



*Request for Proposals*

## Exploring the Relationship Between Immigration and Green Jobs

**RFP Release Date: January 11, 2022**  
**Proposal Due Date: January 25, 2021**

## Objective:

The objective of this project is to understand the relationship that may exist between ‘green jobs’ and immigration in the Newfoundland and Labrador context – and to identify opportunities for *econext* to achieve progress related to both simultaneously.

## Background:

As decision-makers around the world seek to stimulate economic recovery from the COVID-19 pandemic, there is a growing sense that investments should meet two tests: first that they contribute to economic activity and jobs right away; and second that they will provide longer-term benefits for the economy, the environment, and society. In short, economic recovery and the creation of ‘green jobs’ should go hand in hand.

What constitutes a green job? The answer can vary greatly depending on the industry in question, and thus the availability of green job opportunities can be quite different from one region to the next. In 2021 *econext* worked towards defining what a green job is in the Newfoundland and Labrador context. This work will be published in early 2022 and will include recommendations that relate to workforce development and the attraction and retention of labour.

As the global efforts to improve environmental performance intensify, green jobs will emerge throughout the economy – including within industries important to the success of Newfoundland and Labrador. At the same time, a common theme expressed across many of these industries – the prospect of green jobs notwithstanding – is that labour and workforce challenges are either being experienced today or are being foreseen in the near future. Thus among the top priorities that have emerged for the province to meet these challenges are several around increasing immigration.

It has been *econext*’s experience that the environmentally-focused post-secondary education programs in Newfoundland and Labrador attract the participation of non-Canadian residents. With structural labour shortages and the increasing prominence of green jobs on the horizon, *econext* believes that there may be opportunities for it to take strategic action that helps on all fronts. *econext* is seeking professional and objective insight on what shape these future interventions could take.

The objective of this project is to understand the relationship that may exist between ‘green jobs’ and immigration in the Newfoundland and Labrador context – and to identify opportunities for *econext* to achieve progress related to both simultaneously.

## Scope of Work

The project partners are open to proponent recommendations with respect to achieving the outlined objectives, but anticipate that the work would include the following activities:

1. *Literature Review and Summary*

The consultant will be provided recent relevant reports related to both green jobs, workforce attraction and retention, and immigration in Newfoundland and Labrador. The consultant will identify and summarize where synergies may exist between the respective needs, challenges, and priorities related to the progress of each.

2. *Stakeholder Interviews and Ground Truthing*

The consultant will present their findings to key stakeholders in government, educational institutions, and industry to ground truth their findings and also to stimulate further discussion on the subject matter.

3. *Recommendations*

Based on the findings from Task #1 and Task #2, the consultant will provide recommendations on the actions that *econext* can incorporate into its programming to help governments meet their immigration and green jobs objectives, its members meet their workforce and hiring needs, and new and prospective Canadians find meaningful employment in the green economy.

## Budget, Deliverables, and Timing

The available budget for this scope of work is \$15,000 + HST. The payment schedule will be negotiated with the successful proponent.

Deliverable #1: The consultant will present their literature review findings to *econext*. Feedback will be acquired to inform the subsequent deliverables.

Deliverable #2: The consultant will work with *econext* to develop a short stakeholder engagement list.

Deliverable #3: The consultant will conduct a small number (~5-7) of stakeholder interviews to engage with on the subject and present their findings to *econext*.

Deliverable #4: The consultant will prepare a draft final report which includes recommendations to *econext* for possible next steps. The consultant will acquire feedback from *econext* and produce a final report.

It is anticipated the project will commence on February 1, 2022 and conclude March 31, 2022.

## Evaluation Criteria

Submissions will be evaluated according to the following criteria:

- Knowledge and experience in relation to the work: demonstrated ability to meet expectations based on completion of similar projects and/or quality of previous works
- Understanding of the scope and objectives of the project: demonstrated comprehension of/adherence to the RFP
- Proposed approach/workplan and schedule

- Price - value of work proposed versus identified costs

## Proposal Submissions

The contracting organization for this RFP is *econext*. A single electronic document is sufficient. The proposal should be no longer than three (3) pages, and be concisely worded with clearly described objectives, methods, timelines, and outcomes. The proposal must acknowledge and fully accept the terms and conditions as laid out in this RFP.

The proposal should feature appendices, including (1) a brief description of the respondent's company and its relevant experience with similar projects, and (2) a description of the relevant work experience of the staff assigned to this project. Submissions should include detailed budgets that align with the proposed methodology, project components, and timelines.

The electronic copy of submissions should be in DOC and/or PDF format, and sent to Tania Heath, via email at [tania@teammgrownl.ca](mailto:tania@teammgrownl.ca) no later than **January 25, 2022**. Questions from interested applicants can be directed to the same address

## Terms and Conditions

- All proposals received will be considered strictly confidential;
- The lowest cost, or any proposal, will not necessarily be accepted;
- Proposed costs must be represented in Canadian dollars;
- No payment will be made for the preparation and submission of proposals for this project;
- No fee will be made on the cost of work incurred to remedy errors or omissions for which the consultant is responsible; and
- *econext* reserves the right to meet with all, or any, of the applicants during the proposal evaluation stage to clarify information in the submissions and seek additional detail which may be used in the evaluation.