



Terms of Reference

GCF Readiness and Preparatory Support Programme:

“Getting Grenada Private Sector Ready for Grenada’s Climate Finance (GPS-4-GCF)”

Implemented by: Grenada Development Bank

CONSULTANCY SERVICES – CLIMATE FINANCE PUBLIC-PRIVATE PARTNERSHIP STRATEGIST

Background:

Driven by investments in tourism, education, transport, real estate, and other business activities such as construction, retail trade, and agriculture, Grenada’s economy is highly vulnerable to the adverse impacts of climate change. This includes extreme weather events and sea-level rise, which result in significant damage to public and private infrastructure and disruption of services. To address this, the country has outlined in both its Nationally Determined Contributions (NDC) and National Adaptation Plan (NAP) ambitions to transition to a low-carbon, climate-resilient economy, which will require significant investments from the public and private sectors.

Private investment must play a critical role in shaping the development financing architecture for climate resilience, building and emission reduction at the national level, leveraging available public finance, and supporting additional direct private investments in risk-proofing and transitioning to renewable energy. Notwithstanding, numerous barriers to accessing finance have been identified, such as the unavailability of innovative financing instruments, inadequate knowledge and understanding of these instruments in the context of climate financing, and limited capacity to leverage public financing.

Through the Grenada Development Bank (GDB), with funding from the Green Climate Fund (GCF), the Government of Grenada seeks to develop an appropriate climate finance investment framework to inform public sector collaboration with the private sector. This is necessary within the local economy to increase adaptation and ensure a reduction in greenhouse gases (GHG) and attainment of its NDCs.

The **Getting Grenada Private Sector Ready for Grenada’s Climate Finance (GPS-4-GCF)** project aims to build the capacity of the private sector to invest in climate action and create an enabling environment, while removing barriers to private sector investments. The outcome is that climate finance will be more effectively accessed and mobilized, and its use will be scaled up by both the public and private sectors for investments in climate change mitigation and adaptation. This will be achieved primarily through focused training and preparing private sector stakeholders to engage in the climate finance landscape, through policy and strategy development, preparation



of communication tools, development of procedures and guidelines, and promoting information exchange among stakeholders through dialogue.

Targeted private sector beneficiaries include:

- a) financial institutions – commercial banks, development banks, credit unions, regulatory bodies
- b) insurance companies and insurance service providers
- c) private sector businesses – hoteliers, micro, small, medium, and large commercial businesses
- d) commodity boards and state-owned enterprises
- e) private sector education and medical service providers, and training agencies
- f) construction service providers - builders, architects, engineers, etc.

Consultancy Objectives:

The GDB seeks to engage a short-term consultant to design and deliver a **results-based framework and strategy** to strengthen private sector readiness to access and mobilize climate finance, including:

- Identification and validation of barriers to investment
- Development of a **bankable PPP strategy pipeline** Capacity building of private sector stakeholders to engage in climate finance and PPP structures

The Climate Finance Public-Private Partnership Strategist will be responsible for delivering the following Outputs. All activities outlined for the process, particularly stakeholder engagements for capacity building, must be carried out with a gender-sensitive lens, with an emphasis on Small Island Developing States (SIDS), particularly Grenada.

Outcome 2.4:

Strategies for transforming and attracting private sector investment for low emissions and resilience have been developed and are being used

Output 2.4.3:

Private Sector Stakeholders can identify barriers to investment in climate resilience and emissions reduction, recommend measures to address and remove them, and leverage available public finance

- Activity 2.4.3.2:
Conduct 2 one-day workshops targeting private sector beneficiaries, not limited to those listed above, the first of which will focus on reviewing and validating barriers previously identified, identifying any new barriers, and recommending appropriate measures. The second will present and validate the assessment outcomes.



Participants in the workshops would be people recommended by the targeted stakeholders in the financial sector based on their position in the organization and ability to drive change.

○ **Deliverable 2.4.3.2.1:**

Finalized and approved workshops and consultation/ reports.

The workshop report must also include a participant baseline assessment before the training session and a follow-up assessment and evaluation after the training. A gender sensitive approach will be taken to participation in the training and report must include gender disaggregation.

Output 2.4.6:

Strategy for Public-Private Partnerships (PPP) investments in climate change mitigation and adaptation infrastructure investments

• Activity 2.4.6.1:

Develop and validate a **Public-Private Partnership (PPP) Strategy and Investment Framework for Grenada**, aligned with the National PPP Policy, that integrates climate mitigation and adaptation priorities and strengthens access to climate finance.

This will include:

- Identification and prioritisation of **climate-resilient PPP investment opportunities**
- Development of a **pipeline of bankable PPP projects/concepts**
- High-level structuring options, including **blended finance mechanisms and risk-sharing instruments**
- Alignment with the investment criteria of the Green Climate Fund and other development finance partners

The Strategy will provide a practical roadmap for mobilising private capital and leveraging public and concessional financing to accelerate climate action in Grenada.

○ **Deliverable 2.4.6.1.1:**

A validated PPP strategy document, and development of pre-feasibility profiles for priority PPP climate investments suitable for submission to GCF, MDBs, or private investors

Output 2.4.7:

Private sector actors are sensitized about the opportunities that PPPs present



- Activity 2.4.7.1:
Conduct a one-day stakeholders' consultation workshop targeting 15 private-sector participants as a key element of the participatory process to develop and validate the PPP strategy.
 - **Deliverable 2.4.7.1.1:**
Stakeholders' consultation workshop report and minutes of meetings validated and approved.
The workshop report must also include a participant baseline assessment before the training session and a follow-up assessment and evaluation after the training. A gender-sensitive approach will be taken to participation in the workshop.

General Terms, Qualifications, and Experience:

The Climate Finance Public-Private Partnership Strategist will be engaged in a fixed-price consultancy, expected to be completed within four months.

The Climate Finance Public-Private Partnership Strategist must possess the following qualifications, skills, and demonstrated experience:

Education:

- A Master's degree or equivalent in Finance, Climate Finance, Economics, Public Policy, Development Studies, or a related discipline.
- Certified PPP Professional (CP3P) certification will be an asset

A background in other areas may be considered based on experience and performance in previous positions.

Experience:

- A minimum of seven (7) years proven experience in Public-Private Partnership Investments/Strategies, preferably in the Caribbean, or other regions of a similar nature, as it relates to geographic, financial, and cultural factors
- At minimum five (5) years of experience with Green Climate Fund or multilateral development banks/funds, or private investors in structuring capital investment arrangements
- Experience in the development and implementation of climate adaptation and mitigation projects
- Experience in climate finance, with knowledge of financial capacity management, institutional capacity building, and climate risk management
- Experience working with Governments (Caribbean) and relevant regulatory entities to design PPP frameworks and policies

Skills and Competencies:



- Experience in structuring sovereign and non-sovereign financing, blending commercial and concessional funds.
- Experience in identifying financial, operational, and political risks and designing mitigation strategies.
- Demonstrated ability in conducting qualitative research- data collection and evaluation of raw data, to develop feasible strategies
- Experience in partnership building, working with a wide range of stakeholders (private (financiers and investors), government, MSMEs, etc.
- Strong analytical skills and ability to adapt to the national context.
- Excellent advocacy, communication, and organizational skills.
- Proactive, motivated, and meticulous with an ability to be flexible and adaptive.
- Strong knowledge of Microsoft Office applications, mainly Excel, Word, and PowerPoint

The consultant will report to the Project Coordinator, with support from the Project Development Specialist.