

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 study - Community based Eco-Tourism Strategy
Development of an ecotourism and community-based strategy, development plan
and checklist

SVGUBEC-C-QCBS-1

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”) include crafting a strategic vision for ecotourism and community-based tourism development that delivers positive economic, social and environmental outcomes and to create an implementable and detailed development plan and tools to assist the GoSVG in effectively and efficiently implementing this strategy. The expected duration of the consultancy is seven (7) 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.

- Relevant Experience:
 - The consulting firm should have a minimum of 10 years of experience specializing in sustainable tourism, ecotourism and community-based tourism strategy and product development projects.
 - Demonstrated experience in conducting research for strategy creation for ecotourism and community-based tourism.
 - Demonstrated comprehensive understanding of the tourism industry, including its dynamics, trends, challenges, and opportunities and how ecotourism and community-based tourism differs from traditional tourism.
 - 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 in the marine tourism sector and with multilateral development organizations.
- Technical Expertise:
 - In-depth understanding of tourism, market dynamics, and industry trends, with knowledge of sustainable tourism practices and environmental management.
 - Demonstrated experience in developing ecotourism and community-based strategy with at least one (1) previous project completed within the last five (5) years.
 - Demonstrated experience of developing ecotourism and community-based tourism businesses including business planning, capacity building, product development and marketing.
 - Experience developing joint venture investments and working with communities on tourism development through partnerships.
 - Market research experience including analyzing tourism market trends, consumer behavior, demand patterns, competitor analysis, and identifying niche markets or emerging trends.
 - Ability to identify, assess, and mitigate various risks associated with tourism development, including environmental, social, cultural, economic, and safety risks. It includes conducting risk assessments, developing risk management strategies, and implementing measures to minimize potential negative impacts.
- Multidisciplinary Team:
 - The consulting firm should have a multidisciplinary team of experts with diverse backgrounds and expertise relevant to the 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.
- 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.
- 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 **May 16, 2025, 1600 hours**.

Economic Planning Division
Recardo Frederick.
Director of Planning
1st Floor Administrative Centre
Bay Street, Kingstown
Saint Vincent and the Grenadines

Tel: 784-457-1746

E-mail: cenplan@svgcpd.com, scstewart@svgcpd.com, e_dacon@hotmail.com,