



# JAMAICA SOCIAL INVESTMENT FUND

ISO 14001:2015 CERTIFIED  
"INVESTING FOR COMMUNITY DEVELOPMENT"



## REQUEST FOR EXPRESSIONS OF INTEREST FOR CONSULTANCY FIRM FOR TOURISM BUSINESS CONSULTANT (73674) INTERNATIONAL COMPETITIVE BIDDING (ICB)

### 1. Background

#### Loan No. 90170

The Jamaica Social Investment Fund (JSIF) was established in 1996 as a component of the Government of Jamaica's strategy to reduce poverty. The Fund promotes, appraises, finances and supervises social and economic infrastructure projects, including schools, roads, agro-processing, water, sanitation, health centres, community centres, homes for children and the elderly, as well as, vocational skills training, counselling, parenting, life education and organizational strengthening.

The Government of Jamaica has received a loan from the World Bank towards the cost of the **SECOND RURAL ECONOMIC DEVELOPMENT INITIATIVE (REDI II) PROJECT**. The **Jamaica Social Investment Fund (JSIF)** intends to apply part of the proceeds of this loan to cover payments under the following contract **via International Competitive Bidding**:

### 2. **Scope of Work**

Under the overall supervision of the JSIF's Senior Manager with oversight for REDI II, and the direct day to day supervision of the REDI II Project Manager, the Tourism Business Consultant will lead the designing and implementation of a business development approach and strategies for REDI II and its subprojects. The Firm/Consortium will work in close cooperation with

- (1) other REDI II technical and social safeguards staff,
- (2) the Enterprise Assessment Committee (EAC),
- (3) Business Plan consultants, and
- (4) other key stakeholders' (e.g. staff from JSIF, Ministry of Agriculture, Ministry of Tourism).

### 3. **Objective of the Project**

The overall objective of the consultancy is to ensure that REDI II develops and incorporates a sound business development approach and strategies for the implementation of Project and its subprojects, while keeping to its Project Development Objective.

### 4. **Qualifications and Experience**

Interested Consultancy Firms should provide information demonstrating that they have the required qualification and relevant experience to perform the services. The shortlisting criteria are as follows:

- (a) Post-graduate Degree in Tourism Management, Economics, Business Administration (MBA), Management or a related discipline
- (b) Post-Graduate Degree in Finance, Accounting, Financial Modelling, or equivalent.

#### **Experience**

- (c) A minimum of eight (8) years of relevant experience related to rural business development, tourism and development, micro finance, competitiveness, value chain analysis and other experience as relevant to the assignment in developing countries.

- (d) At least five (5) years demonstrated experience working with youth/young entrepreneurs and modern technologies such as Meeting Platforms (eg. Zoom, Google Meets) Social Media (Instagram, Facebook, Youtube) Accounting Software such as Quickbooks and Peachtree would be desirable requirements.
- (e) Show evidence of at least six (6) similar assignments of preparing, formulating, evaluating (including conducting economic and financial analyses) business plans, preferably for the tourism sector and other relevant assignments within the last five (5) years.
- (f) At least five (5) years' experience working with community tourism enterprises, micro-to-small scale businesses, preferably in rural areas, providing either; business development services, training and/or technical assistance and other experience as relevant to the assignment.
- (g) Demonstrated ability to conduct economic and financial analyses of tourism projects and other experience as relevant to the assignment.
- (h) Excellent verbal and written communications skills, including demonstrated advanced ICT skills.
- (i) At least three (3) years experience working with persons from diverse social and educational spectrums.

## **5. Duration of Contract**

The duration of this contract is twelve (12) months with possibility of renewal.

## **6. Selection Method**

Consultancy Firm will be selected using the **Consultant Qualification Selection (CQS)** method in accordance with the procedures set out in the World Bank Guidelines for the Selection and Employment of Consultants (Revised July 2014). **Attention of Interested Consultancy firm is drawn to the World Bank policy on eligibility; Clause 1.13(b) which states - Government-owned enterprises or institutions of the borrower's country may participate in the Borrower's country only if they can establish that they (i) are legally and financially autonomous, (ii) operate under commercial law, and (iii) are not dependent agencies of the Borrower or Sub-Borrower.**

Please visit the JSIF website, <http://www.jsif.org> to view the detailed Terms of Reference and the EOI Submission Standard Forms.

**Expressions of Interest (EOIs) should be submitted in the format provided on the EOI Submission - Standard Forms and must be delivered to the address above or emailed to [contracting@jsif.org](mailto:contracting@jsif.org) before 5:00 p.m. on Tuesday, July 27, 2021.**

**Procurement Manager**  
**Jamaica Social Investment Fund**  
**Ground Floor, The Dorchester**  
**11 Oxford Road (Entrance on Norwood Road)**  
**Kingston 5, Jamaica**  
**Tel: (876) 968-4545/ Fax: (876) 929-3784**  
**E-mail: [contracting@jsif.org](mailto:contracting@jsif.org)**  
**Website: <http://www.jsif.org>**