



REPUBLIC OF GHANA

**MINISTRY OF FINANCE
GHANA ECONOMIC TRANSFORMATION PROJECT (GETP)
IDA CREDIT NUMBER 6465-GH
SPECIFIC PROCUREMENT NOTICE
REQUEST FOR EXPRESSIONS OF INTEREST (REOI)
(CONSULTING SERVICES –FIRM SELECTION)**

Reference No.: GH-MOFEP-205397-CS-QCBS

Assignment Title: Recruit a Consultant to undertake Site Assessment and Selection Exercise on Ghana's Special Economic Zones & Industrial Park Program

Date of Issue: 29th March, 2021

1.0 INTRODUCTION

The World Bank is providing funding support to the Government of Ghana (GOG) for the implementation of the Ghana Economic Transformation Project. The overall development objective of the Project is to promote private investments and firm growth in non-resource-based sectors. The guiding principle of the Project is to promote and strengthen a growth model that is conducive to economic transformation, to achieve higher rates of investment and productivity growth across the economy, especially in non-resource-based sectors. The Project has four components, as follows:

Component 1 - Enabling investments: This Component will focus on improving the enabling business environment, investment attraction capacity, and the quality infrastructure support system for companies that want to invest and grow their businesses in Ghana.

Component 2 - Crowding-in investments: Promoting spatial and industrial planning and development: This Component will focus on enhancing the Government's programs in investment promotion and spatial development (including Special Economic Zones), thereby addressing the constraint to access quality industrial land in the country.

Component 3 - Accelerating Entrepreneurship and Micro Small and Medium Enterprise (MSME) growth: This Component will support entrepreneurship and MSME growth in non-resource-based sectors, addressing specifically the limited development of the MSME and entrepreneurship support ecosystem, including early-stage financing.

Component 4 – Project Management and Evaluation: This Component will finance project management activities including fiduciary responsibilities, procurement, safeguards, communication and dissemination, as well as monitoring and evaluation of project implementation and its impact. This will include capacity building for the Project Coordinating Unit (PCU), the Economic Transformation Unit and the Resource Mobilization and Economic Relations Division (RMERD) within the Ministry of Finance (MOF).

2.0 BACKGROUND

The Government of Ghana's vision for industrial transformation is to make Ghana the manufacturing hub of Africa, transforming Ghana into a high growth economy capable of creating decent jobs in significant

numbers, that are wide spread and inclusive enough to achieve equitable growth and development. The Ghana Economic Transformation Project (GETP) has the overall objective of promoting a non-natural-resource based sectors. This is to be achieved through:

1. Improvement in the overall business enabling environment, as measured by Ghana's Ease of Doing Business score.
2. Private sector investments leveraged through project activities, including investment to develop Special Economic Zones, and Industrial Parks.
3. Early-stage or risk financing for SMEs and Start-Ups in non-resource sectors.

The guiding principles underlying GETP is to promote a strong growth model that is conducive to economic transformation, achieve higher rate of investment and productivity growth across the economy, especially in non-resource-based sectors.

Growth and increase productivity in the non-resource-based sectors can decrease macroeconomic volatility and its impact on equity in the country, while providing more and better employment opportunities that can raise income, reduce poverty and promote shared prosperity.

Government's primary responsibility is to provide the policy, regulatory and incentive framework as well as land and on-site/off-site infrastructure to enable private sector developers invest in the establishment of SEZs. The Crowding in Investment component of the Project focuses on enhancing the Government programmes in investment promotion and spatial development (SEZs), addressing the constraints to access quality industrial lands and infrastructure in the country.

The objective of this Component of the Project is to enable Government build on the success of the Tema Export Process Zone and scale up the model with private sector investment in several other sites in order to provide industrial land and appropriate infrastructure support on a broader scale in Ghana. This is viewed by Government as a game changer in its support to empower the private sector to harness the benefits of the African Continental Free Trade Area (AfCFTA) and Economic Partnership Agreement with the European Union (EU).

The activities funded under this component, will assist the Government of Ghana put in place a sound framework and processes for spatial planning and industrial development (specifically for Special Economic Zones) that can lead to increase investment and maximize their Economic Rate of Return (ERoR) in term of jobs, income and productivity growth. Also, the project seeks to address any aspect of Ghana's SEZ experience to date that are not optimal, and seeks to place the country firmly on the path of SEZ development based on international best practices and lesson learned, such as the need to enhance Government coordination with private developers and operators in SEZs.

In this regard, Ghana is to receive Technical Assistance to build its SEZ institutional and planning capacity. The purpose is to apply international best practices in line of lessons learned and experience to:

- (a) Develop the first set of diagnostics for the country's overall SEZ regime and specific SEZ Projects
- (b) Build planning and development capacity to regularly carry out such assessment on the need, opportunities, and potential for various SEZ projects
- (c) Improve institutional efficiency, efficacy and strategic alignment with Government's development objectives.
- (d) Strengthen investment promotion, marketing and investor after care.
- (e) Negotiate and coordinate private sector developers/operators of SEZs.

More specifically diagnostics and subsequent capacity building will focus on:

- i. **Benchmarking** to identify Ghana's comparative advantages and areas for improvement to compete with SEZ regimes in other countries.
- ii. **Value Proposition/Marketing Plan** for the SEZ regime in Ghana based on the benchmarking information and geared both toward potential private developer/operators and anchor/tenant companies in the SEZs. This exercise would include primary messages and strategies, target markets, countries, and investor profiles, promotional tools, website, and other marketing channels.

- iii. **Analysis of SEZ incentives** to determine if the specific incentives offered to SEZ developers and companies (i) are attractive and complementary to other incentives offered to the private sector in Ghana; (ii) if the SEZ incentives are consistent with bilateral, regional, and international trade agreements, as well as best practices in terms of impact on growth, jobs and productivity, and (iii) if the SEZ incentives are clear, well-advertised, and easily accessible.

3.0 OBJECTIVE OF THE ASSIGNMENT

The object of the assignment is to carry out Preliminary Site Assessment for a select number of sites that have been proposed for a specific SEZs and Industrial Parks.

Government has proposed 4 SEZ Projects considered to be viable for scaling up project support and development. They are:

- i. Tema Free Zones Enclave (1,200 acres)
- ii. Shama Export Processing Zone, (3,200 acres)
- iii. Sekondi Export Processing (2,000 acres) and
- iv. Greater Kumasi Industrial City Project and Special Economic Zone (5,000 acres).
- v. And any other site the client might propose.

The diagnostic assignment will provide the criteria and guidelines for site screening, prioritization and selection, which will enable Government to prioritize the selection of SEZ sites for on-site/off-site/last mile infrastructure and investment promotion to crowd-in private sector investment with GET Project funding.

4.0 SCOPE OF WORK

The scope of work for the Consultant Firm will include but not be limited to:

- i. Strategic importance to the Government of Ghana's spatial development plan for industrialization and regional trade competitiveness, within which context private sector investment in SEZ's and Industrial Parks high priority. These include but are not limited to:
 - a. Demand forecasting based on available data on private sector investment interest in the key strategic sectors being promoted by Government.
 - b. Connectivity to ongoing inter-modal transport and transport corridors under development/construction or already in place.
 - c. Ready availability of energy/electricity, water, and telecommunications supply.
 - d. Demand and buy-in for SEZ concept by Traditional Authorities in the catchment area of the SEZ sites.
- ii. Provide overview of environmental, social, resettlement, cultural, religious, security including any potential reputational risks or other issues pertaining to specific sites for the GoG, WBG and development partners.
- iii. The analysis will include information on the following:
 - a. Site coordinates,
 - b. Local context and surrounding communities,
 - c. Topography,
 - d. Both on-site and off-site infrastructure,
 - e. Social, community and resettlement issues, and
 - f. SWOT (strengths, weaknesses, opportunities, threats) analysis.
- iv. In addition to enabling Government to prioritize SEZ sites for investment, the assignment will generate a diagnostic tool for assessing both the country's overall SEZ regime and specific Zones/Projects. This is important for building Government's capacity to foster private sector development and the operations of SEZs whether in private endeavours or on Government owned/allocated lands.

- v. The Data collected from the assessments is aimed at feeding into strengthening and clarifying Government’s role as regulator, enabler and promotor of spatial development, especially with respect to SEZs and their policy, regulatory and incentive frameworks.

5.0 DELIVERABLES/OUTPUTS

The consult will report through the Project Coordination Unit of the Ministry of Finance, to the Ministry of Trade and Industry. The following outputs are expected:

S/No.	Description of output	*No. of Copies	Period after commencement
1	Inception Report	2	3 rd Week
2	First Draft Report	6	5 th Week
3	Stakeholder Consultation		7 th Week
4	Second Draft Report	6	9 th Week
5	Final Report	10	10 th Week

***Soft Copies to be included**

6.0 QUALIFICATIONS AND EXPERIENCE

The Ministry of Finance through the Project Coordination Unit now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

- A.** The Consultant will be a firm or a consortium of firms with a strong technical background and demonstrable operational strength to deliver this assignment according agreed schedule.
- B.** Key Personnel
- i. Availability of key personnel with relevant sector qualifications and experience. The proposed team may include:
 - o Surveyors, Engineers, Sector Specialists and Investment Analysts
 - o Electrical and Mechanical Engineer
 - o Civil and Structural Engineer
 - o Land Scape Artist etc
 - ii. A minimum educational qualification of a Master’s Degree or equivalent professional qualification and not less than eight (8) years of post-qualification experience in the field of Planning, Land Economy, Natural Resource Management, Civil Engineering, and Project Finance Management;
 - iii. Multi-country experience in SEZ consulting in at least two (2) countries.
 - iv. Knowledge of SEZ models and ability to tailor and design bespoke model for Ghana based on the country’s chosen path to industrialization;
 - v. The consultant(s) will provide detailed CVs of their proposed technical team mobilized to undertake the assignment.
- C. Must submit the following documents if applicable:**
- i. Business Registration Certificate (Incorporation & Commencement of Business);
 - ii. Valid Ghana Revenue Authority (GRA) Tax Clearance Certificate;
 - iii. Valid Social Security & National Insurance Trust (SSNIT) Clearance Certificate;
 - iv. Valid Value Added Tax Registration Certificate;
 - v. Valid PPA’s Consultant Registration Certificate.

7.0 DURATION OF THE ASSIGNMENT

The Consultancy is expected to be awarded for Ten (10) weeks.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's Guidelines: Selection and Employment of Consultants under IDA Credits by World Bank Borrowers (Procurement in Investment Project Financing Goods, Works, Non-Consulting and Consulting Services [July 2016 Revised November 2017, August 2018 and November 2020). ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms in the form of a joint venture or a sub consultancy to enhance their qualifications.

A Consultant will be selected in accordance with the Quality and Cost Base Selection (QCBS) method set out in the Consultant Guidelines.

Expressions of interest shall be in English and must be delivered via electronic submissions to the following email addresses: getpprocurement@gmail.com , and copy getpcoordinator@gmail.com by 16:00hrs GMT on Friday, 23rd April 2021.

**THE PROJECT COORDINATOR
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ATTN: PROCUREMENT SPECIALIST**

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