

Saint Vincent and the Grenadines
Unleashing the Blue Economy of the Caribbean (UBEC) Project
Credit no. 7089-VC
REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES – FIRMS SELECTION)

Economic Impact Assessment of the Marine Tourism Industry in St Vincent and the Grenadines and Development of Marine Tour Operator Standards

SVGUBEC-C-QCBS-6

The Government of Saint Vincent and the Grenadines has received financing from the World Bank toward the cost of the Unleashing the Blue Economy of the Caribbean (UBEC) and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) aims to quantify the current impact of marine tourism on the economy of St Vincent and the Grenadines, assess the potential impact of the sector's growth, and identify the investments required to facilitate this growth. Additionally, it seeks to enhance the industry through development of standards and actionable strategies. The expected duration of the consultancy is six (6) months.

The detailed Terms of Reference (TOR) for the assignment can be found at the following website: <https://procurement.gov.vc/eprocure/index.php/current-bids>

The **Economic Planning Division** now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are: It is expected that the firm should have the following qualifications.

Proposals will be assessed based on the following criteria.

1. **Technical Approach:** Quality, comprehensiveness, and feasibility of the proposed methodology and work plan to address the TOR's scope of work.
2. **Relevant Experience:** Proven track record in tourism economic impact assessments, marine tourism projects, and sustainable development, particularly in small island states and the Caribbean.
3. **Team Expertise:** Qualifications and relevant experience of the multidisciplinary team, including project management, tourism investment, economic analysis, environmental conservation, and policy development.
4. **Stakeholder Engagement:** Effective strategy for consulting and incorporating inputs from government, private sector, NGOs, and local communities.
5. **Project Management Capacity:** Ability to deliver high-quality outputs on time and within budget, with strong risk management and quality assurance mechanisms.

Firm Qualifications

1. Relevant Experience:

- The consulting firm should have a minimum of 10 years of experience specializing in economic development, tourism, and sustainable development projects or related fields.
- Demonstrated experience in conducting economic impact assessments, industry analyses, and policy studies, with a focus on the tourism sector.
- Record of completed case studies and economic evaluations/impact analyses, including based on quantitative data.
- Proven track record of delivering high-quality consulting services to international organizations, government agencies, and private sector clients.
- Experience working on projects in the Caribbean region, particularly small island states in the marine tourism sector and with multilateral development organizations.

2. Technical Expertise:

- Expertise in economic analysis, including economic valuation methodologies, cost-benefit analysis, and input-output modeling.
- In-depth understanding of tourism economics, market dynamics, and industry trends, with knowledge of sustainable tourism practices and environmental management.
- Familiarity with regulatory frameworks, policy instruments, and best practices in tourism governance and destination management.
- Capacity to develop industry standards, licensing requirements, and regulatory guidelines for the marine tourism sector.

3. Multidisciplinary Team:

- The consulting firm should have a multidisciplinary team of experts with diverse backgrounds and expertise relevant to project objectives.
- See below for list of team members that must be included in the proposed team.
- The firm should have access to a network of subject matter experts and industry practitioners who can provide specialized knowledge and insights as needed.

4. Stakeholder Engagement:

- Demonstrated capability in stakeholder engagement and consultation processes, including conducting interviews, focus group discussions, and workshops with diverse stakeholders.
- Experience in building consensus among government agencies, industry associations, private sector entities, NGOs, and community organizations.
- Ability to facilitate participatory decision-making processes and incorporate stakeholder feedback into project deliverables.

5. Project Management Skills:

- Strong project management capabilities, including planning, monitoring, and evaluation of project activities, timelines, and budgets.
- Experience in risk management, quality assurance, and client relationship management to ensure project success and client satisfaction.
- Ability to prepare clear, concise, and actionable reports, presentations, and policy briefs that communicate complex information effectively to diverse audiences.

Key Experts will not be evaluated at the shortlisting stage.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers", July 2016, revised November 2017, July 2018, November 2020, September 2023, February 2025 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the **Quality and Cost Based Selection (QCBS)** method set out in the Procurement Regulations.

Further information can be obtained at the address below during office hours, 0900 to 1500 hours. Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by e-mail) by **September 26, 2025, 1600 hours**.

Economic Planning Division

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