

Project Promoting the Agribusiness Value Chain for Exportation Sao Tome and Principe

Terms of Reference

Hiring of a consultant for Capacity building of the Honey Producers' Cooperative of Príncipe (COOPAPIP)

UNDP STP intends to recruit a service provider with considerable experience in Beekeeping, to train and advise the Cooperative of Honey Producers of Príncipe on honey and wax production under local conditions on the island of Príncipe. The purpose of this consultancy is to improve the levels of honey and wax production by COOPAPIP members by more than 100%, thus allowing the viability of the existing processing infrastructure. The consultancy is part of the support that UNDP intends to give to the selected Small and Medium Enterprises (SMEs), with a view to the successful development of their activities within their value chains and the promotion of their exports. These services will be part of a project that aims to increase women's participation and boost the agribusiness sector in the post-covid recovery period in Sao Tome and Principe (STP), under the project "Promoting the Agribusiness Value Chain for Export in Sao Tome and Principe".

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Context

STP has achieved remarkable progress in terms of human development, especially driven by public investments in health and education. However, its economy exhibits the criticalities and dependencies typical of a Small Island Developing State (SIDS), which underlie its limited capacity to generate business opportunities and create sufficient productive jobs. As a result, STP's economic growth has not been inclusive, with women and youth often left behind. The arrival of COVID-19 has further exacerbated this context of poverty and inequality.

The development of STP's economic potential as a small market is dependent on access to foreign markets and investors - both regional and global, in order to be able to expand its market frontiers, and on effectively strengthening the country's current limited competitiveness. It is also in this context that STP recently ratified and began implementation of the African Continental Free Trade Area (AfCFTA), aiming to accelerate its integration process with the African continent.

Agriculture, largely unexploited, is one of the most promising sectors for generating business (especially for SMEs) and decent employment opportunities (especially for women) for a more balanced and inclusive growth path. However, limited investment, weak know-how and a discouraging business environment are undermining the growth potential of this sector.

The main agricultural products that will serve as the basis for the agribusiness value chains supported by the project are cocoa (for chocolate and related products), coffee, fruits (for marmalade, nuts, liqueurs), plants (for tea, essential oils and cosmetic uses), coconut, palm products, breadfruit, banana, cassava, sweet potato, pepper, vanilla and brandies. Other agricultural products may be identified at a later stage. In this context, the project aims to create the conditions to generate meaningful employment and income generation opportunities, especially among women and youth, during this phase of post-covid recovery. The project is also expected to contribute indirectly to a number of social protection and social cohesion issues that are central to UNDP's work in STP.

As verified in technical visits that took place between 2018 and 2019, in the Bumbu D'ie project (From Bee-Burners to Beekeepers: Supporting Community Beekeeping Organization in Príncipe), supported by Fauna&Flora International and Príncipe Foundation, there is a difficulty for beekeepers to keep *Apis mellifera* colonies in standard Langstroth hives and in this format produce honey in a satisfactory volume and possible for marketing. After rescuing the wild colonies and accommodating them in the Langstroth boxes, the colonies frequently leave the nest. The causes of this behaviour are in particular the nesting site that the colonies choose in nature, in high trees, often higher than 35 meters. At this height, beekeepers find it difficult to do an efficient job, without stressing the bees and damaging the brood combs, a factor that contributes to the swarms not remaining in the Langstroth hives.

In some successful cases, it is verified that when the colonies remain in the hive after rescue, beekeepers transport the hives to apiaries by installing them on 50cm high racks, but even then, after two or three months, the swarms return to swarming behavior and leave the hives. This phenomenon may be related to the drastic difference between the natural nesting environment of the swarms (high up in the trees) and the environment where the hives are installed (low racks in apiaries). Thus, a great difference in microclimate occurs which favours or not the development of some species of microorganisms and animals that develop together with the swarms.

After this finding, it was suggested the use of swarm removal techniques that were less invasive for the swarms and safer and more comfortable for the beekeepers. One example is the construction of decks so that the beekeepers can keep themselves well fixed and safe during the removal work, as well as the construction of apiaries, also with decks, on the trees where the hives can be installed.

It was also suggested to test other types of hives, such as hives on logs or even leaving the swarms with the honeycomb exposed, as they usually nest. Due to the duration of the project supported by Fauna&Flora International and Príncipe Foundation it was not possible to conclude these actions and beekeepers do not have the financial and technical resources to do so. With this situation, the honey production levels have dropped considerably, jeopardizing the regular operation of the processing unit installed by the Cooperative for treatment and marketing of honey and wax production, making the Cooperative financially unviable.

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Objective

The purpose of this Request for Proposal is to recruit a service provider who will address the previously identified problems (noted above), train and advise the Cooperative on the implementation of solutions with a view to reversing the situation of low production and productivity due mainly to the flight of swarms. It is expected that at the end of this consultancy:

- The beekeepers members of COOPAPIP will be able to adopt new techniques of capturing bee swarms and carry out an adequate management to eliminate the possibility of swarm escape;
- COOPAPIP is able to improve the honey treatment and wax production;
- COOPAPIP is trained to use and maintain the equipment installed in the honey processing unit;

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Scope of Work

Specific tasks to be undertaken by the consultant include:

- i. Diagnosis of the activities carried out by the cooperative between the end of the Bumbu D'ie project and the present moment.
- ii. Training in wax production for COOPAPIP's beekeepers;
- iii. Structuring for more adequate swarm rescue techniques;
- iv. Construction of natural nests.

The consultant must include in his proposal all the materials and equipment necessary to carry out the training, such as suits and others considered indispensable.

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Deliverables and Payment Conditions

The following table provides an indicative description of deliverables and payments.

Target Group	Deliveries / Services	% of Payment
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COOPAPIP	Work plan with details of the methodology and schedule of activities agreed with the contractor (Training Plan)	20%
	Diagnosis of the activities carried out by the cooperative between the end of the Bumbu D'ie project and the present moment - report format/Situation point	20%
	Report on the training on wax production for COOPAPIP's beekeepers, with photographic records, contents, attendance, etc.	20%
	Final report (with reference to the structuring of more appropriate swarm rescue techniques and construction of natural nests) to be delivered one week before the end of the consultancy.	40%

Fees and Expenses

Consultancy Fee (42 WD) to be negotiated directly with UNDP, plus reimbursement of mission expenses (flights, local transport, accommodation, all inclusive) according to a "forfait" value estimated by the consultant according to the mission plan and/or local travel. All these expenses must be described in the proposal.

Place of work

The Consultant will be required to travel to São Tomé and Príncipe Island within a maximum period of 42 working days.

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Duration

The consultancy is scheduled to last two months (60 days) from the time the contract is signed.

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Evaluation Criteria

Desired Qualifications / Consultant Profile

- More than 3 years of specific experience in the field of beekeeping for African and island countries;
- Proven experience in similar areas or other work experience in São Tomé and Príncipe
- Fluent to communicate in Portuguese;

The contract will be awarded based on the quality of the technical proposal (70%) and the amount of

the financial proposal (30%). The points for the technical proposal will be awarded as follows:

Criteria	Maximum Score
Profile of the consultant based on professional experience in beekeeping	30
Services provided to beekeepers with similar problems, and in a similar context to that of Príncipe;	20
Quality of the technical proposal and compliance with all descriptions of point 3 of the ToR	20
Total	70

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Proposal Submission

The technical proposal with a brief explanation of the services provided (with the mention "125689_Formacao Apicultura_Proposta Tecnica "), the financial proposal (with the mention "125689_Formacao Apicultura_Proposta Financeira ") and the consultant's CV must be submitted to the following e-mail address: bidsSTP@undp.org, within 10 days from the date of launching of this call, until 11:59pm New York time. Additional information and clarifications may be requested, up to 5 days after the date of launching of the present tender, until 5pm São Tomé and Príncipe time, through e-mail, to the e-mail address: procurement.st@undp.org.

The proposals will be evaluated after the deadline for submission, according to the criteria indicated in chapter 5 of this document and may be submitted in English or Portuguese.

Proposals must contain the name and e-mail address of the contact person of the service provider, as well as all information necessary for the selection process (see chapter 6 of this document).

The proposal must include a provisional timeline with delivery deadlines, being the period of implementation of the tasks as developed in the terms of reference.

Data: 21/07/2022