



FFA

REQUEST FOR EXPRESSIONS OF INTEREST

Oceans Partnerships Project

Project Number: P128437

Business Planning - Tuna Transshipping and Vessel Service Dock

The Pacific Islands Forum Fisheries Agency (FFA) is implementing the Ocean Partnerships for Sustainable Fisheries and Biodiversity Conservation Project (OPP) in the Western and Central Pacific Ocean region (WCPO). OPP is financed by the World Bank with funds provided by the Global Environment Facility.

The Project Development Objective of the OPP is *“to catalyse investment into selected transformational public-private partnerships that mainstream the sustainable management of highly migratory fish stocks spanning areas within and beyond national jurisdictions”*. The OPP is implemented in parallel with the Pacific Regional Oceanscape and each of the programs complements the other.

FFA intends to use OPP funds to commission business analysis and planning for an established enterprise based in a major WCPO tuna transshipment port which plans to develop purse seine vessel service, catch transshipment and fish processing base, probably comprising a dock, net yard, fuel bunkering, engineering, slipway, transshipping services, vessel supplies, fish reduction, katsuobushi production, cold storage, and crew R&R facilities.

FFA now wishes to engage a small team of technical experts to assist the developer to produce “investment ready” business and financing plans that can be presented to potential financiers.

The team will be required to:

- Determine if and how the transshipping and vessel servicing enterprises proposed by the developer might be viable.
- Determine the technical, logistical and financial feasibility of the ancillary fish reduction and katsuobushi business activities under consideration.
- Identify and describe other enterprises or facilities that might enhance the business model.
- Identify the environmental and social implications of all aspects the proposed development.

- Taking account of the above, consider the business case, sustainability implications, and financing potential and options for the proposed development in all its parts.

Deliverables

- A business plan for the tuna transshipping and vessel service dock in all its parts, which, by detailed analysis of financial, environmental and social outcomes, informs a sound investment decision and, as appropriate, is ready to present to potential financiers.

Required expertise

It is expected that a team of three or four experts will be required to deliver the assignment, probably comprising:

Business Analyst/ Team Leader will have demonstrated success in business analysis, planning and development, preferably with knowledge of tuna fisheries in the WCPO, and in successfully leading multi-sectoral teams. The Team Leader will have responsibility for coordinating the inputs and outputs of the other team members and ensuring on-time adherence to reporting obligations.

Tuna Port Operations Specialist will have demonstrated experience in the logistics of tuna catch movement associated with transshipping, cold storage and processing, and strong familiarity with catch documentation and certification to the standards of major tuna markets. The Tuna Port Operations Specialist will be responsible for advising on sound logistical arrangements for the development, including catch handling systems and equipment, cold storage, and the facilities and systems required to enable best practice catch monitoring and documentation.

Environmental and Social Specialist(s) will have demonstrated familiarity and experience with the World Bank's Environmental and Social Safeguards in relation to both the sustainability of the WCPO tuna fishery and the environmental and social impacts of developments such as this, including pollution, reclamation and waste management, as well as the social impacts of new employment and fishing vessel crew interactions with local communities. The Environmental and Social Specialist(s) will have responsibility for advising and guiding the development to mitigate negative environmental and social impacts and enhance positive environmental and social outcomes.

Timing: initial September through December 2017, with follow up inputs as required.

FFA now invites eligible consulting firms ("Consultants") to indicate their interest in providing the services. Interested Consultants should provide information demonstrating that they have required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

- Qualifications and experience of proposed team members in respect of the technical requirements of the assignment.
- Number of years the firm has been in consultancy services
- Extent of assignments completed by the firm in the last 5 years involving two or more team members. Related to each assignment, firms should provide information on the client, sector of assignment, brief description of the assignment, contract value, duration and team members.
- Experience in similar recent assignments (in the past 5 years).

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by 17:00 on **Friday 18 August 2017**, Solomon Islands time – UTC +11:00.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's Guidelines: Selection and Employment of Consultants [under IBRD Loans and IDA Credits & Grants] by World Bank Borrowers [January 2011] ("Consultant Guidelines"), which may be found at:

<http://go.worldbank.org/U9IPSLUDCO>,

setting forth the World Bank's policy on conflict of interest. Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications.

A Consultant will be selected in accordance with the Consultants' Qualification Selection (CQS) method set out in the Consultant Guidelines.

Interested consultants may obtain further information at the address below from 08:30 to 17:00 on weekdays.

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