

# RESILIENT TOURISM AND BLUE ECONOMY DEVELOPMENT IN CABO VERDE

## **Studies to design, refurbish and upgrade the quay of Tarrafal Santiago and surrounding area to support the integration of the coastal fishing and tourism value chains**

### **Terms of Reference**

#### **1 Background and context**

The Project “**Resilient Tourism and Blue Economy Development in Cabo Verde**” (RTBED), financed by the World Bank (WB) and the Government of Cabo Verde (GoCV), targets strategic interventions to support the economic recovery post COVID-19 pandemic by supporting investments, policies, and institutions that enable a resilient and sustainable recovery. The project supports the national strategies expressed under the umbrella of the Cabo Verde Vision 2030, notably the tourism and coastal zoning plans, tourism operational plan, the National Investment Plan for the Blue Economy (PNIEA in the Portuguese acronym), among others, fostering a conducive environment for more private and diversified investments to promote sustainable tourism and conservation of natural resources and cultural heritage with benefit to local communities.

Cabo Verde’s tourism sector has seen exceptional growth in the last two decades and is a crucial driver of growth and job creation, reaching an estimated 25 percent of GDP. The Covid-19 pandemic represented a major setback, with arrivals collapsing by 75 percent in 2020, affecting tourism and ancillary sectors particularly hard. In addition to the unparalleled economic shock, the pandemic highlighted structural challenges in the tourism sector, including overconcentration of arrivals in two islands and a single market segment, weak local supply chain linkages, and environmental sustainability issues, particularly in coastal areas. As authorities pursue a “build back better” motto, there is a real opportunity to address these challenges.

Tarrafal is the leading beach destination of Santiago Island and boasts strong maritime sports, yachting, and diving potential, in addition to adjacent historical heritage sites. Located on the island’s northeast corner, Tarrafal is highly scenic, recreational (attracting beach weekenders, diving, and boating enthusiasts), and historical interest (home to the historical political prison concentration camp in Chão Bom). Recent private sector interest and investments are already notable, with many small new hotels and more under development. Tarrafal has the potential to cater to different niches of visitors, including under a “Digital Nomad” campaign that authorities launched in 2021 during the pandemic to capitalize on the new tendency for remote work.

The tourism sector, on the other hand, will provide windows of opportunity for the fishermen operating in Tarrafal to expand their trade to include other activities, such as ferrying divers to dive sites, taking fee paying tourists on fishing trips, tying up with restaurants to supply the burgeoning demand for fresh fish, etc. It is in this context that the rehabilitation and upgrade of the Tarrafal quay and the surrounding areas emerge as a blue economy investment that explores the nexus between tourism, coastal fisheries, and the cultural heritage of Tarrafal in an integrated approach, enhancing the historical legacy of the quay.

The Tarrafal quay was built by the Portuguese on an existing rocky outcrop between two white sandy beaches, one to the East of the quay and one to the West. The beach adjacent to the quay is used by the artisanal fishermen as a beach landing site, and the smaller beach to the West is used by locals and tourists mainly for recreational activities (swimming, sunbathing, snorkeling,

etc.). The condition of the quay have degraded significantly over the years (see Annex 4). Small interventions have been made to mitigate some of the decay. Nevertheless, the quay is in a precarious state, raising safety concerns and not realizing its full potential in terms of a transit point for tourism or maritime sports activities, as well as support for fisheries activities.

In this context, the WB is supporting the GoCV in refurbishing, upgrading, and equipping the quay and the surrounding area, integrating blue economy principles, and promoting the nexus between tourism, coastal fisheries, and cultural heritage.

## 2 Description of the assignment

### 2.1 Objectives

The overall objective of this assignment is to develop all studies to refurbish the quay of Tarrafal and the surrounding areas to enhance the nexus between tourism, artisanal fishery, and cultural heritage, transforming the existing space into a hub for various blue economy activities.

The specific objectives of this consultancy service are:

- i) Prepare all the technical studies to refurbish and upgrade the Tarrafal quay and surrounding area to restore the infrastructure and restore its cultural heritage and historical identity
- ii) Design pedestrian walkways to connect the quay to the beach to the west and the beach landing site to the east, integrating the infrastructures and works already carried out by the Municipality in the beach area (fisherman's house, food and beverages area, and spaces reserved for leisure and cultural activities, among others).
- iii) Design 8 (eight) offshore single mooring points at the bay of Tarrafal and develop a business concept for its operation and maintenance.
- iv) Provide the GoCV with all the required studies, information, and technical documents and bidding documents, including specifications, to successfully procure a contractor to implement the project.

Towards these objectives, the Vendor should carry out all the analysis and studies necessary to provide the GoCV with recommendations for the refurbishment and upgrade of the quay of Tarrafal and the surrounding area, including two pedestrian walkways to be beach areas to the east and west of the quay, and the installations of 8 single mooring points anchored to the seabed.

The solutions considered should encompass sufficient information to evaluate their merits from technical, economic, financial, environmental, social, and management standpoints. The economic and social pillars should include, amongst other externalities, the enhancement of linkages between the tourism, cultural heritage, and fisheries value chains.

Moreover, the risk associated with the proposed solutions and options must remain “low”, taking into account the mitigation measures put in place. The quay should maintain its footprint, and recommendations should aim at restoring its heritage and fostering the nexus between tourism, artisanal fisheries, and local culture/traditions. Annexes 1 and 2 present the main components of the project scope.

### 2.2 Expected results

This assignment shall produce the following results:

- i) Detail design and final specifications for the layout and works to refurbish and upgrade the quay, the access ramps to the quay and to the beach landing site.
- ii) Design and technical specification for the winch field in the beach landing site

- iii) Design and technical specifications (including architectural, engineering and materials) for the pedestrian walkways from the quay (below the plateau, where sits the hotels and along the beachfront) to the existing infrastructure in the beach area to the east and from the quay to the beach to the west.
- iv) Technical specifications, location and GPS coordinates for 8 offshore single mooring points anchored to the seabed.
- v) Environmental and social screening of the proposed solutions and recommendations of further studies and actions to assess and mitigate the anticipated impacts.
- vi) Ability to pay (ATP) and willingness to pay (WTP) of the fishermen for the use of the winches to ease the beaching operations of the artisanal vessels and tariff and management/organizational structure to operate and maintain the winch field, considering the roles of the Municipality, the Fishermen's association, and Government institutions.
- vii) Benchmark of fee structure and management options for the quay and the offshore single moorings in a similar context (including, but not limited to, island nations) and provide specific recommendations applied to the local context.
- viii) Bidding documents and ToRs for any additional study necessary to implement the selected solution.

## 2.3 Tasks

The successful achievement of the objectives and expected results of the Assignment involves, inter alia, the following tasks:

1. Undertake the comprehensive assessment of the state, condition, and structural integrity, of the whole quay structure and access ramps to the quay and the beach landing site.
2. Prepare a preliminary cost estimate of the rehabilitation of the quay and access ramps to the quay and beach landing site based on the assessment results (task 1).
3. Conduct a detailed stakeholder analysis, providing a stakeholder mapping illustrating the key stakeholders and their level of influence/interest in the project. The stakeholder analysis should include a stakeholder engagement plan.
4. Develop the architectural concept and preliminary design to deliver on the objectives and expected results of the project.
5. Recommend the appropriate repairs and upgrade works for the quay and the access ramps to the quay and the beach landing site.
6. Assess the proposed location and provide detailed specification and GPS coordinates for the installation of 8 offshore single point moorings anchored to the seabed.
7. Prepare the architectural and engineering drawings of the selected solution, reflecting the final detailed design performed for the project, and provide a general view of the anticipated works.
8. Develop and provide the technical specifications covering all aspects of the project, including, but not limited to, the scope of work, the character and quality of material and workmanship, detailed definition of equipment (bollards, fenders, solar lighting on quay, 8 offshore moorings for destination port, winches, among others identified by the Vendor).
9. Estimate the project's detailed cost, providing a detailed unit price analysis, bill of quantities and materials.
10. Conduct an initial mapping and assessment of the environmental and social risks of the proposed solution. The associated analysis, "screening", and discussion shall conclude if there is a need for more complex social and environmental studies, according to the applicable national laws and the ESF of the WB.

11. Perform international benchmark of fee structure and management options for the quay and the single moorings in a similar context (including, but not limited to, island nations) and provide specific recommendations applied to the local context.
12. Assess ATP and WTP of the fishermen for the use of the winches to ease the beaching operations of the artisanal vessels and propose a tariff and management/organizational structure to operate and maintain the winch field that considers the roles of the Municipality, the Fishermen's association, and Government institutions.
13. Prepare the bidding documents, including the scope of work, detailed cost estimates, bill of materials and bill of quantities for bidding the proposed repairs, rehabilitation works and equipment.
14. Prepare the procurement strategy, the procurement plan, procurement due diligence review, and the implementation support tools.

## 2.4 Deliverables

The deliverables to be produced by the Vendor as a result of the tasks listed above are the following:

Nº	Title	Description	Language	Deadline
1	Inception	Word document containing a detailed presentation of methodological components toward delivering on the project's objectives and expected results, revised workplan with specific due dates for the deliverables and preliminary assessment as per tasks 1. The document should also include details of the approach to managing risks, stakeholder analysis as per task 3.	Portuguese	20 days after Start Date
2	Proposed solution to refurbish and upgrade the quay of Tarrafal and the surrounding area	Word document on the proposed solution to refurbish and upgrade the quay of Tarrafal and the surrounding area as per tasks 1, 2, 4, and 5.	English and Portuguese	50 days after Start Date
3	International benchmark, ATP and WTP of fishermen	Word document presenting the international benchmark of fee structure and management options for the quay and the single moorings in a similar context, ATP and WTP of fishermen for the use of the winches to ease the beaching operations as per tasks 11 and 12	English and Portuguese	70 days after Start Date
4	Detailed architectural and engineering design of the project	Detailed architectural and engineering design of the project illustrating its different components and cost (quay, walkway to the adjacent beach landing site to the east of the quay and to the small beach to the west, single point moorings anchored to the seabed with precise location/coordinates) as per tasks 6, 7, 8, and 9.	English and Portuguese	120 days after Start Date
5	Environment and social	Word document presenting the initial mapping and assessment of	English and Portuguese	150 days after Start Date

	screening report	environmental and social risk of the proposed solution to determine if specific studies need to be done, such as a full E&S impact assessment, a biodiversity study or a resettlement action plan according to the applicable national laws and the ESF of the WB as per task 10.		
6	Assignment Completion Report	Word document presenting Assignment Completion Report, including a summary of all tasks performed and the bidding documents and procurement strategy as per tasks 13 and 14	English and Portuguese	180 days after Start Date

With the exception of deliverable 1, all deliverables shall be submitted in Portuguese and English for allowing consultation and dissemination among local stakeholders. They can be translated from English if the Vendor finds it more efficient.

Deliverables shall be submitted (electronically) to the attention of the Unit for the Management of Special Projects of the Ministry of Finance and Business Development (UGPE).

After the submission of deliverables 2 and 3, there will be two separate consultation workshops organized and financed by UGPE with the participation of the Vendor and all relevant stakeholders.

The first workshop will discuss the main findings and recommendations of deliverable 2. After the workshop, the Vendor will integrate the comments and suggestions into the final concept of the project that will be the basis for the detailed design.

The second workshop will present the findings and recommendations of deliverables 3, and after the workshop, the Vendor will integrate the comments received in the report's final draft.

### 3 Duration

The assignment will have a total duration of six months. During this time, the Vendor shall include at least three field missions, including field visits to Tarrafal, Santiago.

### 4 Supervision

The Vendor will report to UGPE, who will coordinate with all relevant stakeholders to provide guidance and feedback to the Vendor regarding the outputs of this assignment.

### 5 Staffing requirements for the Assignment

The services are expected to be delivered by 4 (four) key experts with the following profile and qualifications:

Staff	Qualifications and skills	General Experience	Specific Experience
Architect – Team Leader	<ul style="list-style-type: none"> <li>➤ Master's degree or academic degree equivalent in architecture or equivalent.</li> <li>➤ In the absence of a university degree in the</li> </ul>	<ul style="list-style-type: none"> <li>➤ At least 15 years of experience in the field of fisheries and maritime infrastructure planning and design.</li> </ul>	<ul style="list-style-type: none"> <li>➤ Experience as Team Leader on at least 3 similar projects in relation to preparatory studies (feasibility studies, detailed design) of port infrastructure with minimum investment</li> </ul>

	relevant field, demonstrated equivalent professional experience of at least 15 years can be accepted.		<p>amount of USD 5 million.</p> <ul style="list-style-type: none"> <li>➤ Experience in tourist and fishing ports design will be an advantage.</li> <li>➤ Must be proficient in English (oral and written) and proficient in Portuguese (oral at least).</li> <li>➤ Familiarity with the region will be an asset.</li> <li>➤ Previous experience in small island nations or similar context is desired</li> </ul>
Civil/structural Engineer	<ul style="list-style-type: none"> <li>➤ Master's degree or academic degree equivalent in civil engineering, port engineering, structural engineering or equivalent.</li> </ul>	<ul style="list-style-type: none"> <li>➤ At least 10 years of experience in the field of fisheries infrastructure planning and design.</li> </ul>	<ul style="list-style-type: none"> <li>➤ Experience on similar projects in relation to preparatory studies (feasibility studies, detailed design) of marine/coastal infrastructure with minimum investment amount of USD 5 million.</li> <li>➤ Has satisfactorily completed at least 2 assignments conducting quay/jetty assessment.</li> <li>➤ Experience in tourist and fishing quay design will be an advantage.</li> <li>➤ Must be proficient in English (oral and written) and proficient in Portuguese (oral at least).</li> <li>➤ Familiarity with the region will be an asset.</li> </ul>
Environmental and Social Safeguards Specialist	<ul style="list-style-type: none"> <li>➤ Bachelor's degree in in Anthropology, Sociology, Applied Social Science, Environmental Science or other related fields;</li> <li>➤ Master's degree or academic degree equivalent is an added advantage</li> </ul>	<ul style="list-style-type: none"> <li>➤ At least 10 years of experience related to social and environmental safeguards and/or impact assessment of infrastructure projects</li> <li>➤ Minimum of 6 years of relevant professional experience in safeguard work</li> </ul>	<ul style="list-style-type: none"> <li>➤ Have at least 3 years of experience in implementing E&amp;S safeguards arrangements on infrastructure projects;</li> <li>➤ Experience of working with field-based cultural heritage conservation/ preservation and development initiatives, diverse community groups in various altitudinal gradients in the country and</li> </ul>

		or other related areas.	<p>government agencies is desirable.</p> <ul style="list-style-type: none"> <li>➤ Should have sound knowledge in safeguards, social policies, gender and social inclusion, livelihood, conservation policies and current development issues in Cabo Verde.</li> <li>➤ Excellent oral and written communication skills in English and Portuguese.</li> <li>➤ Familiarity with the World Bank E&amp;S Framework will be assets.</li> </ul>
Financial/ Economic Expert	<ul style="list-style-type: none"> <li>➤ Master's degree in economics, finance, or other related fields;</li> </ul>	<ul style="list-style-type: none"> <li>➤ Minimum of 8 years' relevant experience in economics and quantitative analysis</li> <li>➤ Experience in collaborating on economic research</li> </ul>	<ul style="list-style-type: none"> <li>➤ Experience in assessing WTP and ATP in similar context.</li> <li>➤ Experience in policy advice and reform implementation on fisheries sector</li> <li>➤ At least to similar successful experiences working with local fisheries communities in similar context</li> <li>➤ Proven experience in institutional/organizational assessment.</li> <li>➤ Excellent oral and written communication skills in English and Portuguese.</li> </ul>

Vendors are free to mobilize additional experts (non-key experts) for specific tasks (for instance, fisheries engineer, tourism expert, certified divers, electromechanical engineer for specific analysis if necessary). The non-key experts shall not be part of the evaluation, but their CVs will be subject to approval by UGPE prior to their assignment. Their CVs are not examined prior to the signature of the contract. CVs of non-key experts are not to be included in the offers, but Vendors shall demonstrate in their organization and methodology that they can source experts, with the required profiles, if needed. All non-key experts must be independent and free from conflicts of interest in the responsibilities accorded to them.

For information purposes, the Vendor shall indicate the location from which the key team members will be performing their respective tasks.

The Vendor shall submit CVs of the proposed experts matching the requested profiles indicated in these Terms of Reference, including a detailed list of past assignment/projects. If an expert

does not meet the minimum requirements for the evaluation criteria (i.e. skills and qualifications, general experience and specific experience), then the expert will be rejected. This means that the entire tender will be rejected.

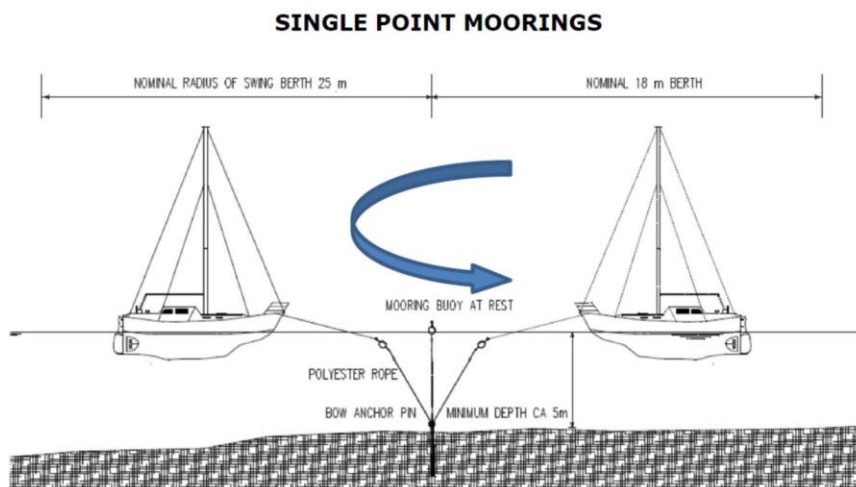
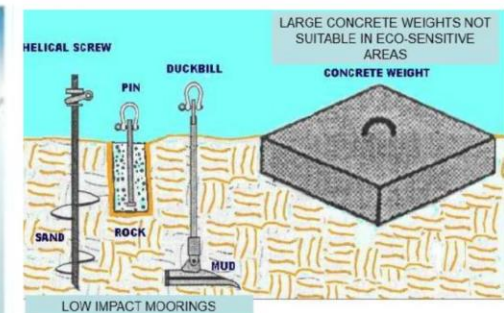
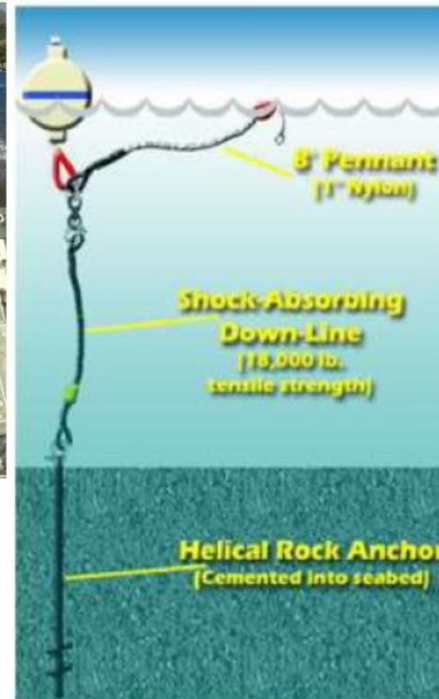
Documentary evidence related to diplomas and previous experience shall be made available upon request.

The Vendor will be required to confirm availability of the proposed experts for the entire duration of the Assignment. The selected experts will perform the Assignment. Substitution of the selected experts by other experts with the same skills profile will not be permitted unless prior written approval is received from the World Bank.



1. Tarrafal quay
2. Assess ramp to the quay
3. Assess ramp to the beach adjacent to the quay
4. Beach landing site and winch field
5. Pedestrian walkway to the beach landing site adjacent to the quay
6. Pedestrian walkway to the beach to the west of the key

Annex 2. Low environment, biodiversity, and social impact single point swing moorings for rental as a “destination port”





Annex 3. Examples of pedestrian walkways with low environment, biodiversity, and social impact





Annex 4. Pictures illustrating the current situation of the pier and the surrounding area













