

ARTISANAL FISHERIES AND CLIMATE CHANGE PROJECT (FishCC)

TERMS OF REFERENCE FOR THE RECRUITMENT OF A FIRM

**CONSULTANCY FOR SOCIO-ECONOMIC AND ENVIRONMENTAL DIAGNOSIS AND
ALTERNATIVE LIVELIHOODS IDENTIFICATION UNDER FISHCC**

JULY 2017

Assignment Purpose: **Socio-economic and environmental diagnosis and alternative livelihoods identification under the Artisanal Fisheries and Climate Change Project (FishCC)**

Consultancy Type: **Firm**

Type of contract: **Lump-Sum**

Contracting institution: **World Bank**

Country of Assignment: **Republic of Mozambique**

Place of work: **Maputo and coastal provinces**

Expected duration: **20 weeks**

1. Introduction

1.1 Context

The Government of the Republic of Mozambique (GoM) received a grant from the Nordic Development Fund (NDF) amounting to EUR 2.975 million channeled through the World Bank (WB) to finance the implementation of the Artisanal Fisheries and Climate Change Project (FishCC)¹ along the coastal zone of Mozambique. FishCC is coordinated by the National Development Institute of Fisheries and Aquaculture (IDEPA), an institution of the Ministry of Sea, Inland Waters and Fisheries (MIMAIP), benefiting from the support of the NGO RARE. The project's initial phase covers the provinces of Maputo (Machangulo), Inhambane (Zavora, Pomene and Inhassoro), Nampula (Memba) and Cabo Delgado (Mefunvo Island in the Quirimbas Archipelago).

The Machangulo zone is located within the Partial Marine Reserve of Ponta de Ouro; the Pomene zone is adjacent to the Pomene National Reserve; the Inhassoro area is off of the Bazaruto Archipelago National Park; and Mefunvo Island is part of the Quirimbas National Park. All these areas are managed by the National Administration of Conservation Areas (ANAC-MITADER²), through specific management bodies that coordinate the implementation of their respective management plans. The areas of Zavora, Pomene and Memba are managed directly and respectively by the District Governments of Inharrime, Massinga and Memba.

In addition to the actions financed by FishCC, the areas located within marine conservation areas (Machangulo, Mefunvo) also benefit from financing from MOZBIO³ project, which is coordinated by the ANAC-MITADER.

Part of FishCC funding should be applied for conducting assessments that can ensure that the project interventions, in the light of its innovative approach based on the model of Territorial Use Rights for Fisheries (TURF) and No-Take Zones (NTZ), effectively improve the social-economic conditions of the targeted communities as well as the conservation of resources, including measures to prevent and/or mitigate the effects of climate change.

1.2 Relevance and justification

FishCC is a project of climate change adaptation with focus on natural resources and capacity building for poverty reduction. This project aims to improve the local governance of natural resources and catalyze a transformational approach to coastal fishing in Mozambique. The project will support initially six pilot sites, each covering 5 to 10 communities. If interventions in the pilot sites are successful, the approach may be scaled-up to cover a significant area of the Mozambique coast.

¹ FishCC Project Paper available at: <<https://goo.gl/CfE1rk>>

² Ministry of Land, Environment and Rural Development.

³ MozBio Project Appraisal Document (PAD) available at: <<https://goo.gl/vjL7dw>>.

The approach will reduce human threats to coastal ecosystems by piloting community rights-based management, i.e., establishing locally- managed Territorial Use Rights for Fisheries (TURFs) in representative habitats (e.g., reef, mangrove forest, sea grass, and coastal dunes) that contain smaller sanctuaries/no-take reserves within their boundaries. This approach has fisheries, livelihoods and natural resource management objectives, and as the health of coastal ecosystems improve, this will increase ecosystem and socio- economic resilience to climate change. As the community-based management approach includes a strong component of training of local communities, it will also increase social resilience to climate change.

To catalyze this social resilience, the project will pilot a process in which local communities self-organize through their fisher community councils, and prepare and implement their own natural resource management regimes creating TURF and no-take zones (NTZ). This will be facilitated by RARE programs called Pride Campaigns, in which Mozambican government staff will be taught the principles of social marketing and a theory of social change that will enable them to establish constituencies at local level, accelerating the adoption and implementation of TURF- reserves.

To build economic resilience, the project aims to identify and promote sustainable alternatives for income generation, such as aquaculture, tourism, agriculture, among others. The alternatives must be properly aligned with the opportunities of land, allowing a pilot of the possible solutions is done by testing its effectiveness by location. These livelihoods projects should, at a minimum, offset the opportunity costs of not fishing the NTZ (approximately 20% of the TURF area) while awaiting its recovery and increased production through the spillover effect.

The implementation of this project requires the development of indicators for monitoring and periodic assessment to verify progress and success. The criteria for identification of these indicators should take into account the key biological, economic and social aspects, including: (i) **biological dimension**: distribution/occurrence, biomass and diversity of local species (including fishing), protection of relevant habitats (mangroves, coral reefs, seagrass beds, estuaries, etc.), (ii) **economic dimension**: income from subsistence activities (including fishing), reduced economic risks, value-added production, identification and development activities opportunities economic alternatives; and (iii) **social dimension**: local knowledge and awareness of climate change impacts and the interrelation with their activities, change of behavior towards natural resources (e.g. in fisheries management, wetlands and mangrove forests), improved inter-personal relationships and social capacity and resilience; involvement and leadership of women.

1.3 Project Vision

The long-term vision for the project is to bring about a transformation of the Mozambican artisanal fishing sector such that community, rights-based fisheries management will: 1) substantially and dramatically increase catch and catch value in a sustainable way, reducing poverty for artisanal fishers; 2) facilitate mechanisms of self-governance that will increase social resilience in fishing communities and improve fisheries management; and 3) re-establish ecosystem health and biodiversity in littoral waters, which will increase coastal resilience to climate change and expand economic opportunities.

1.4 Project purpose

The overall objective of the project is to improve community management of selected priority fisheries. This will be achieved mainly through strengthening the natural resources management capacity by coastal fisher folk, as well as the relevant policies and institutions at the national, provincial, district and local levels in Mozambique. The immediate goal is to demonstrate a scalable approach to reducing vulnerability to climate change while promoting the improvement of fisheries and natural resource management.

The FishCC Project will have the following main results: (i) establishment of rights-based management to increase resilience to climate change; (ii) improved management of fishing activities through the use of the TURF approach; (iii) improved and diversified livelihoods (economic resilience); (iv) increased capacity of MIMAIP; (v) improved marine ecosystems, habitats and biodiversity (ecological resilience to climate change); and (vi) national policy changes facilitated by the adoption of fishing rights based management.

2 Objectives of the consultancy

This consultancy is aimed at the following objectives: **(1) socio-economic and environmental diagnosis** - conduct socio-economic and environmental diagnosis of the pilot areas and inform the preparation of community management plans, including indicators to monitor their implementation performance; and **(2) sustainable livelihood alternatives** - identify and formulate sub-projects of sustainable income generation in each of the pilot areas, and prepare the Sub-Projects Implementation Manual including the financing process.

3 Tasks and specific results

All activities must be carried out in coordination with IDEPA and other relevant stakeholders (e.g. provincial and district governments, ADNAP, IIP, etc.). **In particular, activities in the pilot areas should be carried out in close collaboration with the Campaign Managers assigned to each area and other local actors** (e.g. members of the Community Fisheries Councils (CCPs), extension agents, service providers working in the area, etc.), to ensure the incorporation of local knowledge, promote better training of those involved⁴, ensure subsequent use of information in the short, medium and long term .

In addition, it must be ensured that the consultancy addresses and observes gender equality and equal opportunities in line with the project approach and the focus on climate change. The following subsections detail the tasks encompassed by the two objectives described in section 2.

3.1 Socio-economic and environmental diagnosis

⁴ IDEPA will facilitate contacting the Campaign Coordinators as well as other relevant intervenient and other contacts requested by the firm

The socio-economic and environmental assessment of the pilot areas should be carried out by the firm hired in the six pilot areas described above, covering all communities within it, and must inform the development of community plans and their implementation, monitoring and impact on the environmental, social and economic dimensions of the respective pilot areas.

This diagnosis should consider the overall results framework of FishCC project and ongoing data collection activities, as well as other key relevant stakeholders, such as the IIP and ADNAP⁵.

The diagnosis should provide comprehensive information on:

- General characteristics of the area and its biological/environmental aspects (with emphasis on fisheries and its main habitats such as mangroves, seagrass beds, coral reefs, estuaries, etc.), its biomass and species diversity, including aspects of management/conservation/protection of relevant resources and habitats, and environmental (hydrography / hydrology, climate, soils, relief, vegetation, etc.);
- Social aspects (demographics including relevant indicators such as the number of households, the number of men/women/children/elders, and the number of families headed by women, education, health, infrastructure, sanitation, and social programs, among other relevant aspects)
- Economic aspects (livelihood means, sources (goods and economic sectors) of community income, current income, market dynamics (sale, exchange, etc.) for each source of income, business infrastructure (markets, tourism, etc.), access to roads, among other relevant aspects);

When possible, the collected and compiled data should be spatially explicit, georeferenced, and capable of being incorporated and analyzed in GIS systems (Geographic Information Systems).

The diagnosis must enable, among other types of analysis:

- reliable comparative analysis of the various pilot areas, based on objective indicators.
- Description and analysis of the evolution of practiced activities in the study area, including fishing, agriculture, environment, tourism, mining, etc.

Amongst other possible, the diagnosis should stem from activities by the company such as the following:

- Literature review, including statistics and reports, as well as from FishCC documents, MOZBIO Project and other credible entities that have conducted relevant studies for this diagnosis;
- Consultation with relevant stakeholders, including MIMAIP (IDEPA and DPMAIPs of Maputo, Inhambane, Nampula and Cabo Delgado), ANAC, MITADER (RMPP, National Pomene Reserve, Bazaruto National Park, Quirimbas National Park), District governments of Matutuíne, Inharrime, Massinga, Inhassoro, Memba and Quissanga, civil society, etc.;
- Community consultations and focus groups in the six pilot areas;

⁵ Close coordination with IDEPA will be fundamental to ensure synergies with ongoing data collection processes.

- Direct observation of the implementation of FishCC sites;

This diagnosis should result in:

- (i) **Diagnostic Report**, with the background information described above and other relevant for interventions planned by FishCC, identifying risks, opportunities and recommendations specific to each pilot area. The same shall also include proposed indicators to be used to monitor the implementation of Community Management Plans (output-level) and its broader results (outcome-level);
- (ii) **FactSheet** summarizing the comprehensive diagnostic, including visual representation of data compiles, to serve as communication material;
- (iii) **Database** in Excel format and other formats compatible with GIS (e.g. QGIS, ArcGIS), as well as in other formats agreed between the firm and IDEPA for later use by that institution.

3.2 Sustainable livelihood alternatives

In addition to the socio-economic and environmental diagnosis, the firm should carry out the identification of sub-projects of sustainable alternative income generation for financing by FishCC, and prepare the Implementation Manual for these sub-projects. Community sub-projects must have a dual purpose: (i) improve household income, and (ii) promote the sustainable management of natural resources and strengthen conservation areas involved.

The identification of the sub-projects will be carried out in a participatory manner with communities. The firm will facilitate community meetings where communities will present their proposals to be prioritized according to objective criteria defined by the firm.

Identified community sub-projects should be seen not only as a rural development promotion process and/or poverty alleviation, but also as an incentive for local communities to be actively involved in promoting the sustainable management of coastal natural resources and fisheries, as well as tools for strengthening social resilience, and as socio-economic compensation in relation to the potential impacts caused by the implementation of natural resources management measures. During the consultations and meetings with communities, the firm should also carry out awareness-raising and information activities on these aspects, considering the need to manage expectations, since not all projects will be funded.

The firm must consider the indicative budget to finance the sub-projects under the FishCC: EUR 600,000 for the six areas, resulting in an average of EUR 100,000/site.

To achieve the objectives, it is crucial that the firm establish an iterative process of consultation with relevant stakeholders. Experiences to be examined and utilized include those of the MozBio the project, including the implementation manual of community projects developed under that project and the identification of coastal community projects already undertaken within it (e.g. in the Machangulo area).

This component should result in:

- (i) **Sub-Project Implementation Manual**, including the whole process of financing, flowchart, monitoring and implementation of sub-projects, including templates (full document models) to do so. The same should be adapted from the Manual of the General FishCC project implementation in order to cover issues related to acquisitions and streamlined disbursements. The same should be aligned with the rules of the World Bank, prepared in coordination with the IDEPA, describing the process and flow of disbursements and procurement for sub-projects;
- (ii) **List of potential projects** proposed by the communities in the pilot areas (minimum of 18 projects on average three projects per community), including basic information on number of interested people, their viability, sustainability and potential impact. It should identify and justify which the most important for each community, how, after agreement of the Bank, may be detailed by the firm;
- (iii) From the list of proposals to be presented, have at **least 6 sustainable income generation projects prepared and ready for funding**, at least one for each pilot area. The projects should include, among other relevant information: (i) executive summary; (ii) project and purpose of the description of the results, products and activities; (iii) direct beneficiaries, indicating the number of women, and indirect beneficiaries; (iv) a brief market analysis; (v) management structure and community organization for project implementation; (vi) coordination arrangements with other actors (district, province, IDEPA) (vii) expected cash flow and income projection; (viii) detailed budget for implementation; (ix) key performance indicators (KPIs), goals, and (x) safeguards. The Mozbio sub-project forms are included as an attachment to these TORs as reference.

5 – Schedule of key deliverables

Below is the schedule of key deliverables and payment. Bidders may propose changes in their respective proposals as long as the overall deadline and consultancy effort are not increased. All outputs should be delivered in English and approved by the World Bank before payment. The firm will be generally expected to incorporate comments by the WB team to deliverables before payments are approved

Deliverables	Deadline	Payment
• Contract Signing	N/A	10%
• Work Plan to deliver on the TOR	2 weeks	20%
• Diagnostic Report, including proposed indicators • FactSheet • Database in Excel and format compatible with GIS systems • List of proposed sub-projects	14 weeks	30%
• Sub-Projects Implementation Manual • Document including at least 6 community sub-projects ready for financing, at least 1 for each target area	18 weeks	40%
		100%

6 Qualifications of the firm

The Company shall have the following qualifications:

- Proven track record in implementing participatory rural development projects in the fisheries sector and fishing communities, particularly in Sub-Saharan region,
- Have professional, highly qualified technical staff, with proven experience regarding community development and promotion of resilience to climate change,
- Proven experience in developing indicators and survey data with local and fishing communities.
- Proven experience in implementing projects financed by the World Bank is an advantage.
- Previous experience in similar work in Mozambique is an advantage

The combined team should be proficient in English and Portuguese, as well as include technical expertise to respond fully to the requirements of these TORs. In addition, the team should comprise at least the following key staff with the following profile:

1. Team Leader

The team leader will be the main interlocutor of the World Bank with regard to assignment and the terms of reference. His/her characteristics include:

- Relevant Graduate, preferably in environmental sciences or fishing economy;
- Over 10 years of international experience with rural development projects, including demonstrated experience in working with fishing communities, small-scale private sector development, and coordination of projects involving significant data collection.

2. M&E and Data Collection Specialist

The M&E and Data Collection Specialist will be primarily responsible for the collection of data and/or coordination. His/her characteristics include:

- Relevant graduate education, preferably in Social Sciences, Economics, Geography, Biology, Statistics or Public Management.
- Over 5 years of experience in information and data collection with local and fishing communities. The same experience in the development of indicators, assessment and monitoring of programs and projects. Experience in quantitative data analysis, structuring and organization of databases, as well geo-referencing and use of GIS platforms.
- Expertise in the collection, processing, analysis and reporting of detailed data, including socio-economic and environmental data, regarding fishing and/or rural communities;
- Knowledge and skills in the design and preparation of data collection instruments;
- Willingness to travel and work in rural areas;

3. Specialist in the Design and Management of Rural Development Projects

The specialist will be primarily responsible for the preparation of the sub-projects. His/her characteristics include:

- Relevant graduate education, preferably in Economics, Sociology, International Development and Finance. Having a Master's would be an advantage.

- Experience demonstrated in working with communities and participatory methodologies;
- Expertise in the design of development projects and preparation of business plans, including in budgeting and cash-flow and income forecasting
- Demonstrated experience in developing business plans for communities, preferably in areas of interest to fishing communities

7 – Reporting Arrangements

The firm will work under the general supervision of the Task Team Leader (André Aquino - adeaquino@worldbank.org) and Co-Task Team Leader (João Moura - jmouraestevao@worldbank.org). It will also work in close collaboration with other members of the World Bank team as appropriate.

All deliverables and activities will also be presented to the Government of Mozambique, represented by IDEPA.

8 Duration and financial proposal

The expected duration of the consultancy is 20 weeks, including all foreseeable work (bibliographical research, logistics, field work, processing, analysis and drafting and delivery of final products). The signing date constitutes the starting date of this consultancy.

The financial proposal must include all fees and expenses related to the fulfillment of these TORs.

9 Attachments

- FishCC Project Paper: <<https://goo.gl/CfE1rk>>
- MOZBIO Community Sub-Projects Form – example to be adapted for the purpose of this consultancy

1. INFORMAÇÃO BÁSICA DO PROJECTO COMUNITÁRIO	
Título do Projecto:	
Área de Conservação	
Dentro da AC/Área Tampão:	
OCB/comunidade:	
Provedor de Serviços:	
Orçamento:	
Duração:	
No. Beneficiários directos:	No. de mulheres:
Tipo de Projecto (agricultura, pesca, turismo,...)	
Qual vai ser o impacto do projecto na vida das famílias e comunidades ?	

Qual vai ser o impacto do projecto na conservação da biodiversidade da AC e do meio ambiente ?

2. INFORMAÇÃO DO SOLICITANTE

2.1 A Organização Comunitária de Base (no caso de projectos umbrella se deve indicar qual é a OCB umbrella e fornecer informação de todas as OCBs participantes no projecto)

Nome da OCB:

A OCB é associação, CGRN, cooperativa, grupo de interesse, outro ?

Actividade principal e objectivos da OCB

Está legalizada?

Tem conta bancária?

Número de membros da OCB:

Número de mulheres membros:

Representante/Pessoa de contacto:

Telemóvel:

Endereço:

2.2 O Provedor de Serviços

Nome do Provedor de Serviços

Pessoa de contacto:

Função na organização:

Telemóvel:

Endereço:
Email:
Website:
Actividade Principal e objectivo da organização
2.3 Outras organizações intervenientes
Nome da organização:
Pessoa de contacto:
Função na organização:
Telemóvel:
Endereço:
Email:
Website:

3. DESCRIÇÃO DO PROJECTO COMUNITARIO
Qual é a situação actual? Que problema tem sido identificado? Como é que o projecto vai contribuir a resolver o problema?

Como foi o processo de identificação do projecto? Quem participou no processo ?? Se deve incluir lista das reuniões mantidas com as comunidades, participantes e fotografias.
Breve descrição do Projecto:
3.1 OBJECTIVO:
3.2 RESULTADOS ESPERADOS Resultado 1 Resultado 2
3.3 PRODUTOS Y ACTIVIDADES <u>Para o Resultado 1:</u>

Produto 1.1

Actividade 1.1.1

Actividade 1.1.2

Produto 1.2

Actividade 1.2.1

Actividade 1.2.2

4. CALENDARIO (primeiro ano)													
Descrição de Actividade	Período de execução do projecto comunitário (meses)												
	1	2	3	4	5	6	7	8	9	10	11	12	

Materiais locais			
Terra			
5.3 Aquisições e contratações			
Que bens vão ser adquiridos?			
Quais são as necessidades de assistência técnica?			
Que organização vai fornecer a assistência técnica?			

6. SUSTENTABILIDADE
Factores que garantem a sustentabilidade do projecto, em termos: institucionais, sociais, ambientais, tecnológicos e económicos (nos projectos de geração de rendimentos)
7. SALVAGUARDAS AMBIENTAIS E SOCIAIS
Quais os riscos/impactos ambientais e sociais inerentes à viabilização do projecto? (veja ficha de checklist socio-ambiental. Anexos 2 e 3) Que cautelas ou medidas de mitigação dos impactos ambientais e sociais propor?

8. FORMAÇÃO/TREINO

Qual a importância da formação solicitada ? Qual é o benefício para a comunidade ? Que mudanças de comportamento ou habilidades se espera conseguir? Incluir tabela das formações previstas.

Qual é a experiência do PS para poder realizar esta formação??
Perfil das pessoas que vão orientar

9. PARA PROJECTOS DE GERAÇÃO DE RENDA

Que produto(s) ou serviços esperam produzir ou fornecer (ex. artesanato, guia turístico, alimentos)?

Qual é o mercado identificado para os produtos o serviços produzidos pelo Projecto?

Grau de competição/concorrência neste negócio? Por exemplo, se espera produzir alimentos para fornecer a um lodge precisa ver se haverá outros produtores fazendo o mesmo e ver como se tornar mais atraente/competitivo (qualidade, preço?)

Quais são os principais custos e benefícios?

Plano de Negocio

CUSTOS	Custo Unitário	Quantidade	Total (MT)
Custos Fixos			
Salários			
Renda			
Electricidade			
Outros			
Custos variáveis			
Insumos			

Equipamento			
Outros			
TOTAL CUSTOS			
INGRESSOS	Preço Unitário	Quantidade	Total (MT)
Produto 1			
Produto 2			
TOTAL INGRESOS			
LUCRO			Ingressos – custos (MT)

10. MONITORIA

Como será feita a monitoria (indicadores, frequência, etc.) Quem será envolvido? Como irá avaliar o sucesso do projecto?

MATRIZ PARA AVALIAR O DESEMPENHO DO PROJECTO

Descrição	Indicador/Meta	Nível de cumprimento
Resultado 1:		
Produto 1.1:		
Produto 1.2:		
Resultado 2:		
Produto 2.1:		
Produto 2.2:		
Actividades R1		
Actividades R2		