



## Terms of reference:

### What scenario for the Orango Parque Hotel, Bijagos Archipelago, Guinea Bissau ?

#### Context : MAVA Foundation and Orango Parque Hotel

MAVA Foundation (<http://fr.mava-foundation.org/>) is a family-led, Swiss-based philanthropic foundation with an exclusive focus on the conservation of biodiversity. MAVA is active through 4 programmes: Mediterranean Basin, Coastal West Africa, Switzerland and Sustainable Economy. MAVA approach to grant making is reflected in its 4 values: *Unifying*: (Gathering the relevant key players to address biodiversity conservation challenges and mobilising support for conservation action), *Empowering* (MAVA is convinced that nature conservation projects can only be successful if rooted locally, respecting local cultures and building the capacity of local organisations), *Flexible* (With its ability to mobilise funds, rapid decision-making, and understanding of the need for adaptive management, MAVA is an agile player able to fund innovative initiatives), and *Persevering* (MAVA has built its credibility and strength by being a trusted partner for conservation organisations. We have always aimed for effective long-term conservation successes with delivery of tangible results at key milestones).

Amongst its partnerships and supports in Guinea Bissau (through its West-Africa Programme), MAVA foundation has been funding various projects to support biodiversity conservation and specifically strengthening of MPAs in Bijagos archipelago. On Orango island, the approach was to support sustainable livelihood, including the development of ecotourism based on the Orango Parque Hotel (<http://www.orangohotel.com/en/>), for the conservation of biodiversity and for well-being of inhabitants and in collaboration with the Orango National Park and other stakeholders like Associação Guiné Bissau Orango and CBD-Habitat organisation. Orango Parque Hotel is the only hotel in Orango. It's a privately owned hotel with a small capacity of 20 people. This hotel is very well appreciated by wildlife lovers and sport fishers (no kill sport fishery).

MAVA Foundation is now launching its 2016-2022 strategy, which will be its last strategic cycle. The lifecycle of the foundation means that MAVA will phase out its funding to all partners by 2022. The timing for phasing out will vary for each partner and will depend on a number of factors, most notably the role the partner plays in contributing to the 2016- 2022 strategy.

With its expected withdrawal in 2022, and after many years of implementation of projects in support to the Orango Parque Hotel, it is a good time for MAVA foundation to assess the situation and to analyse the possible scenarios for the future of this hotel and linked activities.

## 1. Objectives of the Consultancy

The objective of this consultancy is to guide MAVA approach with respect to Orango Parque Hotel in the framework of the implementation of its 2016-2022 strategy.

Specifically, the study will :

- Describe the current political, economic and social factors that influence the tourism sector in Guinea Bissau and particularly the Orango Parque Hotel
- Describe the current status of ecotourism sector in the country, like infrastructures, and touristic services suppliers (local travel agencies, hotels, etc.)
- Assess tourism activities in the Bijagos archipelago and in Orango in particular and opportunities/added value of the Orango parque hotel with respect to the existing Orango national park
- Map all the stakeholders that are (or could be) involved in the activity of the Orango Parque Hotel or who could have interest to take part in these activities
- Describe the current (and recent, for 2014, 2015, 2016) economic situation of the hotel, with state of expenses and incomes, and all the constraints and opportunities of this hotel
- Propose a limited number (3-5) of realistic scenarios that could ensure the sustainability of the Orango Parque Hotel and its activities in the framework of a ecotouristic approach. The scenarios will be accurately described, budgeted, with a road-map and steps of implementation at short, middle and long term
- Analyse the options and scenarios for cooperation schemes with the existing community-based ecotourism facility in Angôr within the Orango national parque
- Analyse each scenario with pros and cons for the main stakeholders involved.

## 2. Methodology

The consultant will combine compilation of existing knowledge (literature), interviews with MAVA staff, CBD-Habitat staff and Board (including at least one day in Madrid), stakeholders involved in the Orango Park Hotel management, local community representatives and conservation actors in Guinea Bissau (including IBAP – Biodiversity and Protected Areas Institut, IUCN – International Union for the Conservation of Nature), and diagnostic *in situ*. A stay of about 7 days in Bissau Guinea (including at least 3 days in Orango Park Hotel), and another one of about 1-2 days in Madrid are expected. A travel plan would be agreed previously with MAVA Foundation with the assistance of CBD-Habitat detailing important places to visit for the logistics and management of the Orango Parque Hotel, and important meetings to be held with key partners.

## 3. Expected product

The product expected is a report of about 20 pages, in English, that will include:

- Summary (max 2p)

- Analysis of the political, economic and social context of Guinea Bissau and of its touristic sector including tourism activities in the Bijagos archipelago and opportunities/added value of the Orango parque hotel with respect to the existing Orango national park
- Analysis of the role of the Orango Park Hotel for conservation and social linked activities, with the description of all stakeholders and their relationships with the hotel
- Description of the current (and recent for 2014, 2015 and 2016) economic situation of the hotel, with state of expenses and incomes, and all the constraints and opportunities of this hotel
- Proposition and analyse of a limited number (3-5) of realistic scenarios for the sustainability of the Orango Parque Hotel and its activities in the framework of a ecotouristic approach, including the options for cooperation schemes with the existing community-based ecotourism facility in Angôr within the Orango national parque. The scenarios will be accurately described, budgeted, with a road-map and steps of implementation at short, middle and long term. A business plan will be proposed for each scenario.

#### **4. Duration and timeline**

Given the constraint of the rainy season in Guinea Bissau (from June to October) that makes the travels in Bijagos Archipelago dangerous and uncertain, two options could be envisaged (the Option One would be preferred):

##### **Option One:**

The contract is expected to start at 15<sup>th</sup> May 2017 (with a visit in Guinea-Bissau, in Bissau and in the Bijagos archipelago if possible during the two last weeks of May 2017, before the beginning of the rainy season). A first draft of the report is expected for 14<sup>th</sup> July 2017. The final version taking MAVA Foundation comments is expected for 15 August 2017.

##### **Option Two:**

The contract is expected to start at 15<sup>th</sup> October 2017 (with a visit in Guinea-Bissau, in Bissau and in the Bijagos archipelago in November or December 2017, after the rainy season). A first draft of the report is expected for 31<sup>st</sup> January 2018. The final version taking MAVA Foundation comments is expected for 28<sup>th</sup> February 2018.

#### **5. Required profile**

This consultancy is supposed to be carried out by a consultant, or team of consultants. The consultant(s) will combine the following skills:

- In depth knowledge of assessment and advising of hospitality operators in developing countries and/or of ecotourism operators in developing countries
- Good knowledge on ecotourism issues and relationship between touristic, social and conservation activities, in the context of protected area.
- Experience of management of hospitality complex in similar context would be a plus
- Fluency in Portuguese (or Creole) is a must.

## **6. Application process**

Consultants interested in the project are asked to send a proposal (max. 10 pages), specifying the approach to be taken and cost details, with CV attached showing previous work experience in the topic. A maximum of EUR 17'000 will be accepted for the consultancy fees (all the trip expenditures will be payed and/or reimbursed by MAVA foundation).

The proposal has to be send to [shalini.joseph@fondationmava.org](mailto:shalini.joseph@fondationmava.org) by 30<sup>th</sup> April 2017, with "Orango Park Hotel study proposal" title.