

## Procurement opportunities / BSAP Fund

### PREPARATION OF A BUSINESS PLAN FOR IMPROVING MANURE MANAGEMENT IN POULTRY FACTORIES IN THE LENINGRAD REGION, RUSSIA

#### Invitation for Expression of Interest (EOI)

##### Background and scope of the assignment

In order to contribute towards the protection of the Baltic Sea, the Nordic Environment Finance Corporation (NEFCO) has been in the process of commencing a project for preparing a business plan for improved manure management in poultry factories in the Leningrad Region, Russia. Altogether 18 large-scale poultry factories with about 20 million birds are located in the Leningrad Region. Rough estimates indicate that the annual production of poultry manure may contain as much as 14.000 tons of nitrogen and 3.000 tons of phosphorus, the nutrient content being almost four times higher than the respective amount in chemical fertilizers used in the area. Presently, the manure is mainly transported into ponds or heaps located in nearby fields. On one hand, the potential of poultry manure as fertiliser is not utilised, and on the other hand, a serious risk for leakage of nutrients to the water bodies (and ultimately to the Gulf of Finland) is created.

Several activities are presently ongoing for solving the problems. NEFCO is in the process of establishing a Project Implementation Unit for supporting investments in the farms. BATLHAZAR –project coordinated by HELCOM surveys the hot spots and proposes actions to improve the situation. PRIMER Project (Identification of Priority Measures to Reduce Euthrophication from North-West Russia into the Gulf of Finland, 2008-2009) surveyed the nutrient leakage potential from the farms and indicated the most critical farms. However, none of the previous projects has properly addressed the fertilizer market potentials or possibilities for wider joint solutions within the farms.

To provide well analysed basis for future investments, NEFCO will launch a project for preparing a Business Plan for analysing the possibilities for wider joint solutions to manage manure in an environmentally and economically viable way.

The **specific objective (Project Purpose)** of the assignment is to prepare a Business Plan for manure management in typical poultry factories in the Leningrad Region. The work will be divided into two phases:

1. Study on the possibilities for joint processing of manure into relevant products (e.g. fertilizers and/or energy)
2. Depending on the feasibility, preparation of Business Plan(s)

The Phase I will include the following tasks:

- Task 1: Market survey on the potential of fertilisers processed from poultry manure
- Task 2: Analysis of the technology alternative(s)
- Task 3: Update of the legislative requirements and related environmental costs
- Task 4: Update of the investment capacity of the poultry factories
- Task 5: Identification and analysis of relevant funding options
- Task 6: Assessment of the potential and financing for joint investments

Based on the analysis of phase I, a Business Plan for optimal manure management investment(s) shall be prepared as phase II, including marketing, technical as well as financial plans.

**Assignment Duration:** It is expected that the work will be implemented over a period of 4 months with the results available by September 2010.

**Maximum Budget Available for the Assignment:** EUR 200.000; exclusive of VAT.

**Client and funding Source:** NEFCO will be the direct client of the assignment. The funding source for the assignment is the newly established BSAP (Baltic Sea Action Plan) Fund with funding from Sweden and Finland.

**Eligibility:** The firm to be engaged has to be registered in Sweden or Finland. The non Swedish/Finnish expertise can be utilized and used as sub-contractors. Consortiums of several companies are accepted.

**Submission Requirements:** Interested consultants are hereby invited to submit expressions of interest.

In order to determine the qualifications and competence of consulting firms seeking to be shortlisted, the information submitted should include the following:

- company profile, organization and staffing;
- details of experience in similar assignments undertaken in the previous 5 years, including their locations (especially assignments in the Russian Federation); and
- CVs of key experts available to work on the assignment.

Expressions of Interest should be submitted, in English, by email to [info@nefco.fi](mailto:info@nefco.fi) by April 7, 2010

**Note:** Following this invitation for Expression of Interest, a shortlist of qualified consultants will be formally invited to submit proposals.