



TERMS OF REFERENCE

CAPITALIZATION AND ADVOCACY FOR IMPROVED SUPPORT TO SUSTAINABLE MANAGEMENT OF ARTISANAL FISHERIES ALONG THE COAST OF MOZAMBIQUE

BACKGROUND

Fondation Ensemble is a French private foundation, state-approved since it was created in 2004. Its Mission is to promote a sustainable human development, i.e. integrating environmental protection. The Foundation is involved in 4 focus sectors, all of them on line with the dominant theme of Sustainable Development: Sustainable Agriculture, Sustainable Fishing, Biodiversity Conservation (marine and terrestrial) and Sustainable technologies. It supports projects in 6 focus countries: Mozambique, Ecuador, Peru, Cambodia, Laos and Myanmar.

In Mozambique, artisanal landings are, on average, responsible for almost 90% of the total national fisheries production. 60% of this take is maritime, along its 2700 Km long coastline. This sector has a high social importance since it is the main source of food and employment for the coastal communities, which represent more than two-thirds of the population of Mozambique. According to the last census of artisanal fisheries conducted in 2012, there were about 343,000 fishermen and other professionals involved in this sector, of which 18% were women, all depending directly or indirectly on activities related to fishing. Fish makes up 50% of the population's protein consumption in Mozambique. Almost all fisheries are overexploited and facing crisis due to a declining productivity and increasing operating costs. Fisheries may be further at risk due to the impacts of climate change on the marine species and environment.

Despite the paramount social and ecological importance of this sector, it is also widely recognized that it is poorly monitored, data is insufficient or lacking and fisheries legislation is inadequate and poorly enforced with damaging and unsustainable practices on catch sizes, fishing methods, species, no take periods, etc...). Also, critical coastal and marine habitats may be at risk due to poor fishing techniques, destructive gear and other exploitation activities (mangrove wood, algae and seagrass harvesting), urban development, industry, tourism, oil & gas extraction, leading to further degradations.

This analysis is partially based on the findings and recommendations of the report entitled "Mozambique Marine Ecosystems review" by Pereira et al. (Dec. 2014), [available on our website](#). Despite it being slightly outdated, this report and its findings remain relevant. Applicants are invited to read this report.

A first Special Call for Proposal on "Sustainable management of artisanal fisheries along the coast of Mozambique" was launched by Fondation Ensemble in December 2014, following which 3 projects have been funded (considered as Phase 1):

- [Zoological Society of London in Moçimboa da Praia/Palma area \(Cabo Delgado\)](#);
- [Istituto Oikos in the Quirimbas National Park \(Cabo Delgado\)](#);
- [Peace Parks Foundation in the Ponta do Ouro Partial Marine Reserve \(Maputo province\)](#).

We aim within a 2nd phase (2018-2021), through a new [Special Call for Proposal \(Phase 2\)](#), to strengthen, replicate and scale up policy work and the geographical scope of the

interventions. In order to achieve this, Fondation Ensemble wishes to work further with current and new partners who, based on field work and experience, are addressing or aim to address these challenges, with the ambition to pave the way to country wide approaches.

We also aim to have a global evaluation of the initiative and improve the synergies among the selected project partners, leading to a common learning, capitalization and advocacy dynamic.

Therefore, this initiative has 3 distinct but interrelated components, for which **3 different calls are published:**

- Projects to address sustainability of artisanal fisheries with several priority objectives and through different approaches as described in the [Special Call for Proposal \(Phase 2\)](#);
- [Global evaluation of the initiative](#) to support sustainable management of Artisanal Fisheries along the coast of Mozambique;
- Capitalization and advocacy for improved support to sustainable management of artisanal Fisheries along the coast of Mozambique, as described in this document.

PURPOSE OF THE WORK

The purpose of this mission is to:

- Organize, facilitate and coordinate through a “working group” the information sharing of the different projects funded under Fondation Ensemble’s Support to Sustainable Management of Artisanal Fisheries in Mozambique, integrating the global evaluation work as described in the Call for tender [“Global evaluation of the initiative](#) to support sustainable management of artisanal Fisheries in Mozambique”;
- Develop with the working group a strategy on priority advocacy objectives at district, provincial and national levels to mobilize regional authorities, central government, relevant agencies and donors;
- Capitalize on the lessons learnt and advocate for the identified priorities through the organization of stakeholder workshops;
- Share the main findings and in particular best practices at regional (Western Indian Ocean) and international level through articles in relevant literature and capitalization web platforms (such as [Panorama- Blue Solutions](#)).

EXPECTED SKILLS

The applicant is expected to have the following experience and skills:

- Organization of meetings (invitations, establishing a participatory agenda, logistics);
- Facilitation of meetings (inclusiveness, animation, time keeping, summarizing);
- Very good understanding of the topic, i.e. artisanal fisheries in Mozambique in all its aspects (challenges, field reality, project experiences, stakeholders, legal framework, etc.);
- Thorough understanding and contacts in the related administrations (Ministries, agencies, local authorities) at national level and whenever possible at provincial levels;
- Working with a variety of national and international NGOs;
- Capacity to mobilize to bring on board various stakeholders with various levels of commitment and sometimes different if not competing interests;
- Defining in a participatory manner an advocacy strategy based on priorities and implementing it;
- Reporting skills (clarity, summarized, to the point, strategic);
- Language: Fluency in Portuguese and English (perfectly written and spoken).

PLANNING AND METHODOLOGY OF THE WORK

This work will cover two distinct implementation phases:

I. Under Phase 1 (up to March 2019)

- a. Organize and facilitate in March/April 2018 in Maputo a meeting with the 3 existing funded project holders (including partners) and newly preselected applicants (3 to 4 more) to establish the working group, share main experiences and newly preselected project concepts, ensure optimum coordination and discuss working group priorities, challenges, advocacy priorities and any other relevant topics;
- b. Organize and facilitate in March 2019 in Maputo a stakeholder workshop (NGOs, national and local administrations, academics, donors...) to share the lessons learnt and best practices of the projects funded under Phase 1, including results of the Phase 1 Global evaluation and any other relevant topics.

II. Under Phase 2 (March 2019-March 2022)

- a. Organize twice a year from 2019 to 2021 (6 meetings) in field sites, or exceptionally in Maputo, a meeting of the working group comprising the 6 to 7 project holders (including their partners) funded under Phase 2 to: share news, challenges, project progress, promote synergies, visit local project implementation sites and work further on advocacy priorities and any other relevant topics;
- b. Organize and facilitate in October 2020 a mid-term stakeholder workshop and in March 2022 a final workshop, both in Maputo, to share the progress, lessons learnt and best practices of the projects funded under Phase 2, including results of the Global evaluations (mid-term and final) of Phase 2, promote key advocacy priorities for sustainability and scaling-up and any other relevant topics.

DELIVERABLES

Each working group meeting will be summarized through concised minutes written in English, with attendance, main findings, experiences, lessons learnt, best practices, advocacy strategy highlighted. The next meeting venue, agenda (focus theme) and date will be agreed upon. A brief end of meeting anonymous survey will be carried out to assess participant's satisfaction and recommendations for improvement. These will be shared with the participants and with Fondation Ensemble.

Each workshop will lead to the publishing of a short, concised, bilingual (English/Portuguese) report, highlighting the main findings, experiences, lessons learnt, best practices, policy and funding priorities, to be accessible on the web and distributed by e-mail to participants and other relevant stakeholders within a couple of weeks after the workshops.

Prior to the working group meetings and the workshops, the contractor will liaise with Fondation Ensemble to discuss agenda, logistics, expected participation.

After the meetings and workshops, the contractor will, besides the above deliverables, briefly report to Fondation Ensemble about participation, participant satisfaction, spirit, what went well and less well, etc.

TENDER

The deadline for submitting a tender will be **February the 9th, 2018**.

Applications will be sent by e-mail at the following address:
mozambique@fondationensemble.org

Heading of the e-mail will comply with the following format: "Capitalization and advocacy – *Applicant organization name*"

Applicants are individuals, applying in the name of their employing/umbrella organizations. They must be based in Mozambique.

It is possible to submit both an offer to answer this Call for Tender and a concept note for a project based in the field or to address cross-cutting objectives, as described in the "[Special Call for Proposal](#) for sustainable management of Artisanal Fisheries along the coast of Mozambique (Phase 2)".

The tender will be submitted in English.

The tender will include the following information:

Name of the applicant, title, organization, e-mail and postal address, phone number(s)

For the applicant, his organization and, if need be, every main collaborator involved, a short text (in English), focusing on his/her experience related to the requirements described in Section 3. His/her CV (preferably in English, but not compulsory) will be added as addendum. Information about his/her employing organization's experience related to the requirements described in Section 3 will be added, with a weblink.

Proposed organization

In order to assess the applicants understanding of the work involved in this task, he/she will propose a work plan for each main component:

- Organization of the working group meetings;
- Organization of the capitalization workshops in Maputo, including potential meeting venues;
- Development and implementation of the advocacy strategy.

Coherence, clarity, logic, inclusiveness and rigor of the approach will be decisive within the selection process.

Budget required to implement the expected activities

Only in USD or in EUR.

Please split the budget between Phase 1 and Phase 2, as described in Section 4.

Please note that funded project attendants (max. 2 participants per project) are expected to cover their travel costs (tickets, accommodation, breakfast/dinner) according to their organization's policy, for the working group meetings and the workshops. This will be built

into their Phase 2 project budgets. For Phase 1, Fondation Ensemble will be consulted if expected participants can't meet the costs on existing budgets to attend the gatherings. NGOs hosting the working group meetings in the field are also expected to have the budget to cover for instance a meeting facility, lunch/coffee breaks, local transportation means (boat, cars/vans) to visit the field sites and insurance.

Participation is estimated at roughly 20 participants for the working group meetings and 50 for the workshops.

The budget will include the following lines:

- Fee for the applicant as organizer/facilitator/reporter of the working group meetings;
- Domestic travel costs (tickets, accommodation, breakfast/dinner) to the field working group meetings for one or two applicant participants and if need be for a relevant "special guest" to be agreed with Fondation Ensemble;
- Fee for the applicant as organizer/facilitator/reporter (including writing and distributing the reports) of the workshops in Maputo;
- Cost for the meeting facility, including lunch, coffee breaks, equipment, bilingual Portuguese/English translation for 2 days workshops in Maputo;
- If relevant (applicant not based in Maputo), domestic travel costs (tickets, accommodation, breakfast/dinner) to the workshops for one or two applicant participants;
- If relevant, domestic/regional travel costs (tickets, accommodation, breakfast/dinner) for one or two "external" workshop speakers to be agreed with Fondation Ensemble;
- Cost for translating (Portuguese/English), editing and publishing (pdf, no printing) the workshops reports;
- Lump sum communication costs (phone, internet)
- Miscellaneous

Total required budget for each phase (1 and 2)

Fees will be lump sums, to be budgeted and paid for the services provided, with no expense justification.

All the other costs will be based on real expenditure and reimbursed accordingly by Fondation Ensemble.

Each event (meeting, workshop) will lead to a specific financial report, with advance and balance payment.

The total required budget is expected to be maximum up to € 15,000 for Phase 1 and between € 45,000 and € 60,000 for Phase 2.

Fondation Ensemble is expecting to cover all the costs related to this component, but if the applicant benefits from other fundings for activities similar to those required, in particular around the workshops, it may be interesting to give another dimension to this work by co-funding them. If this is the case, please contact us prior to submitting your tender.

CONTRACTUAL MODALITIES

The contract will be based on the proposal budget, with a dedicated budget for each event (working group meetings and workshops).

A single and unique contract (in USD or Euros only) will be signed with the chosen applicant. Fondation Ensemble is not responsible for the financial transactions between the awarded applicant and his sub-contractors.

Payment will be made in distinct instalments, corresponding to the different events:

- For the working group meetings: 100% will be paid after satisfactory completion of work and reception of an invoice;
- For the workshops:
 - 60% will be paid based on the estimated budget;
 - 40% after approval of the final workshop and reception of the final invoice, including copies of direct cost proofs.

Event budgets will be based on the initial proposal budgets, unless important revisions are required, based on experience or revised requirements. However, unless exceptionally agreed, the overall cost of the work, as described in this document, (all events, all fees and costs) may not be higher than the initially budgeted one.

The contract will be a commitment for the whole work (all events), but Fondation Ensemble will have the possibility to terminate the contract at any time if not satisfied with the level of service provided.