



FFA

REQUEST FOR EXPRESSIONS OF INTEREST

(Revised and Re-advertised)

Oceans Partnerships

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 in 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 a well-established enterprise based in a major WCPO tuna transshipment port which plans to develop a fishing vessel service, transshipment and fish processing base – 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 commission 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 proposed by the developer might be viable.
- Determine the economic feasibility of further reclamation and extending and developing the existing wharf face.
- Determine the technical feasibility of providing public cold store services in association with the cold storage required to support landing, grading and on-shipping of tuna catch to selected markets.
- Determine the technical and financial feasibility of primary processing, ancillary fish reduction and katsuobushi business activities under consideration.
- Determine the technical and financial feasibility of a slipway facility.
- Consider options for provision of waste management services for the sector in line with MARPOL obligations.
- Identify and describe other enterprises or facilities that might enhance the business model.
- Identify the environmental and social implications of the proposed development.
- Taking account of the above, consider the business case and financing potential for the proposed development in all its parts.
- Build a ten-year financial model incorporating all the facets of the business with supporting assumptions and cash flows.

Expected outcomes

- Best practice onshore transshipment base fully developed, viable and operational.
- Move transshipping to shore – providing jobs and economic growth.
- Enhanced fisheries monitoring and management, by enabling better (dockside) observation, catch documentation, IUU and sanitary compliance.
- Mitigate present negative environmental and social impacts of transshipping in the lagoon, including lagoon pollution, crew interactions with community.
- Capture more domestic value from vessel visits, through provision of services and supplies.
- Add value to present catch (sorting and containerisation, fish reduction, katsuobushi) and capture increased value domestically.
- A bankable set of business ready investment models with recommendations and strategy.

Required expertise

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

Team Leader

The Team Leader must have demonstrated experience and success in coordinating the inputs and outputs of multi-disciplinary team members and ensuring on-time adherence to reporting obligations. The Team Leader may also serve in one of the technical roles described below.

Business Analyst

The Business Analyst must have demonstrated success in business analysis, planning and development, financial modelling, and in preparing project financing proposals for submission to lenders, preferably with experience in business planning for medium scale, multi-faceted development projects.

Knowledge of tuna fishery supply and value chains in the WCPO, maritime infrastructure, vessel servicing and port operations will be valuable.

Tuna Port Operations Specialist

The Tuna Port Operations Specialist must 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, the scale and specification of cold storage, processing and service sectors, and the facilities and systems required to enable best practice catch monitoring and documentation.

Environmental and Social Specialist

The Environmental and Social Specialist must 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 will have responsibility for advising and guiding the development to meet best practice environmental and social standards, to mitigate negative environmental and social impacts and to enhance positive environmental and social outcomes.

Timing: initial December 2017 through March 2018, 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 expertise required for this assignment.
- Number of years the firm/ individual team members has/ have been in consultancy services
- Extent of assignments completed by the firm/ individual team members in the last 5 years involving multi-person teams. 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 13 October 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.

Firms that have previously expressed interest in this assignment are welcome to re-submit revised Expressions of Interest based on the information provided in this Request for Expressions of Interest.

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

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

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