

Terms of Reference (ANNEX 1)**Contract: 83382838**

Development of a Value of SADC TFCA Study**1. Background**

The Southern African Development Community (SADC) is endowed with abundant natural resources including minerals, floral and faunal biodiversity in diverse terrestrial and aquatic ecosystems. This biodiversity has a vast potential to contribute to the region's socio-economic development. The SADC Treaty (1992) recognizes the importance of the protection of the environment and sustainable utilization of natural resources in the region. Furthermore, the SADC Protocol on Wildlife Conservation and Law Enforcement (1999) aims at promoting the conservation of shared wildlife resources through the establishment of Transfrontier Conservation Areas (TFCAs).

The SADC Member States established the SADC TFCA Programme (2013) to facilitate regional support to collaborative management and conservation of shared natural resources. SADC TFCAs Programme rests on the three main pillars: (1) policy harmonisation and regional integration, (2) natural resources management, and (3) sustainable socio-economic development. The SADC TFCA Network was established in the same year to facilitate implementation of the SADC TFCA Programme and to "overcome TFCA challenges through shared learning, knowledge management and collaboration". Currently the SADC TFCA Network consists of over 650 members and is guided and led by a Steering Committee consistent of TFCA Focal Points from all SADC Member States.

In total there are 18 TFCAs in the SADC region, cover an area of nearly one million square kilometers, often entailing high biodiversity transboundary landscapes covering different land uses. SADC has committed to the development of TFCAs and regard them as a critical to the overall objective of attaining sustainable development in the region.

While TFCAs are potential engines of sustainable development in SADC, the sustainability of the TFCAs in themselves has been questionable. Member states do provide the budget for the protected areas, but besides these core contributions, TFCAs remain largely dependent on support from donors and large international NGOs and on tourism as their main economic driver. TFCAs have not been able to generate sufficient revenue to sustain their operations and still heavily depends on donor support and on tourism as their main economic driver. , and among the reasons for that being that their potential value have not been optimized. And therefore, this study seeks to unfold methods/Frameworks for realizing TFCA values to foster private sector engagement, commitment by MS and attract more partnerships.

It is generally recognized that while some TFCAs have had impressive successes, they have generally not met their full potential in realizing the broad spectrum of values that they contain. While the philosophy underpinning TFCAs incorporates inclusivity and participation, traditionally a more top-down approached is applied to TFCA management. It is therefore important to unveil more of the benefits and values to local stakeholders as well as to attract sustainable support from governments, donors and private sector stakeholders.

The advent of COVID-19 and the collapse of the tourism industry has laid bare further weaknesses of TFCAs in this regard. TFCAs now find themselves under an existential

threat as tourism revenues and the state and donors fail to mobilize sufficient emergency funds to sustain the industry. The substantial gains from the past are threatened as nations try to define recovery plans and stimulus packages while straining under the pressures of struggling health systems and weakened economies. At this stage, SADC TFCAs need to mobilize their substantial intellectual resources (e.g. through the SADC TFCA Network) to holistically assessing the TFCA values and develop a strategy that will take TFCAs through the COVID crisis and beyond.

2. Rational for the consultancy

In August 2019, the SADC TFCA Network Steering Committee met in Livingstone, Zambia to priorities support to the TFCA Programme implementation. The meeting, among others, identified the need to develop a study on the value of TFCAs. The main aim is to assess and find a methodology to measuring the values of TFCA for SADC Member States to appreciate the ecological value and economic potential of these transboundary socio-environmental systems and attract support of governments, donors and private sector stakeholders.

In March 2020 the Network established a working group that developed a draft outline of the proposed Value of SADC TFCAs Report which was presented to the SADC TFCA Network Steering Committee in November 2020. The working group further urged to commission a consultancy to lead on the write-up of the technical report.

During the December 2020 SADC Technical Committee on Wildlife, the SADC TFCA Network Steering Committee reported on their progress made regarding the Value of TFCA study. The SADC Technical Committee on Wildlife endorsed the study.

It is against this backdrop, that the SADC-GIZ Climate Resilience and Natural Resource Management (C-NRM) Programme is looking for a **SADC-registered company** to lead on the write-up of the final technical report, in close collaboration with the established working group and the SADC TFCA Network Steering Committee. The Proposed Study Outline (Annex 2) should form the basis for the technical proposal, and combine different valuation methodologies, both economic (including non-monetary ecosystem service values) and financial analyses (case studies on cost and benefit from selected TFCAs).

The technical report will lay the base to the development of a business model for investing in TFCAs to all stakeholders, decision makers and the international community. Assessments of individual TFCAs would need to be done following the developed methodology to assess the context specific TFCA values and investment potential, as part of potential follow-up analysis following this consultancy. The service provider can make changes to the proposed outline, but this should be agreed with working group members, of which representatives of the SADC Food, Agriculture and Natural Resources (FANR) Directorate and the SADC/GIZ C-NRM Programme are part of. The selected consultant will enter contract with GIZ.

The working group has started to compile a resource repository which can be accessed here: <https://www.dropbox.com/sh/rlo6inqyx1hjllp/AABGPciAmWry1R0piB1jnnb4a?dl=0>

3. Overall objective of the assignment

The objective of the consultancy is to holistically assess and find a methodology to measure the values of SADC TFCA, with the aim to increase political support & investment into TFCAs. The service provider may decide to select several case studies or TFCA(s) for the purpose of this study.

The working group agreed that the consultancy should have two main outputs:

1. A technical report (Multi-donor or IUCN/Biopama publication, in partnership with the SADC TFCA Network) (Thereafter referred to as “The Report”)
2. A summary report (A SADC report summarizing the information of the technical report with a detailed business model and recommendations for resource mobilisation for TFCAs to be submitted to SADC structures) (Thereafter referred to as “The Summary Report”)

4. Tasks, travels, and deliverables to be performed by the contractor

4.1. The contractor will undertake tasks including the following:

Tasks	Outputs /Deliverables	By date
Submit inception report to SADC and the SADC/GIZ C-NRM Programme	Inception report including approach/methodology, roadmap of activities to undertake the assignment and requirements/support needed.	19 July
Virtual inception meeting with SADC, the SADC/GIZ C-NRM Programme to discuss the inception report agree on the compilation of the backstopping team.	Minutes, updated inception report	21 July
Establish contact with working group and allocate contributors/writers on sections of the report. This includes establishing sub-working groups to contribute to certain sections of the report	Flow chart with responsibilities and timelines between working group members; Section write ups and other report contributions	30 July
Establish a sub-working group to ensure spatial / data analysis and evaluation tools / mapping requirements or elements to support the main purpose of a study. Including following suggested partners: <ul style="list-style-type: none"> - Biodiversity and Protected Areas Management Programme (BIOPAMA) - Joint Research Centre - Peace Parks Foundation - Bird Life South Africa - Member State GIS units (where required) 	Meeting notes; Description on spatial mapping and data representation requirements for the report	30 July
One (1) day to present draft outline of the report to the SADC TFCA Network Steering Committee and working group to select concrete TFCAs or case-studies and decide on contributors to the reports (virtual meeting)	PowerPoint with draft outline, Meeting report, Updated flow chart	14 August

Set-up contact with possible IUCN and IUCN BIOPAMA as possible publishers of the report, in close collaboration with SADC and SADC/GIZ C-NRM	Consultations notes	14 August
Conduct consultations with SADC Member States and other stakeholders required to contribute to case-studies and other elements of the report	Consultations notes	1 October
Submit zero draft report and SADC summary report to backstopping team	Zero Draft Report, Zero Draft Summary Report	14 October
Present main findings of the report and SADC summary report to the SADC TFCA Network Steering Committee and working group for further feedback	Meeting minutes	1 November
Submit reports to SADC FANR and backstopping team	Report, Summary report	15 November
One (1) day to present the SADC summary report to a virtual Technical Committee on Wildlife	PowerPoint	TBC
Submit final reports SADC FANR and backstopping team	Report, Summary report	7 December

4.2. Duty Station & travel

The service provider will work from his/her respective home country; and if travel is required, the contractor is expected to make their own logistical arrangements (including for transport, accommodation, visas and permits, etc.). The proposed costs for these travels should not be included in the financial bid, they will be given as a lumpsum by GIZ, out of which costs will be reimbursed against receipts of evidence of travels undertaken. The expected meetings and important deadlines are as indicated in the above tasks table.

5. Period of assignment

The contractor shall not exceed a maximum of **60 working days** to undertake the assignment. The assignment will be spread over the period 12 July 2021 to 31 December 2021.

6. Reporting

The contractor will report to SADC Secretariat and C-NRM Project. The drafts and deliverables shall be submitted in electronic format, in English language to:

- (i) Director FANR and Programme Officer TFCAs
- (ii) Project Manager C-NRM and Technical Advisor NRM

7. Qualifications and responsibilities of the contractor

The contractor is required to provide personnel who are suited to filling the positions described, based on their CVs

Expert 1 – Team leader: Responsible for overall management of the assignment. H/she must have strategic vision thinking and extensive working experience in the SADC region.

Qualifications:

- An MSc degree or higher in Natural Resource Management, Economics, Social Sciences or related field;
- Be a Citizen of SADC or Permanent Resident in the SADC region;
- Minimum of 15-years working experience in the SADC region on transboundary natural resource management, environment & climate change, conservation finance, community engagement or related field;
- Proven experience in being a lead author of scientific reports or writing of peer-reviewed articles;
- Good knowledge of SADC region's policies, strategies and protocols, and its natural resources including biodiversity conservation and natural resources issues in Southern Africa;
- Good understanding of the scientific discourse around TFCA management and development;
- High moderation and technical skills in completion of projects in consultation with diverse stakeholder groups;
- Strong interpersonal skills and the ability to communicate and work well with diverse people;
- Excellent English writing and speaking skills; Knowledge of Portuguese or French is an asset.

Expert 2 – TFCA/data analysis expert: Responsible for case study analysis, data processing and stakeholder interviews

- An BSc degree or higher in Natural Resources Management, Tourism, Economics, Social sciences or related field;
- Minimum of 15 years' experience working with TFCAs and proven access to a well-established network of TFCA practitioners across the region;
- Experience in design of data collection templates, data collection and analyses, related to agricultural and /or natural resources economics;
- Strong interpersonal skills and the ability to communicate and work well with diverse people;
- Excellent English writing and speaking skills; Knowledge of Portuguese or French is an asset.

Expert 3 – Resource economist Responsible for developing a methodology for assessing the values of SADC TFCAs

- An MSc degree or higher in Natural Resource Management, Economics, Social Sciences or related field;
- More than 10 years' experience working on various ecosystem and biodiversity valuation methodologies (e.g. valuation of ecosystem goods and services, resource economy, biodiversity and/or wildlife- based economy);
- Understanding of the role of business models in natural resources in the SADC region economy towards developing more sustainable management of natural resources;
- Experience in analyses of business/ financial data and building financial / economic models;
- Strong interpersonal skills and the ability to communicate and work well with diverse people;
- Excellent English writing and speaking skills; Knowledge of Portuguese or French is an asset.

8. Confidentiality

The contractor shall comply with the GIZ General Terms of Contract and shall be mindful of its duty of loyalty and confidentiality connected to this contractual relationship.

9. Requirements on the format of the bid

The structure of the technical proposal follows the following format (max. 5 pages excl. CVs):

Strategy: The contractor is required to

- (a) consider the tasks to be performed with reference to the objectives of the services put out to tender (see above Item 4). Following this, the contractor presents and justifies the strategy with which it intends to provide the services.
- (b) present the actors relevant for the services for which it is responsible and describe the **cooperation** with them.
- (c) present and explain its approach to **steering** the activities.
- (d) describe the key processes for the services for which it is responsible and create a **workplan** that describes how the services are to be provided. To describe the necessary steps and, if applicable, take account of the milestones and contributions of other actors.

The bid is drawn up in **English** language.

10. Assessment of the contractor

The assessment for the award of the contract shall be based on the evaluation of the contractor's Technical Proposal (35%), the experts' CV(s) (35%) and the financial offer (30%).

Please note that only formalized legal entities (e.g. companies, organizations) are eligible.

Documents to be submitted by contractor

At the moment of bidding:

- Technical proposal
- CV(s)
- Financial proposal
- Business registration (where applicable)

In case of contract award:

- Physical address
- Bank details
- Company certificate
- Company tax clearance (where applicable)