

Request for application for Integrated Business Development Services and Employment Creation (IBDSEC)

Cooperative Agreement No. AID-521-A-15-00010

QUESTIONS and ANSWERS

1. **Q.** On page 4, C. Strategic activities related to access to financial services, the RFA notes: "...the award funds...may not be used for loan capital or to guarantee loans." May the award funds be used to provide cash grants to Canaan micro-entrepreneurs as a mechanisms for leveraging financial services?
A. Cash grants or grants-in-kind (equipment) to micro-entrepreneurs are acceptable and applicants methodologies must explain how they will identify viable entrepreneurs where cash grants will add value to business/employment opportunities in Canaan, what methods will be used to justify the size of grants in relation to the return, and how the project will ensure grants are invested into opening/expanding the enterprise. Activities to link entrepreneurs with existing financial services - with or without cash grants - is encouraged. Applicants must fully explain the mechanisms to be used for linking with micro-finance services, and how they will ensure that cash grants, if used, in no way create disincentives for loan collection or repayment.
2. **Q.** The value chain study that is referenced on Page 3 of the RFA – has it already been completed by Global Communities (or another entity)? If so, can we get more information on the identified value chains or a copy of the report itself?
A. The value chain analysis will be available around the end of May. However, any available information will be shared with the subrecipient.
3. **Q.** Regarding Key Personnel, is there a required professional profile for these three positions?
A. The applicant should suggest the profile according to the position level and required background. The key elements to be covered by key personnel are job creation/business development and microfinance.
4. **Q.** Are there any specific requirements on the financial institution should the applicant propose partnering with one?
A. It is preferable that the financial institution meet the indicators below:

Indicator	Definition	Limit
Liquidity Ratio	Current Assets / Current Liabilities	≥ 1.0
Indebtedness	Liabilities / Assets	$< 60\%$
PAR > 30 days	Portfolio > 30 days / Total Portfolio	$< 10\%$
OSS	Operational revenue / (Operating Expenses + Loan Loss Expense + Financial expenses)	$\geq 90\%$ required, $\geq 100\%$ strongly preferred

5. **Q.** In order to propose results and activities that are aligned with the overall CUCD program results (pp.3) please share overall CUCD program results and activities.
A. A presentation of CUCD will be provided during the pre-award session. However, CUCD's program details will be shared with the subrecipient.

6. **Q.** Under section C- Monitoring & Evaluation- you state that the table of indicators must be completed as part of the technical evaluation. While this list is non-exhaustive, please clarify if the indicators included in the table are required in program implementation.
A. The livelihoods donor required indicators are:

of Public-Private partnerships formed as a result of USG Assistance (FA 4.5.2.12)
of persons receiving new or better employment as a result of USG Assistance (FA 4.6.3-2)
of people demonstrating improved technical, work, and/or life skills
of households with increased savings

The remainder indicators are a basic list, the applicant can exclude/change them as needed to align with their proposed activities.

7. **Q.** On page 8 the RFA requests past performance for all similar programs implemented by the organization the last three years. Can Global communities please clarify the following points:
a. Is this is specific to Haiti, or can include similar programs in other countries?
b. Given some organizations global expertise this list could be quite extensive. Can Global Communities clarify whether an exhaustive list of all similar programs implemented in the last 3 years is required?
A. There should be some examples from Haiti and examples from other countries may be included but do not need to be exhaustive.
8. **Q.** Can existing awards count towards the cost share?
A. Any award funded by USG or ARC cannot be considered as match (cost share).