



2nd August, 2013

Dear Sir/Madame,

**DESIGN AND IMPLEMENTATION OF HACCP PLAN AND PROCEDURES AT
MILLE FLEUR APICULTURE PROCESSING FACILITY.**

Invitation to tender: to undertaken the aforementioned assignment

The Mille Fleurs Honey Producers' Cooperative Ltd is the premier umbrella association of beekeepers on the island. The Beekeeping Industry is regarded as one rife with opportunities for increasing investment and enterprise development in a way that can contribute to *addressing rural poverty, improve rural livelihoods, address existing shortfalls in demand, produce products that have prophylactic and curative properties, and can contribute to foreign exchange earnings via export development opportunities etc.*

It is envisaged that these opportunities can stem from:

- Low industry entry costs and the production of healthy and pure food products that are positioned to capitalize on growing consumer preferences for these type of products,
- Value-added products including products related to the health care sector. Products such as lotions and there are potential niche markets with specialized honey products combined with popular fruits.
- The development of gift packages using honey coupled with other products e.g. honey combined with tea and lemon to create a healthy and nutritious drink. Honey and rum may be promoted as a popular drink within select markets.
- The growing global movement for expanded use of apitherapy – exploiting the healing properties of bees and bee product. Honey, beeswax, propolis and bee venom, used in bee-esting therapy, are the main bee products used in apitherapy.
- Honey has strong antibiotic properties: it is a sterile solution with a high sugar concentration that prevents the growth of micro-organisms. It is highly acidic containing enzymes which produce hydrogen peroxide that kill bacteria therefore it is good for healing wounds and for skin treatment: Its hygroscopic property is good for drying out wounds, and its permeability allows oxygen to pass through it. The by-product Propolis also has medicinal properties.

Apiculture in St Lucia has tremendous income generating potential. In 2003 it was estimated that US\$ 6.5 to 17.5 million worth of honey could be produced annually. The estimated current value of the industry is between US\$ 112,000 to \$300,000 annually- which is reflective of a significant unrealized/untapped potential. Realization of this potential is dependent on several factors key among them being market development and expansion.

Mille fleur has embarked on an industry development and expansion initiative that simultaneously seeks to address the various facets of the industry. With the assistance of the GEF a concerted effort is being made to expand the number of beekeepers, provide capacity building in product development, marketing, business management and productivity improvements for beekeepers, the conduct of market research and establishment of a market information system, Logo development, Branding and labeling to facilitate joint marketing, the appropriate packaging of honey and by-products to ensure quality, biodiversity conservation and food safety, subscription to and participation in networking activities such as the Caribbean Beekeeping congress in collaboration with the Ministry of Agriculture, a complementary biodiversity conservation programme, etc.

Moreover, in attempt to increase the efficiency of production and market share, the producers will process their honey and by-products jointly in a facility to be located in La Caye Dennery. Tapping into international honey markets requires that the facility is compliant with internationally recognized standards such as HACCP compliancy.

The purpose of this assignment which is being supported by OPSR/TEPA is to (i) Prepare a comprehensive HACCP Plan for a designated apiculture processing facility that is earmarked to be located within the IRDC facility at La Caye Dennery (ii) Produce detailed concept drawings that will be used as the basis to undertake the requisite refurbishment and retro-fitting of a part of the IRDC facility (iii) undertake capacity building activities for the operators, administrators, principal stakeholder who will be involved in the working of the facility once it is fully operationalized (iv) recommend machinery, equipment and supplies germane to the apiculture processing operation and (v) ensure that - on completion of the assignment - the facility is in a position to be HACCP certified.

The conduct of this assignment is a vital first step in the process of seeking to develop a feasible/viable apiculture sub-sector in Saint Lucia. In pursuit of this objective, the OPSR/TEPA is seeking proposals from suitably qualified firms and individuals wishing to undertake the following Consultancy: **Design and Implementation of HACCP Plan and Procedures at Mille Fleur Apiculture Processing Facility.**

Towards this end, you are hereby invited to submit a proposal to undertake the assignment based on the requirements of the attached Terms of Reference (TOR). The proposal should consist of (i) a Technical Proposal and (ii) a financial proposal contained in two separate envelopes that are in turn sealed and submitted in one main envelope.

Your technical proposal should include inter alia the curriculum vitae/ profile of the proposed individual/team, details of pertinent professional assignments undertaken, and all relevant information to justify your selection to undertake this assignment. The Financial proposal should contain details of proposed professional fees and the proposed costs of doing the assignment.

Request for clarification/questions can be made via email: vpeter@opsrslu.org, telephone # 468-2008.

Your proposal and accompanying documentation should be submitted to the following address:

The Director
Office of Private Sector Relations
2nd Floor Hewannora House
Pointe Seraphine
Castries
Saint Lucia Tel: 1 758 468 2186
Fax: 1 758 452 4606
Email: director.opsr@candw.lc

The main envelope containing your proposal should be marked: **Design and Implementation of HACCP Plan and Procedures at Mille Fleur Apiculture Processing Facility.**

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The deadline for the submission of your proposal at the foregoing/above address is no later than Friday August 30, 2013 at 3:00 pm.