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| Programme: | Management of natural resources and safeguarding of ecosystem services for sustainable rural development in the South Caucasus (ECOserve) 12/18-11/21 |
| PN: | 2018.2062.0-002.00 |
| Assignment: | Feasibility study on marketable approaches to reduce the use of fuelwood/dung for heating in rural communities of Armenia |
| Period: | 10.02.2020 to 30.05.2020 |

1. **Brief programme information and context**

The programme “Management of natural resources and safeguarding of ecosystem services for sustainable rural development in the South Caucasus” (ECOserve) is part of the wider German support in the priority area “Environmental policy, conservation and sustainable use of natural resources in the South Caucasus”.

The objective of ECOserve is to improve the conditions for the sustainable and biodiversity-friendly use of natural resources in the prevailing land-use systems in the South Caucasus, with a special focus on energy security for the rural population.

The main target groups of ECOserve are state and private groups of resource users in rural areas of the South Caucasus, especially farmers, shepherds, state forestry enterprises and rural households that use fuelwood or manure as a source of heating energy.

In Armenia, the Ministry of Territorial Administration and Infrastructures (MoTAI) is the lead executing agency, with the Ministry of Environment (MoEnv) and the Ministry of Economy (MoEc) as implementing partners.

In Armenia, ECOserve focuses on the dominant land use forms such as sustainable pasture management as well as sustainable energy in rural areas.

1. **Background and context**

One of the ECOserve components relates to development and implementation of pilots on promotion of marketable approaches for more efficient use or substitution of firewood or dung as a source of heating energy that addresses the specific benefits of women (e.g. indoor air quality, room temperature, fuelwood procurement legality).

There is a big potential to improve energy efficiency (EE) in rural households (HH) of Armenia, which can significantly reduce the use of fuel (fuelwood, dung, etc.) for heating with consequent reduction of forest degradation and energy poverty of population. EE improvement can be done via use of higher quality fuels (dry wood) and alternative biofuel (from renewable biomass), more energy-efficient devices, thermal insulation of HHs, etc. In the frames of ECOserve a baseline study on energy demand, supply and efficiency in Armenia was implemented with the focus on rural areas and aspects related to use of fuelwood and dung. The list of possible approaches/products was developed along with the sets of recommendations to address the excessive use of fuelwood.

1. **Objectives and tasks**

The objective of this assignment is to conceptualize the feasible pilots on marketable and replicable approaches/products for more efficient use or substitution of firewood or dung as a source of heating energy that addresses the specific benefits of women. A plan of promotion should be developed for marketable approaches/products (towards energy-efficient communities).

The assignment implies the following tasks:

* Targeted review and analysis of available data and information on EE approaches/products in rural communities of Armenia.
* Joint assessment of possible pilot interventions
* Development of full concepts of feasible pilot interventions
* Development of a plan of promotion for marketable approaches/products.

Task 1: Targeted review and analysis of available data and information on EE approaches/products in rural communities of Armenia

The consultant will review and analyse available data and information, in particular, reports, reviews, web-information, project information, field data, etc. with the focus of developing the concepts of feasible pilot interventions. The approaches/products include briquettes/pellets (produced from sustainable biomass – agricultural remnants, weeds, etc.), EE devices (stoves, heat exchangers, etc.), HH insulation measures, RE solutions at HH level, (dry) fuelwood, etc. Information should include existing (or planned) infrastructure and capacities (producers, raw material availability, etc.), market (providers, schemes, business models, volumes of production and sales, costs, potential, etc.), initiatives (individual HH, community, international support, etc.), relevant financing schemes, governmental support programs and subsidies, possible specific benefits for women, and other relevant data. All sources of information need to be referenced.

Meetings and interviews with relevant stakeholders in respective regions of Armenia should be implemented to include both forest adjacent and forest distant areas. During the meetings the stakeholders’ interest for targeted pilot intervention should be identified along with information on their ownership and input.

The conclusions from review, analysis and meetings should be formulated in the list of possible targeted pilot interventions with preliminary assessment against the list of criteria as follows:

* Relevance for target group (addressing core problem, economically feasible)
* Potential to achieve results within pilot period and with available resources
* Potential for scalability (marketability and replicability)
* Social inclusiveness (gender, youth, local structures), equal access
* Implementing partner (availability, strength, motivation, experience in field)
* Pilot area with suitable conditions (security issues, avoid duplications, foster synergies)
* In line with expectations of the main stakeholders (e.g. focus on enlarged communities)

Brief cost-benefit analysis should be done to justify financial/economic feasibility and sustainability of the proposed pilot interventions. Pilot interventions can include one or more approaches/products.

Task 2: Joint assessment of possible pilot interventions

The proposed pilot interventions should be discussed with relevant partners and ranked to select the most feasible pilot interventions for further elaboration. The output from Task 1 should be shared with the partners. A workshop with partners and relevant stakeholders should be organized. The consultant should support with organization and implementation of the workshop (list of participants, presentation of results, facilitation of discussions, etc.). The comments/recommendations from the workshop should be used to select the most feasible pilot interventions for further elaboration as full concepts.

Task 3: Development of full concepts of feasible pilot interventions

Based on the results of the previous tasks, 2-3 concrete pilot interventions should be formulated. The concepts of feasible pilot interventions should include the details on pilot area, activities/steps, timeframe, expected outputs, target groups, main stakeholders along the value chain, potential implementation partners, business models, resources (budget, technical, etc.), risks, etc. The final concepts should serve as the blueprint for further field implementation of specific pilot activities.

Task 4: Development of a plan of promotion for marketable approaches/products.

A plan of promotion for marketable approaches/products should be developed aimed at their rolling-out and upscaling. It should be aimed at dissemination of identified marketable products for more efficient use or substitution of firewood or dung. It should be based on the collected information and data. The promotion plan can include, but not limited to institutional, legislative and administrative frameworks, value chains, capacity-building and others. Draft promotional plan should be validated during a working meeting with participation of relevant partners and stakeholders with incorporation of the relevant feedback in the final promotional plan.

1. **Expected outputs**

* The list of possible targeted pilot interventions with preliminary assessment against the list of criteria and brief cost-benefit analysis to justify their financial/economic feasibility and sustainability.
* Workshop with partners and relevant stakeholders to discuss and select the most feasible pilot interventions for further elaboration in the full concepts.
* The full concepts of 2-3 feasible pilot interventions with details on pilot area, activities/steps, timeframe, expected outputs, target groups, main stakeholders along the value chain, potential implementation partners, business models, resources (budget, technical, etc.), risks, etc. The concepts should serve as the blueprints for further implementation of specific pilot activities. The background and other relevant information (including references) should be presented in annexes.
* The plan of promotion for marketable approaches/products with relevant details in the main text and other related information as annexes.

The consultant will be responsible for planning the assignment related meetings and visits and the timely delivery of the agreed deliverables.

All documents shall be delivered electronically in English and Armenian languages to GIZ, using the official ECOserve reporting format. The consultant shall coordinate his/her activities and work in close collaboration with Caroline Wegner and Siranush Galstyan (ECOserve advisors).

1. **Time frame and work schedule**

The maximum total working days for the national consultant under this assignment is **up to 25 working days**.

The consultant has to follow the below **deadlines** for submission of deliverables:

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| **Tasks** | **Deliverables** | **Deadlines** |
| Task 1: Targeted review and analysis of available data and information on EE approaches/products in rural communities of Armenia | Plan of meetings/visits | 20 February 2020 |
|  | The list of possible targeted pilot interventions with preliminary assessment against the set criteria and brief cost-benefit analysis to justify their financial/ economic feasibility and sustainability | 15 March 2020 |
| Task 2: Joint assessment of possible pilot interventions | Workshop with partners and stakeholders | 20-25 March 2020 |
| Task 3: Development of full concepts of feasible pilot interventions | Draft concepts of feasible pilot interventions | 15 April 2020 |
|  | Consultation with partners | 15-20 April 2020 |
|  | Final full concepts of feasible pilot interventions | 30 April 2020 |
| Task 4: Development of a plan of promotion for marketable approaches/products. | Draft plan of promotion | 10 May 2020 |
|  | Validation working meeting | 10-15 May 2020 |
|  | Final plan of promotion | 25 May 2020 |

1. **Requirements on the format of the offer**

The interested candidate shall submit a motivation letter and an up-dated CV as well as a financial offer (in a separate envelope).

1. **Qualification requirements for the national consultant**

* University degree in energy, economy, natural resources or environment.
* Professional working experience (minimum 5 years) in sustainable energy or natural resources or rural development in Armenia.
* Successful track record and demonstrated professional experience with energy in rural areas of Armenia and sustainable management of natural resources.
* Excellent analytical, advisory, design and planning skills.
* Excellent interpersonal and communications skills.
* Excellent Armenian and English language skills (i.e. full proficiency in understanding, speaking and writing).