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# **1. BACKGROUND INFORMATION**

## **1.1. Partner country**

<Republic of Moldova >

## **1.2. Contracting authority**

<Cahul District Council>

## **1.3. Country background**

<Republic of Moldova signed Association Agreements with the EU and continue to facilitate coherent actions aimed to strengthen the political association and economic integration with the European Union, including the DCFTA part. The region is located in the vicinity of large markets including the European Union, the Russian Federation and benefits from a vast area of agricultural land and tourism facilities. Although the pace of structural reform varies from one country to another, the region as a whole is on a trajectory of economic transformation, shifting progressively away from a growth model based on large enterprises specialised in intermediary outputs and commodity transformation, towards a more diversified and open economic structure.>

## **1.4. Current situation in the sector**

<The need and possibility to develop cross-border partnerships are dictated by the geographical position along to an important Danube River sector, which includes Cahul (Moldova), Reni (Ukraine) and Galati (Romania) regions at the Moldovan-Romanian, Ukrainian and Romanian-Ukrainian border. At the same time it is influenced by other objective realities such as the length of these borders, the existence of border crossing points, the existence of ethnic minorities, the existence of common concerns, and last but not least the new political and economic situation after the events of 2014 (the annexation of the Crimea, the war in Donbass, etc.) which has brought the countries closer together, supporting each other from a political point of view and embracing European values and ideals. Most of the population from those three regions of the border area lives in the countryside and face problems of population decline and migration, a situation worsened by a peripheral situation of the area at the national level, especially in the Cahul and Reni districts. However, the importance and opportunities offered by the existence of an important common heritage and peaceful cooperation over hundreds of years must be mentioned. The level of development in those two border areas (in Cahul and Reni districts) is low, with a much lower GDP / per capita than at national level, by about 10% -15%. Given that a significant proportion of the population lives in rural areas, agriculture is a sector that attracts a high percentage of the workforce. The high share of agriculture, accompanied by a lack of innovation, is a major bottleneck in development. Tourism is an economic activity of major interest for the Cahul (Moldova), Reni (Ukraine) and Galati (Romania) regions. This interest is argued in the socio-economic development strategies and other important development documents of the respective regions. At the same time, tourism as economic activity is based on a high potential existing in this geographical area. The border region has protected areas with significant natural values, possesses an important cultural heritage and unique local traditions, which, by proper exploitation, ensures the satisfaction of tourists' expectations and attracting more visitors, can contribute to the economic development of the area, through job creation and revenue growth. The cross-border region Cahul-Reni-Galati has a huge touristic potential, which unfortunately is not known by most national and international tourists. In order to capitalize the touristic potential, it is essentially to increase the organizational and policy making potential in respect to tourism development of local and regional authorities.>

## **1.5. Related programmes and other donor activities**

<The main national strategies in the tourism field in targeted countries are:

- Republic of Moldova: Tourism development strategy in Moldova "Tourism 2020" and the action plan for its implementation in the years 2014-2016, approved by Government Decision no. 338 as of 19 May 2014, which establishes policies and prospects of tourism development; Marketing and touristic promotion programme of Moldova on external markets (2015-2017).
- Ukraine: The development strategy of Ukraine for Tourism and Resorts, which is approved by the Cabinet of Ministers as of 06.08.2008, № 1088, the Verkhovna Rada of Ukraine.
- The Ukrainian Law „The tourism” (324/95-BP) (Supreme Council Of Ukraine, 1995 year, nr.31, page 241; 2001 year, nr. 32, page 172; 2004 year, nr. 13).
- Romania: "Master Plan for national tourism of Romania 2007-2026", developed by the World Tourism Organisation (UNWTO).
- "National Strategy for development of eco-tourism in Romania - context, vision and objectives - 2016-2020", initiated by the Ministry of Tourism, as beneficiary being National Authority for Tourism.

The project has synergy with the most important provisions of these documents at national level from these 3 countries, through the implementation of activities and results achieved will contribute to the accomplishment of some goals of the above-mentioned strategy documents.

Therefore, the project will contribute to increasing the capitalization level of touristic potential of these 3 regions (Cahul District, Republic of Moldova, Reni District, Ukraine, Galati County, Romania) and promotion of touristic image both in these 3 regions as well as in these 3 countries. This will be achieved by developing the joint documents (study, guide, brochures, etc.), 3 touristic routes, film, site and others activities to promote cross-border tourism.>

## **2. OBJECTIVE, PURPOSE & EXPECTED RESULTS**

### **2.1. Overall objective**

The overall objective of the project of which this contract will be a part is as follows:

<The objectives of the project are related to the development and promotion of cross-border tourism at an advanced quality level in order to obtain mutual socio-economic benefits by the local communities from the Black Sea basin on the Danube sector Galați-Cahul-Reni.>

### **2.2. Specific objective(s)**

The specific objective[s] (Outcome[s]) of this contract [are] as follows:

1. Assessing the current situation, creating and/or improving programs for the development and promotion of business and entrepreneurship in the cross-border tourism sector.
2. Strengthening the capacities of local and regional authorities and tourism service providers in the development of ecological cross-border tourism in the Danube sector (Cahul, Reni, Galați).

### **2.3. Expected outputs to be achieved by the contractor**

The expected outputs of this contract are as follows: qualitative and timely execution of tasks



### 3. ASSUMPTIONS & RISKS

#### 3.1. Assumptions underlying the project

-

#### 3.2. Risks

state of siege or war

### 4. SCOPE OF THE WORK

#### 4.1. General

##### 4.1.1. Description of the assignment

Development of a cross-border guide
Elaboration of the map with 3 tourist routes
Development of an information brochure
Elaboration of a common cross-border program
Participation in the launch conference of the cross-border guide
Participation in the launch conference of the map and tourist routes
Participation in the festival in Galați
Involvement in the creation of a cross-border cluster
Involvement in the cross-border cluster establishment process
Involvement in the development of promotional materials (boards, tourist signs)
Accumulation of information of tourist interest and permanent updating of the project website
Other tasks in order to achieve the project objectives, according to the requirements of the Cahul District Council, the project manager, the main partner and the financiers.

##### 4.1.2. Geographical area to be covered

<Cahul, Republic of Moldova; Reni, Ukraine; Galati, Romania>

##### 4.1.3. Target groups

local public authority;

regional public authority;

interest groups including NGOs;

education/training centre and school;

## **4.2. Specific work**

Qualitative and timely execution of tasks in accordance with the tasks from point 4.1.

## **4.3. Project management**

### **4.3.1. Responsible body**

<Experts shall report to the project manager of the contracting authority which is responsible for managing the project >

### **4.3.2. Management structure**

Cahul District Council in collaboration with the project implementation team.

### **4.3.3. Facilities to be provided by the contracting authority and/or other parties**

Organizational, logistical, financial support.

## **5. LOGISTICS AND TIMING**

### **5.1. Location**

Cahul District, Slobozia Mare Village

### **5.2. Start date & period of implementation of tasks**

The intended start date is <05.06.2023> and the period of implementation of the contract will be until 15.06.2023.

## **6. REQUIREMENTS**

### **6.1. Staff**

Note that civil servants and other staff of the public administration of the partner country, or of international/regional organisations based in the country, shall only be approved to work as experts if well justified. The justification should be submitted with the tender and shall include information on the added value the expert will bring as well as proof that the expert is seconded or on personal leave.

#### **6.1.1. Key experts**

Not necessary

#### **6.1.2. Other experts, support staff & backstopping**

Not necessary

### **6.2. Office accommodation**

Not necessary

### 6.3. Facilities to be provided by the contractor

The contractor shall ensure that experts are adequately supported and equipped. In particular it must ensure that there is sufficient administrative, secretarial and interpreting provision to enable experts to concentrate on their primary responsibilities.

### 6.4. Equipment

No equipment is to be purchased on behalf of the contracting authority / partner country as part of this service contract or transferred to the contracting authority / partner country at the end of this contract. Any equipment related to this contract which is to be acquired by the partner country must be purchased by means of a separate supply tender procedure.

## 7. REPORTS

### 7.1. Reporting requirements

The contractor will submit the following reports in <roumanian> in one original :

- **Inception Report** of maximum 12 pages to be produced after <one week> from the start of implementation. In the report the contractor shall describe e.g. initial findings, progress in collecting data, any difficulties encountered or expected in addition to the work programme and staff travel. The contractor should proceed with his/her work unless the contracting authority sends comments on the inception report.
- **Draft final report** of maximum <1> page (main text, excluding annexes) [ in the format given in annex<...>]. This report shall be submitted no later than one month before the end of the period of implementation of tasks.
- **Final report** with the same specifications as the draft final report, incorporating any comments received from the parties on the draft report. The deadline for sending the final report is <7> days after receipt of comments on the draft final report. The report shall contain a sufficiently detailed description of the different options to support an informed decision. The detailed analyses underpinning the recommendations will be presented in annexes to the main report. The final report must be provided along with the corresponding invoice.

### 7.2. Submission and approval of reports

The report referred to above must be submitted to the project manager identified in the contract. The project manager is responsible for approving the reports.

## 8. MONITORING AND EVALUATION

### 8.1. Definition of indicators

- execution of all tasks;
- report analysis.

### 8.2. Special requirements

Not necessary