after the signature of the contract by parties.	20%
3 - Third report of financial performance of SLM practices, including the Excel Spreadsheets for each scenarios and 4- Final report including summary results of workshop.	Sixteen (16) weeks after the signature of the contract by parties	30%
4- Final report, including summary results of workshop.	Twenty-four (24) weeks after the signature of the contract by parties	30%

- All products will be paid once delivered to 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.

f) TECHNICAL PROFILE

For the development of this consultancy, the following profile is required:

- *Academic degree: Should hold a Masters' Degree in economics or similar and any of the following fields, rural development agronomy, forestry, ecology, biodiversity conservation or any other related field*
- *At least 5 years of experience in agribusiness, marketing, or agronomy within St. Kitts and Nevis or the Eastern Caribbean countries.*
- *Proven experience in social impact assessment and cost-benefit analysis in the agricultural and/or environmental sectors.*
- *Ability and excellence in English oral expression and writing skills. Spanish would be a plus*

g) PERIOD AND COORDINATION

The period of the consultancy will be 6 months.

Form of work: The consultant(s) should work in close collaboration with ORMACC Thematic expert in environmental economics and development and the IUCN Project Coordinator as well as with the other consultant designing and assessing the cost of SLM practices. Consultation and engagement of national authorities should be done in coordination with the Project Coordinator.