

Agricultural Growth Program – Livestock Market Development

REQUEST FOR APPLICATIONS (RFA) FOR PEPFAR GRANT

Agricultural Growth Program – Livestock Market Development **Request for Applications PEPFAR RFA No. 001**

Agricultural Growth Program – Livestock Market Development Project PEPFAR RFA No. 001

Issuance Date:	October 31, 2015
Questions Due:	November 20, 2015, at 3 pm
Questions and Answers posted on website: www.cnfa.org	November 24, 2015, at 5 pm
Application submission Due Date:	December 31, 2015, at 5 pm

Dear Applicant:

AGP-LMD is seeking grant applications as part of its overall objective to stimulate People Living with HIV (PLHIV) engaged in the Livestock value chain from its PEPFAR grant fund. The AGP-LMD/PEPFAR Grants aim to: (a) improve household incomes for HIV infected and affected individuals and (b) link HIV/AIDS positive producers to market opportunities through value chain development, thereby improving the nutrition status of PLHIV. Specialized activities/services focused on economic strengthening and value chain inclusion of HIV/AIDS affected households shall be proposed and integrated into the results framework addressing clear priority areas. PEPFAR Grants will focus on improving the productivity and competitiveness of selected livestock value chains to include: meat/live animal and dairy. The grants will be awarded and implemented in accordance with USAID and US Government regulations governing grants under the contract and AGP-LMD's internal grant management.

Annexes included with this Request for Applications:

- **Annex A** – Grant Application Form
- **Annex B** – Applicant Self-Assessment Form
- **Annex C** – Required Certifications Package
- **Annex D** – Survey for Ensuring Equal Opportunity for Applicants
- **Annex E** – AGP-LMD Indicators
- **Annex F** – Standard Provisions for non-U.S. Nongovernmental Organizations

SECTION I. PROGRAM DESCRIPTION

IA. OBJECTIVE

AGP-LMD is awarding grants to value chain drivers, including private businesses and producer-based cooperatives and unions or associations, to improve their business skills, marketing practices, supply chains, service provision, and other management capacities; to provide investment to initiate or expand operations and introduce new technology; and to have the skills they need to make the most of their investments over the long- term.

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IB. BACKGROUND

USAID-Ethiopia's Agricultural Growth Program-Livestock Market Development project is a five-year project being implemented as part of the U.S. Government's Feed the Future (FTF) Initiative. This project is part of USAID's contribution to the Government of Ethiopia's Agricultural Growth Program (AGP). The AGP's goal "to end poverty and enhance growth" aligns with FTF's goal to "sustainably reduce poverty and hunger." The project aims to foster growth and reduce poverty through improving the productivity and competitiveness of selected livestock value chains: meat/live animals, and dairy. Program operations will primarily take place in the AGP-targeted woredas of Tigray, Amhara, Oromia and SNNPR, in order to effectively reach a large number of smallholder producers. In addition, the project will use and build upon local organizations' experience and extensive professional and social networks throughout these four regions.

AGP-Livestock Market Development project will address USAID's Strategic Objective of improving smallholder incomes and nutritional status through the achievement of three key USAID intermediate results, involving five program components. The project will apply a holistic value chain development approach to ensure that the program transforms the targeted value chains from infancy to maturity. This will self-propel value chains, capable of taking ownership of their own future development, by addressing systemic bottlenecks and facilitating value chain participants' own engagement and investment.

Key themes driving AGP-Livestock Market Development Project approach include:

- Market development
- Increased productivity and efficiency throughout the livestock value chain
- Private sector focus and investment
- Smallholder impact
- Gender mainstreaming
- Environmental conservation

The project runs from September 17, 2012 to July 31, 2017 and is being implemented by national and international consortium members led by CNFA.

International Subcontractors: Netherlands Development Organization (SNV), International Medical Corps (IMC), International Institute for Communications and Development (IICD), Institute of International Education (IIE) and J. E Austin Associates (JAA).

National Subcontractors: Digital Opportunity Trust (DOT) Ethiopia, Precise International Consult PLC, TREG Consul PLC, and BCaD Consulting Management PLC.

Regional Implementing Partners: Relief Society of Tigray (REST), Organization for Rehabilitation (ORDA) and Development in Amhara (ORDA), Oromo Grassroots Initiatives (HUNDEE) and Self Help Africa-Ethiopia

Project Goal: Support the Federal Democratic Republic of Ethiopia's Agricultural Growth Program (AGP) by improving smallholder incomes and nutritional status through investments in selected livestock value chains.

The Project is being will be implemented in the four regional states targeted by Ethiopia's AGP: Oromia, Amhara, Tigray, and SNNP. The main LMD implementer in the regional states will be the Regional Implementing Partners under guidance and coordination from LMD's Regional Coordinators and supported by Addis Ababa based office headed by the program Chief of Party (COP).

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IC. DETAILED PROGRAM DESCRIPTION

The overall purpose of the AGP-LMD Grants Program is to provide funding for activities that directly contribute to the objectives of AGP-LMD and are within AGP-LMD's strategy and project implementation approach. Recipients will be those best placed to address key value chain and systemic constraints. The funds will stimulate value chain actors to introduce and pilot innovations by limiting the financial risks of innovation.

The President's Emergency Plan for AIDS Relief (PEPFAR) is a global health initiative launched in 2003 designed to provide HIV prevention, care, and treatment services in low- and middle-income countries in order to combat the devastation of HIV/AIDS globally. While Phase I of PEPFAR focused on building an emergency response, Phase II, continued under President Obama's Administration, emphasized sustainability. Emphasis was also placed on increasing the impact of PEPFAR's investments by scaling up evidence-based interventions including access to antiretroviral therapy (ART), preventing mother-to-child transmission of HIV (PMTCT), and voluntary medical male circumcision (VMMC). Now, PEPFAR is heading into Phase III, focusing on continued sustainable control of the epidemic while delivering on the promise of an AIDS-free generation. To accomplish this, PEPFAR is pivoting to a data-driven approach that achieves the most impact on investments by strategically targeting services to geographic regions with the greatest disease burden and populations at greatest risk, and then targeting appropriate evidence-based interventions to these sub-groups.

New knowledge and discovery have provided us with tools to combat the HIV/AIDS epidemic, but full use of these tools in low resource settings devastated by HIV/AIDS remains a great challenge. Economic Strengthening interventions (ES) have been shown to be effective in minimizing the prevalence of HIV through PEPFAR approaches that optimize the impact of investments.

Proposals should contribute to one or more of the AGP-LMD project indicators and communicate the expected outcomes in terms of these indicators as possible. These indicators include:

- New, full-time jobs created
- Value of Incremental Sales (collected at the farm level) Attributed to Project Implementation
- Number of Individuals Who Have Received Project Supported Short-term Livestock Sector Productivity Training
- Number of farmers, private sector firms and others who have applied new technologies or management practices
- Value of exports of targeted commodities
- Value of new private sector investment leveraged by the project
- Number of MSME's receiving assistance to access loans
- Number of firms receiving assistance to invest in improved technologies
- Value of incremental sales collected at the farm level (and the number of households affected)
- Gross margin per animal (cattle, sheep, goats, poultry)

AGP-LMD will closely monitor awardees and measure their achievements in terms of the indicators listed above in addition to the number of households benefitting.

Objectives of the RFA:

The objective of the RFA is to encourage all targeted project Woreda PLHIV residents interested in establishing a viable commercial livestock enterprise or improving and expanding an existing one to apply

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and compete for the available PEPFAR grant funds benefiting PLHIV targets in the project Woredas of Oromia (Limu Bilbilo, Lume, Ambo and Girar Jarso), Amhara (Dejen, Bahir Dar and Metema), SNNPR (Wondogenet and West Azernet) and Tigray (Kafta Humera Woredas) as per the detailed information provided below. Grant applicants are expected to develop full-fledged proposals if their initial grant application and business plans are selected. However, being selected to develop a full-fledged proposal is not a guarantee of funding.

AGP-LMD PEPFAR is seeking innovations that have a significant potential to impact incomes and improve the overall quality of life of smallholder farm households. This RFA targets three main area which are:

Productivity Enhancing in livestock sector: Grant applicants are required to work in the livestock sector. To include: dairying, fattening, shoat rearing, feed processing, input supplies to the livestock sector, dairy processing, Poultry etc. depending on the local context, capacity and experiences they possess.

Market Infrastructure: collection centers, terminal markets, mobile technologies, banking, feed lots and storage facilities, producer organizations' innovations.

Strengthening PLHIV in Livestock: Increasing the capacity of PLHIV livestock entrepreneurs, existing businesses, and/or PLHIV's groups.

AGP-LMD recognizes that some grantees may need technical assistance to more effectively carry out the activity. Consequently applicants are encouraged to specify their needs for technical assistance and/or training in their application.

ID. AUTHORITY/GOVERNING REGULATIONS

USAID/PEPFAR Fund grant awards are made under the authority of the U.S. Foreign Affairs Act and USAID's Advanced Directive System (ADS) 302.3.5.6, "Grants Under Contracts." Awards made to non-U.S. organizations will adhere to guidance provided under the following:

[ADS Chapter 303](#), "Grants and Cooperative Agreements to Non-Governmental Organizations";

[Standard Provisions for non-U.S. NGOs](#);

[2 CFR 200 UNIFORM ADMINISTRATIVE REQUIREMENTS, COST PRINCIPLES, AND AUDIT REQUIREMENTS FOR FEDERAL AWARDS](#); and

[2 CFR 700](#). And will be within the terms of the Prime Award and AMD's grants procedures.

AGP LMD is required to ensure that all organizations receiving USAID grant funds comply with the guidance found in the above regulations, as applicable to the respective terms and conditions of their grant awards.

Under the AGP/LMD-PEPFAR grant program, USAID retains the right at all times to terminate, in whole or in part, AGP/LMD-PEPFAR grant-making authorities.

SECTION II. AWARD INFORMATION

AGP/LMD-PEPFAR anticipates awarding up to 20 Grants with a value ranging \$4000 \$ 20,000 allocated to each grant awardee. The duration of any grant award under this solicitation is expected to be no more than 1 year. The estimated start date of grants awarded under this solicitation is September 1, 2015.

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SECTION III. ELIGIBILITY

IIIA. ELIGIBLE ORGANIZATIONS or INDIVIDUALS

- All interested and capable PLHIV targets in the project Woredas including the urban Administration centers both in group and individually are eligible.
- Regional implementing partners' staff and the Woreda technical team will assess and support the applicants.

III B. ADDITIONAL CONDITIONS OF ELIGIBILITY

Grant applicants are required to work in the livestock sector, to include: dairying, fattening, shoat rearing, feed processing, input supplies to the livestock sector, dairy processing, etc. depending on the local context, capacity and experiences they possess.

- Applicants should be PLHIV who have publicly disclosed their PLHIV status and enrolled in the PLHIV associations.
- Applicants should be in the Woreda PLHIV list and be given priority to apply by the Woreda level facilitators/Implementing Partners or the Woreda technical team.
- Applicants should reside in the project Woreda or in the urban center of the project Woreda.
- Applicants should present a project proposal which is sustainable, manageable and useful for the individual and the community in the area.
- The project should have the potential to be linked to the existing value chain opportunities and be able to support other PLHIV through creating self-employment and employment within the project.
- Applicants should have an adequate working premise for the proposed business.
- Applicants should be licensed and registered to do the proposed business.
- Applicants should own an ongoing business or fund that can be used as a matching fund for the project s/he is proposing.
- Those who can fulfill the matching criteria of 1 to 4 ratio or able to cover 25 percent of the proposed grant amount.

III C. COST SHARE REQUIREMENTS

While not scored as part of the evaluation criteria, cost share is required for all grants funded under AGP-LMD. The grantee's contribution may be met through cost sharing, co-funding (funding from other donors), program income, or some combination of the three. Applicants must propose a minimum contribution of 25% of the total project cost either in cash or in-kind. The nature and amount of this contribution must be clearly defined in the grant application, and the applicant must identify the means to verify this contribution. In their grant applications, applicants should distinguish between cost share that is already committed and cost share that is only anticipated. Note that funding from other U.S. government programs/projects may not be considered as cost share.

The following are illustrative cost share items applicant can include as cost sharing: Equipment and supplies, Capital and Non-capital Assets, building, Vehicles, Construction materials depending on the nature of the project, Office space, Conference rooms etc

III D REGISTRATION REQUIREMENTS

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- Applicants must be registered in Ethiopia, *formally* constituted, recognized by and in good standing with the appropriate Ethiopian agency as a business entity or association, and compliant with all applicable civil and fiscal regulations.
- Applicants must be able to demonstrate successful past performance in implementation of integrated development programs related to AGP-LMD PEPFAR's priority areas.
- Applicants must have established outreach capabilities with linkages to the beneficiary group(s) identified in the program description. This should be reflected by the incorporation of the beneficiary perspective in the application.

III E FINANCIAL AND ADMINISTRATIVE REQUIREMENTS

- Applicants must display minimum management in the form of financial, administrative, and technical policies and procedures and present a system of internal controls that safeguard assets; protect against fraud, waste, and abuse; and support the achievement of program goals and objectives. AGP-LMD PEPFAR will assess this capability prior to awarding a grant.

III F FINANCIAL AND ADMINISTRATIVE REQUIREMENTS

- Applicants must sign the following required certifications prior to receiving a grant. The certifications are attached to this solicitation (Annex C) and AGP-LMD PEPFAR will review them with applicants
 - Certification Regarding Lobbying
 - Certification Regarding Terrorist Financing
 - Key Individual Certification Narcotics Offenses and Drug Trafficking
 - Participant Certification Narcotics Offenses And Drug Trafficking

The project will work with the successful grantee to draft a marking and branding plan which will be annexed to the grant agreement.

AGP-LMD PEPFAR encourages applications from new organizations who meet the above eligibility criteria.

SECTION IV – APPLICATION AND SUBMISSION INFORMATION

IVA INSTRUCTIONS TO APPLICANTS

Applicants must propose strategies for the implementation of the program description described above, introducing innovations that are appropriate to their organizational strengths.

IVA1. APPLICANT SELF-ASSESSMENT

All organizations selected for award are subject to a pre-award responsibility determination conducted by AGP-LMD, to ascertain whether the organization has the minimum management capabilities required to handle US government funds. The applicant self-assessment is the first step in the pre-award responsibility determination process. The Applicant Self-Assessment Form is contained in Annex B.

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Instructions and a template for the applicant self-assessment are in Annex B. Applicants that submit a summary Grant application that meets or exceeds the evaluation criteria will be notified of the next steps in the application process.

IV.A.2. GRANT APPLICATION

Templates to be utilized when developing the summary grant application are provided in Annex A-B. Applicants shall present their technical application and budget in the formats provided and shall follow the instructions and guidelines listed in these annexes.

All grant activity costs must be within the normal operating practices of the Applicant and in accordance with its written policies and procedures. For applicants without an audited indirect cost rate, the budget may include direct costs that will be incurred by the Applicant to provide identifiable administrative and management costs that can be directly attributable to supporting the grant objective.

The application must be signed by an authorized agent of the Applicant.

IV.A.3 INELIGIBLE EXPENSES

AGP-LMD grant funds may not be utilized for the following:

- Construction or infrastructure activities of any kind;
- Ceremonies, parties, celebrations, or “representation” expenses;
- Purchases of restricted goods, such as: restricted agricultural commodities, motor vehicles including motorcycles, pharmaceuticals, medical equipment, contraceptive products, used equipment; without the previous approval of AGP-LMD, or prohibited goods, prohibited goods under USAID regulations, including but not limited to the following: abortion equipment and services, luxury goods, etc.;
- Alcoholic beverages;
- Purchases of goods or services restricted or prohibited under the prevailing USAID source/nationality (Burma (Myanmar), Cuba, Iran, North Korea, North Sudan and Syria);
- Any purchase or activity, which has already been made;
- Purchases or activities unnecessary to accomplish grant purposes as determined by the AGP-LMD Project;
- Prior obligations of and/or, debts, fines, and penalties imposed on the Grantee;
- Creation of endowments.

IV. B. Application and Submission Information

Grants Application Forms shall be submitted in the format provided in Annex A, in English, or Annex B, in Amharic, and may not be more than 12 pages in length. Grant Application Forms should be submitted in electronic or hard copy to AGP-LMD at the address below and should reference RFA No. 002. Applications must be submitted no later than 3pm local time, November 30, 2015 as indicated on page 2 of the RFA under Application Process. Late or unresponsive applications will not be considered. It is the applicant’s responsibility to confirm receipt of submitted applications.

Agricultural Growth Program – Livestock Market Development Project
CMC Road, Opposite Civil Service College
Palm Addis Bldg 3rd Floor

Agricultural Growth Program – Livestock Market Development

fdensses@livestockmarketdevelopment.com, grants@livestockmarketdevelopment.com

In addition to the application forms, applicants **must** submit the following to AGP-LMD:

- A copy of the Applicant’s valid legal registration. [exception noted for Women in Livestock applicants]

Please submit all questions concerning this solicitation to Fekadu Demsses, Innovation Fund Manager, and Agricultural Growth Program – Livestock Market Development Project CMC Road, Opposite Civil Service College, Palm Addis Bldg. 3rd Floor, or via email at grants@livestockmarketdevelopment.com. AGP-LMD will assist applicants in understanding the application process, and will publish all the questions it receives and responses in advance of the due date. Please submit all questions concerning this solicitation in the given email above. AGP-LMD will assist applicants in understanding the application process, and can provide coaching in application development at the request of applicants.

SECTION V. APPLICATION EVALUATION

VA1 EVALUATION CRITERIA

All Grant Application Forms submitted in Stage 1 will be reviewed for eligibility and then evaluated by an internal review panel comprised of AGP/LMD staff and outside experts as appropriate. Grant Application Forms will be evaluated for eligibility on a pass/fail basis against the following criteria:

- Is the organization eligible to receive AGP-LMD grant funding?
- Does the application contribute to the development of the dairy cattle, beef, poultry, sheep or goat livestock value chains in the AGP-LMD target regions?
- Does the application include the required amount of cost share?
- Is the application complete?
- Does the organization show the potential to manage the activity or does it have previous experience relevant to the activity proposed?
- Does the proposed activity fall within the program description for grant funding outlined in the RFA?

For those applicants who pass the state 1 evaluation, a more detailed evaluation will be conducted, based on the following criteria:

EVALUATION CATEGORY	RATING -POINTS (100 TOTAL)
- Technical quality	70 POINTS
Conformity to AGP-LMD-PEPFAR objectives and Contribution to project results and indicators for targeted groups	25
Feasibility and sustainability of design and technical approach	20
Sourcing of raw materials from smallholder farmers, providing services to smallholder farmers, developing markets that will benefit smallholder farmers, or other assistance provided to smallholder farmers, in targeted value chains and regions	10
Considerations for integration of gender and/or PLHIV	10
Innovative Concept	5

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2. Past Performance and Institutional Capacity	15 POINTS
Management and programmatic capacity	15
3. Cost	15 POINTS
Cost efficiency	5
Cost reasonableness, allowability, allocability	5
Leveraging of other funding sources	5

1. Quality of Technical Approach

- **Conformity to AGP-LMD Objectives:** The extent to which the proposed activity is in line with AGP-LMD objectives. Also, the likelihood the activity will help meet project targets and project objectives after the application’s monitoring & evaluation period. Applicability to project’s geographic regional focus will also be considered.
- **Feasibility of Design and Technical Approach:** The quality and feasibility of the application in terms of the viability (as measured by cost-benefit analysis) of the proposed technical approach, (i.e. the proposed technical approach can reasonably be expected to produce the intended outcomes and impact), appropriateness of the proposed methodology and implementation plan for achieving project objectives. Approaches proven to be effective or new untried approaches will be evaluated. Proposed mechanisms for monitoring and evaluation with objectively measurable indicators will also be appraised.
- Sourcing of raw materials from smallholder farmers, providing services to smallholder farmers, developing markets that will benefit smallholder farmers, or other assistance provided to smallholder farmers in targeted value chains and regions. The extent to which, if applicable, the proposed program sources raw materials from smallholder farmers, proves services to smallholder farmers, develops markets that will benefit smallholder farmers, or other assistance provided to smallholder farmers in targeted value chains and regions.
- **Considerations for Integration of Women and PLHIV:** The extent to which the proposed activity includes a gender component and represents a strong commitment to women and/or PLHIV as beneficiaries.
- **Long-term Sustainability:** The extent to which the activity will be sustainable over the long term without continued external support.
- **Innovative Concept:** The degree of innovation included in the proposal and the prospect of adoption of the innovation by other value chain businesses or organizations.

2. Past Performance and Institutional Capacity

- **Management and Programmatic Capacity:** Evidence of the capability to undertake and accomplish the proposed activities. The proposal should demonstrate the applicant’s effectiveness in terms of internal structure, technical capacity, and key personnel, in meeting activity goals. In addition, the applicant must demonstrate adequate financial management capability. Appraisal may be based on reference checks by AGP-LMD; the background, qualifications, reputation, appropriateness and skills of its key personnel; and the “track record,” reputation, and achievements of the businesses/organization involved.

3. Cost

If the grantee expects to earn program income (Program income means gross income received by the grantee or sub-grantee directly generated by a grant supported activity, or earned only as a result of the

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grant agreement during the grant period. During the grant period is the time between the effective date of the award and the ending date of the award reflected in the final financial report) during the award period, the selection committee (SC) team will review to ensure the income will be applied in accordance with 2 CFR 200.80 and 2 CFR 200.307 regulations.

- **Cost Efficiency:** The degree to which budgeting is clear and reflects best use of applicant and grant resources, as evaluated by cost benefit analysis.
- **Cost Reasonableness, Allowability, and Allocability:** All members of the technical review committee will review the budget, making sure that the proposed costs make technical sense, meaning that they are directly linked to an activity and that they are reasonable and necessary costs.
- **Own Contribution:** The SC will consider grant applicant's own contribution either in-kind or cash as a priority in the award process.
- **Leveraging of Other Funding Sources:** The leveraged amount reflects commitment to the project by the applicant, and local institutions. Any applicant to be supported under the project will be strongly encouraged to leverage other funding sources including loans from banks, MFIs, or others.

AGP-LMD will score the applications and invite the highest-ranked applicants to Stage 2. Approximately 25 PLHIV grant applicants are expected to be selected for Stage 2. An invitation to Stage 2 does not guarantee final approval and funding. However, applicants not approved in Stage 2 are eligible to apply for future funding.

Additionally, AGP-LMD will ensure environmental soundness and compliance in design and implementation as required by 22 CFR 216.

VB. APPLICATION STAGE TWO – SELF-ASSESSMENT, ADMINISTRATIVE AND COMPLIANCE EVALUATION

For applicants whose Grant Application Forms were accepted and invited to proceed to Stage 2, the applicants will be requested to complete a self-assessment form and provide additional information relevant to administrative and compliance evaluations based on meeting the RFA requirements and meeting all USAID rules and regulations.

SECTION VI. AWARD AND ADMINISTRATION INFORMATION

VIA. EXPECTED TYPE AND DURATION OF AWARDS

AGP-LMD PEPFAR anticipates awarding no more than \$300,000 USD through approximately 20 awards. Each grant award will be determined during the negotiation process based on the activities proposed. The duration of any grant award under this solicitation is expected to be no more than 12 months. The estimated start date of grants awarded under this solicitation is September 1, 2015.

Agricultural Growth Program – Livestock Market Development VIC. DISCLAIMERS AND AWARD ADMINISTRATION

Neither issuance of this RFA, or assistance with application development, constitute an award or commitment on the part of AGP-LMD, nor does it commit AGP-LMD to pay for costs incurred in the preparation and submission of an application. AGP-LMD reserves the following rights:

- To cancel the solicitation without making any awards;
- To reject any or all responses received;
- To disqualify any offer based on its contents or a failure to follow application instructions;
- To award only part of the activities in the solicitation, or to issue multiple awards based on the solicitation activities;
- To waive minor proposal deficiencies that can be corrected prior to award determination to promote competition;
- To independently negotiate with any applicant and to make an award without conducting discussions based solely on the written applications if it decides it is in its best interest to do so; and,
- To check applicant's references.

All grants will be negotiated, denominated, and funded in Ethiopian Birr.

All costs funded by the grant must be allowable, allocable and reasonable. Grant applications must be supported by a detailed and realistic budget as described in Section IV.

Applicants will be informed in writing of the decision made regarding their application.

VID. AUTHORITY/GOVERNING REGULATIONS

USAID/PEPFAR Fund grant awards are made under the authority of the U.S. Foreign Affairs Act and USAID's Advanced Directive System (ADS) 302.3.5.6, "Grants Under Contracts." Awards made to non-U.S. organizations will adhere to guidance provided under the following:

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[Standard Provisions for non-U.S. NGOs](#);

[2 CFR 200 UNIFORM ADMINISTRATIVE REQUIREMENTS, COST PRINCIPLES, AND AUDIT REQUIREMENTS FOR FEDERAL AWARDS](#); and

[2 CFR 700](#). and will be within the terms of the Prime Award and AMD's grants procedures.

AGP LMD is required to ensure that all organizations receiving USAID grant funds comply with the guidance found in the above regulations, as applicable to the respective terms and conditions of their grant awards.

Reporting Requirements:

1. Grantee will be expected to provide milestone accomplishment report detailing their accomplishments.

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2. Grantees will be expected to provide quarterly reports detailing their accomplishments and progress meeting matching cost-share contributions

Under the AGP-LMD grant program, USAID retains the right at all times to terminate, in whole or in part, AGP-LMD grant-making authorities.

Issuance of this RFA and assistance with application development do not constitute an award or commitment on the part of AGP-LMD, nor does it commit the Project to pay for costs incurred in the preparation and submission of an application. Further, AGP-LMD reserves the right to accept or reject any or all applications received. Applicants will be informed in writing of the decision made regarding their application. Also, the preparations of all materials for submittal against this RFA to the Project will be at the applicant's sole cost and expense, and the Project shall not under any circumstances be responsible for any cost or expense incurred by the applicant. All documentation and/or materials submitted with the RFA document shall become and remain the property of AGP-LMD.

Prior to being awarded a grant and signing any grant agreement, applicants will be required to obtain a DUNS number if the grant size is at or above USD \$25,000.

Note: Other than the time, effort, and organization/individual expense required to develop an application for this solicitation, applying to this RFA is free and neither USAID, CNFA, nor AGP-LMD require any fee to be paid. If anyone claiming to represent any of these organizations approaches you requesting a fee for assistance or for any other purpose related to this RFA, please contact the CNFA Fraud Hotline at fraudhotline@cnfa.org.

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ANNEX A. Grant Application Form

USAID/AGP-LMD Grant Application Form

Applicant Name:

Application Form (please type your information in the boxes provided, they will expand as you type).

SECTION A: Company Profile

1	Proposal title <i>provide the project name in a self-explanatory way</i>	
2	Name of organization/business/individual	
3	Head of organization/business, <i>please specify if individual</i>	
4	Date of registration in Ethiopia	
5	Legal registration number in Ethiopia or ID card for individuals	
6	Type of organization/business, <i>please indicate if cooperative, private sector firm, registration number, TIN</i>	
7	Telephone	
8	Email address(es)	
9	Website address (if any)	
10	Proposed grant project start and end date	
11	DUNS (if any)	

SECTION B: Grant Project Description

1. Company Background:

2. Purpose of Grant:

3. Market for Products:

4. Competitive Analysis:

5. Pricing and Marketing Strategy:

6. Management Team:

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7. Regional Focus:

Region		District(s)/Woredas	Sector(s)	Beneficiaries	
				Male	Female
<input type="checkbox"/>	Tigray				
<input type="checkbox"/>	Amhara				
<input type="checkbox"/>	Oromia				
<input type="checkbox"/>	SNNPR				

SECTION C: Use of Grant Funds and Grantee/Third Party Contributions

1. Indicative Cost of Overall Activity

Category		Amount in USD*	% of Total Cost
a.	Organizational contribution		
b.	Third party contribution (if any)		
c.	Grant funding requested (list items such as equipment, training, technical support, operational support**)		
Total Estimated Costs			

2. Budget

Investment Costs (in USD)					
No.	Investment Type	Units	LMD Contribution	Grantee Contribution	Total Cost
	Total Investment Cost				
	Percentage of Investment		%	%	%

SECTION D: Financial Analysis

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1. Income Statement

2. Balance Sheet

3. Cash Flow

SECTION E: Other Donor Funds Received

Please provide details about previously completed and/or ongoing activities for the last three years (listing the latest project first). Add additional columns where needed.

Activity Name	Funding	Duration (From/To)	Location(s)	Total Budget USD	Major Achievements

SECTION F: Impact on Women and Youth

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SECTION G: Cost Benefit Analysis

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SECTION H: Additional LMD Support Requested

.....

SECTION I: Compliance Review (to be completed by LMD staff)

Statements <i>Please tick the relevant responses.</i>	Yes	No
1. OFAC and SAM tests complete		
2. D-U-N-S is obtained		
3. Pre-award assessment/Internal review completed		
4. Environmental impact assessment and mitigation completed		

Appendix A

Grantee Certifications

1. Grantee certifies that he/she has no financial relationship, past, present, or in prospect, with any employee, officer, or representative of CNFA.

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2. Grantee certifies that grant funds will **NOT** be used for any of the following:
- a. Military or surveillance equipment
 - b. Police or other law enforcement activities
 - c. Goods or services furnished by any firm or individual whose name appears on the “list of Parties Excluded from Federal Procurement and Non-Procurement Programs”
 - d. Repayment of external debt
 - e. Entertainment, gifts, donations, alcoholic beverages, tobacco, fines and penalties
 - f. Campaigns for public office or lobbying activities
 - g. Any unlawful activity

SIGNATURE

Name of Applicant(s): _____

Signature of Applicant(s): _____

Grant Application Form Instructions by Section

Note: The total number of pages for sections A through I may not exceed 20 pages, not including any Attachment(s).

SECTION A: Company Profile

- Item 1: Proposal title is self-explanatory.
- Item 2: Indicate name of the person or organization applying for the grant.
- Item 3: Indicate name of person heading the organization applying for the grant.
- Item 4: Date of registration in Ethiopia is self-explanatory.
- Item 5: Indicate registration number (for applying organizations) or ID number (for applying individuals).
- Item 6: Indicate legal status of organization.
- Items 7-10: Contact information and grant period is self-explanatory.
- Item 11: LMD can assist the grantee in obtaining a DUNS.

SECTION B: Grant Project Description

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- Item 1: Describe the company or organization, including its development and current areas of activities or business. Highlight areas of activity relevant to the proposed grant project.
- Item 2: Indicate the overall purpose of the grant and describe in detail the background (i.e. problems, opportunities) and activities that the grant will fund.
- Item 3: Describe the market or beneficiary of the products or services that the grant project is supporting. This section should demonstrate sustainable demand for goods and/or services through a detailed description and analysis of the market.
- Item 4: Clearly describe the competition – in terms of competing products and/or services that are supported through the grant project. What are the grant applicant's plans to address the competition?
- Item 5: In this section provide details on the pricing and marketing strategy to ensure that the grant project is financially viable and/or maximizes results.
- Item 6: Describe the organization or company's management structure in general, and then provide a detailed description of the applicant's plan to manage the grant project. As much as possible give examples of who will be doing what and provide evidence that the team has the skills required to implement a successful grant project.
- Item 7: Indicate the geographic coverage of the grant project, including the number of people who benefit directly from the grant project.

SECTION C: Use of Grant Funds and Grantee/Third Party Contributions

- Item 1: This table provides an overview of the budget, and communicates the total contribution (and %) of the grant, the grantee, and third parties.
- Item 2: All budget items need to be detailed in terms of item specification and number of units. If there is insufficient space to provide necessary detail then the grantee is required to provide annexed budget notes. If the grant project requires procurement of vehicles or pharmaceuticals, these items should be included in the grantee's contribution. The grantee should make every effort to ensure the cost of a single item is not split between the grantee and the LMD grant. Ensure that the budget meets the matching requirements of the RFA.

SECTION D: Financial Analysis

- Items 1-3: Financial statements include a cash flow analysis, income statement and balance sheet. The financial statement template is attached as Annex to Annex A of this document

SECTION E: This section is self-explanatory

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SECTION F: Impact on Women and Youth

Clearly describe the positive impact the grant project will have on women and youth – with a focus on improved economic opportunity and/or nutrition. Provide as much detail as possible.

SECTION G: Cost Benefit Analysis

A list of LMD’s program objective indicators can be found in Annex E. In this section provide a clear description of how the grant project will help USAID/LMD to achieve these objectives. Determine which objectives are relevant to the grant project, and provide a description of the impact the grant project has related to these objectives. For example, an objective of LMD is to create jobs. If the grant project will have impact on employment, then the grantee should estimate the number of new jobs created.

SECTION H: Additional LMD Support Requested

In this section describe any supplemental training and/or technical assistance support required to ensure that the grant project is successful.

SECTION I: Compliance Review – to be completed by LMD staff.

ANNEX B. Applicant Self-Assessment Form

This form is required to be completed by the applicant and submitted to AGP-LMD, along with the grant application. It is used as part of AGP-LMD’s assessment of an applicant’s adherence to eligibility requirements as well as capacity to adequately handle grant funds. It may be used in lieu of or in conjunction with other pre-award responsibility determination tools.

AGP-LMD Applicant Self-Assessment Form

Accepting a grant from AGP-LMD creates a legal duty for the Grantee to use the funds according to the grant agreement and to United States federal regulations. Before awarding a grant, AGP-LMD must assess the adequacy of the financial and accounting systems of a prospective grantee to ensure accountability.

To complete this form, answer each question as completely as possible, using extra pages if necessary. Please return your completed form to AGP-LMD.

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APPLICANT INFORMATION

Name of Organization/Business:

Activity Title:

Name, Title, Contact Information of Individual Completing Questionnaire:

SECTION A: INTERNAL CONTROLS

Internal controls are procedures that ensure:

- a. Financial transactions are approved by an authorized individual and follow laws, regulations, and the organization's policies,
- b. Assets are kept safely,
- c. Accounting records are complete, accurate, and kept on a regular basis.

Please complete the following concerning your organization's/businesses' internal controls:

1. The name, position/title, and telephone number for the individuals responsible for verifying allowability of expenditures.

Name:

Title:

Telephone number:

2. The name, position/title, and telephone number for the individual responsible for maintaining accounting records:

Name:

Title:

Telephone number:

3. List the name, position/title, and telephone number for the individual responsible for preparing financial reports:

Name:

Title:

Telephone number:

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4. List the name, position/title, and telephone number for the individual responsible for preparing narrative reports:

Name:

Title:

Telephone number:

5. Does the organization keep timesheets for each paid employee?

Yes: ___ No: ___

6. Is your organization familiar with U.S. Government regulations concerning costs which can be charged to U.S. grants (OMB Circular A-122 "Cost Principles for Nonprofit Organizations" or OMB Circular A-21 "Cost Principles for Educational Institutions")?

Yes: ___ No: ___

SECTION B: ACCOUNTING SYSTEM

The purpose of an accounting system is to (1) accurately record all financial transactions; and (2) ensure that all financial transactions are supported by invoices, timesheets and other documentation.

The type of accounting system often depends on the size of the organization. Some organizations may have computerized accounting systems, while others use a manual system to record each transaction in a ledger. In either case, AGP-LMD Grant funds must be properly authorized, used for the intended purpose, and recorded in an organized and regular manner.

1. Briefly describe your organization's/businesses' accounting system including: (A) any manual ledgers used to record transactions (general ledger, cash disbursements ledger, suppliers ledger etc.); (B) any computerized accounting system used (please indicate the name); and (C) how transactions are summarized in financial reports, (by the period, project, cost categories).

2. Does your organization have written accounting policies and procedures?

Yes: ___ No: ___

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3. Are your financial reports prepared on a:

Cash basis: ___ Accrual basis: ___ (Accrual = bill for costs before they are incurred)

4. Can your accounting records separate the receipts and payments of the AGP-LMD grant from the receipts and payments of your organization's other activities?

Yes: ___ No: ___

5. Can your accounting records summarize expenditures from the AGP-LMD grant according to different budget categories such as salaries, rent, supplies, and equipment?

Yes: ___ No: ___

6. How do you allocate costs that are “shared” by different funding sources, such as rent, utilities, etc.?

7. How often are financial reports prepared?

Monthly: ___ Quarterly: ___ Annually: ___

If financial reports are not prepared, then briefly explain why they are not:

8. How often do you input entries into the financial system?

a. Daily ___ b. Weekly ___ c. Monthly ___ d. Ad hoc/as needed ___

9. How often do you do a cash reconciliation?

a. Daily ___ b. Weekly ___ c. Monthly ___ d. By accountants decision ___

10. Do you keep invoices, vouchers and timesheets for all payments made from grant funds?

Yes: ___ No: ___

SECTION C: FUNDS CONTROL

AGP-LMD will reimburse its grant recipients by bank transfer in Ethiopian Birr to the Grantee organization’s bank account based on the submission of receipts. Access to the bank account must be limited to authorized individuals.

1. Do you have a bank account registered in the name of your organization?

Yes: ___ No: ___

2. Are the bank account and its signatories authorized by the organization's Board of Directors, Trustees, or other authorized persons?

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Yes: ___ No: ___

SECTION D: AUDIT

AGP-LMD may require an audit of your organization's accounting records. An audit is a review of your accounting records by an independent accountant who works for an accounting firm. An audit report contains your financial statements as well as an opinion by the accountant that your financial statements are correct. Please provide the following information on prior audits of your organization:

1. Does your organization contract and pay for regular independent audits?

Yes: ___ (please provide the most recent copy) No audits performed: ___

2. If regular independent audits are performed, who performs the audit?

Name:

Company:

Telephone number:

3. How often are audits performed?

Quarterly: ___ Yearly: ___ Every two years: ___

Other: ___(explain) _____

4. If your organization does not have a current audit of its financial statements, please provide a copy of the following financial information, if available:

- a. "Balance Sheet" for your prior fiscal or calendar year; and
- b. "Revenue and Expense Statement" for your prior fiscal or calendar year.

5. Are there any reasons (local conditions, laws, or institutional circumstances) that would prevent an independent accountant from performing an audit of your organization?

Yes: ___ No: ___

If yes, please explain: _____

**Agricultural Growth Program – Livestock Market Development
CHECKLIST AND SIGNATURE PAGE**

AGP-LMD requests that your organization submit a number of documents along with this completed questionnaire. Complete this page to ensure that all requested information has been included.

Please complete the checklist below, then sign and return the questionnaire and any other requested documents to AGP-LMD.

1. Complete the checklist:

Incorporation papers or certificate of registration and statute have been provided to AGP-LMD.

Organizational chart, if available, has been provided to AGP-LMD.

Copy of your organization's most recent audit has been provided to AGP-LMD (Alternatively, if there has been no recent audit, then a "Balance Sheet" and "Revenue & Expense Statement" for the prior fiscal year must be provided to AGP-LMD).

All questions on this questionnaire have been fully answered.

The organization's/business' authorized agent has signed and dated this page.

The accounting questionnaire must be signed and dated by the organization's authorized Agent who has either completed or reviewed the form.

Approved by:

Print Name _____ Signature _____

Title _____ Date _____

ANNEX C. Required Certifications Package

USAID requires that recipients sign the following certifications as a prerequisite to receiving a grant from a U.S. Government source. This applies to all institutions receiving grants from AGP-LMD.

Agricultural Growth Program – Livestock Market Development
CERTIFICATION REGARDING TERRORIST FINANCING

By signing and submitting this application, the prospective recipient provides the certification set out below:

1. The Recipient, to the best of its current knowledge, did not provide, within the previous ten years, and will take all reasonable steps to ensure that it does not and will not knowingly provide, material support or resources to any individual or entity that commits, attempts to commit, advocates, facilitates, or participates in terrorist acts, or has committed, attempted to commit, facilitated, or participated in terrorist acts, as that term is defined in paragraph 3.
2. The following steps may enable the Recipient to comply with its obligations under paragraph 1:
 - a. Before providing any material support or resources to an individual or entity, the Recipient will verify that the individual or entity does not (i) appear on the master list of Specially Designated Nationals and Blocked Persons, which list is maintained by the U.S. Treasury's Office of Foreign Assets Control (OFAC) and is available online at OFAC's website: <http://www.treas.gov/offices/eotffc/ofac/sdn/t11sdn.pdf>, or (ii) is not included in any supplementary information concerning prohibited individuals or entities that may be provided by USAID to the Recipient.
 - b. Before providing any material support or resources to an individual or entity, the Recipient also will verify that the individual or entity has not been designated by the United Nations Security (UNSC) sanctions committee established under UNSC Resolution 1267 (1999) (the "1267 Committee") [individuals and entities linked to the Taliban, Osama bin Laden, or the Al Qaeda Organization]. To determine whether there has been a published designation of an individual or entity by the 1267 Committee, the Recipient should refer to the consolidated list available online at the Committee's website: <http://www.un.org/Docs/sc/committees/1267/1267ListEng.htm>.
 - c. Before providing any material support or resources to an individual or entity, the Recipient will consider all information about that individual or entity of which it is aware and all public information that is reasonably available to it or of which it should be aware.
 - d. The Recipient also will implement reasonable monitoring and oversight procedures to safeguard against assistance being diverted to support terrorist activity.
3. For purposes of this Certification:
 - a. "Material support and resources" means currency or monetary instruments or financial securities, financial services, lodging, training, expert advice or assistance, safe-houses, false documentation or identification, communications equipment, facilities, weapons, lethal substances, explosives, personnel, transportation, and other physical assets, except medicine or religious materials.

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- b. “Terrorist act” means-(i) an act prohibited pursuant to one of the 12 United Nations Conventions and Protocols related to terrorism (see UN terrorism conventions Internet site: <http://untreaty.un.org/English/Terrorism.asp>) ; or (ii) an act of premeditated, politically motivated violence perpetrated against noncombatant targets by subnational groups or clandestine agents; or (iii) any other act intended to cause death or serious bodily injury to a civilian, or to any other person not taking an active part in hostilities in a situation of armed conflict, when the purpose of such act, by its nature or context, is to intimidate a population, or to compel a government or an international organization to do or to abstain from doing any act.

- c. “Entity” means a partnership, association, corporation, or other organization, group or subgroup.

- d. References in this Certification to the provision of material support and resources shall not be deemed to include the furnishing of USAID funds or USAID-financed commodities to the ultimate beneficiaries of USAID assistance, such as recipients of food, medical care, micro-enterprise loans, shelter, etc., unless the Recipient has reason to believe that one or more of these beneficiaries commits, attempts to commit, advocates, facilitates, or participates in terrorist acts, or has committed, attempted to commit, facilitated or participated in terrorist acts.

- e. The Recipient’s obligations under paragraph 1 are not applicable to the procurement of goods and/or services by the Recipient that are acquired in the ordinary course of business through contract or purchase, e.g., utilities, rents, office supplies, gasoline, etc., unless the Recipient has reason to believe that a vendor or supplier of such goods and services commits, attempts to commit, advocates, facilitates, or participates in terrorist acts, or has committed, attempted to commit, facilitated or participated in terrorist acts.

This Certification is an express term and condition of any agreement issued as a result of this application, and any violation of it shall be grounds for unilateral termination of the agreement by USAID prior to the end of its term.

APPLICANT:

Name: _____

Signature: _____

Title: _____

Date: _____

Agricultural Growth Program – Livestock Market Development

RECIPIENT CERTIFICATE OF COMPLIANCE

To: AGP-LMD Innovation Fund Manager

I, _____, _____, as a legally authorized
Name (Printed or Typed) Title

representative of _____
Organization/Business Name

do hereby certify that, to the best of my knowledge and belief, this organization's/business' management and other employees responsible for their implementation are aware of the requirements placed on the organization/business by OMB Circulars, and Federal and USAID regulations with respect to the management of, among other things, personnel policies (including salaries), travel, and procurement under this agreement and I further certify that the organization/business is in compliance with those requirements.

I/we, understand that a false, or intentionally misleading, certification could be the cause for possible actions ranging from being found not responsible for this award to suspension or debarment of this organization in accordance with the provisions of USAID Regulation 8.

I/we, further agree to instruct the accounting firm that this organization/business retains to perform its annual audits, as required by OMB Circular A-133, to include in their review of our internal controls sufficient testing of the implementation of our personnel, travel and procurement policies to confirm compliance with Federal and USAID requirements. The conclusions of that compliance review will be included in the A-133 audit reports submitted to the government.

I declare under penalty of perjury that the foregoing is true and correct.

Name: _____ Signature: _____

Title: _____ Date: _____

ANNEX D. Survey on Ensuring Equal Opportunity for Applicants

Purpose: The Federal government is committed to ensuring that all qualified applicants, small or large, non-religious or faith-based, have an equal opportunity to compete for Federal funding. In order for us to better understand the population of applicants for Federal funds, we are asking nonprofit private organizations (not including private universities) to fill out this survey.

Upon receipt, the survey will be separated from the application. Information provided on the survey will not be considered in any way in making funding decisions and will not be included in the Federal grants database. **While your help in this data collection process is greatly appreciated, completion of this survey is voluntary and not required.**

Instructions for Submitting the Survey: If you are applying using a hard copy application, please place the completed survey in an envelope labeled "Applicant Survey." Seal the envelope and include it along with your application package. If you are applying electronically, please submit this survey along with your application.

Applicant's (Organization/Business) Name: _____

Applicant's DUNS Number: _____

Federal Program: _____ **CFDA Number:** _____

1. Has the applicant ever received a grant or contract from the Federal government?

Yes No

2. Is the applicant a faith-based organization?

Yes No

3. Is the applicant a secular organization?

Yes No

4. Does the applicant have 501(c)(3) status?

Yes No

5. Is the applicant a local affiliate of a national organization?

Yes No

6. How many full-time equivalent employees does the applicant have? (*Check only one box.*)

3 or Fewer 15-50
 4-5 51-100
 6-14 over 100

7. What is the size of the applicant's annual budget? (*Check only one box.*)

Less Than \$150,000
 \$150,000 - \$299,999
 \$300,000 - \$499,999
 \$500,000 - \$999,999
 \$1,000,000 - \$4,999,999
 \$5,000,000 or more

Survey Instructions on Ensuring Equal Opportunity for Applicants

Provide the applicant's (organization) name and DUNS number and the grant name and CFDA number.

1. Self-explanatory.
2. Self-identify.
3. Self-identify.
4. 501(c)(3) status is a legal designation provided on application to the Internal Revenue Service by eligible organizations. Some grant programs may require nonprofit applicants to have 501(c)(3) status. Other grant programs do not.
5. Self-explanatory.
6. For example, two part-time employees who each work half-time equal one full-time equivalent employee. If the applicant is a local affiliate of a national organization, the responses to survey questions 2 and 3 should reflect the staff and budget size of the local affiliate.
7. Annual budget means the amount of money your organization spends each year on all of its activities.

ANNEX E: AGP-LMD Indicators

1. Number of Jobs Attributed to Project Implementation

This is a direct measure of improved livelihoods, as it measures the creation of employment and related income. However, the project is concerned about creation of sustainable employment, not temporary employment (of short duration such as a period of less than one month). “Jobs” refers to all types of employment opportunities created during the reporting year in livestock value chains- or rural-related enterprises (paid on-farm/off farm employment). Jobs lasting less than one month are not counted in order to emphasize those jobs that provide more stability through length. Jobs should be converted to full-time equivalents. Thus, a job that lasts 4 months should be counted as 1/3 of a unit of full-time employment (FTE). Number of hours worked per day or per week is not restricted, as work hours may vary greatly. “Attribution to FTF implementation” includes farming and non-farm jobs where FTF investments were intentional in assisting in any way to expand (or contract) jobs and where a program objective of the FTF investment was job creation.

2. Gross Margin Per Unit of Animal of Selected Product

Gross margin per animal is a measure of net income for that livestock activity. Improving the gross margin of farm commodities contributes to increasing the incomes of farmers, and thus

directly contributes to the project goal of improving smallholders' incomes. The gross margin is the difference between the total value of production of the agricultural product (milk and live animals) and the cost of producing that item, divided by the total number of units in production (number of animals for milk and live animals).

3. Value of Exports of Targeted Agricultural Commodities as a Result of the Project Assistance

This indicator will measure the value of regional and non-regional exports in USD attributable to Project assistance. Exports should be counted against the baseline of existing export levels from the previous year (existing exports before the Project interventions for the first year, and additional exports for subsequent years). Exports can include those within and outside of neighboring regions so as to avoid loss of counter-seasonal exports, which often leave the proximate region. Increased agricultural product exports signal greater competitiveness in the international market. This indicator also provides insight for program management as to whether new export markets and/or product lines have been created as a result of Project interventions.

4. Value of New Private Investment in the Livestock Sector Leveraged by the Project Implementation

This indicator measures the value of new private investment in the livestock sector leveraged due to the AGP Livestock Market Development project implementation. "Investment" is defined as any use of private sector resources intended to increase future production output or income or to improve the sustainable use of agriculture-related natural resources. The "food chain" includes both upstream and downstream investments. "Upstream investments" include any type of livestock capital used in the livestock and livestock products production process, such as tanneries, meat factories, and new dairy product lines such as ultra-high temperature (UHT) milk processing. "Downstream investments" could include capital investments in equipment, packaging, etc. to carry out post-harvest transformation/processing of livestock products, as well as the transport of livestock products to markets. Increased investment is the predominate source of economic growth in the livestock and other economic sectors. Private sector investment is critical because it indicates that the investment is perceived by private agents to provide a positive financial return, and therefore is likely to lead to sustainable increases in livestock production and create urban and rural jobs. In addition, increase investment will expand production capacity, which will create supply-responsive markets and thereby increase livestock production by smallholder farmers. Agricultural growth is critical to achieving the Project goal to "improve smallholder incomes and nutritional status."

5. Number of Micro, Small, and Medium Enterprises (MSMEs) Receiving USG Assistance to Access Loan

This indicator is a direct measure of program impact on promoting access to inputs (financial inputs) for participating livestock firms. Lack of access to financial capital is frequently cited as a major impediment to the development of MSMEs; therefore, helping MSMEs to access finance is likely to increase investments and the value of output (production in the case of farmers, as well as value-added livestock processing). This will directly contribute to the expansions of markets, increased livestock productivity, and the reduction of poverty. The indicator counts the total number of micro (1-5 employees), small (6-50 employees), and medium (51-100 employees)

enterprises receiving assistance. Number of employees refers to full time-equivalent workers during the previous month. MSMEs include producers (farmers). Producers should be classified as micro, small or medium-enterprise based on the number of FTE workers hired (permanent and/or seasonal) during the previous 12 months. If a producer does not hire any permanent or seasonal labor, s/he should be considered a micro-enterprise. To be counted an MSME, the enterprise/producer must have received assistance from the program which resulted in a loan from any financial institution, formal or informal, including microfinance institutions (MFIs), commercial banks, or informal lenders, as well as from lenders of resources in-kind, such as equipment (e.g. tractor, plow), other agricultural inputs (e.g., fertilizer or seeds), or transport, with repayment in cash or in kind. The Project assistance may include partial loan guarantee programs or any support facilitating the receipt of a loan.

6. Number of Individuals Who Have Received Project Supported Short-term Livestock Sector Productivity Training

The indicator measures enhanced capacity for increased livestock productivity, improved food security, and policy formulation and/or implementation, which are key to transformational development. “Number of individuals who have received project supported short-term livestock sector productivity training” refers to the number of individuals to whom significant knowledge or skills have been imparted through interactions that are intentional, structured, and purposed for imparting knowledge or skills. This includes farmers, ranchers, and other primary sector producers who receive training in a variety of best practices in productivity, post-harvest management, linking to markets, feedlots, tanneries, slaughter houses and slabs, live animal traders, milk collection/bulking centers, cooperatives, savings and credit service providers, feed dealers, feed mills and manufacturers, small sale livestock processors, veterinary services, breeding ranches, artificial insemination services, laboratories, and other business development services providers. It also includes rural entrepreneurs, processors, managers and traders receiving training in application of new technologies, business management, linking to markets, etc., and training to extension specialists, researchers, policymakers and others who are engaged in the food, feed and fiber system and natural resources and water management. In-country and off-shore training are included. This also includes training on climate risk analysis, adaptation, mitigation, and vulnerability assessments as they relate to livestock. Delivery mechanisms can include a variety of extension methods as well as technical assistance activities. The measure refers to the total number of program-assisted enterprises whose management practices (financial management, strategic planning, marketing, etc.) improved as a result of technical assistance received by the project and measured through follow-up visits and business and/or operations performance.

7. Number of Food Security Private Enterprises (for profit), Producer Organizations, Water users Associations, Women’s Groups, Trade and Business Associations, and Community Based Organizations (CBOs) Receiving the Project Assistance

This indicator refers to the total number of private enterprises, producers’ associations, cooperatives, producers’ organizations, women’s groups (comprised of five or more members), trade and business associations and community-based organizations, including those focused on natural resource management, which received the Project assistance related to food security during the reporting year. “Assistance” includes support that is aimed at strengthening organizations’ functions, such as member services, storage, processing and other downstream

techniques, and management, marketing and accounting. The indicator tracks firms'/organizations' capacity in areas essential to increasing the productivity of the livestock sector. The indicator also informs management on new business organizations created as a result of program interventions while expanding business-to-business networking.

8. Value of Agricultural and Rural Loans

This indicator measures the Project's impact on promoting access to finance. Increased access to finance will encourage increased investment in the sector, which will lead to increases in livestock production and create urban and rural jobs. In addition, increased access to finance will stimulate investments which expand production capacity and therefore will create supply-responsive markets for increased livestock production by smallholder farmers. This indicator measures the sum of the value of the loans made (i.e. disbursed) to producers (farmers, ranchers etc.), input suppliers, transporters, processors, and loans to other MSMEs in rural areas that are in a targeted agricultural value chain, as a result of the Project assistance during the reporting year. The indicator counts loans disbursed to the recipient, not loans merely made (e.g. in process, but not yet available to the recipient). The loans can be made by any size financial institution from micro-credit through national commercial bank, and includes any type of micro-finance institution, such as an NGO.

9. Value of Incremental Sales (collected at the farm level) Attributed to Project Implementation

This indicator will collect data on both the volume (in metric tons) and value (in US dollars) of purchases of products from smallholder producers of targeted commodities for its calculation. The value of incremental sales indicates the value (in USD) of the total amount of agricultural products sold by farm households relative to a base year. The value (in US dollars) of purchases from smallholders of targeted commodities is a measure of the competitiveness of those smallholders. This measurement also helps track access to markets and progress toward commercialization by subsistence and semi-subsistence smallholders. Improving markets will contribute to the Project IR of increased productivity and competitiveness of the three value chains, which in turn will increase income and thus achieve the Project goal.

10. Number of Farmers and Others Who Have Applied New Technologies or Management Practices as a Result of the Project Assistance

This indicator measures the total number of farmers, ranchers and other primary sector producers of livestock products, individual processors (not firms), rural entrepreneurs, managers and traders, natural resource managers, etc. that applied new technologies anywhere within the value chain the food system as a result of the Project assistance. This includes innovations in efficiency, value-addition, animal husbandry management, sustainable land management, forest and water management, managerial practices, input supply delivery. Any technology that was first applied in a previous year and that continues to be applied should be included as "continuing." Technologies to be counted include livestock-related technologies and innovations, including those which address climate change adaptation and mitigation (including, but not limited to, carbon sequestration, clean energy, and energy efficiency as related to livestock). Technological change and its adoption by different actors in the in the value chain will be critical to increasing

agricultural productivity, which is essential to the achievement of the IR of increased productivity and competitiveness of selected livestock value chains.

Paperwork Burden Statement

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless such collection displays a valid OMB control number. The valid OMB control number for this information collection is 1890-0014. The time required to complete this information collection is estimated to average five (5) minutes per response, including the time to review instructions, search existing data resources, gather the data needed, and complete and review the information collection. **If you have any comments concerning the accuracy of the time estimate(s) or suggestions for improving this form, please write to:** The Agency Contact listed in this grant application package.

Annex F. Mandatory and Required as Applicable Standard Provisions for Non-U.S. Non-Governmental Recipients

Grantees will be required to adhere to the Mandatory and Required as Applicable Standard Provisions for non-U.S. NGOs, per ADS 303.3.4. The full text of the Standard Provisions can be accessed online here: <https://www.usaid.gov/sites/default/files/documents/1868/303mab.pdf>

Should the grantee not be able to access them electronically, a full text print out will be made available by the AGP-LMD Project upon request.