

## Terms of references

**Job Title:** National business development consultant for valuation of ecosystem services in Soroca and Stefan Voda districts

**Project Reference:** Mainstreaming biodiversity conservation into Moldova territorial planning policies and land-use practices

**Duration of Employment:** December 2016 – February 2017

**Contract type:** Individual Contract

**Expected workload:** 30 working days

### I. Background

The United Nations Development Programme (UNDP), acting as an implementing agency of the Global Environment Facility (GEF), is providing assistance to the Ministry of Environment of the Republic of Moldova in implementation of the GEF Medium Sized Project (MSP) “Mainstreaming Biodiversity Conservation into Moldova’s Territorial Planning Policies and Land-Use Practices” (BD mainstreaming project).

Despite the Government’s reform efforts, the spatial/territorial planning framework is facing two types of barriers: (i) inadequate planning and enforcement framework and (ii) inadequate demonstrated experiences in spatial planning and biodiversity-compatible land management practices.

Against this background, the BD mainstreaming Project will be addressing the gaps in land planning and enforcement systems through development of relevant regulations, standards and legislation to accommodate biodiversity conservation objectives while the gap of limited coordination across sectors will be addressed by establishing a multi-stakeholder committee which will ensure a unified approach in the development, implementation and enforcement of land-use plans from the different ministries and departments. In addition, a monitoring system will be emplaced among the various regulatory agencies, assigning responsibilities based on comparative advantage, in order to evaluate acceptable limits of change in biodiversity-important areas. The gap of inadequate demonstrated experiences in spatial planning and biodiversity-compatible land management practices will be tackled through development and testing of biodiversity-compatible district spatial (land-use) plans in 2 districts of Moldova, relying on cross-sectoral working groups, GIS technologies for biodiversity mapping, identification of sites of conflict between biodiversity and human activities and others.

Overall, the objective of the project is to mainstream biodiversity conservation priorities into Moldova’s territorial planning policies and land-use practices through two components – the first will focus on modifying the land use planning and enforcement system so that it addresses biodiversity loss, and the second will demonstrate methods for conservation and sustainable use of biodiversity on communal lands outside PAs.

The BD mainstreaming project is implemented as part of a larger biodiversity programme, which includes also UNDP/EU Clima East Project “Sustainable management of pastures and community forests in Moldova’s first National Park Orhei to demonstrate climate change mitigation and adaptation benefits and dividends for local communities”.

### II. Scope of work and responsibilities

The National business development consultant will be responsible for assisting project's Economy and finance national consultant in valuation of ecosystem services in Sorooca and Stefan Voda districts (more preferable Talmaza, Copceac, Badiceni, Zastinca) for potential business development associated with ecosystem services.

The Consultant will report directly to the project manager of the BD mainstreaming project and will work in close collaboration with project's social-economic consultant.

### **Expected tasks**

The key tasks of the consultant are as follows:

1. Assist the Economy and finance national consultant in performing an assessment of the economic valuation of biodiversity and ecosystem services. The valuation will be undertaken of costs/ benefits of different production systems and the new biodiversity-friendly practices within the selected landscapes and their benefits to biodiversity, ecosystem functioning and livelihoods. More specifically, the consultant will be responsible for providing inputs to the following chapters:
  - Business sector analysis and business development (agricultural and non-agricultural)
  - Economic infrastructure
  - Projects and investments from the last 5 years
  - Biodiversity and ecosystem risks and opportunities for business
  - Financial and economical estimation of the biodiversity and ecosystem services as a value proposition in following key sectors: Agriculture, Finance, Fisheries, Forestry, Handicrafts, Pharmaceuticals, Retail, Cosmetics, Tourism, etc.
  - Economic potential estimation (extrapolations related to economic potential)
  - Biodiversity as an opportunity for scaling up business
2. Based on the initial assessment of available resources base, support the Economy and finance national consultant in identification of the potential areas of project intervention, the required investments, existing funding and potential investors and donors.
3. Assess the long term sustainability of proposed activities taking into account the resource base and market access potential.
4. In case of agricultural equipment purchase recommendation, consult the project team in technical specifications development.
5. Support in development of the business plans for selected businesses (incl. VAN and IRR).

### **III. DELIVERABLES, ESTIMATED WORKLOAD AND TIMEFRAME:**

The assignment should be carried out within a period of December 2016 – February 2017, not exceeding 30 working days.

	<b>Deliverable</b>	<b>Deadline and workload</b>
1	Report on potential business activities associated with ecosystem services (inputs to the report)	December 15, 2016 60 % of contract amount
2	Support in development of the business plans for selected businesses.	February 15, 2017 40% of contract amount

Deliverables can be amended or specified for the purpose of the assignment.

**Management Arrangements:**

Consultant will work under the overall guidance of the BD mainstreaming/Clima East Project Manager, in coordination with the Local Public Authorities and other stakeholders. The Contractor will report to the UNDP BD mainstreaming/Clima East Project Manager.

**Financial arrangements:**

Payment will be disbursed in instalments ( 60% of contract amount at first deliverable and 40% of the contract at second deliverable) upon submission and approval of the final documents as specified under 'Deliverables and Timeframe' section and certification by the Project Manager, and UNDP Portfolio Manager, that the services have been satisfactorily performed.

**IV. QUALIFICATIONS AND SKILLS REQUIRED**

**Academic Qualification:**

- University or Advanced Degree in economy, finance or other relevant fields.

**Experience:**

- At least 5 years of experience in business, or other related fields.
- Experience in agriculture will be considered a strong asset.
- Proven experience in development of the business plans is mandatory.
- Understanding of natural resources management will be considered a strong asset.
- Experience in working with local public authorities with regard to data collection.
- Experience in similar positions in a UNDP and/or other international projects are a strong advantage.

**Competencies:**

- Analytical and delivery presentation (reports development and presentation).

**Language requirements:**

- Fluency in oral and written Romanian and Russian. Knowledge of English will be an asset.

The United Nations Development Programme in Moldova is committed to workforce diversity. Women, persons with disabilities, Roma and other ethnic or religious minorities, persons living with HIV, as well as refugees and other non-citizens legally entitled to work in the Republic of Moldova, are particularly encouraged to apply.