

**Republic of North Macedonia**

**Ministry of Agriculture, Forestry, Water Economy**

**Agriculture Modernization Project**

**TERMS OF REFERENCE**

**for Consulting Services for Site Selection, Urban Planning, Feasibility,  
Schematic and Detailed Design of 2 (Two) Collection and Conditioning  
Centers in Strumica and Resen**

October 2022

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## **Abbreviation and acronyms**

CCC: Collection and Conditioning Center

CW: Civil Works

EPC: Engineering, Procurement and Construction

ERM: Environmental Risk Management

ESF: Environmental and Social Framework

ESA: Environmental and Social Assessment

ESMF: Environmental and Social Management Framework

ESMP: Environmental and Social Management Plan

FIDIC: International Federation of Consulting Engineers

HVAC: Heating Ventilation Air Conditioning

IFS: International Food Standard

ITC: International Trade Centre

IPARD: Instrument of Pre-Accession Assistance for Rural Development

MAFWE: Ministry of Agriculture, Forestry, Water Economy

PMC: Procurement Management Contract

WB: World Bank

## I. BACKGROUND

### A. The Agriculture Sector of North Macedonia

**Agriculture is a critical employer in the rural areas of North Macedonia and an important economic sector.** Full-time formal agricultural employment accounts for 18 percent of total employment. There is also a large number of part-time farmers and a significant number of informally employed in the sector. Primary agriculture contributes 11 percent to GDP. In addition, the agri-business sector is an important industry. The agri-business sector accounts for 19 percent of total manufacturing jobs and for 23 percent of total manufacturing turnover (World Bank, 2017). More importantly, the agri-business industry turnover is geographically evenly distributed across the country, which underlines the unique role that agriculture can play in promoting broad-based growth and jobs in rural areas. North Macedonia exports vegetables and fruit, tobacco, and beverages (mostly wine), sheep (mutton) and food products represent about 10 percent of total exports. The country’s main markets for primary agricultural exports are the Western Balkans, the EU, and Russia.

**Agriculture development, however, remains below potential because of several structural constraints.** Primary agricultural production is characterized by low productivity. With an average farm size of less than two hectares and about half of the agricultural producers being semi-subsistent, the potential to sell surplus production to markets, produce at scale and higher quality, promote integration among small-scale producers into higher-value agricultural value chains, and introduce innovation is limited. In addition, smaller agricultural producers and agri-businesses lack access to new technologies and market opportunities, as well as quality agricultural knowledge and skills in various areas, including business management, quality management, logistics, financial literacy, and domestic and international marketing. Agriculture competitiveness is also constrained by the lack of access to inputs.

**Small producers mainly participate in short value chains that typically end at local green or wholesale markets.** Contract farming is not widely developed and transactions – in particular for small producers – remain largely ad hoc and contract breaches and delayed payments are frequent issues. Poor post-harvest management and practices, including poor sorting and grading and suitably packaging for transport, undermine product freshness and quality. In addition, North Macedonia has limited and technically outdated cold storage capacities, which are often not adequately located to serve producers and buyers efficiently.

**The sector requires the establishment of collection and conditioning centers and a food hub with adequate logistical arrangements** as well as infrastructure, technology, and know-how to provide a full range of grading, sorting, and packing services that meet buyers’ quality and delivery requirements. In addition, technology and capacity to meet food quality and sanitary-and phytosanitary standards to comply with traceability requirements to access the EU and other high-end markets need to be built gradually.

**The Government has identified agriculture as one of its economic priorities.** The *National Strategy for Agriculture and Rural Development 2014-2020* sets the objectives, policies and measures to develop agriculture and rural areas in the country. The Strategy’s key policy goal is “increasing the competitiveness of North Macedonia agriculture and food industry, rural development and sustainable management of natural resources”, with four specified priority areas:

- The improvement of technological and market infrastructure
- Strengthening integration in the agri-food sector
- Providing access to production factors
- Improving rural infrastructure.

The World Bank – funded Agriculture Modernization Project (AMP) supports in particular the first three priority areas of the National Strategy.

B. Agriculture Modernization Project (AMP)

The World Bank Group, through a loan of 46 Million euro, is supporting the Government of North Macedonia to implement the Agriculture and Modernisation Project (AMP) with the purpose to improve the competitiveness of North Macedonia’s agriculture sector and strengthen public institutions in the framework of the country’s accession process to the EU. The project implementation period will be five years (2020–2025). The MAFWE is the lead project Implementing Agency and will have overall responsibility for project management and implementation.

The development objective of the AMP is to improve competitiveness in targeted agricultural sub-sectors and strengthen agricultural public sector readiness for EU accession

The AMP has three main components:

- **Component 1: Agriculture Sector Competitiveness**, to enhance farm-level competitiveness and fostering agricultural produce aggregation and market integration of farmers. The component activities focus on technical assistance (through training and advisory services) and off-farm infrastructure investments to complement existing IPARD measures in on-farm productivity-enhancing investments
- **Component 2: Institutional Capacity for EU Accession**, to enhance public support services, including the capacity to design and deliver effective support to the agriculture sector.
- **Component 3: Project Management** to support MAFWE in the efficient implementation of the project; assuring compliance with fiduciary (financial management, procurement), environmental and social safeguards, and M&E requirements according to the agreed project implementation arrangements.

**Sub-component 1.2 – Agriculture and Food Distribution Systems** aims to develop sustainable and competitive food storage, marketing and distribution systems to benefit producers, distributors and consumers. The newly constructed centers will include storage capacity to help agricultural producers adapt to the risk of extreme climatic changes by preserving their produce during harsh winters and hot summers. In particular, the sub-component will support the development and operation of two Collection and Conditioning Centers in Resen and Strumica municipalities.

C. Collection and Conditioning Centres objectives and expected benefits

The Faculty of Agricultural Sciences of Skopje<sup>1</sup> identified a lack of standardized production and conditioning facilities, which does not allow meeting international sanitary standards for the production of fruits and vegetables. Hence, the majority of the production dedicated to export is mainly to countries with lower food standards (IFS), and by consequences, lower prices and benefits for the producers. Today, the main export potential identified by ITC analysis is located in EU countries, which applied very strict sanitary controls and require GlobalG.A.P. certifications.

Furthermore, the study revealed that main buyers expressed their interests in buying products from CCC as these will meet international standards with important market opportunities in domestic market for supermarkets, Balkan region and EU.

Hence, the AMP project identified two locations to build two public owned CCCs to fill the gap of cooling, sorting, grading and packing facilities in the main area of production of the country.

*i. Collection and Conditioning Center in Resen Municipality*

The Municipality of Resen accounts for 95 % of the total apple production in the Pelagonia Region and for 84 % of the total apple production in North Macedonia. In 2018, the total production in Pelagonia reached 105,000 tons. The total production potential is estimated at 150,000 tons.

The sector is characterized by the limited availability of modern cold storage and conditioning facilities, resulting in sub-optimal quality, grading, and storage of the produce, resulting in high losses and forgone revenue. In Pelagonia region, the current total cold storage capacity is about 8,000 tons. Two companies operate facilities with larger capacity while a small number of individual farms have built small cooling facilities for their own production and can partly meet their own needs. Modern storage chambers with controlled atmosphere for long-term storage are installed in a single distribution center in the vicinity of Resen with a capacity of 5,000 tons.

The CCC in Resen will fill a critical gap in cooling and conditioning facilities, which will be instrumental for more standardized production and quality management, including sorting and packing, for domestic and international markets. The integrated cooling, sorting, grading and conditioning facility will be technology innovative and can serve as important demonstration for future scale-up.

The CCC will be linked into the national food distribution system organized around the central Agri-Food Platform in Skopje (to be developed under the AMP implementation) and will provide the facilities and conditions to:

- Improve food safety and quality in compliance with international standards;
- Enhance competitiveness of the apple value chain through quality sorting, grading and packing;
- Enhance aggregation and horizontal integration of small holders for greater market and price negotiation power;

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<sup>1</sup> Overview of production, purchase and trade in fruits and vegetables in North Macedonia, 2019

- Contribute to the organization of a national food distribution system through logistics linkages to Skopje; and
- Create an enabling environment for private investments in the processing and services sectors as quantities and quality becomes more predictable and organized.

The basic design parameters for the CCC will tentatively include:

- 10,000 square meter floor area;
- 5,000 square meters facility, flexible to anticipate possible increase of quantities;
- A total handling capacity of 5,000 to 8,000 tons per year;
- Cold Storage capacity;
- A sorting and grading line.

ii. *Collection and Conditioning Center in Strumica Municipality*

The Strumica-Radovis Valley and the Gevgelija-Valandovo Valley in the Southeast are the main areas for vegetable production. The total production of the five main vegetable crops – pepper, tomato, cucumber, cabbage, watermelon – represent nearly 60 % of North Macedonia’s total production of 380,000 tons. The main producer areas are the municipalities of Strumica, Vasilevo, Gevgelija, Bosilovo, Novo Selo, Bogdanci and Valandovo.

The CCC in Strumica will serve as a critical facility in a region of intensive vegetable production where surpluses of produce cannot immediately access the market and therefore require cold storage, sorting, packing or preparation for processing. While some local operators have already invested in private conditioning centers for their own business, the remaining gap in such facilities is large, negatively impacting directly smallholder producers that do not have access to such facilities, and as well as the volume and quality of produce that can be exported to high value markets. Most of the international big retailers do currently not consider the Southeast Region as supplier for their supermarkets as produce originating from there generally does not meet the required sanitary standards. For a region with a comparative advantage in vegetable production, the CCC would be critical to strengthen competitiveness, access new high value markets and realize higher prizes, which in turn would bring direct and spillover economic benefits to the region.

Specifically, the CCC in Strumica will allow for:

- Standardized product handling,
- Support aggregation of volumes and increase market power,
- Provide the necessary infrastructure and services to meet quality, and sanitary and phytosanitary standards required for accessing high value markets, which would be particularly important and impactful for smallholder farms.

The CCC would be part of the national food distribution system organized around an AFP located in Skopje. The basic design parameters for the CCC will tentatively include:

- 12,000 square meters of area,
- 6,000 sqm of built facilities, flexible to anticipate an expansion;

- Handling capacity for 25,000 tons of fresh and processed vegetables;
- Cold storage capacity;
- A multi-functional sorting and grading line;

## II. OVERALL OBJECTIVE OF THE ASSIGNMENT

The objective of the assignment is to carry out a full technical feasibility assessment, urban planning of the selected locations, prepare environmental and social impact assessments, schematic and detailed design for the CCCs in each of the locations (Resen and Strumica areas) and environmental and social management plans in order to assess the pertinent risks, determine projects viability and support to the preparation of construction works tender package for the selection of Civil Works (CW) contractor(s).

## III. SCOPE OF WORK

The Scope of Work for this Assignment is divided in phases. Certain phases are pre-conditioned from successful implementation of the previous phase.

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*Phase I: Sites selection, Development of Feasibility Studies and Environmental & Social Assessments and Urban Planning*

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***Note: Several activities under this Phase shall be conducted in the same time due to efficient and effective activity completion.***

### ***Specific objective***

The specific objective of this phase is selection of appropriate sites for the construction of the CCCs in Resen and Strumica Municipalities, development of feasibility study, strategic and business plans and service manuals for the operations of the CCCs, environmental and social impact assessments and completing the Urban planning procedure.

### ***Specific Scope of work***

Under this phase, a selection of appropriate sites will be completed, based on the locations, category of land, available infrastructure, etc. Once selected, a procedure for Urban planning and transformation of the land will have to be conducted. In the same time the Consultant should initiate the process for development of feasibility studies and business plans for both locations as well as conduct environmental and social impact assessments of the future CCCs.

### **❖ Activity 1.1: Site selection**

The Consultant will organize local site visits in order to inspect potential locations provided by the Municipalities and will work closely with the local authorities in order to select the most suitable locations for the CCCs in both of the municipalities. The tasks to be delivered under this activity include, but are not limited to the following:



- Organize local site visits and inspections of potential location;
- Discuss with the local authorities the suitability of each proposed site;
- Collect all relevant data regarding the proposed sites from the competent authorities, including but not limited to cadastral data;
- Organize consultations with the neighboring villages for Resen Municipality;
- Organize consultations with the neighboring villages and municipalities for Strumica Municipality;
- Select and propose appropriate site location;

### ❖ **Activity 1.2: Development of Feasibility Study and Business Plan**

The Consultant will be engaged to conduct the feasibility study of the future CCC projects. The Consultant shall assess the worthiness and sustainability of the proposed financing to establish two CCCs in Resen and Strumica areas. The study shall cover, but not be limited to, the following aspects: market analysis (market study), demand analysis, concept design of the CCC facilities, operation and maintenance plan, risk assessment (including business and market risks), business management model and governance including public-private arrangements.

It is required that close consultations, discussions, and surveys of key stakeholders and potential users be conducted to ensure the CCCs designs are practical to the users' purposes, and the operation has high likelihood of sustainability.

Under this activity, the Consultant will prepare feasibility studies for each of the two CCCs, specifically:

- Identifying the scope of the market for the CCCs;
- Understanding the specific characteristics of the market, including its participants;
- Dimensioning the size of the buildings for the CCCs;
- Proposing and designing a concept in accordance with the dimensioning and the market study;
- Studying the financial feasibility of the CCCs, projecting its costs and profitability;
- Identifying potential management models of the CCCs;
- Measuring and addressing the environmental and social risks and impacts of the CCCs' construction and operation;
- The Consultant shall prepare the necessary traffic and truck movement plans to accommodate activities at the two CCCs.

### ❖ **Activity 1.3: Development of Schematic Design**

#### *Specific objective*

As part of this activity, the Consultant will be responsible to develop the schematic design with revision for the construction phase "Architecture" for each of the CCCs.

#### *Scope of Work*

The two schematic designs should include following parts as a minimum:

- CCCs Process Flow Plan & Layout

A logistics flow/business flow plan of the facility will need to be developed to illustrate how products will be handled once they arrive at the CCCs, as they move through the different facilities of the CCCs and ultimately how are prepared for storage or for outward delivery. Similarly, design of the building layout will be required to determine the extents/size of the facility, truck marshalling areas and operational flows.

- ⇒ Preparation of Process Flow Plan
- ⇒ Preparation of Building Layout Design
- ⇒ Based on the results of the Market Study (activity 1.2), the consulting firm shall develop a few viable options for the internal layout (Process Flow Plan) of the facilities to accommodate all service offerings (general, ambient, cold), including value added services (sorting, grading, packing, cooling) as disclosed in the Market Study. The options must provide the Client with sufficient flexibility to allow for minor modifications as early customer commitments get firmed up. The cold storage component shall be modular or easily interchangeable in order to accommodate varying customer needs.
- ⇒ Prepare economic and financial analysis.
- ⇒ Further to the preparation of Building Layout Design, identification and layout of all major equipment required for the facilities and their key service offerings, including value added services. Options shall be presented on the equipment types, manufacturers, specifications and costs. The recommendations must take into consideration local operating conditions and future users' needs to improve quality and competitiveness of their products.
- ⇒ Assessment and development of operations and maintenance strategy and budget including, but not limited to, staffing, equipment needs, IT systems, inventory management systems, consumables, security, utilities, etc. The assessment must take into consideration a 15-year estimate of operating costs and factor in expansion plans.
- ⇒ Preparation of +/- 15% detailed cost estimate of at least three layout options, one of which shall be used in the financial analysis.

#### ❖ **Activity 1.4: Urban planning of the sites**

Considering that the CCCs will be constructed on what is currently state-owned agricultural land, the Consultant will be responsible for conducting the procedure for urban planning and transformation of the land, as a pre-condition to constructing the CCCs. This will entail as a minimum:

- Development of Urban Plan(s) and/or Urban Projects with Revision from licenced firm for the appropriate sites, depending on the needs of the specific location;
- Traffic Project (in and out of zone);
- Transformation of the agricultural land into construction land, as per the national legislation and relevant procedures, if needed;
- Submit documents to the competent authorities for urban planning process on behalf of the Ministry (Local Authorities);

#### ❖ **Activity 1.5: Development of Environmental and Social Impact Assessment**

The Consultant shall perform initial environmental and social assessment and outline for an Environmental and Social Management Plan (ESMP) for the construction and operation of the CCCs, considering environmental and social baseline information, specific features of the sites in Resen and Strumica areas, proposed for the location of CCCs, identifying sensitive receptors within or in the vicinity of the proposed sites, and assessing any potential adverse impacts on those receptors, that would require reconsideration of the site or can be avoided, minimized or mitigated. The initial environmental and social assessment shall

be undertaken in accordance with the provisions of the project Environmental and Social Management Framework (ESMF), and should be in compliance with the requirements of the relevant ESF ESSs, WB Environmental Health and Safety Guidelines (EHSs), Good International Industrial Practices (GIIP), and national regulations and procedures. The indicative outline for the initial environmental and social assessment is presented in Annex 1. The environmental and social management plan shall be further elaborated under Phase II as part of the detailed design assignment, as per the provisions of the project Environmental and Social Management Framework (ESMF) and the workflow from the schematic designs to functional facilities. In this phase, the Consultant will organize consultation meeting with the local stakeholders presenting the concept design for the selected site.

The second phase being conditional to approval of the first phase deliverables by the Client.

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## *Phase II: Detailed Design Development and Finalization of Environmental and Social Management Plans*

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### *Specific objectives*

Under this Phase, the Consultant will be responsible for managing the entire process for development of the detailed design, finalization of the environmental and social management plans for both CCCs and obtaining the building permits in accordance with national legislation. This will entail developing detailed construction designs, obtaining all necessary elaborates and studies required under the positive national legislation.

### *Scope of work*

The Consultant will be engaged to develop the Detailed design for the future the 2 (two) CCCs in Resen and Strumica, containing all phases, and in accordance with the positive legislation in the Republic of North Macedonia. Also, the Detailed Design must include technical specifications and a detailed project billing - calculation that will be part of the bidding document for CW Contractor selection and must be prepared, covering, but not be limited to, the following aspects:

#### **❖ Activity 2.1: Development of Detailed Design according to national legislation and FIDIC standards**

Many of the key inputs including size of the overall facility and the various service offerings will be taken from the schematic design proposal (e.g. Market Study). The technical design shall address all components of the 2 CCCs, both interior and exterior, and how they fit together. The prepared design and associated specifications will be inputs for the Bidding documents required for the selection of the CW contractor(s).

The Consultant will be engaged to conduct the Development Design as per national legislation and FIDIC standards for the future CCC projects.

The study shall cover, but not be limited to, the following aspects:

- CCCs Structural Design

A structural design of facility up to FIDIC level shall be undertaken by the Consultant. The structural design shall take into consideration the civil engineering components of the projects and investigate the stability, strength and rigidity of the structures. The design shall also take into consideration local environmental conditions in order to engineer a sustainable design.

- Enabling Infrastructure Design

The enabling infrastructure surrounding the CCCs will need to be examined and appropriately considered in the FIDIC level design. Characteristics such as traffic movements and impact to surroundings are of primary importance to the Client and Project fundamentals.

Environmental and Social Safeguards requirement to be added as necessary to comply with The Republic of North Macedonia and World Bank requirements.

*Tasks*

- ⇒ The Consultant shall identify and take into consideration the possible impacts to the surroundings and how they can be mitigated through the facilities design.
- ⇒ The Consultant will be responsible for FIDIC and specifications of all required enabling infrastructure of the facility, including but not limited to access roads, drainage, utilities, power supply, HVAC, refrigeration, security, etc. Once again, it is critical that local environmental conditions be taken into consideration for the design.

- Facility Energization Design

The CCCs are slated to be energized through the use of electric power distribution stations. In parallel, the Client would like to explore the opportunity to maximize energy efficiency and power the facility through the use of renewable energy sources. Although local climate conditions may not allow renewable energy to power the facility 24/7 there is consideration that a combination with renewables power may be implemented.

*Tasks*

- ⇒ The Consultant shall conduct a prospective power demand audit of the facilities based on the schematic design, and determine the sizing and specifications of the power distribution stations, which will provide sufficient power to energize the facilities keeping in mind the various service offerings (cold, ambient, general).
- ⇒ As part of the finalized ESMP, the Consultant shall develop an energy efficiency measures for the facilities, aimed at the minimization of energy consumption and avoidance of energy losses (i.e. wall, window and roof isolation, maximum natural lighting, load shedding, scheduled outages, energy efficient equipment and machinery, etc.) and ensure power reliability without compromising operational efficiency.

- Renewable Energy Sources

The Consultant will have to explore options other than power distribution stations to energize the facility. The study will assess various system combinations with renewable energy sources such as solar to determine the most suitable solution.

*Tasks*

- ⇒ Using results of the study, the Consultant shall incorporate the preferred facility energization solution into its technical design. A technical documentation and associated specifications in line with national legislation and FIDIC standards shall be prepared for the preferred power solution.
- ⇒ The preferred technical solution considering the use of renewable energy sources for generating electricity to supply the facilities, shall be considered within the scope of site-specific ESMPs, in terms of identification of environmental and social risks and mitigation.
- ⇒ The design shall provide for a +/- 10% cost estimate for the options of usage of renewable energy sources and associated mitigation.

The ultimate output of the Detailed Design package shall be containing the full suite of drawings and specifications in accordance with the national legislation and should elaborate the following stages (design phases) organized in separate books:

1. Phase: Architecture, including:
  - Technical Specification for execution of the Works;
  - Drawings for execution of the Works;
  - Bill of Quantities and Bill of Quantities with cost estimates;
  
2. Phase: Statics, including:
  - Geo-mechanical Elaborate with laboratory tests, if needed;
  - Technical Specification for execution of the Works;
  - Drawings for execution of the Works;
  - Bill of Quantities and Bill of Quantities with cost estimates;
  - Positive opinion of the Static design by the Institute of Earthquake Engineering & Engineering Seismology.
  
3. Phase: Civil works (infrastructure, drainage and dewatering), including:
  - Technical Specification for execution of the Works
  - Drawings for execution of the Works
  - Bill of Quantities and Bill of Quantities with cost estimates;
  
4. Phase Mechanical works, including:
  - Technical Specification for execution of the Works
  - Drawings for execution of the Works
  - Bill of Quantities and Bill of Quantities with cost estimates;
  
5. Electro-technical Design, including:
  - Technical Specification for execution of the Works
  - Drawings for execution of the Works
  - Bill of Quantities and Bill of Quantities with cost estimates.
  
6. Fire, Explosion and Hazardous Materials Protection elaborate;
  
7. Environmental Impact Assessment Elaborate;
  
8. Energy Efficiency Elaborate;

9. Occupational Safety and Health Elaborate;
10. Total Bill of Quantities and Bill of Quantities with cost estimates;
11. Other required documentation according to the national legislation, if needed.

- Design Review

The Consultant shall provide services during the design review process in terms of incorporation of all the comments and recommendations of the Design Review Consultant. Only detailed designs with positive opinion/reports from the Design Review Consultant/s can be considered relevant for acceptance by the Client for obtaining the application for building permit/s as required by the national legislation.

- Obtainining of buiding permits and conducting the administrative process

The Consultant, on behalf of the Client, will be responsible to conduct all necessary administrative procedures in order to obtain the building permits for the two CCCs in Resen and Strumica according to applicable national legislation, and ensure smooth realization of the next construction phase. The deliverance of the building permits and other authorizations for the construction of the two facilities will be mandatory to the achievement and the final payment of phase II by the Client.

- ❖ **Activity 2.2: Finalization of site-specific ESMPs based on the detailed design**

Based on the project ESMF, initial environmental and social assessment, and detailed engineering design, preparation and finalization of two site-specific Environmental and Social Management Plans (ESMPs), to incorporate the technical provisions of the detailed design, and inform the detailed design accordingly. The finalized draft ESMPs shall address both construction and operation stage of the CCCc, and be duly disclosed and publicly discussed before the finalization of the detailed design, to ensure that any meaningful feedback from the public consultaitons is reflected in the final site-specific ESMPs and addressed through the finalized development design. Indicative outline for site-specific ESMP is presented in Annex 2.

Close communication with the Client will be essential to this phase of works in order to reflect the Clients intentions and project specific requirements into the Detailed Design Package.

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*Phase III – Technical Assistance during bidding documents preparation and  
Civil Works Contract Management*

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***Specific Objectives***

Input and support for the preparation of the whole tender package/Bidding Documents for the construction works procurement and during the civil works realization;

***Scope of work***

### ❖ **Activity 3.1: Technical Assistance during the preparation of the bidding documents for construction of the CCCs**

The Client will engage an CW contractor(s) to build the CCCs facilities based on the consulting firm's design and assessment works undertaken as a part of the assignment. The Consultant will support the Client during the preparation of the bidding documents to provide technical input, provide clarifications on technical aspects to the respective queries submitted by potential bidders, assist Client during bids' evaluation, and on an as needed basis during the procurement process. Technical input to the bidding documents will be required from the Consultant. In case clarifications are requested by potential bidders, the Consultant is obliged to provide responses (in English language) to the Client within two working days the latest from the receipt of the queries by the Client. It is the Client's intention to break ground on the two CCCs by the end of 2023.

#### *Tasks*

- ⇒ The Consultant will be required to draft necessary sections of the construction works bidding documents/tender package as it relates to technical components of the Project, including but not limited to design, specifications, bill of quantities, construction schedule and technical evaluation criteria. These shall be easily translated from the technical design works completed in the assignment.
- ⇒ The consulting firm will be required to provide guidance and input on certain sections of the construction works contract as it relates to technical components of the Project.
- ⇒ The Consultant will incorporate relevant Environmental and Social Health and Safety (ESHS) provisions, as well as contractor's Code of Conduct, into the bidding documents. The cost for the implementation of the respective site-specific ESMPs shall be duly considered within the Bill of Quantities (BoQ). Such site-specific ESMPs shall be an integral part of the bidding documents and civil works/goods contracts.

### ❖ **Activity 3.2: Technical Assistance – Extended Design Services**

The Consultant is required to provide technical assistance – extended design services to the Client during the implementation of the respective civil works contracts for the 2 (two) CCCs.

#### Construction Works Contract Input

The Consultant is required to be available during implementation of the civil works contracts and to provide extended design services for any changes in the prepared design documents in case of need during the implementation of the civil works for each of the CCCs until technical acceptance of the performed civil works. The need for changes and/or supplementary drawings, shall be initiated and approved by the supervisor.

## **IV. REPORTS**

The Consultant shall submit the following reports:

*i. Reports Phase 1*

(i) **Project Review Brief:** a Project Brief shall be submitted after review of existing project information and completion of field visit. The purpose of the brief is to flag any issues or red flags based on an initial assessment of the project. It will also include information on the selection of the sites in both Municipalities. The brief shall be submitted to the Client before the study is undertaken.

(i) Two **Market study reports:** presenting in particular the market analysis, value proposition, SWOT, regional and international benchmarking.

(ii) Two **Intermediate reports:** introducing two conceptual scenarios with draft project goals and strategy, concept, design, with first estimation of costs, functionalities, and management.

(iii) Two **Final Reports:** schematic design (including plans, profiles, elevations, perspectives and details) with phase “Architecture” with revision, business model, business management and maintenance plan, business plan and proposed procurement method for contracting in the following project development phase, for each selected option.

(iv) Two **Initial Environmental and Social Assessment Reports (ESA) and outlines for the site-specific Environmental and Social Management Plan (ESMP).**

*ii. Reports Phase 2*

(ii) **Two Draft Detailed Design Packages:** it will present the results of the Detailed Design phases of works. The packages shall clearly present analysis on the Projects viability focusing on technical design and specification.

The Draft Development Design Packages can be submitted electronically. The Client will endeavor to provide comments and feedback within three weeks of submission.

(iii) **Two Final Detailed Design Packages:** The Final Development Design Packages will address any comments made on the Draft Development Design Packages.

(iv) **Two site-specific ESMPs** finalized based on the Development Design.

*iii. Reports Phase 3*

(i) **Final Report** with included inputs required during the issuance of the construction works bidding documents and civil works contract management

**All reports are expected to be in English language.**



## V. DELIVERABLES & TIMELINE

<b>Phase 1 – Site Selection, Feasibility Study, Environmental and Social Assesments, Schematic Design and Urban Planning</b>			
<b>D.No</b>	<b>Deliverables</b>	<b>Deadline submission</b>	<b>Approval by the Client</b>
D1	Site selection report	10 days after the signing of the contract	2 working days after submission
D2	Two Market study reports	30 days after the signing of the contract	Two weeks after submission
D3	Two Intermediates reports	90 days after the signing of the contract	Two weeks after submission
D4	Completed urban planning process for both locations, confirmed with two complete sets of documents and property lists issued by the Cadaster, providing the construction conditions for the future CCCs;	120 days after the signing of the contract	5 working days after submission
D5	Two final reports with Schematic Design, phase “Architecture” with revision	120 days after the signing of the contract	Two weeks after submission
D6	Two internal environmental and social assessment and ESMP outline	120 days after the signing of the contract	Two weeks after submission

<b>Phase 2 – Detailed design Development and finalization of Environmental and Social Management Plans</b>			
<b>D.No.</b>	<b>Deliverables</b>	<b>Deadline Submission</b>	<b>Approval by the Client</b>
D7	Two Final Detailed Design with Bill of Quantities (with cost estimates) with obtained building permits	240 days after the signing of the contract	Three weeks after submission
D8	Two Final Environmental and Social Management Plans	250 days after the signing of the contract	Two weeks after submission

<b>Phase 3 – Technical assistance during bidding documents preparation and civil works contract management</b>			
<b>D.No.</b>	<b>Deliverables</b>	<b>Deadline Submission</b>	<b>Approval by the Client</b>
D9	Final Report with included inputs required during the issuance of the construction works bidding documents and civil works contract management	30 April, 2025	Two weeks after submission

Final approval of all deliverables will be provided 2 weeks after the receipt of the version which fully addresses comments by the Client and has been cleared by the Client.

The Consultant will be evaluated on strategy and creativity in achieving the key Project milestones. Many tasks will need to be undertaken concurrently, as such timing and planning will be essential in preparing the Project for construction before the last quarter - 2023.

#### A. Consultant Qualification

The contract will be awarded following a quality-based selection procedure in accordance with the Procurement Regulations. The Consultant may associate with other Consultants in the form of a joint venture or of a sub-consultancy agreement to complement their respective areas of expertise, strengthen their technical responsiveness of their proposals, make available bigger pool of experts, provide better approaches and methodologies.

##### *Firm Qualifications*

The Consultant shall be a firm or group of firms with following minimum qualifications:

- The Consultant should be an experienced Consultancy Firm well established with at least 7 (seven) years of relevant and applicable technical, operational and managerial experience in marketing infrastructure and agri-logistic design to promote value chain development and agri-business sector;
- At least 3 similar contracts achieved during the last 5 (five) years in feasibility study and business plans of agri-food facilities - logistics facilities - fresh fruits and vegetables agrologistics projects;
- License for preparing Design documentation for 1<sup>st</sup> category (License A) issued according to the national legislation of the Republic of North Macedonia. Foreign Consultant companies can get more information about confirmation of their licenses on the following link: <http://mtc.gov.mk>;
- License for preparing Urban Planning Documentation (License A) issued according to the national legislation of the Republic of North Macedonia. Foreign Consultant companies can get more information about confirmation of their licenses on the following link: <http://mtc.gov.mk>;
- At least 2 similar contracts achieved during the last 5 (five) years of experience in schematic and detailed design of warehouses/logistics facilities or agri-food facilities;
- Experience in working in the Balkan region would be considered an asset
- Preference is expressed for consortiums associating qualified North Macedonia Consultancy firm that has a minimum of 5 years' experience in agriculture and agri business development and/or engineering. The local consultancy firm selected should not have any commercial interests towards the future CCCs.

The credibility of mentioned experience shall be presented in a list of the required similar project/contracts as required above, including description of services provided (including information on contract value, contracting entity/client, project location/country, duration, assignment budget, percentage carried out by consultant in case of association of firms or subcontracting and main activities) and accompanied by certificates/confirmation of orderly fulfilment of the contracts verified by other party from such contracts.

It is required to provide examples of assignments of similar nature.

#### iv. Key Experts

The Consultant shall provide a concise list of key experts that would be best suited to carry out the scope of works and deliver on the assignment. Experts should have experience with developing, constructing and operating warehouses or conditioning/packing centers. The Consultant shall submit a project-resourcing plan and clearly illustrate a strategy to deliver on the various work streams. It is expected that the Consultant's core team shall consist of following key experts:

- Team leader/ Warehousing/Logistics design specialist (international)
  - Master's Degree in civil engineering, spatial planning, planning and real estate management, architecture, or a related engineering field
  - 10 years of continuous professional experience in designing and implementing agriculture warehousing/logistics development projects, particularly for perishable products in several countries.
  - Knowledge of and experience in public-private partnerships (PPPs) in market infrastructure financing/operation are highly preferred.
- Warehousing/Logistics Operations Expert (international)
  - Master's Degree in supply chain management, or a related field
  - At least 10 years' related experience in operations of related facilities
  - 5 Years' experience in operations in Balkan or comparable markets
- Urban Planner
  - At least Bachelor's Degree in civil engineering or architecture;
  - Certified Urban Planner (Authorization);
  - At least 10 (ten) years of proven working experience in urban planning;
  - At least four (4) assignments for preparing urban planning documentation;
- Design Engineer
  - At least a Bachelor's Degree in civil engineering or architecture
  - Certified Designer (Authorization A)
  - At least 10 (ten) years of proven working experience with designing similar or related facilities
  - At least four (4) assignments for warehouse design where at least two (2) assignments in a position of Main Designer;
  - Worked under FIDIC design standards;
- Horticulture Value Chain and Market Study Specialist

#### *International specialist*

- At least a Master's Degree in Agriculture/Agribusiness/Horticulture/Food Technology or related disciplines,
- Knowledge of and experience with quality enhancement and market development
- 10 years working experience in agriculture/horticulture trade in several countries, particularly in Balkan region.

### *National specialist*

- At least a Master's Degree in Agriculture/Agribusiness/Horticulture/Food Technology or related disciplines,
- 10 years working experience with agriculture development/trade, market study projects in North Macedonia and Balkan region.
- Familiarity with current agricultural trade situation and horticulture value chain of North Macedonia is highly preferred for both specialists.
- Economist and Financial Management Specialist (international)
  - At least a Master's Degree in economics, or project finance,
  - 10 years working experience in preparing economic and financial analyses and/or designing of agriculture value chain projects in several countries.
  - Familiarity with cost estimation software programs such as Costab is preferred
- Environmental Specialist
  - Bachelor degree in environmental engineering, environmental science, environmental management or any related science;
  - 10 years working experience in environmental assessment in emerging countries and has experience in the Balkan region;
  - Familiarity with the WB safeguard policies and Environmental and Social Framework (ESF) is an advantage;
- Social Development Specialist (national)
  - At least a Master's Degree in social sciences, sociology, anthropology, or other relevant disciplines for the assignment.
  - At least 10 years of experience in social development and/or gender development.
  - Familiarity with WB policies on social safeguards, gender development, and core labor standards is preferable.
  - Working experience in agriculture and natural resource sector in Balkan region is highly preferred

In addition to the required key experts, the candidate firms should also include in their technical proposal, in the personnel work plan and financial proposal all other “non-key experts“ required in accordance with their proposed approach and methodology.

### **Backstopping/Home Office Support**

The Consultant should have additional resources available as needed with experience working on similar projects to support the key experts as required throughout the assignment.

## **VI. Annexes**

### **A. Annex 1. Indicative content for the initial environmental and social assessment**

- Introduction
- Legal and Regulatory Framework
- Brief project description
- Summary of the conceptual/initial design proposed for the project
- Environmental and social baseline study
- Sensitive receptors
- Potential risks and adverse impacts
- Outline for site-specific ESMP
- Minutes of public consultations

B. Annex 2. Indicative content for site-specific Environmental and Social Management Plan (ESMP)

- 1 PROJECT DESCRIPTION
  - 1.1 Overview
  - 1.2 Detailed Design Description
  - 1.3 Socioeconomic and Environment Overview of Project Area
  - 1.4 Purpose and Scope of the ESMP
  - 1.5 Application of the ESMP
  
- 2 INSTITUTIONAL AND LEGAL FRAMEWORK
  - 2.1 National Environmental Laws, Regulations, Guidelines, and Standards
  - 2.2 National Laws, Regulations and Standards on Social Protection and Land Issues
  - 2.3 Institutional Responsibilities on National Legislation
  - 2.4 Applicable World Bank Environment and Social Standards (ESS)
  - 2.6 Gap Analysis: WB ESF and National Legislation
  
- 3 ENVIRONMENTAL AND SOCIAL MANAGEMENT PLAN
  - 3.1 Project Environment and Social Risks (referenced by WB ESS)
  - 3.2 Mitigation Measures and Cost Estimates
  - 3.3 Monitoring and Reporting
  - 3.4 Institutional Responsibilities and Implementation Arrangements
  - 3.5 Capacity Assessment and Needs
  
- 4 CONSULTATION AND STAKEHOLDER ENGAGEMENT
  - 4.1 Consultations During Project Preparation
  - 4.2 Consultations During Project Implementation
  - 4.3 Reporting Back to Stakeholders
  
- 5 GRIEVANCE REDRESS
  - 5.1 Grievance Redress Mechanisms
  - 5.2 Recording Grievances