Terms of Reference

CNF/2021/GEO-TAGA-174

1   KEY INFORMATION

Functional title	Technical assistance for an assessment of local community socio-economic benefits from six protected areas (PAs) focused on tourism and natural resource use and on support for local community income opportunities
Project	UNDP-GEF PIMS6138 "Enhancing financial sustainability of the Protected Areas system in Georgia"
Duty station:	Home-based with missions to selected PAs and Tbilisi as relevant
Duration of assignment:	8 months; July 2021 to February 2022
Starting date:	1st July, or as soon as possible thereafter
Type of contract	Technical Assistance Provider/National Expert; delivery-based
Application procedure:	The full Application Package should be sent to recruiting@caucasus-naturefund.org marked as "Socio-economic benefits study"
Application deadline:	COB Tbilisi, Georgia (UTC/GMT +4h) on June 15, 2021
For additional information:	Ms. Tamar Pataridze, GEF-6 Program Manager, at tpataridze@caucasus-naturefund.org

2   PROJECT FRAMEWORK

The Caucasus Nature Fund (CNF) is a conservation trust fund founded in 2007 with the support and encouragement of the German Federal Ministry for Economic Cooperation and Development (BMZ) through the German Development Bank (KfW), Conservation International (CI) and the Worldwide Fund for Nature (WWF). By providing long-term funding and management assistance to help meet the core needs for Protected Areas (PAs) in Armenia, Azerbaijan and Georgia, CNF supports the conservation of the unique flora, fauna and ecosystems of the Caucasus for future generations, while at the same time improving the lives of local people today.

CNF is an implementing partner of the GEF/UNDP project "Enhancing financial sustainability of the Protected Areas system in Georgia". This is a 5-year technical assistance project financed by the GEF through the United Nations Development Programme (UNDP) in Georgia, with resources allocated

from the GEF Operational Program for Biodiversity. The project was officially approved by the Global Environment Facility and signed by the Government of Georgia (GoG) on 12 December 2018.

The project objective is "To secure long-term financial sustainability and effective management to conserve globally significant biodiversity of target protected areas in Georgia". Through the project, GEF incremental support will significantly contribute to enhancing the financial sustainability, and with it the management effectiveness, of target PAs, as such improving the Government's ability to improve the status of biodiversity and ecosystem services through managing an effective system of PAs. By increasing financial resources, especially from domestic revenue, and improved management effectiveness of target PAs, the project will contribute to reducing threats to, and improving the in-situ conservation status of identified globally threatened biodiversity in target PAs that meet established criteria for Key Biodiversity Areas (KBAs).

Thus far, the project has generated important outputs including a detailed Finance Needs Assessment (FNA) and an overall Finance Opportunity Analysis (FOA). The FNA assessment estimated current financing or funding available for PA management, finance needed and the gap between finance needed and that available. The finance gap was found to be highly significant at a national level although relatively variable per individual PA. The FOA assessed the strengthening and/or upscaling of existing own revenue generating options and the introduction of new options to increase PA revenues. Its key output was a shortlist of priority finance instruments/options. These options will now be assessed and piloted further to move towards implementation. A separate stream of work is also focused on feasibility studies of income generating activities with a focus on tourism which have been conducted recently for Machakhela National Parks, Borjomi-Kharagauli National Park and Javakheti Protected Area.

These outputs have focused primarily on increasing the revenues of PA management authorities and the Agency of Protected Areas (APA) in particular. The UNDP/GEF project and APA have, however, also recognized the need to understand the benefits that local communities receive from PAs and of finding ways to enhance those benefits including the identification of potential new sources of income for local communities that surround PAs. The impacts of the coronavirus pandemic have increased urgency regarding these needs and this assignment aims to provide support to APA and its partners in this regard.

3   BACKGROUND AND OBJECTIVES

The primary socio-economic benefits that local communities receive from PAs can be grouped into:

1. PA management authority benefits in the form of employment opportunities (e.g. as rangers, administrators, etc.) offered by authorities such as APA along with indirect benefits from the spending of these authorities in local areas.
2. Tourism benefits including incomes and employment from providing PA visitors with goods and services such as accommodation, food, transport, tours, souvenirs, etc.
3. Direct natural resource use benefits including primarily wood, other harvested resources (e.g. honey, berries, nuts, mushrooms, medicinal plants, etc. – the so-called non-timber forest products (NTFPs)) and land for pasture.

The coronavirus pandemic, along with responses to combatting it, has had an unprecedented impact on the global economy and particularly on the tourism industry. There is little doubt that declines in 2020 will be the worst for many decades. Its far-reaching impacts include likely substantial decreases

in the tourism-related incomes and job prospects for local communities that rely on tourism such as those surrounding PAs. Judging from experiences elsewhere, it also seems likely that direct natural resource uses of local communities will have increased in order to compensate for increased economic hardship. Some of this may include illegal activities such as poaching. Solutions and ideas to support communities are clearly needed for the good of both communities and of nearby PAs. In addition, the pandemic has resulted in significant pressure on overall government and some donor budgets. This pressure impacts on PA management authorities such as APA and means that they have an increased need for data and information to justify their funding allocations. They need to show how they are supporting local communities and generate ideas for how this support could be increased.

With the above in mind, the overall objectives of the assignment are to:

1. Assess and quantify the current local community socio-economic benefits of PAs in terms of PA management authority, tourism and natural resource use benefits.
2. Assess and quantify recent changes and trends linked to the coronavirus pandemic with respect to local community socio-economic benefits of PAs in terms of PA management authority, tourism and direct natural resource use benefits.
3. Identify and assess ways to support local communities surrounding PAs such as selected tourism and other income generation opportunities.

The first two objectives would be met with assessments of six selected PAs:

- Kazbegi National Park
- Mtirala National Park
- Martvili Canyon Natural Monument
- Prometheus Caves Natural Monument
- Lagodekhi Protected Areas and
- Tusheti Protected Areas (which includes Tusheti Strict Nature Reserve, Tusheti National Park and Tusheti Protected Landscape).

The results of these assessment will then need to be extrapolated/projected to the remainder of the national network of PAs. The third objective to support local communities would focus only on the six selected PAs for specific support projects tailored to local circumstances although there may be recommendations for support that are also applicable for the national network of PAs.

4   SCOPE OF WORK AND ACTIVITIES

Aside from a brief inception phase, the assignment should consist of two components in keeping with its objectives - a Socio-economic Impact Assessment Component and a Support Opportunities Assessment Component which will overlap with each other. A roughly equal level of effort and associated budget should be devoted to each Component.

4.1   Inception and Review Phase

The Inception and Review Phase would be used to clarify the objectives, and scope of works of the project. It would be used to refine the approach to the project as needed and agree on timelines with a more detailed workplan, lines of communication and reporting. In addition, key stakeholders and stakeholder engagement processes would need to be clarified.

In terms of approach, it will be particularly important, at this stage, to confirm exactly how community engagement and surveys will be undertaken including who would be surveyed and when. Any implication of the coronavirus pandemic for the assignment can also be clarified at this stage based on the latest available information.

The Inception Phase would be informed by a review of previous relevant reports and initiatives summarized below to limit overlap.

At a minimum, the Technical Assistance Provider(s) will meet with CNF and with the APA and produce a brief inception report (length guideline: 4 to 8 pages).

Previous research on tourism benefits

GFA Consulting were commissioned to conduct an assessment of the economic impacts of tourism in Georgian PAs under the KFW Support Programme for PAs in the Caucasus (see Arnegger, 2018). The assessment essentially focused on the following three main research questions:

1. What is the visitor structure in selected Georgian PAs?
2. What is the role of PAs as tourist attractions?
3. What are the economic impacts of tourism in Georgian PAs?

It assessed five PAs, namely Mtirala National Park, Martvili Canyon Natural Monument, Prometheus Cave Natural Monument, Kazbegi National Park and Lagodekhi Protected Area (including Lagodekhi Nature Reserve and Managed Reserve) surveying approximately 250 visitors to each PA. Visitor survey questions focused on the following considerations:

- Visitor origin (Georgian and international specifying which countries)
- Visitor socio-economic background incl education levels, monthly household income, household size
- Visitor activities while in the region
- Share of visitors what were day-trippers vs overnight visitors with average length of stay in region
- Share of first-time visitors and number of visits to the region for repeat visitors
- Visitor satisfaction
- Visitor PA affinity
- Visitor expenditure divided into components (e.g. accommodation, transport, food, etc.)

The generation of economic impact indicators was then driven by annual total visitor spending estimates (i.e. total visitor numbers in 2016 multiplied by spend per day which is effectively the same as the gross turnover from tourism in the areas). These expenditures were subject to approximate spending multipliers derived from an input-output model for Georgia which allowed for the estimation of impacts in terms of two indicators, namely output effects (similar to regional GDP) and employment. The results of the GFA Consulting assessment lend themselves to being updated with the use of updated visitor numbers, spending per visitor amounts and using the same multipliers. However, the GFA Consulting assessment focused on surveying visitors only and there is also a need to enrich the analysis of community benefits from tourism through direct inputs from communities and tourism companies.

Previous research on direct natural resource use

For direct resource use there is limited data available which needs to be augmented. Some studies have, however, been conducted such as Adeishvili (2016) who assessed the Adjara Protected Areas' (i.e. Mtirala and Machakhela National Parks) ecosystem service values and benefits along with options for generating sustainable revenues for the targets PAs and local communities. This included an assessment of wood and NTFP volumes harvested and their market values. NACRES conducted a socio-economic survey focused on Tusheti communities in 2010 under the UNDP/GEF project Catalysing Financial Sustainability of Georgia's Protected Areas System. Ninety-six households were surveyed and information was gathered on tourism and direct resource use including timber, NTFPs, fishing and pasture use. Households were also asked about access to natural resources which became more limited since the establishment of TPA in 2005 (NACRES, 2010).

Flores and Adeishvili (2012) conducted an assessment of Economic Valuation of the Contribution of Ecosystems in Protected Areas to Economic Growth and Human Well-Being in Georgia. It focused on Tusheti PAs, Borjomi-Kharagauli National Park and Mtirala National Parks and used these results to project benefits from the national network of PAs. Its scope included tourism and direct resource use but also extended to other ecosystem services such as pollination and carbon sequestration. The data it contained for Tusheti was from the aforementioned NACRES 2010 study. It is therefore not expected to add more highly relevant information to that already provided in Adeishvili (2016) and NACRES (2010) but would nevertheless be worthy of brief review.

Previous research on the identification and assessment of income opportunities

In terms of previous work specifically on the identification and assessment of income opportunities, the aforementioned Finance Opportunity Analysis (FOA) is relevant although it focuses on increasing revenue for APA and not necessary for local communities although there is significant overlap between these goals. Feasibility studies of income generating activities with a focus on tourism have also been conducted recently for selected PAs with the most relevant one being that conducted for Mtirala and Machakhela National Park (see PMO Consulting, 2018) given that Mtirala is one of the six parks chosen for this assignment. Other potentially relevant work has been conducted for Borjormi-Kharagauli National Park and Javakheti National Park (see PMO Consulting, 2020). In addition, for example, the SPPA project and other donors provided financial support to communities surrounding Kazbegi National Park for a honey production venture and a guest house.

All relevant previous research documents will be provided by APA and CNF at project start.

4.2   Socio-economic Impact Assessment Component

The Socio-economic Impact Assessment Component will need to use a combination of desktop assessment, engagement with PA managers, community surveys and other forms of community engagement. It will be particularly important at the start of the project to engage with PA managers to understand the local context and receive their inputs and guidance on the assessment. For example, they will need to assist with identifying/locating communities that rely on the PAs that they manage, describe resource uses, advise on the most appropriate form of community engagement/surveys and discuss impacts associated with the pandemic.

The following steps or tasks would be required:

1. Based on data supplied by APA, quantify PA management authority benefits in the form of employment opportunities for locals along with indirect benefits from the spending of these

authorities in local community areas. Focus on the last five years from 2016 to 2020 and pay particular attention to any difference that can be attributed to the coronavirus pandemic.

2. The GFA Consulting assessment on tourism benefits of PAs was based on 2016 data so its results need to be updated for 2017, 2018, 2019, 2020 and 2021. This can be done through desktop work to update annual total visitor spending estimates for each of these years (i.e. total visitor numbers multiplied by spend per day). This should (1) Assume that visitor profiles especially their spending per day/trip will remain the same aside from adjustments for inflation and with reference to national tourism spending statistics and then (2) Update impacts based on updated visitor numbers provided by APA making the distinction between local and international visitors. These updated expenditures can then be subject to the same or similar spending multipliers used in the GFA Consulting assessment which allowed for the estimation of impacts in terms of two indicators, namely output effects (similar to regional GDP) and employment. Comparison should then be made for tourism benefits for each year with a particular emphasis on showing trends that can be linked to the coronavirus pandemic.

3. Carry out household surveys and potentially other forms of community engagement such as focus groups for each of the six PAs to directly assess and quantify current benefits from tourism and direct resource use and recent trends in these benefits. Proposals will need to include a recommended approach to community engagement specifying whether household surveys and/or focus groups are recommended along with the minimum number of household surveys and/or focus groups that can be carried out within the budget available for the assignment.
    - For tourism, inputs from communities should be used to generate primary estimates of total benefits from tourism for each PA. These should include a description of tourism activities that generate income and indicators such as number of jobs and income from tourism for each of these activities. It will be particularly important to include an assessment of pre-pandemic benefits especially from tourism so that they can be compared with current benefits to estimate losses.
    - For legal direct natural resource use, inputs from communities should be used to generate primary estimates of total benefits for each PA. These should include a description of the individual direct resource use types, amount of resources used/harvested per year, market value of resources harvested per year, number of jobs or livelihoods supported, other key benefits. A pre and post pandemic benefit comparison would also be important for direct resources use based on responses from communities. It is likely that PA managers will also be able to provide inputs and guidance on trends in resource use. Although the focus should be on gathering data on legal resource use, if relatively simple ways can be found to also understand illegal resource use (such as poaching or illegal wood cutting) then data should also be gathered on them.
    - Note that the community surveys and other forms of community engagement should also be used to identify income opportunities which can be assessed further in the Support Opportunities Assessment Component (see below). Communities themselves should therefore be involved in identifying and assessing opportunities.
    - Agreement with APA and CNF will be needed on the indicators that will be used to measure tourism and direct resource use benefits. They are expected to include number of households and people benefiting, income from activities, number of jobs full time and part time.

4. Extrapolate or project the results from the six PAs to rest of the PA network in order to generate results for all PAs in the country. This projection should be done in a structured way that includes inputs from APA and CNF given their familiarity with the similarities and difference between PAs. It could, for example, account for differences in terms of visitors numbers, ecosystem types (e.g. resource uses for forests differ from those of grasslands) and PA sizes.

5. Compare and briefly discuss similarities and differences between the tourism benefits assessment results based on updating the GFA Consulting visitor spending multiplier assessment (i.e. the results of step 2 above) with the results from the direct assessment based on community inputs (i.e. the results of step 3 above). For example, direct assessment estimates are most often lower than estimates based on multipliers as multipliers may overstate impacts and also include indirect impacts.

4.3   Support Opportunities Assessment Component

This component would focus on identifying and assessing ways to support local communities surrounding PAs such as selected tourism and other income generation opportunities linked to natural resource uses. Although this is a separate component in terms of outputs, it will overlap with the Impact Assessment Component particularly as surveys and other forms of community enagement used to assess impacts should also be used to identify and explore opportunities. Engagement with PA managers will also be important in this process.

The following steps or tasks would be required:

1. Review existing income opportunities and those identified in other studies for the six PAs to avoid overlap and build on existing knowledge. As noted above, some PAs have business plans, tourism development strategies, or other work already done on identifying and assessment community income opportunities. These will be provided by APA and CNF and will need to be reviewed in order to avoid overlap.

2. Identify and describe at least two income opportunity ideas for local communities for each of the PAs. These ideas should be identified with inputs from communities who should also be able to provide inputs on the primary constraints that they face in realising the opportunities (e.g., access to finance, supporting infrastructure, limited business skills, etc.) and on possible ways to overcome them. Overcoming these constraints are then possible focus areas for support to local communities. Ideas can include tourism, sustainable natural resource uses such a honey making or other value additions to natural products or other ideas which assist local communities and build relationships between communities and PAs. Proposals should include details on how community inputs will be generated such as the use of household surveys and focus groups.

3. Screen the income opportunity ideas in order to identify one most promising idea for each of the PAs. This should be done for all of the 12 income opportunity ideas using the same basic criteria such as (1) likelihood of achieving feasibility / successful implementation, (2) level of support required to overcome constraints and achieve feasibility (3) magnitude and sustainability of potential income. It is recognised that the most promising idea may be the same or similar for more than one PA and that this may be appropriate to a degree (i.e. the same idea may genuinely be the best idea for more than one PA). However, a diversity of ideas would be preferable. Therefore, at least 4 different types of ideas will be required

across the 6 PAs unless it can be motivated, to the satisfaction of CNF and APA, that fewer ideas would have clearly advantages.

4. Carry out basic pre-feasibility assessments of the most promising opportunity ideas for each of the six PAs. These should focus on confirming that the most promising ideas are reasonably likely to succeed and under what conditions. They should detail risks and mitigation strategies, what community support is required, its likely financial costs and benefits and how best to provide support per opportunity. Each pre-feasibility assessment is expected to be brief but clear and is likely to be 4 to 8 pages in length. General recommendations about enhancements to the overall approach to local community support should also be provided to the extent that they emerge from the assignment.

5   DELIVERABLES AND CLIENT INTERACTION

During the duration of the assignment the following deliverables will be submitted to CNF and APA:

(1)   Inception report with detailed description of approach and a project plan including timelines and key risks.

(2)   Assessment report in keeping with the objectives of the project and including the approach and results of the Socio-economic Impact Assessment Component and Support Opportunities Assessment Component.

(3)   PowerPoint presentation of key outcomes of the project based on the assessment report.

Any qualitative descriptive information and quantitative data presented in any report shall be maximally supported by tables, graphs and (geo-referenced) maps, as appropriate, containing all available quantitative and/or geographic information on issues related to the subject of the assignment. The Technical Assistance Provider will submit copies of presentations, excel models used or detailed comments provided by individual stakeholders

All reports prepared under the assignment shall include a complete list of literature consulted, including peer-reviewed publications, project reports, internal PA reports, and others as appropriate.

Also, all reports shall contain detailed descriptions of practical activities implemented: minutes/protocols of stakeholder meetings, names and affiliations of stakeholders consulted, etc.

The language for notices, instructions, and other formal messages between CNF and the Services provider under this Agreement shall be English.

The language required for the deliverables will be as follow:

(1) Inception report – English only
(2) Assessment report – Georgian with full translation into English.
(3) PowerPoint presentation - Georgian with full translation into English.

The selected experts are expected to work in close collaboration with APA and CNF. They will be expected to make themselves available for progress reporting calls/meetings to discuss key project decisions and challenges with CNF, APA and its parent Ministry. Progress calls are expected to take place at six-week intervals.

6   AVAILABLE BUDGET

The technical assistance will be based on a fixed maximum budget of USD 30,000 including all professional fees, expenses and taxes. Proposals which exceed this amount will not be considered.

Any applicant is requested to submit a financial offer presented as a detailed breakdown of costs envisioned. The breakdown of costs shall, in addition to fees– daily fee rate, number of working days in home office and field campaigns, and total fee - for the Technical Assistance Provider and each envisioned additional support staff, as relevant, also specify in detail all direct costs envisioned for the timely and complete implementation of the field data collection campaigns for all team members and works envisioned, including per diems and travel costs, costs for equipment, consumables, laboratory analyses, etc. as well as any taxes, overhead, any translations of reports, and other relevant costs. As relevant, the breakdown of costs shall also include any costs for the organization of envisioned workshops and presentations, for which venue facilities will be provided free-of-charge by a PA authority or APA, and APA and CNF will provide advisory and logistical support for identifying and inviting relevant participants.

7   PRELIMININARY WORK AND PAYMENT SCHEDULE

The following schedule of activities and deliverables would be required according to the tentative work plan for 2021 which shows how the Socio-economic Impact Assessment and the Opportunities Assessment Components will overlap to a degree and provides an indicative proportion of overall effort that is likely to be need per activity:

	Activity (deliverable)	Proportion of effort	Workplan							
			Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22
1	Inception and review (inception report)	5%	▓							
Socio-economic Impact Assessment Component										
2	Quantify PA management authority benefits	5%		▓						
3	Update tourism benefit based on visitor spending multiplier (based on GFA Consulting assessment)	7.5%		▓						
4	Community surveys, engagement to assess tourism, resource use, identify income opportunities	30%			▓	▓	▓			
5	Extrapolate or project the results from the six PAs to rest of the PA network	5%					▓			
6	Compare tourism benefit results of updated visitor spending multiplier with results of direct community inputs	2.5%					▓			
Support Opportunities Assessment Component										
7	Review existing income opportunities and those identified in other studies to avoid overlap	2.5%		▓						
8	Identify at least two income opportunity ideas for local communities for each of the PAs	12.5%					▓	▓	▓	
9	Screen the income opportunity ideas to identify one most promising idea for each PA	5%							▓	
10	Pre-feasibility assessments and recommendations for support	25%							▓	▓
		100%								

The payment schedule would be as follows:

Invoice nr	Deliverable or activity	Percentage of total budget to be invoiced
1	Submission and acceptance of inception report	20%
2	Submission of draft assessment report	60%
3	Submission and acceptance of a final assessment report and presentation	20%

8 QUALIFICATIONS AND EXPERTISE

Given the requirements, it is anticipated that a consulting company/organization or a team of at least three experts would be needed for the assignment although proposals from one individual expert would also be considered. A consulting company/organization or a team should have the experience of conducting similar tasks before, including socio-economic assessment, community surveys, interviews, feasibility assessments etc. A consulting company/organization or each team member should have at least 3 years experience of conducting similar tasks.

Academic qualifications:

Master's degree or higher in social or economic studies, business administration and development, tourism or related fields. Relevant training in combination with qualifying experience in the areas related to the objectives will be accepted in lieu of a degree.

Experience:

- Experience in assessing and quantifying socio-economic impacts at a community level preferably with a focus on tourism and resource use.
- Experience in feasibility studies, value chain development, community level or small/micro business development and management preferably with a focus on tourism and businesses focused on sustainable natural resource use.
- Experience working with diverse groups of stakeholders including experience in facilitating workshops and consultation processes.
- Experience in conducting community surveys and other forms of engagement such as focus groups.
- Ability to distil complex information from various sources into concise and clear communications and to make independent judgements particularly with respect to the drivers of commercially successful businesses.
- Knowledge of/ experience with protected areas planning and management.
- Knowledge of the regional socio-economic and tourism context at the six project sites would be an advantage.
- Knowledge of finances in addition to that needed for conducted feasibility studies would be an advantage.

9 ADDITIONAL INFORMATION

Any costs or expenses incurred in preparing the application are at the applicant's risk, and are not eligible for reimbursement by CNF.

In the Application Package, the applicant shall provide a list of proposed team members, as appropriate, for the timely and complete implementation of the assignment, and include the CV(s), a description of tasks and responsibilities, and specific anticipated costs (fees and direct expenditures).

Awarding of the contract shall be based on an evaluation by the CNF Tender Commission, consisting of representatives of CNF and third-party organizations as relevant. The Tender Committee shall evaluate the information provided in the Application Package on: (1) knowledge and understanding of the subject of the tender; (2) evidence of relevant experiences in the subject of the tender; (3) knowledge of and experiences working with and in PAs in the South Caucasus, specifically Georgia, and specifically on socio-economic studies related PAs; (4) demonstrated capability to deliver against

timetable; (5) detailed financial proposal. The Tender Commission may interview one or more applicants to assist its evaluation process.

The Tender Commission reserves the right to cancel the procedure at any moment and not conclude any contract, without further notice to the applicants. It also reserves the right not to accept the lowest bid.

The selected Technical Assistance Provider signing a Technical Assistance Agreement with CNF shall do so in the capacity of an independent contractor. Any signatory of a Technical Assistance Agreement will not be considered as an affiliate or employee of CNF, and accordingly will be personally responsible for the payment of taxes according to relevant legislation.

Only short-listed candidates will be contacted. If you are not contacted within 2 weeks after the closing date, please assume that you have not been successful on this occasion.

10 MODE OF APPLICATION

Applicants are requested to submit a full Application Package in the English language, including the following:

- Cover Letter, explaining the relevant qualifications, experience and skills of the Applicant for the position.

- Detailed Description of Approach (max. 3 pages) to deliver the outcomes sought, including an understanding of the work required, comments on the TOR and activities proposed (if any), description of proposed approach and methodology, main implementation activities, etc. as considered relevant.

- Full CV for each team member proposed.

- Detailed Financial Proposal, including a breakdown of costs – all-inclusive fees (in days and stating unit rate) per individual team member, travel (air/land roundtrips and per diem as appropriate), any applicable VAT or other taxes, other costs, etc. - in USD.

- Contact details for two referees (who will not be approached without your permission).

In order for their proposals to be evaluated, interested applicants must therefore provide adequate details on (1) their approach along with (2) the qualifications and experience of their team members.

In terms of approach, it will be important to provide specific details in proposals on how community engagement will be undertaken. This should include a specification of how household surveys and/or focus groups will be used for both Components of the project and in particular for step 3 under the Socio-economic Impacts Assessment Component and step 2 under the Support Opportunities Assessment Component. The total number of households that would be surveyed (i.e. sample size) and/or the total number of focus groups that would be possible within the available budget will need to be specified.

11 REFERENCES

Adeishvili, M. 2016. Assessment of the Adjara Protected Areas' ecosystem service values and benefits and options for generation sustainable revenues for the targets PAs and local communities. Report prepared for the GEF and UNDP, Georgia.

Arnegger, J. 2018. Economic impacts of tourism in Georgian PAs. Report by GFA Consulting Group for the KFW Support Programme for PAs in the Caucasus – Georgia. GFA, Frankfurt.

Flores, M., Adeishvili, M., 2012. Economic Valuation of the Contribution of Ecosystems in Protected Areas to Economic Growth and Human Well-Being in Georgia. Prepared by ECFDC/GCCW/AMECO, UNDP/GEF project Catalysing Financial Sustainability of Georgia's Protected Areas System

NACRES. 2010. Socio-Economic Survey in Tusheti Protected Areas. Report by Irakli Kandelaki for UNDP/GEF project Catalysing the Financial Sustainability of Georgian Protected Areas System.

PMO Business Consulting (PMO). 2018. Feasibility Study of Income Generation Projects in Machakhela and Mtirala National Parks. Report prepared for the UNDP and APA. PMO, Tbilisi.

PMO Business consulting (PMO). 2020. Feasibility Study of Income Generation Projects in Borjomi-Kharagauli NP and Javakheti PAs. Report prepared for CNF and APA. PMO, Tbilisi