

TERMS OF REFERENCE - 83380899

ANNEX 1

Project number:

2017.3500.0-028.00

1. Background and justification

The Southern African Development Community (SADC) is endowed with abundant wildlife. “Wildlife” traditionally refers to undomesticated animal species found in floral (forests and woodlands) and aquatic ecosystems which are a foundation of crucial habitat and fodder for their continued existence for the benefit of present and future generations. For example, approximately 50% of the African continent’s Savanna elephant species are predominantly found in Southern Africa. Hence, the need for sustainable management and utilization of wildlife and its habitats.

This wildlife has a vast potential to contribute to the region’s socio-economic development. However, the value of this natural capital is not known in order to secure appropriate attention from the decision makers and investors, and is also under serious pressure and degradation, from both within and outside the region, exerted from human activities like overgrazing, deforestation, wildlife crime, illegal harvesting and trade of wildlife and forest products, land conversion and settlements. In addition, the environment has become more polluted due to industrialization resulting in air, soil, and water pollution. Climate change is exerting additional pressure. As a consequence, habitats and species are lost. This is of particular concern as Southern Africa is home to the largest remaining populations of iconic mammal species such as elephants, lions, and rhinos.

Regarding natural resources, SADC has defined its objectives, among others, in the SADC Biodiversity Strategy (2006), the SADC Green Economy Strategy and Action Plan (2015), Forest Strategy 2010-2020 (now revised and planned to be approved at the next Ministerial meeting), TFCA Programme (2013), and the SADC Tourism Programme (2019).

In contrast to other regions, Southern Africa is a region that has seen an increase in protected areas and a major recovery of wildlife due to bold policy reforms pioneered through government enabling environment for natural resources conservation, including transboundary conservation (through transfrontier conservation areas (TFCAs)), community-based natural resource management (CBNRM), and private wildlife conservation. The natural resources including wildlife, contribute to the socio-economic development of the region through employment and wealth creation, food security and overall sustenance of the livelihoods of the local people in rural areas. SADC has a potential to develop a large wildlife-based economy that can significantly contribute to the socio-economic development of the region.

A wildlife-based economy is considered as “a sustainable wildlife economy that benefits people and nature, using habitats and wildlife in an ecological, economic and socially sustainable way” (J. Msuya, UNDP 2020). This includes trade in wildlife species and wildlife-derived value-added products, and bioprospecting; conservation-hunting; game-farming; bird watching; and other related services. Furthermore, a wildlife-based economy includes the socio-economic activities and benefits of eco-tourism, co-managed conservation areas and ancillary services to protected areas.

A wildlife-based economy can contribute to improved human well-being and social equity, significantly reduce environmental risks and ecological scarcities, promote economic growth, and provide long-term funding for wildlife conservation. It is low carbon, resource efficient and

socially inclusive. Tourism alone is contributing 8.2% of regional GDP and an estimated 6.3 million jobs (SADC Tourism Programme 2019).

Despite the achievements in conservation, the region's wildlife sector is still faced with the following challenges:

1. There is no regional plan to substantially harness the specific economic development opportunities inherent in the region's wildlife-based economy. The Green Economy Strategy and Action Plan may not be a sufficient instrument to address the needs of a wildlife-based economy,
2. There is a need to improve standard methods for monitoring and reporting on strategies, implementation plans, and socio-economic benefits derived from sustainable utilization of wildlife resources, and
3. Currently there are calls for an indiscriminate wildlife trade ban as a key response to COVID-19 given the suspected origin of the pandemic in a market that sells wild animals and wild meat. This would be contra-productive for livelihoods, and food security for local communities in the region as the legal consumptive tourism activities particularly hunting tourism through CBNRM framework contributes significantly to the livelihoods of the local residents.

Based on the above it is prudent for the SADC region to undertake a study to establish the business case that outlines the benefits of wildlife conservation, utilization and legal trade in wildlife species and their derived products in a sustainable wildlife-based economy. The information will assist the sector in providing an objective assessment of the protection, sustainable use, and legal trade of wildlife resources as a conservation and economic strategy with significant local livelihood and regional benefits.

Sustainable wildlife conservation not only offers income and improved livelihood opportunities, but also requires strong collaboration among neighbouring countries to strengthen SADC regional economic integration.

The inaugural Wildlife Economy Summit, the first of its kind on the African Continent was held in June 2019, in Victoria Falls, Zimbabwe. The town is situated in the Kavango-Zambezi (KAZA) Transfrontier Conservation Area (TFCA) which is the home of the African elephant. The Summit's theme was 'Communities for Conservation, Harnessing Conservation Tourism and Supporting Governments'. The Summit's aim was to explore innovative ways to leverage wildlife resources to grow Member States economies; eradicate poverty; achieve broad based empowerment, create decent jobs, especially for women and youth. This resonates with SADC Member States renewed efforts to ensure that the region's citizens benefit from the sustainable management of natural resources and wildlife. The summit provides the concept of a wildlife economy. It is the starting point for development of a SADC wildlife economy. What is not known exactly is the potential value of wildlife economies of member states in the SADC region. The region also needs to know the challenges and opportunities, innovate ways to boost the potential of as well as the role of key stakeholders in promoting the wildlife economy in the region.

The Technical Committee on Wildlife of October 2019 in Arusha recommended to Ministers to direct SADC Secretariat to mobilize resources to develop a Business Plan for the Wildlife Economy of Southern Africa.

It is against this background, that the SADC Ministers of Environment, Natural Resources and Tourism at their joint meeting of October 2019, in Arusha, Tanzania, directed SADC Secretariat to develop a "Framework for a SADC Wildlife-based Economy Strategy by the end of 2021".

The Technical Committee on Wildlife of December 2020 noted the ongoing preparations for the development of a Framework for a SADC Wildlife Economy Strategy and directed SADC Secretariat to ensure that the Strategy is aligned to UNDP and African Union (AU) initiatives. This alignment implies the importance of starting from already known building blocks of a wildlife economy, and not to re-invent the wheel. A road map has already been developed, and the proposed framework should consider putting together existing important pieces/elements in order to assist member states to optimize wildlife-based economic potentials. Furthermore, considering AU initiatives includes taking into account the opportunities presented by the AU's Continental Free Trade Area (AfCFTA) in promoting wildlife economy. On 21 March 2018 in Kigali, Rwanda, African Union Heads of State signed the African Union Treaty establishing the African Continental Free Trade Area (AfCFTA). This creates a single African market for goods and services and a continental customs union with free movement of capital and business travellers.

The Framework will serve as a guiding instrument that clearly outlines the main elements/components of a SADC Wildlife-based Economy, and define the roles and responsibilities of Member States, the SADC Secretariat, other relevant regional institutions and stakeholders towards development and implementation of specific Wildlife-based Economy plans and activities. The Framework should also consider the role and value of TFCAs as well as eco-tourism in the region's socio-economic development efforts.

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH supports the SADC Food, Agriculture and Natural Resources (FANR) Directorate through the SADC Project "Climate Resilience and Natural Resource Management" (C-NRM). The C-NRM Project seeks a contractor to support SADC Secretariat and Member States, to develop a Framework for a SADC Biodiversity-based Economy Strategy.

2. Overall Objective of the assignment

- (a) To undertake a Situation Analysis of the Wildlife-based Economy in SADC Member States (MSs). This will be a desk top analysis compiling what exists already but will also include collection of primary raw data and interviews with resource persons. This desk study should investigate, among others, the following issues:
- Definition of wildlife-based Economy in SADC (what elements are part or not part of this economy).
 - Based on the definition, assess the current size of the wildlife-based economy in SADC region and projections over next 10 years (GDP contribution, employment, share of overall financing of conservation, etc.). What type and potential Value of Wildlife-based economies are in the region in the following wildlife economic activities: Wildlife Filming and Photography; Ecotourism; Hunting tourism/ conservation hunting; Wildlife trade on live species; Wildlife ranching and farming, Sport fishing; Non-timber forest products; Carbon financing / markets etc.). Which share do these different sectors, such as nature-based tourism, hunting etc., have within the wildlife-based economy?
 - Give a regional overview and countries that are participating and leading in the wildlife economy sector.
 - What are the enabling factors in terms of growing the wildlife economy?
 - What is the role of the Government, local communities, private sectors (i.e. businessman), NGOs and academia in promoting wildlife-based economy in the region?
 - Case studies, e.g. by sector, illustrating how the wildlife economy currently works successfully towards protection and sustainable use of wildlife. As part of this,

analyse in particular how the wildlife economy adds value and thereby incentivizing protection and sustainable use of wildlife.

- What are the gaps between policies (and legislations) and practices in enhancing collaboration and partnerships (i.e. business environment)?
- How can member states make use of accumulated stockpiles of wildlife products to finance wildlife conservation and to enhance contribution of the wildlife-based economy in the region?
- What are current challenges and opportunities for wildlife-based economy sectors?
- What main elements are relevant for a framework for a regional wildlife-based economy strategy (common political and legal framework, promotion/lobbying; purpose, components/elements, monitoring and evaluation; a brief overview on the challenges and opportunities that Covid-19 pandemic poses to SADC's Wildlife-based Economy etc.).

- (b) Based on the Situation Analysis, to derive and agree with Member States and SADC Secretariat on the main elements for the framework; and
- (c) Based on the elements in (b) above, to develop a Framework for a SADC Wildlife-based Economy Strategy considering all terrestrial fauna of the region.

3. Tasks, travels, and deliverables to be performed by the contractor

3.1. The contractor will undertake tasks including the following:

Tasks	Outputs / Deliverables	By date
Prepare an Inception Report covering work schedule with specific tasks, deliverables, and time frames for undertaking the assignment,	Inception report	
Present the Inception Report to a half (1/2)-day virtual inception meeting with SADC Secretariat, Gaborone, Botswana, and agree upon logistical arrangements to implement the assignment, including engagements, if any, with other relevant stakeholders	Inception Report, including agreed roadmap of activities to undertake the assignment	10 July 2021
Collect and review information from SADC Member States, relevant institutions, and the Secretariat's strategic documents that are relevant for the assignment	Documents and review notes	
Conduct consultations with SADC Member States, relevant SADC Secretariat Directorates to ensure harmony of efforts among SADC Secretariat Directorates on Wildlife-based Economy and other relevant stakeholders	Consultations notes	
Compile a zero draft of Situation Analysis of a Wildlife-based Economy in SADC region		
Present the zero draft Situation Analysis report to a half (1/2)-day meeting of Member States and SADC Secretariat including relevant stakeholders for		To be announced

Tasks	Outputs / Deliverables	By date
comments and inputs (virtually or face to face depending on COVID-19 situation)		
Incorporate comments and inputs into final draft Situation Analysis report		
Submit to SADC Secretariat final draft Situation Analysis report	Final draft Situation Analysis of a Wildlife-based Economy	31 Aug 2021
Compile zero draft of Framework of a SADC Wildlife-based Economy Strategy (approx. 40 pages)	Draft of Framework of a SADC Wildlife-based Economy Strategy (approx. 40 pages)	30 Sep 2021
Present the abovementioned zero draft to a virtual 1-day meeting of SADC Member States and Secretariat, for comments and inputs. Secretariat will circulate the draft for comments to Member States, including other relevant stakeholders such as businesses currently running the wildlife economy and/or envisaged to play a key role in upscaling the wildlife economy	Draft of Framework of a SADC Wildlife-based Economy Strategy	10 Oct 2021
Incorporate comments and inputs into the final draft Framework for a SADC Wildlife-based Economy Strategy	Draft Framework of a SADC Wildlife-based Economy Strategy	
Submit to SADC Secretariat the final draft Framework for a SADC Wildlife-based Economy Strategy	Draft of Framework of a SADC Wildlife-based Economy Strategy	15 Nov 2021
One (1) day to present the final draft Framework for a SADC Wildlife-based Economy Strategy to the Technical Committee on Wildlife (virtually)	Draft Framework of a SADC Wildlife-based Economy Strategy	To be announced, if required
Incorporate comments from TC Wildlife meeting	Draft Framework of a SADC Wildlife-based Economy Strategy	
Submit final draft to SADC Secretariat	Final Draft Framework of a SADC Wildlife-based Economy Strategy	

3.2. Duty Station and Travel

The contractor will work from the respective home country; and if travel is required, the contractor is expected to make their own logistical arrangements (including for transport, accommodation, visas and permits, etc.). The proposed costs for these travels should not be included in the financial bid, they will be given as a lumpsum by GIZ, out of which costs will be reimbursed against receipts of evidence of travels undertaken. The expected meetings and important deadlines are as indicated in the above tasks table.

4. Period of assignment

The contractor shall not exceed a maximum of **60 working days** to undertake the assignment. The assignment will be spread over the period 1 July 2021 to 31 December 2021.

5. Reporting

The contractor will report to SADC Secretariat and C-NRM Project. The drafts and deliverables shall be submitted in electronic format, in English language to:

- (i) Director FANR and Programme Officer Wildlife
- (ii) Project Manager C-NRM and Technical Advisor C-NRM.

6. Qualifications and responsibilities of the contractor

The contractor is required to provide personnel who are suited to filling the positions described, based on their CVs

Expert 1 – Team leader: Responsible for overall management of the assignment and development of the framework. H/she must have strategic vision thinking and experience of the region, covering hunting, tourism, products, and other relevant areas. Among others, h/she should also think of how to capitalize on Victoria Falls and Mozambique coast to build circuits, as well as consider other development options that undermine their development (e.g. roads/transport in Vic Falls and Chobe).

Qualifications:

- (a) Minimum MSc degree in Economics; Biodiversity Management; Wildlife or Natural Resources Management; Public Policy, or related field
- (b) Be a Citizen of SADC or Permanent Resident (with valid permit) in the SADC region; with excellent (i) interpersonal relations and communications skills, and (ii) English writing and speaking skills; knowledge of French or Portuguese is an added advantage
- (c) At least 15 years working experience in wildlife and/or natural resources sector
- (d) Experience in policy and strategy (vision, mission, and values) development in SADC, related but not restricted to the fields of natural resources economics (e.g. agricultural and natural resources management policy), sustainable biodiversity conservation and natural resources management
- (e) Good knowledge of SADC region's policies, strategies and protocols, and its natural resources including biodiversity conservation and natural resources issues in Southern Africa
- (f) Experience in dealing with highly complex legislative and policy issues pertaining to natural resource economics and management, biodiversity conservation, in the SADC Region
- (g) Experience in leading high-level multi-partner consultative processes and proceedings for meetings related to environment and sustainable use of natural resources and biological diversity
- (h) Knowledge of natural resources economics dealing with the supply, demand, and allocation of the natural resources. Understanding of interactions between economic and natural systems, towards developing a sustainable and efficient economy, and
- (i) Understanding of the role of natural resources in the SADC region economy towards developing more sustainable methods of their management to ensure sustainability to future generations.

Expert 2: Responsible for surveys and data processing/M&E.

Qualifications:

- (a) Minimum MSc degree in Economics; Wildlife or Natural Resources Management; or related field
- (b) Be a SADC Citizen or Permanent Resident (with valid permit) in the SADC region, with excellent (i) interpersonal relations and communications skills, and (ii) English writing and speaking skills; knowledge of French or Portuguese is an added advantage

- (c) At least 10 years working experience in wildlife and/or natural resources sector
- (d) Experience in design of data collection templates, data collection and analyses, related to agricultural and /or natural resources economics
- (e) Understanding of economics and the role of data including financial and business data in natural resources in the SADC region economy towards developing a viable wildlife economy, and
- (f) Knowledge of natural resources economics dealing with the supply, demand, and allocation of the natural resources. Understanding of interactions between economic and natural systems, towards developing a sustainable and efficient economy.

Expert 3: Responsible for analyses of business/ financial models for key enterprises, but also with the ability to look at the economics of these enterprises (upstream / downstream multipliers, etc.).

Qualifications:

- (a) Minimum MSc degree in Business and /or Economics; Wildlife or Natural Resources Management; or related field
- (b) Be a SADC Citizen or Permanent Resident (with valid permit) in the SADC region, with excellent (i) interpersonal relations and communications skills, and (ii) English writing and speaking skills; knowledge of French or Portuguese is an added advantage
- (c) At least 10 years working experience in wildlife and/or natural resources sector:
- (d) Understanding of the role of business enterprises in natural resources in the SADC region economy towards developing more sustainable enterprises based on natural resources
- (e) Experience in analyses of business/ financial data and building financial / economic models, and
- (f) Knowledge of natural resources business and economics dealing with the supply, demand, and allocation of the natural resources. Understanding of interactions between business/ economic and natural resources, towards developing a sustainable and efficient economy.

7. Confidentiality

The contractor shall comply with the GIZ General Terms of Contract and shall be mindful of its duty of loyalty and confidentiality connected to this contractual relationship.

8. Requirements on the format of the bid

The structure of the technical proposal follows the following format (max. 5 pages excl. CVs):

Strategy: The contractor is required to

- (a) consider the tasks to be performed with reference to the objectives of the services put out to tender (see above Item 3.1). Following this, the contractor presents and justifies the strategy with which it intends to provide the services.
- (b) present the actors relevant for the services for which it is responsible and describe the **cooperation** with them.
- (c) present and explain its approach to **steering** the activities.
- (d) describe the key processes for the services for which it is responsible and create a schedule that describes how the services are to be provided. In particular, to describe the necessary **work steps** and, if applicable, take account of the milestones and contributions of other actors.

The bid is drawn up in **English** language.

9. Assessment of the contractor

The assessment for the award of the contract shall be based on the evaluation of the contractor's Technical Proposal (35%), the experts' CV(s) (35%) and the financial offer (30%). Please note that only formalized legal entities (e.g. companies, organizations) are eligible.

10. Documents to be submitted by contractor**At the moment of bidding:**

- Technical proposal
- CV(s)
- Financial proposal
- Business registration (where applicable)

In case of contract award:

- Physical address
- Bank details
- Company certificate
- Company tax clearance (where applicable)