**Terms of Reference: Bankability Assessments for Nature Based Solutions Projects**

**Background**

In order to address the climate and biodiversity crises and achieve the Sustainable Development Goals, the world needs a rapid scale-up and roll-out of Nature Based Solutions (NBS), i.e., projects which are explicitly designed to deliver positive impact for climate, nature and people. Achieving the widespread adoption of NBS will require developing NBS projects suitable for accessing new sources of finance – including non-traditional and non-grant sources of finance.

A small, dedicated team of people is being brought in to deliver an ambitious new NBS Accelerator that will work with NBS projects worldwide, in a number of countries and ecosystems. The Accelerator aims to:

* Develop business and investment models for NBS enterprises with high growth potential,
* Create the right incentives,
* Level the playing field,
* Learn from best practices.

The Accelerator team requires expertise to conduct the initial analysis of a portfolio of up to 12 NBS projects worldwide to assess and develop their potential for bankable solutions (i.e., initiatives which have potential to be funded by non-grant financing from public or private sector sources). This will involve working with partners to understand and assess their potential for bankability, the level of maturity of these bankable projects, and what support the NBSA could provide to help them move away from pure grant finance to blended or bankable solutions. The NBS projects are mainly based in Asia, Europe and North America and span a range of ecosystems and activities – for example mangrove restoration, regenerative agriculture, agroforestry and restoring inland wetlands.

**Activities**

* Conduct initial analysis of up to 12 NBS projects to assess their potential and capacity for developing bankable solutions. This is expected to be carried out through a combination of review of project documents, and online meetings with the project teams.
* Provide recommendations to the Head of Nature Based Solutions (who leads the NBSA for WWF) on which projects could benefit from further support, and what types of support would be of most benefit.
* Advise on relevant data needs for projects to demonstrate impact & performance in line with requirements for commercial/ non-traditional sources of finance.

**Deliverables**

* Brief analysis (max 3 pages) of each project assessed, summarising current status and further potential for developing bankable concepts. The working data (e.g. analysis, modelling, interview data) should be attached as annexes.
* Summary report (max 10 pages) for the Head of Nature Based Solutions setting out an overview of potential across the portfolio, and outlining types of support that would be required across the project portfolio, and/or to particularly promising projects, to help them achieve bankability.

**Timeline**

Consultant is expected to be available from mid/late May, with delivery of all analyses and summary report by end of August 2021.

**Expected inputs and ways of working**

WWF will provide access to project documentation and facilitate set up of meetings with projects. Please note that projects are located across many timezones globally, from approx. BST+9 to BST-6, and so the consultant may be required to show some flexibility over working hours in order to arrange calls with project teams at mutually agreeable times.

The consultant is expected to provide regular feedback and updates on progress to the Head of Nature Based Solutions.

**Submission of Proposal:**

Proposals should include:

* CVs of consultant(s) who will participate in the project, setting out their experience and expertise in working with projects on bankability assessments and/or to develop blended finance or bankable solutions in sectors such as international development, conservation or sustainable agriculture.
* Proposed approach, including method to determine bankability and definitions/ criteria.
* Cost estimate for the project, to include the daily fee rate in GBP (£). Please also include any applicable charity discounts you may offer.
* Detailed timeline for delivery by end of August (including any periods unavailable).

The proposal should be no longer than 4 pages plus CVs of participating consultants/suppliers.

Proposals will be assessed using a selection of criteria, including: fit to brief, previous experience of consultancy, value for money, credible proposed methodology.

**Closing date to submit proposals:** 5pm on Thursday 13 May 2021

**Published Date:** 22 April 2021

**Commissioned by:** WWF-UK, Living Planet Centre, Brewery Road, Woking, GU21 4LL

**Contact person:**  Anna Kitulagoda, Head of Nature Based Solutions, WWF-UK, Tel: +44 (0)1483 412462, Email: [AKitulagoda@wwf.org.uk](mailto:AKitulagoda@wwf.org.uk)