

# **REQUEST FOR EXPRESSIONS OF INTEREST**

## **TERMS OF REFERENCE**

### **GOVERNMENT OF THE COMMONWEALTH OF THE BAHAMAS**

The Ministry of Financial Services

### **TRAINING IN TRADE IN SERVICES AND INVESTMENT LIBERALISATION IN THE COMMONWEALTH OF THE BAHAMAS**

Institution: **Inter-American Development Bank**  
Country: **The Commonwealth of the Bahamas**  
Project: **Trade Sector Support Programme**  
Project number: **BHL1016**  
Loan number: **2756/OC-BH**  
Process/Bid No.: **3.2.3.1**  
Sector: **Trade**  
Deadline: **March 18<sup>th</sup>, 2016 at 4:00pm (Nassau, Bahamas Time)**

#### **1. Introduction and Background**

The Ministry of Financial Services (MOFS) was established in 2012 and currently has responsibility for International Trade. MOFS also has responsibility for Financial Services, the Standards Bureau, the administration of the Industries Encouragement Act and Local Government.

The Trade and Industry Section is headed by a Director who is assisted by six (6) officers dealing with all international trade matters; i.e., the negotiation and implementation of bi-lateral, regional and international trade agreements.

The Trade Section is also highly dependent on inputs from other agencies to successfully achieve its mandate. In that regard, it maintains strong relations with relevant Government Ministries and Departments, including The Attorney General's Office, The Ministry of Finance, The Department of Customs, The Department of Statistics, The Ministry of Agriculture and

Marine Resources, The Central Bank of The Bahamas, The Bahamas Investment Authority and The Ministry of Foreign Affairs.

The Government of The Bahamas in 2012 signed a \$16.5 million loan Agreement with the Inter-American Development Bank titled: ***Trade Sector Support Programme, BH-L1016***. Under this loan, project funding has been allocated for Strengthening Customs Management; Modernizing Customs Operations and the Enhancement of the International Trade Institutional Platform. MOFS is responsible for the third component of the loan, Enhancement of the International Trade Institutional Platform.

## **2. Context**

In 2001 the Government of The Bahamas submitted a formal application to accede to The World Trade Organization (WTO) and is currently negotiating its accession. In 2008 The Government of The Bahamas signed its first reciprocal trade agreement, the CARIFORUM-European Union Economic Partnership Agreement (EPA).

It is anticipated that active participation in other international trade negotiations and efficient implementation of resulting agreements will require strong international trade-related institutions. The strengthening of international trade-related institutions in The Bahamas is therefore a priority.

A key component to strengthening trade-related institutions is “Capacity Building”, which will require training activities for government officials on trade strategy formulation, policy-making, negotiations, and implementation of trade agreements.

To respond to this priority, The MOFS, which has responsibility for international trade, is seeking to increase the level of expertise of officials handling trade-related issues by conducting comprehensive trade-related training activities in the areas of: Trade in Services, Trade in Goods, Intellectual Property and Technical Barriers to Trade.

## **3. Project Objective**

The objective of this consultancy is to familiarize stakeholders with trade in services and investment arising in the context of the WTO, EPA, and UNCTAD in order to enhance the capacity of stakeholders in determining coherently the desired level of services and investment liberalisation, and to enable stakeholders to use the various modalities to express that level of

liberalisation. Participants should be guided through The Bahamas' services offer in the context of the EPA as well as other regional agreements involving trade in services and investment.

Stakeholders should also review various liberalisation modalities, namely, the positive list, the negative list, a hybrid of positive and negative listing of commitments and the modalities that are being adopted in the plurilateral negotiations of the Trade in Services Agreement (TiSA). Participants should also undertake practical exercises in the application of different modalities.

#### **4. Scope of Services and Activities**

##### **Inception meeting.**

The Consultant shall attend an inception meeting to discuss the scope of this consultancy with the Trade Team of the MOFS and other relevant officials having carriage of the Customs Modernization Project under the IDB Trade Support Loan Project.

From this inception meeting a detailed work plan and an inception report must be presented to the Ministry of Financial Services.

##### **Training Regime**

The Consultant will be required to draft an initial training schedule for selected government personnel on trade in services and investments liberalisation. A one (1) day training session should also be set aside to sensitize private sector stakeholders about services and investment liberalisation, and the use of various modalities to express that level of liberalisation in trade negotiations. The training work plan will be saved for future reference for the Ministry's library.

##### **Compilation of liberalisation modalities**

The Consultant will be required to compile a small library of best practice liberalisation practices around the region and around the world, taking into consideration former WTO liberalisation in other countries.

##### **General Trade Consultancy**

The Consultant will also be required to provide advice/recommendations to assist in the development of a coherent strategy on trade in services and investments liberalisation.

## **5. Duration and work characteristics**

**Type of consultancy (Individual):** The selection process for individual consultants is guided by section “V. Selection of Individual Consultants, paragraph 5.1-5.4” set out in the Inter-American Development Bank: *Policies for the Selection and Contracting of Consultants financed by the Inter-American Development Bank (GN-2350-9 March 2011)* and is open to all eligible consultants as defined in the policies.

**Duration:** 5 days

**Work Location:** The Consultant’s place of work: The Commonwealth of The Bahamas.

**Qualification:** The Consultant working on this assignment should have

- A degree in Economics, Public Policy, International Law (Public) or Business Administration or a related discipline. Masters level preferred.
- At least 10 years’ experience in the area of international trade development including research and decision making at the senior level
- Excellent knowledge of the public and private sectors in The Bahamas and CARIFORUM countries
- Good knowledge of the governmental and political climate and landscape in the CARIFORUM Member States and in particular The Bahamas
- Excellent communication, organization, and leadership skills
- Previous experience working with professional training seminars or academia would be an asset
- Trade in Services and Investments Expert

**Language:** Fluency in written and spoken English is required.

## **6. Deliverables**

1. Inception Report and Work Plan
2. Training and Evaluation Template
3. Detailed documentation of liberalisation practices for services and investment
4. Comparative liberalisation schemes for services and investment
5. Detailed Chart of liberalisation modalities and outcomes
6. Final Report

## **7. Reporting and Remuneration**

The Consultant will work under the supervision of and will report to the Director of Trade and Industry.

The designated Consultant will also work in close collaboration with other designated staff of the MOFS as advised by the Director of Trade.

The Consultant will be paid in stages based on the submission to and approval by the Ministry of Financial Services of:

- a. The detailed inception report and work plan.
- b. Training Scheme and completion; and
- c. The Final Report

Item	Percentage
Submission and Approval of Inception Report and Work Plan	30%
Training Scheme and completion	40%
Submission and Approval of Final Report	30%

## **8. INFORMATION AND ASSISTANCE TO THE CONSULTANT**

The MOFS shall provide relevant support documents to the Consultant as required.

## **9. GENERAL INFORMATION FROM CONSULTANT RESPONDING TO THIS EOI**

The Consultant will be required to clearly demonstrate the requisite experience and capacity for this consultancy.

Provide information required to indicate compliance with IDB eligibility requirements:

- Years of Experience
- Applicants must include with their submission proof of the fact that they are a bona fide citizen of an IDB Eligible Country. This can be done by including a copy of an official verifiable document such as a Birth Certificate and/or Passport, etc.

Provide a summary list of similar projects undertaken by the Consultant. This should include the following:

- Client's name (e.g. Customs, Ministry of Finance, commercial entity, etc)
- Official project name
- Countries where project was implemented

- Project year & Dollar Value
- Duration of project

**10. CLARIFICATION ON THE TECHNICAL ASPECTS OR SCOPE OF SERVICES OF THIS EOI MAY BE OBTAINED BY EMAILING.**

Youri Kemp  
Financial and Trade Officer  
Ministry of Financial Services  
Manx Corporate Centre, 3rd Floor, East Wing  
West Bay Street  
P.O. Box N- 4843  
Nassau, N.P.  
The Bahamas

Tel: (242) 328-5071-6  
Fax: (242) 328- 8090

[YOURIKEMP@BAHAMAS.GOV.BS](mailto:YOURIKEMP@BAHAMAS.GOV.BS) OR [CUSTOMSPROJECT@BAHAMAS.GOV.BS](mailto:CUSTOMSPROJECT@BAHAMAS.GOV.BS)

**11. PROPOSAL SUBMISSION DEADLINES**

The original, two (2) copies of the Request for Expression of Interest and a copy on CD-ROM clearly marked **“Request for Expressions of Interests in Training in Trade in Services and Investment Liberalisation in the Commonwealth of The Bahamas”** must be prepared in English and delivered in sealed envelopes to the following address no later than **Friday, March 18<sup>th</sup>, 2016 by 4:00pm** (Nassau, Bahamas Time);

Chairman  
Tenders Board  
**REF: Request for Expressions of Interests in Training in Trade in Services and Investment Liberalisation in the Commonwealth of the Bahamas**  
Ministry of Finance,  
Cecil Wallace-Whitfield Centre,  
Bay Street, P.O. Box N-3017  
Nassau, Bahamas  
Telephone: (242)-325-6550

Fax: (242)-325-7409

Email: [customsproject@bahamas.gov.bs](mailto:customsproject@bahamas.gov.bs)

12. Late submissions will not be accepted and will be returned unopened to the Applicant.

13. Electronic submissions will not be accepted.

14. The Ministry of Financial Services reserves the right to accept or reject any application received.