1. **Evaluation criteria**

**Gate 1**: questions are considered go or no-go questions and should the questions be answered in the negative, then that opportunity will be denied already at the first gate

|  |  |  |
| --- | --- | --- |
| **BUSINESS MODEL AND OPERATIONS** | Code |   |
| Existing product or service | **B1** | Is there a defined range of nature-based products and services? Yes=1 No=0 |
| Defined customers, consumer or off-taker  | **B2** | Is there a defined offcustomer base or niche that represents effective demand and sustainable future offtake or sales? Yes=1 No=0 |
| Basic skills | **B3** |  Are the basic skills to deliver the product or service in place; and committed to undertake regular training and skills development? Yes=1 No=0 |
| **FINANCIAL ASSESSMENT** | Code |   |
| Schedule of resources required | **F1** | Has a schedule of estimated financial, technical, infrastructural resource needs been prepared? Yes=1 No=0 |
| Viability  | **F2** | Is the total investment required adequate to achieve financial viability / sustainability? Yes=1 No=0 |
| Scalability | **F3** | Can the operations be scaled up or replicated easily in future, in order to increase impact. Yes=1 No=0 |
| **ENVIRONMENTAL IMPACT** | Code |   |
| Conservation of Biodiversity  | **E1** | Would investment in this venture contribute towards biodiversity conservation? Yes=1 No=0 |
| Raising environmental knowledge & awareness | **E2** | If supported, is the Applicant committed to equip themselves (and others within their communities), with critical environmental conservation skills? Yes=1 No=0 |
| Action for ecological infrastructure  | **E3** | Does the Applicant demonstrate committment to take action towards the conservation and protection of ecosystems through fire control, flood control, anti-poaching, IAP eradication, etc? Yes=1 No=0 |
| **SOCIAL IMPACT** | Code |   |
| Community impact & Equitable Transformation  | **S1** | Would investment in this venture promote the transmission of value, wealth, profit or socio-econmic benefit to individuals, households, and communities? Yes=1 No=0 |
| Sustainable Labour and SMME development | **S2** | Would investment in the venture promote nature-based job creation, SMME development and value-chain collaboration within its local community? Yes=1 No=0  |
| Gender Mainstreaming & Diversity | **S3** | Would investment in this venture promote gender mainstreaming and diversity, or the empowerment of women, youth, and people living with disabilities? Yes=1 No=0 |
| **GOVERNANCE STRUCTURES** | Code | (IN RESPECT OF THE SITE) |
| Secure land & premises (ownership or lease) | **G1** | Has the Applicant secured appropriate premises or land (whether through ownership or stable lease), or platform from which to undertake the proposed venture ? Yes=1 No=0 |
| Partnership and shareholding arrangements | **G2** | Does a legal structure (sole proprietorship, partnership, company, trust or association) exist; with appropriate agreements that enable stakeholders to exercise rights effectively? Yes=1 No=0 |
| Compliance with legal and business obligations  | **G3** | Is the Applicant in good legal and credit standing; and fully committed to comply with relevant regulations, and to uphold their legal obligations? Yes=1 No=0 |

**Gate 2: - to be assessed by committee**

For each opportunity, the areas governance, social impact, environmental impact, financial assessment and business model & operations are examined based on questions below

**Quantitative assessment**: questions are assessed and a score is given as follows

1: not evident; 2 partially agree; 3 strongly agree

|  |  |
| --- | --- |
| **Social impact** | 1. Are mechanisms in place for the transmission of value, wealth, profit or socio-economic benefits from Investment Opportunity operations to individuals and households or communities?
2. Does the enterprise promote SMME development and value chain collaboration?
3. Does the opportunity enable youth and gender mainstreaming and development?
4. Is there a clear line to capacity building and transformation?
5. Is the opportunity in line with the principles of the High level panel
 |
| **Governance Structures** | 1. Is the enterprise a designated Biodiversity Stewardship Site with Protected Area status?
2. Do existing contracts and agreements allow the participation, and/or protect the interests, of new investors and lenders?
3. Is the enterprise compliant with statutes and regulations? Evidenced by valid clearances or certification (including SARS, UIF, POPIA, COIDA). Evidence may be requested by Investors
4. Is the land ownership secure and protected by title deeds (whether held by a community vehicle or privately?
5. Is there an operating Management Authority collaboration if applicable
6. IS there a designated governing body e.g. (CPA, CC, PTY , other special purpose vehicle)
 |
| **Financial Assessment** | 1. Does the Investment Opportunity have a financial model incorporating Statements of Income, Cash flows & Financial Position?
2. Is the historical cash flow positive in at least one reporting year within the last 3 years?
3. Has there been a significant portion of capital investment has already mobilised and injected to date (whether from investors, project owner, CPA)?
 |
| **Environmental Impact** | 1. Are all key environmental authorisations/permits required already in place?
2. Would the Investment Opportunity contribute towards biodiversity conservation?
3. Would the Investment Opportunity contribute towards sustainable use
4. Does the Investment Opportunity fall under a CBA [Critical Biodiversity Area
5. Does the programme contribute to Climate change adaptation
6. Does the opportunity contribute to protected area estate of even under the definition of OECM
 |
| **Business Model** | 1. is there an existing commercial enterprise that is actively trading
2. Has a bankable feasibility study been conducted for the enterprise?
3. Has a comprehensive RNA [Resource Needs Assessment] been undertaken to estimate the financial, technical and infrastructural resources required
4. Is there a defined customer base or niche that represents effective demand for current products and services, and sustainable future sales?
5. Is there a marketing and communications plan in place?
6. Is there a competent management team promoting the enterprise plan?
7. Does the programme fit into the definition of the Biodiversity Economy Phakisa
8. Has the opportunity been shortlisted as part of the EPIP programmes or previously received pubic funding
 |

**The qualitative score**

This score is given to each opportunity as a qualitative assessment

1: don’t feel strongly to showcase the opportunity at this time

2: feel comfortable but not strongly towards showcasing the opportunity at this time

3: feel very strong about showcasing the opportunity at this time

Scores are then given a 60:40 ratio where 60% of the score is provided by the sum of quantitative score and the qualitative score provide 40%

1. **Committee makeup**

It is proposed that the Project Screening Committee be comprised of officials within the B&C Branch and other branches (especially those branches that have Phakisa programme) including BIOFIN representative:

**Project Coordinator:** Mr Yuval Tchetchik

**CD BESU**: Mr K Matibe

**CD BMSS**: Dr Makholela

**CD BMP**: Ms Skumsa Ntshanga

**CD PASM**: Mr Sydney Nkosi

**CD Chemical & Waste**: Mr Surprise Zwane

**CD Oceans & Coast:** Mr Andrea Share

**BIOFIN** representative

**Secretariat:** Elize Makkink / Naledi Hlatshwayo