



REQUEST FOR PROPOSALS

SUSTAINABLE FINANCING FOR CORAL REEF-FRIENDLY BUSINESSES AND SME's IN SOLOMON ISLANDS

Background

The GEF funded Coral Reef Rescue: Resilient Coral Reefs, Resilient Communities (GEF CRR) is a multistakeholder project that aims to safeguard globally significant coral reef ecosystems in the face of climate change and human induced threats. Solomon Islands is home to some of the most biodiverse coral reef ecosystems in the world, however they currently face unprecedented threats from climate change and local pressures including unsustainable fishing, coastal habitat destruction and unsustainable land management and pollution.

In response to, and to abate these threats, the Solomon Islands Coral Reef Rescue National Hub for coral reef conservation has been established to serve as a vital platform for stakeholder engagement, fostering collaboration, strategic co-planning, and driving coral reef conservation efforts across the country. The National Hub is established through the Coral Triangle Initiative – National Coordinating Committee (CTI-NCC) and is co-chaired by the Ministry of Environment Climate Change and Disaster Management and the Ministry of Fisheries and Marine Resources.

To support the National Hub deliver conservation outcomes for Solomon Islands coral reefs and the socio-economic systems they support, there is a need to identify investment opportunities to address the multiple local drivers of coral reef degradation and promote sustainable financial flows over the long term.

WCS Fiji, as the GEF CRR project National Technical Facilitator supporting the Ministry of Environment and Climate Change to implement the project, is seeking a consultant to support the alignment of co-finance and mobilisation of investment opportunities that support coral reef conservation in Solomon Islands.

The consultant will work closely with WCS Solomon Islands, the National Hub (primarily through a technical working group) and the global supporting consultant, Terranomics.

Objectives

The objectives of the consultancy are to:

- Develop a business engagement strategy for the Solomon Islands Coral Reef Rescue National Hub, that contributes to coral reef conservation.
- Scope reef-friendly businesses investment and support opportunities (including micro or small enterprises and larger businesses)

- Identify technical assistance support requirements and partnership opportunities to ensure reef-friendly businesses are ‘investor ready’

Scope of Work

The consultant will conduct the following tasks, noting the potential for the scope to be adjusted with mutual agreement between parties, if the need arises during implementation:

1. Develop a business engagement strategy for the National Hub for Coral Reef Conservation. This should consider:
 - Existing stakeholder engagement strategies, channels and programs with businesses on coral reef conservation
 - The key economic sectors driving coral reef degradation (based on an initial analysis by Terranomics)
 - Relevant national level business events, conferences and opportunities for businesses to engage
2. Identify existing and potential reef-friendly businesses and SME investment and support opportunities. This will include:
 - Working with the technical working group and Terranomics to develop gender-sensitive criteria to define a ‘reef-friendly’ business in Fiji.
 - Identifying larger established businesses/medium sized enterprises (considering sector analysis) to target for opportunities for investment in their operations/supply chain to reduce reef impacts (or enhance positive impacts)
 - Scoping existing and potential reef-friendly community-based and micro or small enterprises (start-up and expansion) for investment and support opportunities (using the proforma developed by Terranomics)
3. Analyse larger established businesses to identify opportunities for investments to reduce reef impacts (or make them more positive). This will include:
 - Consultation with the technical working group to short-list the identified established businesses for further consultation and engagement, using the criteria developed (task 2)
 - Consultations and interviews with targeted businesses to a) build awareness of the pressures placed on coral reefs, b) what it means to be a ‘reef-friendly’ business and c) identify needs and opportunities for the business to be (more) ‘reef-friendly’
 - Recommend technical assistance support for the short-listed enterprises to improve their business to be ‘investor ready’
4. Identify technical assistance requirements to support community-based and SMEs to be investor ready. This will include:
 - Consultation with the technical working group to short-list the identified community-based and SMEs for investment and support opportunities, using the criteria developed (task 2)

- An analysis of the needs of each short-listed enterprise (using needs assessment framework developed by Terranomics) through direct meetings and consultations
 - Recommend technical assistance support for the short-listed enterprises to improve their business to be ‘investor ready’
5. Technical assistance and investor engagement. This will include:
- Exploring partnership opportunities for businesses to engage with existing national initiatives to address their TA needs.
 - Identify relevant national technical assistance providers to provide support to businesses and SMEs in identified areas.
 - Identify opportunities and barriers for engaging with national and regional level investors in coral reef conservation

Stakeholder engagement

All work under this consultancy will be under the guidance of WCS and the Solomon Islands Coral Reef Rescue National Hub, primarily through the TWG and in collaboration with Terranomics, a global consultant engage to support the six countries of the GEF Coral Reef Rescue Project.

Deliverables

The consultant is expected to deliver the following:

	Item	Estimated timeframe
1.	Business engagement strategy for TWG review	
2.	Present the existing and potential reef-friendly businesses and SMEs for shortlisting to TWG	
3.	Report on engagement with larger established businesses including opportunities and recommendations for technical assistance	
4.	Community-based and SME needs assessment report including recommendations for technical assistance	
5.	Technical assistance and investor engagement report for Fiji	

Timeline

The consultancy work will ideally start in August 2025 and be completed by 31 July, 2026.

Requirements and qualifications

The consultant will have the following minimum experience and qualifications:

- Relevant experience in private sector engagement in conservation or sustainable development programs or designing/implementing investment-readiness assessments and technical assistance programs for SMEs.
- Demonstrated knowledge of sustainable business practices, particularly those aligned with environmental conservation and/or blue economy principles.

- Advanced degree in environmental economics, business administration, sustainable development, marine conservation, or a related field.
- Experience working with or consulting for Pacific Island countries, with preference for prior work in Solomon Islands.
- Fluency in both spoken and written English.

Submission requirements

The following must be submitted:

1. Brief technical statement outlining previous experience relevant to the scope of work (one to two pages). Proposers are encouraged to submit examples of previous work or links.
2. Curriculum Vitae
3. Short financial proposal

Submitted rates are deemed to include all costs, insurances, taxes, fees, expenses, liabilities, obligations, risk and other things necessary for the performance of the Requirement. Any charge not stated in the Proposal as being additional, will not be allowed as a charge against any transaction under any resultant Contract. All rates and prices submitted by Proposers shall be in US dollars.

All proposal documents should be emailed directly to solomonislands@wcs.org by the closing date. Late submissions will not be considered.