

TERMS OF REFERENCE

FOR

Identification and analysis of contribution of Nature-Based Tourism (NBT) to nature conservation and local community development in Mavrovo and Shar Mountain National Park

Organization:	CNVP (Connecting Natural Values & People)
CNVP Project Leader	Nehat Ramadani
CNVP assignment focal point:	Evgenija Krstevska
Implementer:	One Consultant from North Macedonia (referred to as the “Implementer”)
Project:	Sustainable use of natural resources for transboundary socio-economic development of protected areas in North Macedonia and Albania (Shar Mountains National Park and Mavrovo National Park)
Region:	Shar Mountains National Park and Mavrovo National Park (Tearce, Jegunovce, Tetovo, Bogovinje, Vrapciste, Gostivar and Mavrovo-Rostuse.)
Duration:	February 2023 – July 30
Component:	Project Activities 3.1 and Activity 3.2

1. Introduction and background

CNVP Foundation is implementing “**Sustainable use of natural resources for transboundary socio-economic development of protected areas in North Macedonia and Albania (Korab-Koritnik, Shar and Albanian Alps)**” project with the financial support of PONT. PONT-Prespa Ohrid Nature Trust is the only transboundary conservation trust fund working in the Balkans dedicated to conserving the rich natural heritage of the Prespa -Ohrid, Korab -Shar and Albanian Alps regions, by providing long term funding support to the parks and conservation organizations in the region. The project will be implemented in several protected areas in Albania, North Macedonia and Kosovo such as: Korab-Koritnik Nature Park; Shar Mountain National Park, Mavrovo National Park and Albanian Alps National Park and the ecological corridors between them and other protected areas in the PONT Focus Region. In Albania the project will be implemented in the protected areas of 7 municipalities respectively: **Teorce, Jegunovce, Tetovo, Bogovinje, Vrapciste, Gostivar and Mavrovo-Rostuse.**

The PONT grant will support local communities in Protected Areas in Albania and North Macedonia to use natural resources in a sustainable way for their socio-economic development. It aims at establishing sustainable models for nature conservation and economic development of the areas, capacity building for the environmental actors, and ensuring government mechanisms are in favour and enable sustainable local development, supporting income generation activities from natural products and services, employment at local businesses, tourist sites and services etc. This will be achieved through applying new *Sustainable Use Practices*; supporting local organizations, businesses, and households; development of *Nature Based Tourism* products and services; marketing and selling techniques; coordinating and involving stakeholders; advocating & lobbying; new governance procedures for sustainable use of natural resources; cooperation in transboundary area and Ecological corridors.

The overall objective of the project is:

Promoting sustainable use of the natural resources, through provision and support to local communities for creating a better socio-economic life in harmony with nature

The specific objectives and outputs of the project are:

- 1. Sustainable use (SU) of NTFPs in Shar; Korab-Koritnik and Albanian Alps protected areas contributes to both nature conservation and local community development in these PAs.**

New sustainable use practices are expected to improve biological and cultural diversity, aligning biodiversity protection with social - economic aspirations which is very important for the development of the regions. Sustainable use of PAs can catalyse a wide set of enablers, including transboundary partnerships, stronger local associations, good land management practices, transboundary management of PAs, supporting income generation initiatives, strong leadership, public policies, and polycentric governance of PAs, resulting in market improvements in local wellbeing beyond biodiversity protection. Ecologic corridors can foster

tourism development and nature conservation potentially scalable across PAs in the three countries while contributing to conserving natural resources in the PAs.

2. Nature-based tourism (NBT) in Shar; Korab-Koritnik and Albanian Alps protected areas contributes to both nature conservation and local community development in these PAs.

Nature-based tourism in protected areas of the targeted countries can improve local economies, reduce poverty, and help to develop the rural areas. Protected areas are among the most beautiful areas in the countries and first choices for many tourists and nature lovers. However, it is equally important the sustainable use of PA for tourism purposes by having clear tourism Action Plans, developing tourism products and services as well as building capacities of rural communities and local businesses to offer tourism services and building the infrastructure considering the habitats and biodiversity protection.

3. Governance mechanisms of Shar, Korab-Koritnik and Albanian Alps enable development of nature-based tourism and other ways of sustainable natural resource use in these PAs.

Identification and harmonisation of governance mechanisms for sustainable development of PAs, among the countries and potentials for governance innovation will be the first intervention of the project. Harmonization of the legal framework for better management of protected areas will be done country based as well as cross border. Transboundary cooperation enables exchange of best practices in managing and benefiting from sustainable management of natural resources. EU new initiatives experiences will be used to improve governance mechanisms in our countries.

2. Objectives

This consultancy is related with specific objective 2: Nature-based tourism (NBT) in Shar; Korab-Koritnik and Albanian Alps protected areas contributes to both nature conservation and local community development in these PAs.

This assignment specifically aims to include Project Activities 3.1 Identification and analysis of current touristic potential/sites (cultural and natural) in respective PAs. and 3.2 Gaps assessment of tourist activities/products/service.

3. Tasks, responsibility, and activities

In order to facilitate the successful implementation of the project, CNVP North Macedonia is seeking to engage an external consultant, who is expected to have the below mentioned expertise and qualifications as well as to fulfil the following tasks:

- Develop methodology and action plan (for desk review see Attachment 3.);
- Conducting a survey/inventory on existing tourism sites with a focus of going into more detail in sites easily accessible to the wider public and serving both the domestic and international market (cultural & natural);

- Conducting a survey/ inventory on tourists' potential sites (cultural and natural) in Mavrovo National Park and Shar Mountains National Park;
- Identification of all existing tourism services and economic activities relating to the natural tourism in the target area;
- Identification of other potential tourism products through sustainable usage of the natural resources and development trends in this area;
- Mapping the relationship between institutions/stakeholders and tourism service providers;
- Analysis of the transboundary context concerning the existing and new tourism sites/services;
- A comprehensive evaluation on the existing legal framework;
- Identification of Gaps assessment of tourist activities/ products/ services challenges;
- Analysis of synergies and conflicts with other sectors/sectoral plans; and
- Formulate recommendations for further development.

Primary **beneficiaries** of the project are: Regional Administrations of Protected Areas, Municipalities, Local Environmental NGOs, Forest and Pasture Users Associations, producer groups, private businesses, and communities.

The project's **target group** includes also: Local NGOs, government units, small enterprises, informal citizen groups, particularly women and youth and the marginalized groups in general.

Target area includes: Mavrovo National Park and Shar Mountains National Park.

The Consultant should identify the existing & potential tourism services including those related to nature & adventure tourism by:

- Desk review (see Attachment 3.)
- Using participatory approach with relevant stakeholders' representatives.
Assessing the awareness of the stakeholders of other potential tourism products and development trends in this area

4. Specific Deliverables, outputs, and indicators

The NBT consultant will coordinate together with the other selected consultants from North Macedonia and Albania, attend meetings and share the findings during conveying the research. The CNVP Project unit will manage timely exchanging information from all contracted consultants' research.

The NBT consultant will identify and conduct a survey/inventory on existing tourism sites and produce a detailed list for the targeted PAs.

In a coordination with the biodiversity consultant, a survey/inventory on tourists' potential sites (cultural and natural) will be conducted in Mavrovo National Park and Shar Mountains National Park, considering the potential for diversification of tourism services and the

importance to preserve and protect the environment. Within this task, participation of RAPAs and other local stakeholders will be required. Annotated list of key stakeholders for the existing and new tourism sites/services within these tasks will be delivered by the consultant based on the template provided by the CNVP Project unit.

The NBT consultant will deliver a list of potential tourism services and activities in the target PA. Proposal on potential tourism products for PAs based on existing/potential tourism products and services and current tendency will be developed within this task by the NBT consultant. Inputs on the biodiversity components and their conservation status at the potential sites for nature-based tourism development from the biodiversity consultant will be required.

The consultant within the participatory approach will map the relationship between institutions/stakeholders and tourism service providers. Analysis of the current issues on the tourism services/products management, including the transboundary aspects, if and where relevant will be delivered by the NBT consultant.

The NBT will attend online coordinative meetings with the other contracted NBT tourism consultant from CNVP Albania to exchange information and identify the transboundary aspects and the potential for NBT development in the targeted PAs.

The NBT consultant will conduct a comprehensive evaluation on the existing legal framework, including the Management Plans, and provide detailed information on the legal framework supporting the develop tourism as economic activity in PAs. Within this task, a detailed analysis of the strategies and actions laid out in the Management Plans for the target PAs or regional strategic documents will be delivered by the NBT consultant.

By organizing meetings with respective stakeholders and providing an assessment questioner, identification of Gaps assessment of tourist activities/ products/ services challenges will be conducted by the NBT consultant. Support from the CNVP Project unit will be provided.

The NBT tourism will conduct an analysis of the synergies and conflicts with other sectors/sectoral plans will be conducted. The NBT consultant will collect data on existing tourism products/activities/services, infrastructure, capacities.

Based on the findings, recommendations will be provided from the NBT consultant for further development of up to three easily accessible sites in each PA indicating what needs to be done and by whom with an indicative budget and timeframe.

As supporting documents, the consultants will use public documents in the Attachment 3 of this ToR.

The consultant will prepare a work plan and methodology for the implementation of the assignment. The following table describes the specific activities and deliverables that the consultant shall provide.

Detailed Plan of activities:

No	Interventions/ Activities	Deliverables	Deadlines
1	<p>1.1 Develop methodology and action plan (for desk review see Attachment 3.)</p> <p>1.2 Conducting a survey/inventory on existing tourism sites with a focus of going into more detail in sites easily accessible to the wider public and serving both the domestic and international market (cultural & natural);</p> <p>1.3 Conducting a survey/ inventory on tourists' potential sites (cultural and natural) in Mavrovo National Park and Shar Mountains National Park, taking into account the potential for diversification of tourism services and the importance to preserve and protect the environment, In coordination with biodiversity consultant and participation of RAPAs and other local stakeholders</p> <p>1.4 Identification of all existing tourism services and economic activities relating to the natural tourism in the target area;</p> <p>1.5 Identification of other potential tourism products through sustainable usage of the natural resources and development trends in this area (in a coordination with the biodiversity consultant);</p> <p>1.6 Mapping the relationship between institutions/stakeholders and tourism service providers;</p> <p>1.7 Work together with the Biodiversity Consultant and give inputs to it's report</p>	<p>List of existing tourism resources /services in the target PAs;</p> <p>List of and potential tourism services and activities in the target PAs;</p> <p>Analyse of the current issues on the tourism services/products management, including the transboundary aspects, if and where relevant;</p> <p>Proposal on potential tourism products for PAs based on existing/potential tourism products and services and current tendency;</p> <p>Annotated list of key stakeholders for the existing and new tourism sites/services.</p>	<p>End of May 2023</p>

No	Interventions/ Activities	Deliverables	Deadlines
	<p>1.8 Analysis of the transboundary context concerning the existing and new tourism sites/services.</p> <p>1.9 Coordinative meetings with the transboundary consultants</p>		
2	<p>2.1 A comprehensive evaluation on the existing legal framework, which regulates the usage of the natural resources and development opportunities within which the tourism activities can be implemented and sustained, including the Management Plans for the target PAs;</p> <p>2.2 Identification of Gaps assessment of tourist activities/ products/ services challenges of the existing way of their management while focusing on nature protection and preservation of the target region;</p> <p>2.3 Analysis of synergies and conflicts with other sectors/sectoral plans, such as hunting, infrastructure development (Local Development Plans), power generations, etc.</p> <p>2.4 Organizing meetings with respective stakeholders;</p> <p>2.5 Formulate recommendations for further development of up to three easily accessible sites in each PA indicating what needs to be done and by whom with an indicative budget and timeframe.</p>	<p>Detailed information on the legal framework support to develop tourism as economic activity in PAs;</p> <p>Detailed analysis of the strategies and actions laid out in the Management Plans for the target PAs or regional strategic documents (if relevant).</p> <p>An assessment questionnaire.</p> <p>Data on existing tourism products/activities/services, infrastructure, capacities.</p> <p>The analysis document on the gathered data, gaps and proposal for interventions.</p>	End of July 2023
3	Presenting findings and reporting	PP presentation and report	

5. Reporting requirements & deliverables

The Consultant will be required to prepare presentations, progress reports after the completion of each specific task accordingly. The final report will be prepared in Macedonian language and the summary report in English. The Consultant shall be responsible for submitting the deliverables as specified in the ToR and the agreement.

6. Time frame

The assignment will be completed between February 2023 and July 2023. CNVP staff will be available to assist throughout this time.

7. Expertise required.

- University degree in tourism, environment, or related sciences. A master and PhD degree will be an advantage;
- The Consultant is required to have at least 10 years of experience on tourism sector and data analyse of tourism products and services, very good knowledge of the PAs and targeted area and context;
- At least 5 years' experience conducting surveys and data analysis;
- Good knowledge of the multilateral environmental agreements and national legislation concerning nature protection and tourism development;
- The Consultant should have very good networking in Mavrovo National Park and Shar Mountain National Park, facilitation, and community organization skills; and
- Good command of English language.

8. Financials and facilities

The Consultant will receive a consultancy fee based on the delivery outputs as per the work plan. The consultant is expected to provide a methodology of the assignment and a financial framework based on outputs (days and respective fees). After the selection process, the consultant will sign the agreement with CNVP, with concrete consultancy days and respective consultancy fee outputs.

9. Contacts and reporting

On daily bases, the Consultant will communicate and coordinate with the CNVP Environmental Project Officer Evgenija Krstevska and the project team. The Ultimately supervision is by to the Country Director of CNVP North Macedonia, Nehat Ramadani.

8.Applications:

Please send a technical, working plan and financial offer using the form in Attachment 2, and updated CV in English, by email evgenija.krstevska@cnvp-eu.org and nehat.ramadani@cnvp-eu.org by **16:00 CET on February 13, 2023**.

Questions with regard to this Terms of Reference can be addressed until February 6, 2023 end of working hours The evaluation of the financial and technical offers will be done based on CNVP procurement rules. The preferred shortlisted candidate will be contacted by the CNVPs clarify outstanding issues and/or to start the contracting process.

9. Attachments:

Attachment 1 - Technical and Financial Proposal Form

Attachment 2 - Time writing format Technical

Attachment 3 - Documents for desk review

Attachment 1 - Technical and Financial Proposal Form

1. **Technical Approach.** Please explain your understanding of the objectives of the assignment, the proposed methodology for carrying out the tasks and obtaining the expected deliverables. Highlight the problems expected in carrying out the assignment and explain the technical approach you would adopt to address them (up to 500 words). Explain in detail the process and techniques to be used to consult key stakeholders under Task 1.2, 1.3 and 2.4.
2. **Work Plan.** Respecting the deadlines set out in Section 3 of the ToR, fill in the required information in the table presented in Annex: Time writing format In the Your remarks/location column address the detailed steps/activities related to the task, their duration, phasing and interrelations, demonstrating understanding of the ToR and ability to translate them into a feasible working plan.
3. **Financial Offer.** Provide a lump-sum financial offer, based on the estimated number of person days (as shown in the Work Plan) and the price of your daily fee. The offer should also include any travel and translation costs related to the assignment. The submitted rates and prices shall be in Euros and include all costs, insurances, taxes, fees, expenses, liabilities, obligations, risk and other elements necessary for an effective completion of the Assignment.

Attachment 2 - Time writing format Technical

Month: _____

Name: _____

		Working hours, spent per (sub) category per day								
WEEK 1	Description of Activity	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTAL hrs:	your remarks/ location
	TOTAL HOURS:									
WEEK 2										
	TOTAL HOURS									
WEEK 3										
	TOTAL HOURS									
WEEK 4										
	TOTAL HOURS									

Attachment 3 - Documents for desk review

National legislation:

Law on nature protection

Act for Proclamation of the Forest Area around the Mavrovo Field as National Park" (Official Gazette of the People's Republic of Macedonia No. 10, from May 05, 1949)

Law for Proclamation of a part of Shar Mountains as a National Park (Official Gazette of the People's Republic of Macedonia No. 151, from July 062, 2021)

Management plan for Shar Mountains National park for 2022-2031

CNVP Documents:

Mapping of potential beneficiaries in Mavrovo National Park and Shar Mountains National Park within the project

Three field reports for Shar Mountains and Mavrovo with collected data from field visits and contacts from the relevant stakeholders for the project

Other documents:

Study for valorization of Shar Mountains

Climate change strategy of municipality of Mavrovo and Rostushe

Socio-economic study on proposed protected area Shar mountain National Park

Management plan for the environment and social aspects for Mavrovo-Rostushe municipality

Biodiversity and climate change, vulnerability assessments and adaptation

Environmental and social aspects management plan, Municipality of Mavrovo and Rostushe and PE National Park "Mavrovo" "Development of tourism in the Mavrov Valley"

Publications:

The environment and sustainable tourism in the region of Shar-Polog region

Ecotourism as a concept for tourism development in Republic of Macedonia

List of abbreviations

Abbreviations

Meaning

SU

Sustainable use

PAs

Protected areas

NTFPs

Non-timber forest products

MAPs

Medical and aromatic plants

NBT

Nature based tourism

PP

PowerPoint Presentation

RAPAs

Regional Administration of Protected Areas

CNVP operates in the Balkan region. It focuses on natural resource management, forestry, agri-rural development and renewable energy, as well as the impact of climate change on the environment.

As a civil society organisation, CNVP acts as a facilitator to:

- Strengthen community capacity to achieve local development goals;
- Maximize the production and service potential of rural areas through sustainable and locally controlled natural resource management;
- Promote the use of natural resources to improve socio-economic development and rural livelihoods; and
- Conserve the bio-diversity of natural resources at a time of serious environmental and climate change.

Core Values

- **Green** - intervening to build a greener economic environment within the ongoing process of climate change
- **Clean** - promoting renewable energy and improved household/industrial waste management
- **Seen** - operating in the Balkans and the European Neighborhood Space
- **Lean** - improving the efficiency of service delivery continuously and systematically

Connecting Natural Values & People

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Active in Albania, Kosovo, Macedonia, Montenegro,
Serbia and Bosnia-Herzegovina