



Government of Saint Vincent and the Grenadines

Unleashing the Blue Economy Project (UBEC)

TERMS OF REFERENCE

Strengthening an Enabling Environment for Seamos Aquaculture and Value-Added Business Development

Reference No. SVGUBEC-C-IC-24

Item	Details
Project	Unleashing the Blue Economy in the Caribbean Project (UBEC) – Saint Vincent and the Grenadines
Financing	World Bank / International Development Association
Loan/Credit No.	Credit No. 7089-VC
Client	UBEC Project Implementation Unit, Government of Saint Vincent and the Grenadines
Assignment	Strengthening an Enabling Environment for Seamos Aquaculture and Value-Added Business Development
Procurement Method	Individual Consultant Selection
Reference No.	SVGUBEC-C-IC-24
Date	8 September 2026

1. Background

The Unleashing the Blue Economy of the Caribbean (UBEC) Project supports participating countries, including Saint Vincent and the Grenadines (SVG), to strengthen governance, build institutional and private-sector capacity, and catalyze climate-resilient investments in priority blue economy sectors. The Project focuses on enhancing sustainability, economic resilience, and inclusive growth through targeted policy reforms, technical assistance, and infrastructure investments.

Within SVG, UBEC supports the fisheries and aquaculture sectors by promoting climate-smart practices, strengthening value chains, improving post-harvest handling and value addition, and expanding economic opportunities for small-scale operators, including women and youth. Seamos mariculture has emerged as a promising sub-sector within this broader agenda.

Seamoss is cultivated across several Caribbean countries, including SVG, Saint Lucia, and Grenada. Seamoss farming in the region is typically undertaken by small-scale coastal producers using long-line cultivation systems and is increasingly linked to value-added processing for domestic and export markets. In SVG, fisheries and aquaculture contribute approximately 1–2% to the national GDP. Since 2021, the country exports more than 10,000 lbs of dried seamoss to international markets.

Globally, the seamoss and seaweed-based food and supplement market has experienced sustained growth, driven by rising demand for natural food ingredients and specialty products. While SVG's seamoss production remains modest relative to some regional peers, the sector presents opportunities for livelihood diversification, women-led enterprise development, and participation in high-value regional and international markets. Upscaling and enhanced market access could be further facilitated by SVGs seamoss value chain obtaining accreditation from a recognized international certification body.

The seamoss sector in SVG has, however, been repeatedly disrupted by external shocks, including, the 2021 eruption of La Soufrière volcano, and Hurricane Beryl in 2024. These events have reduced production capacity, damaged infrastructure, and constrained human capital. Rebuilding the sector requires a coordinated approach that addresses technical production constraints, business and market readiness, institutional capacity, and compliance with international food safety and market-entry requirements.

In line with UBEC objectives and its Results Framework—particularly those related to strengthened enabling environments, enhanced MSME competitiveness, and inclusive blue economy livelihoods—the Government of Saint Vincent and the Grenadines seeks technical assistance to support the sustainable recovery and scaling of the seamoss mariculture sector.

2. Objectives of the Consultancy

This consultancy aims to strengthen Saint Vincent and the Grenadines' seamoss sector by assessing its value chain, building capacity, and developing a roadmap for growth utilizing best practices across the value chain. Specifically, the consultancy will:

1. Assess constraints and opportunities across the seamoss value chain, including production, processing, marketing, and institutional support systems;
2. Deliver a structured two-track training programme to strengthen technical, regulatory and business capacity across the seamoss value chain, targeting private sector producers, processors and cooperatives, and public sector Fisheries Services and extension personnel.;
3. Develop a pragmatic, investment-ready business case and strategic roadmap for scaling the seamoss sector; and
4. Facilitate knowledge transfer and coordination among public-sector institutions, producers, and private-sector stakeholders.

3. Scope of Work

The scope of work encompasses the following activities:

- Inception and work planning
- Situational analysis and value chain assessment
- Stakeholder consultations
- Regional study visit
- Evaluation visits to local seamoss sites
- Training needs assessment
- Training programme development and delivery
- Infrastructure and technology assessment
- Market intelligence and B2B partnership development
- Business case development
- Strategic roadmap preparation
- Final reporting and dissemination

4. Tasks and Deliverables

Task A. Inception and Work Planning

The consultant shall:

- Conduct an inception meeting with the Project Implementing Unit (PIU), Fisheries Services, and relevant stakeholders.
- Confirm scope, methodology, stakeholder engagement approach, workplan, and reporting arrangements.

Deliverable A: *Inception Report, including detailed methodology and workplan.*

Task B. Situational Analysis and Value Chain Assessment

The consultant shall:

- Conduct a comprehensive situational analysis of the seamoss sector in SVG, covering:
 - Production systems and practices
 - Post-harvest handling and processing
 - Institutional and regulatory arrangements
 - Market structure and linkages
- Undertake stakeholder consultations with relevant public-sector agencies, producer groups, processors, cooperatives, laboratories, and community-based organisations.
- Identify key constraints, gaps, and opportunities across the seamoss value chain, with particular attention to gender and social inclusion.
- Assess current seamoss governance, production and processing practices against relevant industry best practices, covering governance, traceability, environmental management, social responsibility, and chain-of-custody considerations.

Deliverable B: *Situational Analysis and Value Chain Assessment Report, including a Stakeholder Consultation Summary.*

Task C. Regional Knowledge Exchange and Study Visit

The consultant shall:

- Design and facilitate a regional study visit to at least one Caribbean country with a mature and established seamoss industry, preferably Saint Lucia.
- Document transferable lessons related to production systems, infrastructure, training models, food safety standards, and institutional support arrangements.
- The UBEC Project will cover the cost of the regional study visits.

Deliverable C: *Regional Study Visit and Knowledge Exchange Report.*

Task D. Capacity Assessment and Training Programme

The consultant shall:

- Evaluate the current capabilities and institutional capacity of key stakeholders and identify specific training interventions required to address capacity gaps.
- Prepare a Training Needs Assessment covering public and private sector personnel.
- Design and deliver a structured two-track training programme to strengthen technical, regulatory and business capacity across the seamoss value chain:
- **Track 1 — Private Sector** (producers, processors and cooperatives):
 - Seamoss Cultivation and Production Best Practices
 - Post-Harvest Handling, Drying and Primary Processing
 - Food Safety, HACCP and Good Manufacturing Practices
 - Traceability, Record-Keeping and Standard Operating Procedures
 - Business Development, Financial Management and Market Access
- **Track 2 — Public Sector** (Fisheries Services and extension personnel):
 - Seamoss Biology, Ecology and Production Systems
 - Regulatory Frameworks and Export Compliance
 - Value Chain Facilitation and Extension Methods
 - Sector Planning, Data Management and Policy Alignment
- All training shall be delivered in practical, operationally-oriented formats. The public sector track shall incorporate a training-of-trainers component to sustain capacity beyond the consultancy period. The training for seamoss farmers will include 5 x 1 day training courses and 5 x 1 day training sessions for fisheries service personnel.

Deliverables D: *Training Needs Assessment Report; Training Curriculum and Materials (electronic); Training Implementation Report.*

Task E. Infrastructure and Technology Assessment

The consultant shall:

- Assess the adequacy of existing seamoss-related infrastructure and technologies, including cultivation systems, drying and post-harvest handling facilities, processing, storage, and transportation.
- Provide costed, climate-resilient recommendations aligned with international food safety and hygiene norms, and consistent with recognised certification expectations relating to environmental performance, traceability, and chain-of-custody requirements.

Deliverable E: *Infrastructure and Technology Assessment Report with cost estimates.*

Task F. Market Intelligence and Business-to-Business (B2B) Linkages

The consultant shall:

- Provide strategic market intelligence relevant to regional and international seamoss markets, including market trends, buyer requirements, pricing dynamics, and competitive positioning.
- Identify potential commercial partnerships to support B2B engagement and export market entry.

Deliverable F: *B2B Market Intelligence Report.*

Task G. Business Case for Sector Upscaling

The consultant shall develop a pragmatic business case for scaling seamoss production and exports in SVG, addressing:

- Technical and operational scalability
- Financial and commercial viability
- Export compliance and market-entry considerations
- Key risks — biological, environmental, social, financial, and regulatory — and mitigation measures
- An assessment of the costs, risks, benefits, and commercial implications of progressing toward potential internationally recognised certification, including implications for market access, pricing, and institutional capacity

Deliverable G: *Seamoss Sector Business Case Report.*

Task H. Seamoss Sector Strategic Roadmap (2026–2031)

The consultant shall prepare a costed, phased strategic roadmap for seamoss sector development in Saint Vincent and the Grenadines, aligned with UBEC objectives and SVG sustainable development priorities. The roadmap shall address:

- Sector vision and development objectives
- Resource and site suitability
- Production systems and technology
- Value addition and market development
- Food safety and quality systems
- Institutional and governance framework
- Human capacity and enterprise development
- Infrastructure and logistics
- Financing and investment readiness
- Environmental sustainability and climate resilience
- Policy and regulatory reform
- Implementation framework, including milestones, decision gates, and a certification readiness pathway identifying priority actions, indicative costs, and institutional responsibilities

Deliverable H: *Costed Seamoss Strategic Roadmap (2026–2031).*

Task I. Final Reporting and Dissemination

The consultant shall:

- Prepare and present a consolidated Draft Final Report and presentation to the Government of SVG and the PIU.
- Incorporate feedback and finalise all deliverables.

Deliverable I: *Final Consultancy Report with actionable recommendations; deliverables prepared under Tasks A–H to be included as annexes.*

5. Timeframe and Level of Effort

Duration: 6 months | Level of effort: 100 consultancy days

#	Deliverable	Description	Timeline
A	Inception Report	Detailed methodology, workplan, stakeholder engagement strategy, and risk mitigation approach.	Month 1
B	Situational Analysis and Value Chain Assessment Report	Comprehensive analysis of the seamoss sector covering production systems, market dynamics, stakeholder mapping, and constraints and opportunities across the value chain. Includes a Stakeholder Consultation Summary.	Month 1
C	Study Visit Report and Knowledge-Sharing Brief	Documentation of the regional study visit, highlighting transferable best practices and lessons learned.	Month 2
D	Training Needs Assessment Report	Assessment of capacity gaps and training requirements for public and private sector personnel.	Months 2-3
	Training Curriculum and Materials	Tailored training modules, facilitation guides, and course materials for both training tracks, in electronic format.	Months 2-3
	Training Implementation Report	Summary report on training delivery, participant attendance, and outcomes.	Months 2-3
E	Infrastructure and Technology Assessment Report	Costed recommendations for climate-resilient infrastructure, processing systems, and cultivation technologies.	Months 4
F	B2B Market Intelligence Report	Strategic market intelligence and identified commercial partnership opportunities.	Months 4
G	Seamoss Business Case Report	Investment-ready business case for sector upscaling.	Months 4-5

#	Deliverable	Description	Timeline
H	Seamoss Strategic Roadmap 2026–2031	Costed, phased roadmap for seamoss sector development including a certification readiness pathway.	Month 5
I	Final Consultancy Report	Consolidated report synthesising all findings, tools, and recommendations, with deliverables A–H as annexes.	Months 6
	Total Level of Effort		100 days

6. Consultant Qualifications, Experience and Skills

The following describes the minimum qualifications and experience required for this assignment.

- A minimum of 5-7 years' professional experience in aquaculture, mariculture, seamoss or related sectors, with a demonstrated track record of delivering comparable assignments in developing country contexts.
- At least five years of experience working within the Caribbean region, with knowledge of Eastern Caribbean fisheries and aquaculture institutional frameworks, including the roles of Fisheries Services, CRFM, and relevant regional bodies.
- A degree (Bachelor's or higher) in aquaculture, fisheries, marine sciences, or a closely related field, with additional training or demonstrated experience in business management, value chain development, or marketing.
- Demonstrated expertise in value chain analysis, food safety management (HACCP and GMP), post-harvest handling, and export market compliance for fisheries or aquaculture products.
- Proven capacity to design and deliver effective training programmes for diverse audiences, including small-scale producers, cooperatives, and government extension personnel.
- Experience in business case development, investment analysis, and strategic planning for aquaculture or blue economy sectors.
- Demonstrated ability to engage effectively with a wide range of stakeholders, including government agencies, multilateral development partners (such as the World Bank, FAO, CRFM, and UNDP), private sector actors, cooperatives, NGOs, and community-based organisations.
- Knowledge of climate-smart and climate-resilient aquaculture technologies appropriate to small island developing states.
- Excellent written and oral communication skills in English, including the ability to prepare high-quality technical reports, policy documents, and strategic plans.

7. Reporting and Coordination

The consultant will report directly to the Project Manager and Fisheries Specialist within UBEC, liaise with Fisheries Services under the Ministry of Fisheries, Marine Conservation and Climate Resilience, and collaborate closely with local stakeholders, cooperatives, and regional partners throughout the assignment.

