



June 22, 2017

**Subject: Notice of Funding Opportunity (NOFO) Number: RFA-685-17-000007
FEED THE FUTURE SENEGAL CULTIVATING NUTRITION
Amendment #3**

The purpose of this Amendment 3 is to:

- 1) Amend RFA-685-17-000007;
- 2) Provide answers to questions from potential Applicants;
- 3) Make available the following materials presented at the June 14, 2017 Pre-application conference to all potential applicants:
 - A. The in person participant attendance list;
 - B. The Assistance Presentation slides; and
 - C. The Technical Presentation slides.

1) AMENDMENT OF RFA-685-17-000007

A. Section A.4 Overall Activity Goal – various pages

1. There are two required indicators for the Overall Activity Goal. The referenced sentence on page 9 should read as follows. “In addition to the **two** required indicators (and minimum targets) for the overall goal listed above, additional proposed indicators and targets related to the following themes are also recommended.”
2. The referenced sentence on page 14 should read as follows. “In addition to a gender integration approach, women’s empowerment is important for the achievement of Intermediate Results 1-4 (as well as **that of Sub Intermediate Results 2 and 3**) and the success of Cultivating Nutrition in general.”

B. Substantial Involvement – Page 23

The Substantial Involvement Section is deleted in its entirety and replaced with the following:

Consistent with ADS 303.3.11, USAID/SENEGAL will be substantially involved in the implementation of the **Feed the Future Senegal Cultivating Nutrition** Activity. The intended purpose of the Agreement Officer’s Representative (AOR) involvement during the implementation of the program is to assist the recipient in achieving the supported objectives. It is expected that the Agreement Officer will delegate the following approvals to the AOR.

Elements of Substantial Involvement:

- (1) Approval of the Recipient's Implementation Plan, including annual work plans and the life-of-project exit strategy, and any subsequent revisions;
- (2) Approval of Activity Monitoring, Evaluation, and Learning Plan (AMELP);
- (3) Approval of Specified Key Personnel;

The AO will approve sub-awards, transfer, or contracting out of any work under an award pursuant to 2 CFR 200.308.

C. Purpose of the Award – Page 24

The first paragraph of section “6. Purpose of the Award” is deleted in its entirety and replaced with the following:

The principal purpose of the relationship with the Recipient and under the subject program is to transfer funds to accomplish a public purpose of support or stimulation of the *Feed the Future Senegal Cultivating Nutrition* which is authorized by Federal statute.

D. Other Direct Costs

Section “c.7. Other Direct Costs” is deleted in its entirety and replace with the following:

The Applicant must identify other costs and briefly justify the need for each cost item proposed relative to the *Feed the Future Senegal Cultivating Nutrition* Activity. The Applicant must indicate the estimated unit cost and number of units for each item proposed. The Cost Application must provide the basis for cost estimates, e.g., market rate, vendor quotes, pro-forma invoice, etc.

E. Page 34-35

“h.Past Performance” is removed from the list; as a result, this section should read as follows:

The cost/business application must contain the following:

- a. **Cover Page**
- b. **Standard Forms (SF 424 Forms)**
- c. **Budget**
- d. **Budget Narrative**
- e. **DUNS and System for Award Management (SAM)**
- f. **Certification, Assurances, Statements and Other Required Forms**
- g. **Funding Restrictions**
- h. **Policies and Procedures**
- i. **Potential Request for Additional Documentation**

F. c.11. Programmatic Budget – Page 39

Section “c.11. Programmatic Budget” is deleted in its entirety.

G. Section E, 2. Review and Selection Process – Page 50

Section “E, 2. Review and Selection Process” is deleted in its entirety and replaced with the following:

Applications will be reviewed and evaluated in accordance with the following criteria:

- Technical Approach;
- Management Approach;
- Key Personnel and Staffing; and
- Past Performance

The evaluation criteria are listed in order of importance, with Technical Approach being the most important and Past Performance the least important.

H. Final report – Page 54 and 56

The final report section in Page 54 is deleted in its entirety and replaced with the following:

Final Report: The Recipient must submit a final report no later than 90 days after the period of performance end date. The Final Report must include a narrative report and a summary table of results. In accordance with 2 CFR 200.328, the report must contain a comparison of actual accomplishments to the objectives established for the performance period; reasons why established goals were not met; and additional pertinent information. The results table must include annual targets, annual results, and cumulative results. The final report and the last annual report can be combined into one report as long as all requirements of both reports are met. A French-language version must be submitted at the same time.

Table 1: Summary of Required Reports

Report	Period Covered	Due Date
Annual Work Plan	Upcoming fiscal year	September 1 (30 days before new fiscal year) – For year one the annual workplan will be submitted within 45 days of award
Exit Strategy	Life of Activity	Within 45 days of award
Activity Monitoring, Evaluation, & Learning Plan (AMELP)	Life of Activity	Within 45 days of award (Annual updates: November 15)
First Quarter Report	October 1 to December 31	January 30
Second Quarter Report	January 1 to March 30	April 30
Third Quarter Report	April 1 to June 30	July 30
Annual/Fourth Quarter Report	October 1 to September 30 (including July-September quarter)	October 30
Final Performance Report	Life of Project	90 after the period of performance

2) **QUESTIONS FROM POTENTIAL APPLICANTS**

Refer to Attachment 1

3) **JUNE 14, 2017 PRE-APPLICATION CONFERENCE**

A. In Person Attendance List

Name	Organization
Dienaba Diallo	Catholic Relief Services (Senegal)
Antony Jansen	United Purpose
Richard Eric Spencer	Heifer International
Paola Fernandes	CIRAD
Justine Gomis Tossou	World Vision
Kalidou Toure	ONG Entrepreneurs du Monde
Diéry Sene	NGO ECIDEC Senegal
Papa Sene	NCBA CLUSA/Yaajeende
Karl Rosenberg	NCBA CLUSA/Yaajeende
Mrs. Maimouna Lo Gueye	CRES
John Uniack Davis	Helen Keller International
Dr. Aboubacry Thiam	Helen Keller International
Thomas Archibald	Virginia Polytechnic Institute and State University

B. Assistance Presentation

Refer to Attachment 2

A. Technical Presentation

Refer to Attachment 3

Sincerely,



Yves Kore

Regional Agreement Officer

[END OF AMENDMENT 3]

ATTACHMENT 1

NOFO RFA-685-17-000007 - QUESTIONS FROM POTENTIAL APPLICANTS

Question 1: I would like to know if it is possible to treat only one result on the 4 expected results with taking into account the transversal results.

Answer: As described in Section A, the purpose of the Cultivating Nutrition activity is to improve diets among the Senegalese population in a sustainable way, in accordance with the described Guiding Principles. In Section A, USAID outlined the four Intermediate Results and three cross-cutting Sub Intermediate Results it believes to be necessary to achieve the purpose. If applicants believe strongly that an alternate theory of change would be more effective at achieving the purpose, they are free to propose and justify it. All applications will be evaluated by the same criteria, as outlined in Section E.

Question 2: Page 9, Section A.4, Overall Activity Goal, refers in the second paragraph to “the three required indicators...listed above.” On Page 7, at the beginning of the Overall section, there are two indicators and their targets listed. Please provide the third indicator to which the citation refers.

Answer: There are two required indicators for the Overall Activity Goal. The referenced sentence on page 9 should read as follows. “In addition to the **two** required indicators (and minimum targets) for the overall goal listed above, additional proposed indicators and targets related to the following themes are also recommended.”

Question 3: Page 14, Section A.4, Sub-section Sub Intermediate Result, last full paragraph refers to IRs 6 and 7 while these do not appear on the diagram (Theory of Change- page8). The applicant respectfully requests USAID specify what IRs 6 and 7 are.

Answer: The referenced sentence on page 14 should read as follows. “In addition to a gender integration approach, women’s empowerment is important for the achievement of Intermediate Results 1-4 (as well as **Sub Intermediate Results 2 and 3**) and the success of Cultivating Nutrition in general.”

Question 4: Page 14, Section A, states “women’s empowerment is important for the achievement of Intermediate Results 1-4 (As well as 6-7), while the theory of change on **page 8** lists four Intermediate Results numbered 1-4 and three sub-Intermediate Results numbered 1-3. Please confirm the reference to IRs 6-7 refers to Sub-IRs 2-3.

Answer: Refer to question 3.

Question 5: General- no number is given for the expected number of total beneficiaries. The applicant respectfully request USAID provide a specific target for # of total beneficiaries?

Answer: As described in the Section D.4: Technical Application Format, applicants must specify in their technical applications the results and scale they expect to achieve via their proposed approach. As described in Section E, this is one element of the technical application evaluation criteria.

Question 6: Pages 46-47, Attachment 4, Project Description, USAID Senegal-Economic Growth For All Project Vision, 2023 targets are given for a number of the other indicators that are listed as required (i.e. Prevalence of Poverty). The applicant respectfully request to know if all activity 'parts' under the 'USAID Senegal-Economic Growth for All' are expected to have the same targets if they have the same indicators? Alternatively, can indicator targets be tailored to those beneficiaries, within the areas the Senegal Cultivating Nutrition activity will be focusing on?

Answer: Applicants should tailor targets for the beneficiaries of the Cultivating Nutrition activity in accordance with their proposed technical approach.

Question 7: Page 5 (Section A) states “The ZOI encompasses 150 municipalities (communes in French) in the Regions of Saint Louis, Matam, Tambacounda, Kedougou, Kolda, Sedhiou, Ziguinchor, Fatick, Kaolack, and Kaffrine.” Can USAID clarify if these 150 municipalities are currently receiving USG assistance or if they would represent new areas of intervention?

Answer: The ZOI represents the geographic area of focus for the Feed the Future Senegal program, which began in 2011. While each of the 150 municipalities has benefitted from Feed the Future Senegal interventions, the level of coverage or intensity in each has varied.

Question 8: Please clarify if applicants are expected to propose an approach that reaches each of the 150 communes in the ZOI or if a justified targeted approach is acceptable.

Answer: Applicants should propose the targeting and scaling approach they deem to be most effective and feasible for sustainably achieving the expected results, taking into account the described guiding principles and the local context.

Question 9: Is it the aim of USAID for the program to scale-up in all departments and regions in the first year?

Answer: Refer to question 8.

Question 10: Does USAID intend that the full Zone of Intervention be touched at the project outset? By the project’s end? Can phasing occur to begin in some areas and then scale up to others?

Answer: Refer to question 8

Question 11: Do the 150 municipalities in the Feed the Future ZOI correspond to focus or priority municipalities of the Government of Senegal?

Answer: Yes. As the Feed the Future Senegal program responds to many sectors' priorities, the designation of the 150 municipalities as the ZOI represents key areas of intervention for the various sectors.

Question 12: Overnutrition primarily impacts urban areas. What degree is the project intended to work in urban settings vs. rural settings?

Answer: Like the full EG4ALL Project, Cultivating Nutrition aims to sustainably improve diets to the greatest extent possible within the Feed the Future ZOI. As stated in Section A.3, applicants are free to propose interventions outside of the ZOI that are deemed essential or important for achieving the expected results and fostering the guiding principles in the ZOI.

Question 13: The current Yaajeende program has worked in communes both inside and outside the Ftf ZOI. For the Cultivating Nutrition Project, are we obliged to work only in the FtF ZOI? What about the communes that were involved in Yaajeende but are not in the FtF ZOI?

Answer: Refer to question 12

Question 14: Pages 9 and 10 (Section A) lay out USAID’s vision for Intermediate Result 1: Increased on-farm (and at-home) availability of diverse, nutritious, and safe foods increased. Please clarify if USAID expects applicants to propose large-scale production activities or if USAID is expecting more household-level activities to increase production on a familial or small scale.

Answer: Applicants should propose the approach they deem to be most effective at achieving the expected results, taking into account the guiding principles and the local context. As described in Section D, applicants should explain why they believe their proposed approach to be so effective.

Question 15: Does AID intend that we work with national level food processing based in Dakar or in major urban areas?...national millers, food product industries?

Answer: Refer to question 14.

Question 16: Can we promote wild foods?

Answer: Yes. Applicants should propose the technical approach they deem to be most effective at achieving the expected results, taking into account the guiding principles and the local context.

Question 17: Can applicants propose activities in research and innovation?

Answer: Yes. Applicants should propose the technical approach they deem to be most effective at achieving the expected results, taking into account the guiding principles and the local context.

Question 18: Both the RFA (p1) and the EG4ALL Vision Document (p13) list “Science and innovation” as one of the guiding design principals to ensure evidence-based decision making. Therefore, the RFA and the vision document correspond.

However, the RFA’s Cross-cutting Sub Intermediate Result 3 – Learning on nutrition and food safety systems advanced – does not have a counterpart among the seven cross-cutting IRs presented in Figure 3 of the EG4ALL vision document. Raising science and innovation to a sub-IR level within the Cultivating Nutrition project indicates a special prominence relative to the overall EG4ALL framework. Is this prominence reflective of USAID’s intention for Cultivating Nutrition to put substantial effort into responding to the information gaps cited? Is it an inconsequential inconsistency rooted in different authorship of the two documents? Or was Cross-cutting Sub-IR 3 added to highlight that specific learning indicators must be proposed for the AMELP?

Answer: USAID expects that learning and science/innovation will be integrated across all of the EG4ALL activities to the extent that makes sense for each activity. As such learning will be included in all EG4ALL Activity Monitoring, Evaluation, & Learning Plans (AMELP), and science/innovation is a guiding principle for all EG4ALL activities. In cases in which innovations and technologies are already known, integration of the “science and innovation” principle can entail applying existing technologies to the local context. With respect to the Cultivating Nutrition activity, USAID noted substantial knowledge and evidence gaps surrounding nutrition generally in Senegal and, more specifically, how to develop food systems towards enabling optimal nutrition that may exceed the type of learning included in an AMELP. Depending on applicants’ specific technical approach, these gaps could impede the achievement of Intermediate Results 1-4 and hence achievement of the overall activity goal. To mitigate this issue, specific activities may need to be undertaken to fill these critical knowledge gaps. [Note: While there may be substantial overlap between the science and technology guiding principle and the Sub IR3 on learning, USAID did not intend for the two to be equated.]

Question 19: Livestock does not appear to be a strong component of the CN design, compared to having a relatively prominent place in Yaajeende? Does USAID intend that livestock be included in the new zones of intervention?

Answer: Applicants should propose the approach they deem to be most effective at achieving the expected results, taking into account the guiding principles and the local context. If this includes livestock interventions, applications

should explain how these interventions will support achievement of the expected results, just as they should for all proposed interventions.

Question 20: Page 16, Section A.4, Sub-section Sub Intermediate Result 2, mention of safety net programs. The applicant respectfully requests USAID clarify the project should include safety net programs or whether it is beyond its scope

Answer: The narrative in the “Sub Intermediate Result 2” sub-section provides general background information on the role of governance in food systems. Applicants should propose the activities that they assert will be most effective in improving food systems governance towards achievement of the overall activity goal, taking into consideration the local context and the guiding principles. The term “safety net” is used in the broadest sense to denote subsidized services provided (by the state or other institutions) to prevent individuals from falling into poverty beyond a certain level.

Question 21: Page 17, Section A.4, Sub-section Sub Intermediate Result 3, Third paragraph mentions ongoing studies on causes of malnutrition, one by ACF and another by USAID. What is the timeline for the completion of these studies and can the funding be used to conduct the same type of studies for the other targeted regions?

Answer: The ACF study will be available on the Link NCA website (www.linknca.org) by the end of June 2017. The USAID-funded study is in the early design phases in collaboration with the Government of Senegal. The timeline for completion of the study has yet to be established. Under Sub Intermediate Result 3 (“Learning on nutrition and food systems advanced”), applicants should propose learning activities that they deem to be the most effective at supporting achievement of the expected results and guiding principles.

Question 22: To what degree is CN expected to work in a clinical setting with management of severe malnutrition?

Answer: As described in Section A of the NOFO and the attached supporting document on the EG4ALL Project Vision, Cultivating Nutrition is intended to complement, but not duplicate, health programs that seek to improve the health service delivery, such as the USAID Health Project. The purpose of Cultivating Nutrition is to sustainably improve diets, hence contributing to the prevention of malnutrition but not necessarily improving treatment. When/if working in areas where clinical management of severe malnutrition is taking place, the Recipient would be expected to coordinate with those health programs to ensure complementarity wherever feasible.

Question 23: General- clarifications around WASH interventions. The applicant respectfully request to know if USAID will only fund WASH interventions exclusively focused on supporting handwashing in this project.

Answer: The purpose of Cultivating Nutrition is to sustainably improve diets (i.e. consumption of nutritious and safe diets). Applicants are free to propose and justify any WASH interventions they deem to be essential for increasing the consumption of nutritious and safe diets. It is important to note that Cultivating Nutrition is expected to improve diets, which will contribute to higher level nutrition outcomes. However, it is not expected to resolve the entire malnutrition problem in the ZOI. SENWASH is USAID’s principle investment aiming to increase access to potable water and improved sanitation. In alignment with the Government of Senegal’s strategy to reform the WASH sector, SENWASH is employing an innovative approach to increase private sector engagement and sustainable markets for water and sanitation in the regions of Ziguinchor, Sedhiou, Kolda, Kedougou, Tambacounda, and Matam. The Recipient of Cultivating Nutrition will be expected to collaborate with SENWASH to maximize development impact. For more information, refer to Annex 10.3.9 in the EG4ALL Project Vision attachment.

Question 24: What is the role of ACCES in relationship to Cultivating Nutrition? Water is clearly a central issue around nutrition. Does USAID want to see significant funds for drinking water, WASH or irrigation in this response? Will ACCES be present throughout the CN zone of intervention?

Answer: Refer to question 23.

Question 25: Will USAID please clarify the scope of work for WASH activities? Should such activities be included in this project? Or will they be implemented under other USAID funded projects such as SENWASH or SPRING?

Answer: Refer to question 23.

Question 26: Can applicants propose a competitive grants program as part of their technical approach?

Answer: Yes. Applicants should propose the technical approach they deem to be most effective at achieving the expected results, taking into account the guiding principles and the local context.

Question 27: What is the role of GOLD in relationship to Cultivating Nutrition? Will GOLD be present throughout the CN zone of intervention? To prevent redundancies and facilitate coordination, does USAID have further guidance regarding the overlap of GOLD and CN actions?

Answer: USAID's Governance for Local Development (GOLD) project operates in Tambacounda, Kedougou, Kolda, and Sedhiou. GOLD aims to increase capacity of local government to respond to citizen demand; improve mobilization and management of local public resources; and increase community participation in service delivery management (Health, Education, WASH, Agriculture) increased. Applicants should consider how their proposed approach would intersect and complement GOLD. USAID expects that Cultivating Nutrition and GOLD will coordinate in order to leverage each other's efforts and support a systemic approach that facilitates localized planning.

Question 28: What is the role of CLM in this project? Is CLM intended to be a full partner in any response?

Answer: The CLM is a strategic partner of USAID. USAID expects all of its activities that contribute to nutrition outcomes to coordinate with the CLM to ensure alignment, effectiveness, and sustainability.

Question 29: What proportion of the funds are intended to be used for grants?

Answer: Applicants should propose the technical approach they deem to be most effective at achieving the expected results, taking into consideration the described guiding principles and the local context.

Question 30: Pages 31 and 32 (Section D) of the RFA describe what the Technical Approach text must include. The gender and governance cross-cutting sub IRs receive separate treatment. The learning component is combined in the same bullet with M&E. The guiding principal of science and innovation is generically included in a sub-bullet that covers "the remaining guiding principles listed in Section A." Therefore, Cross-cutting Sub IR 3 seems to carry less weight in evaluation compared to the other two cross-cutting sub IRs, even though the text introducing cross-cutting sub IRs (p14) introduces them as 'essential for the achievement of Intermediate Results 1-4.' On page 50 in Section E, gender integration is mentioned as an evaluation criterion, but neither improved food system governance nor nutrition and food system learning are mentioned. Does this apparent difference in evaluative weight of the cross-cutting sub IRs compared to their description correspond to USAID's intention? If not, please provide further guidance.

Answer: Referenced section in Section D states:

- demonstrate how the guiding principles are integrated into the technical approach, including:
 - the sustainability of the activity (e.g. how local actors and systems will be supported to develop and invest in promoting nutrition; which local actors will be engaged; etc.);
 - gender integration (e.g. how gender issues will be identified, analyzed, addressed, and tracked, including: how the activity may impact and be impacted by gender norms, roles, and relationships; the different constraints, needs, and responsibilities of men and women; and how power dynamics affect access to and participation in agriculture, nutrition, and food systems);
 - how the applicant will coordinate and collaborate with other USAID projects and Government of Senegal; and
 - the remaining guiding principles listed in Section A;

First, this point and its four subpoints relate to the guiding principles. The second subpoint on gender was included to inform applicants of USAID’s requirement that all activities undertake gender analysis to ensure adequate integration of a gender issues throughout the entire activity. Given USAID’s commitment to gender integration as a part of sound development practice, USAID deemed it pertinent to clearly state this expectation in Section D particularly because this point was not explicitly stated in Section A. While there is substantial overlap between the concepts of gender integration and women’s empowerment, the two should not be equated.

Second, the third subpoint pertains to the coordination guiding principle, not Sub IR 2 on governance. USAID reinforced the coordination guiding principle in this subpoint to ensure that the expectation that applications clearly address how coordination would be undertaken. USAID recognizes that good coordination requires time, effort, and money, and hence coordination should be adequately planned for.

In sum, the referenced section in Section D regarding the guiding principles was not intended to correspond to the Sub IRs 1, 2, and 3. USAID considers the Sub IRs as part of the “expected results”. USAID did not intend to imply any particular relative weight or importance of the Sub IRs.

Question 31: Page 12, Section A.4, Sub-section Intermediate Result 3, one of the 3 required indicators listed is “resilience increased”. Should the M&E focus only on the listed variables looking at economic resilience, or should other aspects of resilience also be included (i.e. resilience to climate shocks for example, or social elements as mentioned later in the document)?

Answer: Applicants are free to propose additional variables they deem to be essential to assess resilience, taking into account the local context, their proposed approach, and feasibility.

Question 32: Page 12, under Intermediate Result 3, the solicitation states. ... Applicants should propose targets... “Resilience increased (as measured by a set of economic variables: income stability or diversification, assets, savings, and debt; among activity beneficiaries)”

May the applicant propose other variables to measure resilience; such as governance and natural resources management?

Answer: Refer to question 31.

Question 33: Typically, a sub-intermediate result sits under a single IR. For the three Cross-cutting Sub Intermediate Results described in the RFA, should the applicant respond to each of them within text under each IR?

Answer: USAID has not prescribed how the technical approach subsection of the application should be organized, but rather the points/concepts that should be addressed. Applicants are free to organize the technical approach subsection in the way that best aligns with their proposed approach.

Question 34: Page 21, second to last para on the page it states, ‘...recipient will be expected to collaborate with other EG4ALL implementers to ensure that custom indicators and monitoring practices are harmonized. To this end, use of geospatial data is highly desired.’ Does USAID expect applicants to budget for a Geospatial services provider in our Cost Application? Or, should we expect that USAID will simply connect the presumptive awardee with such a provider that is already, presumably, providing current geospatial services? If yes to the later, is USAID able to provide the name of the current provider?

Answer: Given many key programmatic decisions may require geo-spatial data collection, management, and use in coordination with monitoring and evaluation data, applicants are encouraged to consider how to harmonize decision-making needs with geography. USAID does not have a geospatial services provider.

Question 35: Page 22, Section A, states “USAID will conduct mid-term performance evaluations on all of the EG4ALL activities, including Cultivating Nutrition.” Please clarify if the applicant is expected to propose its own third-party baseline assessment and/or mid-term or final evaluations.

Answer: USAID intends to conduct an external mid-term performance evaluation on EG4ALL activities, including Cultivating Nutrition. The Recipient will not be required to design this external mid-term performance evaluation.

Population-based surveys (PBS) of the Feed the Future Senegal ZOI were conducted in 2012 and 2015. The next is tentatively planned for 2018. They usually are conducted every three years. USAID uses the PBS to help assess progress of the full Feed the Future Senegal program on high-level outcomes across the full population in the ZOI. They are surveys, not impact evaluations. PBS data is representative at the full ZOI level, does not discriminate among implementing mechanisms, and does not take into account the extent to which the individuals or households surveyed participated in any Feed the Future Senegal activities. For more information, refer to www.feedthefuture.gov/progress and the Feed the Future Senegal 2015-16 Indicator Assessment Report, available on USAID’s Development Experience Clearinghouse, http://pdf.usaid.gov/pdf_docs/pa00mqm2.pdf.

As described in the NOFO, the Recipient must assess the level of impact Cultivating Nutrition has on its beneficiaries. (The PBS will not do this.) As part of its Activity Monitoring, Evaluation, and Learning Plan (AMELP), the Recipient should plan for all of the monitoring, evaluation, and learning (MEL) activities it deems necessary to successfully implement the program, learn and manage adaptively, fulfill reporting requirements, and communicate achievements, lessons, and challenges. Applicants should propose the MEL approach they deem to be most effective and feasible, in accordance with the guidance and instructions provided in the NOFO.

[Please note: Applicants must respond to the guidance and information presented in the body of the Notice of Funding Opportunity, particularly the Application Instructions in Section D. The “EG4ALL Project Vision” is a supplementary document which provides background information on the broader context in which the Cultivating Nutrition activity will operate. Cultivating Nutrition is one of a set of activities that will make up the EG4ALL Project.]

Question 36: *“The Spring 2018 Population Based Survey (PBS) will serve as the baseline and will help EGO, in the long term, determine the relative impact of the EG4ALL PAD on sustainable poverty reduction and malnutrition. EGO will also conduct mid-term performance evaluations on all of the Activities through a Small Business set-aside. Along with these above mentioned methodologies, EGO will also design an impact evaluation tool using PPL approved approaches and methodologies”.*[From the supporting document “EG4ALL Project Vision”]

Above indicates that we do not need to plan or budget for the baseline as 2018 PBS will serve the purpose. Mid-term and final evaluation will be carried by USAID/Senegal EGO through third party. Do we need to budget mid-term and final?

Answer: Refer to question 35.

Question 37: Page 22, Section A.6, Planning, Monitoring, Evaluation and Learning, the final paragraph states, “Further, the impacts of the ensemble of USAID interventions in the ZOI will be measured via a population-based survey conducted by a third party.” It is not clear if this survey will be an annual survey or a final impact evaluation. The applicant respectfully requests clarification on the nature of this survey.

Answer: Refer to question 35.

Question 38: *“Each implementing partner will be required to make contributions to the overall EGO learning agenda, as done previously under the 4A PAD. Learning at the implementation level will help inform the development hypothesis by examining specific investments in more depth to determine which of these were most effective in strengthening food security objectives in Senegal. This will complement the work of the CAM.”*
Is there a specific timeline when we should plan to conduct special studies to answer learning questions? Would the 2nd year or the third year be the right time?

Answer: There is not a specific timeline. Learning is a continuous process. As part of the AMELP, applicants should identify learning questions that, if answered, could enhance programmatic effectiveness. Applicants should also describe how learning will be captured, used, and shared.

Question 39: Page 46 of the EG4All PAD: What is the “From,” or baseline year date, assuming the target year is 2023?

Answer: The timeframe for the EG4ALL Project is 2018 to 2023.

Question 40: Page 5, 17, 114, Section Background, lists “Nene, Marc. (2016) Nutritional Outcomes in Senegal: Reducing Geographic and Socioeconomic Inequalities to Accelerate progress towards the 2025 Goals (draft). World Bank as a footnote.” This footnote is listed on Pages 17 and 114 in the Reference section. The applicant respectfully requests USAID provide this document for reference since it is not located on the internet.

Answer: The final report is not yet available to the public. Information about the report and other analyses regarding nutrition in Senegal can be found on the SecureNutrition website at <http://www.securenutrition.org/senegal>. (If the link does not work properly, copy-paste this web address into your browser.)

Question 41: Page 7, Section A.4, Expected Results, lists in the footnote “For further information, refer to IFPRI “The Lifecycle of Nutrition” <http://www.ifpri.org/publication/life-cycle-malnutrition>.” The link indicates “Page not found.” The applicant respectfully requests USAID provide this document for reference since the page cannot be found.

Answer: The correct link is <http://www.ifpri.org/publication/life-cycle-malnutrition>. (If the link does not work properly, copy-paste this web address into your browser.) The document can also be found by conducting a Google search for “IFPRI Life Cycle of Malnutrition”.

Question 42: Page 15, Section A.4, Expected Results, Section Sub Intermediate Result 1, lists in the footnote Kelly, Valerie, “The Contributions and Challenges of USAID Yaaajeende’s Passing on the Gift (POG) Component,” USAID Development Experience Clearinghouse, <https://dec.usaid.gov>. We could not locate the document on DEC. The applicant respectfully requests USAID provide this document for reference since the document cannot be found on DEC.

Answer: The document can be found on the DEC by searching the key word “POG” or “Yaaajeende” or via the following link.

<https://dec.usaid.gov/dec/search/SearchResults.aspx?q=KERvY3VtZW50cy5JbnN0aXR1dGlvl9vcl9VU0FJRF9CdXJlYXVfQXV0aG9yOigiMDAwNzc1IC0gTWljaGlnYW4gU3RhdGUgVW5pdmVyc2l0eSIpKSBBTkQgKERvY3VtZW50cy5JbnN0aXR1dGlvl9vcl9VU0FJRF9TcG9uc29yOigiMDA1NjI2IC0gTmF0aW9uYWwgQ29vcGVyYXRpdmUgQnVzaW5lc3MgQXNzb2NpYXRpb24gKE5DQkEpIkpIEFORCAoRG9jdW1lbnRzLkRlc2NyaXB0b3JzX0dlb2dyYXBoaWM6KCTZW5lZ2FsIkp&qcf=ODVhZjk4NWQtM2YyMi00YjRmLTkxNjktZTcxMjM2ND BmY2Uy>

(If the link does not work properly, copy-paste this web address into your browser.)

Question 43: Page 5, Section A, states “the Government of Senegal adopted an ambitious multi-sectoral nutrition policy to reduce malnutrition.” Can USAID be more specific about how this opportunity aligns with the GoS’s multi-sectoral nutrition policy?

Answer: The GOS Multi-sectoral Nutrition Strategy outlines five intervention pillars (malnutrition prevention; addressing micronutrient deficiency; increasing availability of diverse, safe, nutritious foods; education, research, and innovation; and governance). Cultivating Nutrition can potentially contribute to the attainment of each pillar, however its most prominent contribution will likely be to pillar 3 (availability of diverse, safe, nutritious foods).

Question 44: Page 1, The third paragraph of transmittal letter indicates that ‘...applicants should take into consideration the potential budget fluctuation’. The applicant respectfully requests USAID indicate roughly a percentage of potential fluctuation- should our budgeting scenarios be based on \$25 mln and \$40 mln?

Answer: USAID cannot estimate a percentage of potential fluctuation. USAID’s intent is to fund this award at the full amount, subject to the availability of funds. Applicants are expected to design a technical approach and cost application up to the ceiling of \$40 million.

Narrative should be included (as described in the application instructions) to explain how the recipient would adapt to funding fluctuations, including the capacity to rapidly scale up and scale down operations according to the funding level at the time. USAID cannot guarantee even funding levels across the five years of implementation. Funding levels for each year may vary.

If USAID does not fund the activity up to the ceiling amount, the applicant will be requested to adjust its funding and the cost share will be adjusted accordingly.

Question 45: Page 23, Section B, states “the ceiling for this program is \$40 million. Actual funding amounts are subject to availability of funds. Recent budget estimates indicate a broad range of potential total funding that will be available for this program, currently estimated between \$25 million and \$40 million.” Please confirm applicants are expected to design a technical approach and cost application for the full \$40 million and describe mitigation strategies should the ceiling be reduced rather than submitting multiple scenarios in the cost application.

Answer: Refer to question 44.

Question 46: If, due to the availability of funds, the award is funded at a much lower amount than the \$40-million ceiling, would the required targets be reviewed and potentially adjusted downwards in accordance with the actual funding level?

Answer: Refer to question 44.

Question 47: Page 25, Section C.2, Cost Sharing requires a cost share of at least 15% of the USAID funding. This high level of cost share may create a barrier for organizations which do not receive large values of unrestricted funds. Furthermore, this level of cost share is unlikely considering the limited private sector engagement in this sector. The applicant respectfully requests that leveraging be required in lieu of cost share.

Answer: USAID set the 15% cost share requirement based on the premise that engagement of local actors is essential to sustainable development, particularly when employing a systems or facilitative approach at a large scale, as described in the Guiding Principles sub-section of Section A. Applicants are expected to design a technical approach and cost application up to the ceiling of \$40 million. The activity may be funded up to the ceiling amount of \$40 million. If USAID not fund the activity up to the ceiling amount, the applicant will be requested to adjust its funding and the cost share will be adjusted accordingly.

Question 48: Page 25, Section C.2, Cost Sharing requires a cost share of at least 15% of the USAID funding. The funding statements in Section B.1, require the applicant to incorporate a strategy for responding to potential budget fluctuations. With an identified floor of \$25 million, applying the cost share to the maximum ceiling of \$40 million seems unreasonable. The applicant respectfully requests that the cost share be applied to the floor of \$25 million only.

Answer: Refer to question 47.

Question 49: Page 26, Section C, states “the recipient must provide cost sharing representing at least 15% of USAID funding. The applicant respectfully requests USAID consider replacing the cost share requirement with leveraging to encourage contributions to the project by private sector and/or informal local organizations for whom the cost share documentation requirements represent a significant burden.

Answer: Refer to question 47.

Question 50: The applicant respectfully requests USAID consideration of reducing the cost share (or leveraging depending on the answer to question 1) requirement to 5-10% of USAID funding given the large size of the anticipated award and uncertainties surrounding funding in the coming years. Please confirm that the dollar value of the cost share requirement will be reduced proportionally to any reduction in total USAID funding available for this activity in implementation.

Answer: Refer to question 47.

Question 51: Page 16, EG4ALL Project Vision attachment, lists five (5) areas of interventions that are integral to the EG4ALL program. The applicant respectfully requests USAID clarify whether applicants’ proposals are supposed to address these five areas of intervention (VCS, NFSS, EVDS, PSS, and SEFMS) in part or in whole or whether applicant simply refer to/account for these elements of the Project Vision in general terms?

Answer: Applicants should respond to the guidance and information presented in the body of the Notice of Funding Opportunity, **particularly the Application Instructions in Section D.**

The “EG4ALL Project Vision” is a supplementary document which provides the broader context in which the Cultivating Nutrition activity will operate. Cultivating Nutrition is one of a set of activities that will make up the EG4ALL Project. The Recipient of Cultivating Nutrition will be expected to collaborate with the other EG4ALL activities towards achievement of the EG4ALL goals and to avoid duplication or contradictory approaches. Cultivating Nutrition is the first EG4ALL activity to be solicited.

Question 52: Pages 57-59, Section F, lay out the environmental compliance requirements of the contemplated award. Could USAID clarify to what extent applicants are expected to address a plan for environmental monitoring and mitigation measures at the proposal stage?

Answer: Applicants are not required to address the environmental monitoring and mitigation plan in their applications.

Question 53: Pages 32-33, Section D.4 -Technical Application Format, Sub-Heading: The Personnel, 3rd bullet, requires a description of “the roles, responsibilities, and level of effort of key and other personnel (including any

technical or operational staff at the home office that will support the activity). The extent of the information required in this sub-section will be difficult to address fully in the three-page limit. The applicant respectfully requests USAID confirm that the roles and responsibilities information be allowed within the Organizational Chart Annex 2, or in Key Personnel Documents, Annex 3.

Answer: With respect to the description of “roles, responsibilities, and level of effort of key and other personnel” of the Personnel sub-section of the Technical Application Body, this description should be a brief summary. It is not necessary to provide full descriptions of duties and qualifications for each position. Annex 2 should contain a classic organizational chart with minimal text. Annex 3 should include documentation pertaining to Key Personnel only (required/desired qualifications; resume; letter of commitment; and reference information; not to exceed 5 pages for each Key Personnel).

Question 54: Page 32, Section D, states that the personnel sub-section should include “the positions that are considered key personnel and why.” Does USAID have an expected number of key personnel positions to be proposed or any specific positions that should be included?

Answer: USAID does not have an expected number of key personnel. USAID decided to leave this open to the applicants to propose the personnel they consider key to the implementation of the Cultivating Nutrition activity, in accordance with their proposed technical, management, and staffing approach. The applicant is free to propose key personnel that best fit with their proposed methodology.

Question 55: We note that there are no specifically identified key personnel positions, will USAID please confirm that the applicant is free to propose key personnel that best fit with their proposed methodology?

Answer: Refer to question 54.

Question 56: Under Section D.5.c.1 Personnel (p 36), the solicitation requests we “Identify each personnel by title and name and specify each position to be supported under the proposed award.” Will USAID please clarify whether all staff must be named, or if titles are sufficient for non-key personnel?

Answer : All proposed key personnel must be identified by title and name. The applicant may choose to identify the non-key personnel by title and name if already selected, or by title only, if not selected yet.

Question 57: Can we include information for named non-key positions in Annex 3: "Key Personnel"?

Answer: No

Question 58: What if USAID does not agree with an applicant's proposed designation of Key Personnel positions?

Answer: If USAID requires further information or would like to make a suggested change to the Key Personnel designation, USAID would inform the apparently successful applicant of those questions/suggestions and request a change or clarification.

Question 59: Page 33, Section D.4 – Technical Application Format, Sub-Heading: The Organizational Capability and Experience, requests that offerors submit “Organizational Past Performance Reference Information” as an Annex, and includes a template as Attachment 1 to the RFA. The applicant respectfully requests USAID identify the number of awards for which past performance references must be submitted.

Answer: USAID did not set a limit for past performance information. The applicants are requested to submit past performance information they deem to be most relevant to the Cultivating Nutrition activity. The same applies to sub-applicants.

Question 60: Page 33, Section D, includes “Organizational Past Performance Reference Information” as an annex to be submitted with the technical application. Could USAID specify how many Past Performance References should be submitted for the prime applicant?

Answer: Refer to question 59.

Question 61: Page 33. Is there is limit to the number of Organizational Past Performance References?

Answer: Refer to question 59.

Question 62: Could USAID specify if any Past Performance References should be submitted for sub-applicants?

Answer: Refer to question 59.

Question 63: Page 50, Section E, states “Applications will be reviewed and evaluated in accordance with the following criteria: Technical Approach; Management Approach; Key Personnel and Staffing; and Past Performance.” Could USAID clarify the relative weights or ranking in order of importance for each of the evaluation criteria?

Answer: The four evaluation criteria are listed in Section E in the order of importance: 1. Technical Approach (most important); 2. Management Approach; 3. Key Personnel and Staffing; and 4. Past Performance (least important).

Question 64: Page 54: “The Recipient must submit a final report no later than 90 days following the end of implementation of interventions or 45 days before the award end date, whichever comes first.” Will USAID clarify whether this should read “or 45 days **after** the award end date?”

Answer: Final report – Page 54 has been revised; refer to RFA-685-17-000007 – Modification 3

The Recipient may not incur any additional costs after the award end date.

Question 65: Is there a limit to the number of applications you will accept from a single institution? In other words, should we coordinate an internal selection process to ensure that only one application goes forward? I did not see this specifically stated in the RFP.

Answer: USAID/Senegal will accept one application per organization.

Question 66: I want you ask you that if a Turkey registered humanitarian association is eligible to apply FEED THE FUTURE SENEGAL CILTIVATING NUTRITION grant opportunity or not.

Answer: The NOFO is open to all organizations. Applicants must check the excluded parties from the Automated Directives System (ADS), the System for Award Management (SAM), the United Nations Sanction List, etc. to make sure that their country or organization can enter into an Agreement with the US Government.

Question 67: Our organization has reviewed the subject NOFO for the Feed the Future Senegal Cultivating Nutrition funding opportunity and respectfully requests a clarification of the deadline weekdays and calendar dates stated on the top of the cover letter for the submission of questions, the Pre-application Conference, and the NOFO Closing Date.

Answer: Amendment 1 to NOFO RFA-685-17-000007 corrected the dates for the submission of questions, the pre-application conference and the NOFO closing. Unless amended by the Agreement Officer, the dates as shown in the Amendment 1 are firm.

Question 68: Page 1, RFA transmittal letter states the Bidder's Conference will be on June 14 while the second page notes it will be on June 8. The applicant respectfully requests USAID clarify which date the Bidder's Conference will be held?

Answer: Refer to question 67.

Question 69: The dates on the cover page of the solicitation seem to contradict the days of the week, as well as the dates mentioned for the pre-bid conference and deadline for questions on page 2. Will USAID please clarify these dates?

Answer: Refer to question 67.

Question 70: We understand the pre-bid conference will be held locally in Dakar. Will USAID provide a recording of the pre-bid conference?

Answer: USAID has not recorded the pre-application conference. Modification 3 to RFA-685-17-000007 includes information about the pre-application conference and questions and answers. The modification is posted in Grants.gov and available to all potential applicants.

Question 71: Page 24, Section B.5, Authorized Geographic Code incorporates Code 937 in the anticipated award. The applicant respectfully requests that Code 935 be allowed to enable a broader regional source of procurement of goods and services.

Answer: USAID has established principal geographic codes which are used by USAID in implementing instruments. This regulation establishes a presumptive authorized principal geographic code, Code 937, for procurement of commodities and services unless otherwise specified in the implementing instrument. Code 937 is defined as the United States, the cooperating/recipient country, and developing countries other than advanced developing countries, and excluding prohibited sources. USAID maintains a list of developing countries, advanced developing countries, and prohibited sources, which will be available in USAID's Automated Directives System, ADS 310.

Question 72: What is the difference between geographic codes 935 and 937?

Code 935 is defined as any area or country including the recipient country, and excluding prohibited sources. USAID maintains a list of developing countries, advanced developing countries, and prohibited sources, which will be available in USAID's Automated Directives System, ADS 310.

Code 937 is defined as the United States, the cooperating/recipient country, and developing countries other than advanced developing countries, and excluding prohibited sources. USAID maintains a list of developing countries, advanced developing countries, and prohibited sources, which will be available in USAID's Automated Directives System, ADS 310.

Question 73: Does procurement code 937 preclude procurement from Gibraltar?

Answer: USAID maintains a list of developing countries, advanced developing countries, and prohibited sources, which will be available in USAID's Automated Directives System, ADS 310. Applicants are strongly advised to check the list for any exclusion.

Question 74: Page 33, Section D.4 – Technical Application Format, Sub-Heading: Cost Application Format, in the last para on the bottom of the page, USAID states that ‘...if the applicant established a consortium or another legal relationship among its partners, the Cost/Business Application must include a copy of the legal relationship between the parties. Our relationship with our partners is a consortium with fully executed Teaming Agreements which detail our relationship and SOW. These TAs are typically longer than 10 pages each. Can USAID confirm that it would want all partner TAs included in the Cost Application or will a separate, abbreviated statement on the legal relationships between the parties suffice? We fear the Cost Application may exceed the 10 MB requirement by email submission that is proscribed by the RFA.

Answer: An abbreviated statement on the legal relationships between the parties will suffice for the application. However, USAID reserves the right to request a fully executed agreement to the winning applicant

Question 75: Page 33, Section D, states “if the applicant has established a consortium or another legal relationship among its partners, the Cost/Business application must include a copy of the legal relationship between the parties.” Please clarify if this requirement is meant to apply to sub-recipients working under teaming agreements or if it is intended only to apply in the case of a Joint Venture or similar legally binding arrangement

Answer: Refer to question 74.

Question 76: Page 34 - 35, Section D.5 – Cost Application Format, provides a list of the cost/business application contents, including subsection h – Past Performance. The applicant respectfully requests USAID confirm that this section is an annex in the Technical Application, not the Cost/Business Application.

Answer: Correct. Past Performance is an annex in the Technical Application, not the Cost Application.

Question 77: Page 38, Section D, states “Indirect costs shall not be included for Foreign Entities, including prime and sub-awardees. All costs for Foreign Entities including prime and sub-awardees shall be billed as direct costs.” The applicant respectfully requests USAID consideration of allowing foreign entities to claim a “de minimus” rate of 10% of Modified Total Direct Costs in accordance with 2 CFR 200.414(f).

Answer: Foreign entities can claim a “de minimis” rate of 10%. 2 CFR 200.414(f) states that an eligible non-Federal entity who elects to charge the 10% *de minimis* may only apply the rate to Modified Total Direct Costs (MTDC). The MTDC as a base removes “distorting items” (i.e. capital expenditures, contracts, and subgrants). Non-Federal entities are allowed to charge the 10% *de minimis* to the first \$25,000 of its subgrants and contracts.’

Applicants are strongly recommended to review 2 CFR 200 to determine under which circumstances Entities are eligible to charge the 10% *de minimis* rate for indirect.

Question 78: There are several mentions to the Senegal GOLD project throughout sections B – G, will USAID confirm that these are errors and clarify the text?

Answer: Modification 4 to RFA-685-17-000007 has corrected the references to GOLD.

Question 79: Page 39, Section D.5.c.11, Programmatic Budget states “the breakdown of costs by expected results 1) Capacity of local government to respond to citizen demand increased; 2) Mobilization and Management of local public resources improved; 3) Community participation in service delivery management (Health, Education, WASH, Agriculture) increased; or by components objectives described in the technical application.” This additional activity programming conflicts with the format required by Section D.5.c on Page 35.

The applicant respectfully requests that we be allowed to present the budget only in the format outline on Page 35, Section C, “The Budget.”

Answer: Modification 4 to RFA-685-17-000007 has deleted Section D.5 – c.11 in its entirety.

Question 80: Page 39, Section C.11 states, “the breakdown of costs by expected results 1) Capacity of local government to respond to citizen demand increased; 2) Mobilization and Management of local public resources improved; 3) Community participation in service delivery management (Health, Education, WASH, Agriculture) increased; or by components objectives described in the technical application. Please confirm that these are not the results presented in the Cultivating Nutrition Theory of Change on Page 8 of the solicitation.

Answer: Refer to question 79.



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ATTACHMENT 2

Pre- Application Conference

RFA-685-17-000007

Feed the Future Senegal Cultivating Nutrition

Yves Kore
Regional Agreement Officer
Regional Acquisition and Assistance Office
June 14, 2017

1



USAID | SENEGAL
FROM THE AMERICAN PEOPLE

Welcome!

Bienvenue!

Assalamou alaikum!

2



Introductions

- **Yves Kore** – Supervisory Contracting & Agreement Officer
- **Alioune Mody Ndiaye** – Acquisition & Assistance Specialist
- **Ndeye Aminata Wilane** – Acquisition & Assistance Specialist
- **Megan Kyles** – Agriculture/Nutrition Specialist

3



Feed the Future Senegal Cultivating Nutrition Purpose

The purpose of the five-year Feed the Future Senegal Cultivating Nutrition activity (“Cultivating Nutrition”) is to improve diets among the Senegalese population, particularly young children and women of reproductive age, in the Feed the Future Zone of Influence (ZOI). Increased access to diverse, nutritious, and safe foods along with increased adoption of nutrition and care practices will lead to increased consumption of a healthy diet. Ultimately, improved diets will reduce risks of undernutrition and overnutrition, both of which hamper human health, productivity, and economic growth.

4



USAID/Senegal Office of Acquisition & Assistance (OAA) Disclaimer:

Although we will try to answer all questions presented at this pre-application conference orally to the best of our ability, the remarks and explanations at this conference will not be binding. Solicitation terms and specifications will not change unless the Notice of Funding Opportunity (NOFO) is amended in writing in the form of an amendment to the RFA on **Grants.gov** website.

5



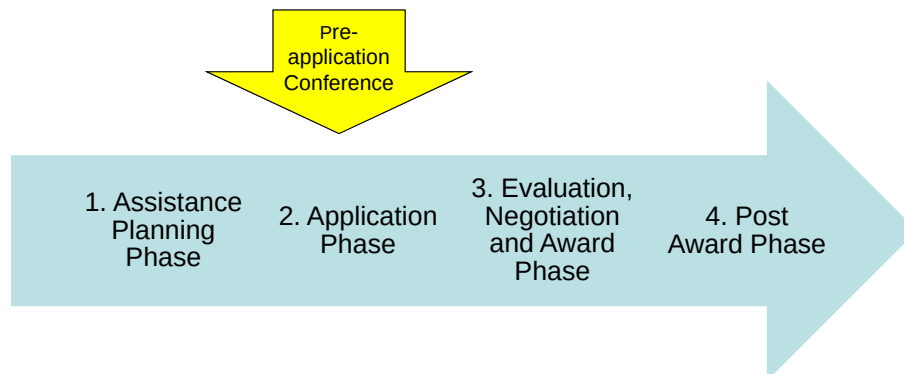
Overview of the Solicitation

- The U.S. Government contemplates award of a Cooperative Agreement resulting from this NOFO.
- Applicants are expected to design and propose a program that will meet the requirements described in Section D (**Application and Submission Information**) of the NOFO.
- The maximum total estimated amount of the Cooperative Agreement is \$40 million USD covering a performance period of five years.

6



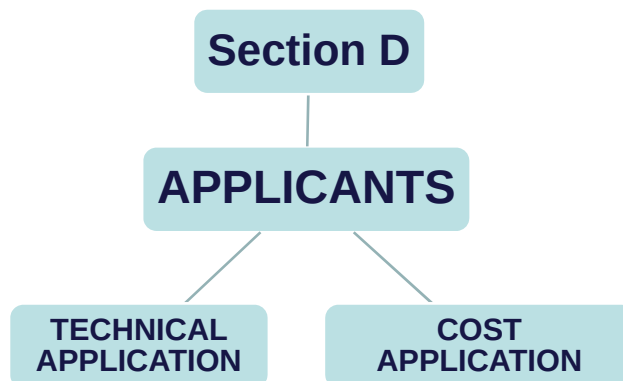
Overall Procurement Process



7



Application Instructions:



8



NOFO CONTENT

- ✓ Cover letter
- ✓ Section A - Program Description
- ✓ Section B - Federal Award Information
- ✓ Section C - Eligibility Information
- ✓ Section D - Application and Submission Information
- ✓ Section E - Application Review Information
- ✓ Section F - Federal Award Administration Information
- ✓ Section G - Federal Awarding Agency Contact(s)
- ✓ Section H - Other Information (Attachments)
 - Attachment 1 - Past Performance Information (PPI)
 - Attachment 2 - Example Of Financial Situation Table
 - Attachment 3 - Indicator Table
 - Attachment 4 - USAID Senegal – Economic Growth For All (FY2018-2023)
 - Attachment 5 - Full Indicator List

9



COVER LETTER

- ☐ Issuance Date – May 17, 2017
- ☐ Closing Date – July 24, 2017 (unless otherwise amended)

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AWARD INFORMATION

- **Anticipated Funding Available**
 - \$40 million
 - funding levels will depend on content, quality, needs, availability of funding, and competing priorities.
- **Anticipated Number of Awards:**
 - One
 - Nevertheless, USAID reserves the right to fund parts of applications, or not to make any award at all.
- **Anticipated Award Type:**
 - Cooperative Agreement
 - This type is used when the principal purpose of the transaction is to accomplish a public purpose of support or stimulation, as authorized by the Foreign Assistance Act of 1961, as amended (FAA).
- **Award Duration:**
 - 5 years from the date of award

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Technical Application

The technical application should include six sections:

- Cover Page 1 Page
- Acronyms 1 Page
- Table of Contents 1 Page
- Executive Summary 2 Pages maximum
- Technical Application Body
 - ✓ Technical Approach (25 pages);
 - ✓ Management Approach (5 pages);
 - ✓ Personnel (3 pages); and
 - ✓ Organizational Capability and Experience (3 pages)
- Annexes

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Technical Application (Cont'd)

The **Annexes** should include:

- ✓ a draft AMELP;
- ✓ an Organizational Chart (maximum 2 pages);
- ✓ Key Personnel Documents (maximum 5 pages per key personnel);
- ✓ Organizational Past Performance Reference Information; and
- ✓ Partner Letters of Commitment (maximum 1 page per letter)

NB: DO NOT SUBMIT unsolicited material. Additional annexes will not be reviewed.

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Cost Application

The cost application must contain the following:

- a. Cover Page
- b. Standard Forms (SF 424 Forms)
- c. Budget
- d. Budget Narrative
- e. **DUNS and System for Award Management (SAM)**
- f. Certification, Assurances, Statements and Other Required Forms
- g. Funding Restrictions
- h. Past Performance
- i. Policies and Procedures
- j. Potential Request for Additional Documentation

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Evaluation of Applications:

- USAID/Senegal RAAO is required and committed to conduct business with:
 1. Integrity,
 2. Fairness, *and*
 3. Openness
- Applications received must be evaluated based on:
 1. Adherence to application instructions (i.e., Section D), *and*
 2. Evaluation criteria (i.e., Section E)

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Technical Application Evaluation

The Selection Committee (SC) will review the Technical Application based on Section E (Application Review Information) and further SC guidance

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Possible Composition of SC:

USG Staff (majority of SC)

Technical Expert(s)

GOS representative(s)

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Merit Review Criteria

1. Technical Approach;
2. Management Approach;
3. Key Personnel and Staffing; and
4. Past Performance

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1. Technical Approach

The extent to which the proposed technical approach (including the AMELP) demonstrates a clear understanding of the expected results and guiding principles of the program and a convincing approach to achieve them, including the ability to effectively and efficiently adapt to fluctuations in available funding. Feasibility, effectiveness, scalability, sustainability, and gender integration of the technical approach will all be taken into consideration.

Specifically, applications will be evaluated on the level of scale that the proposed approach will achieve within the ZOI. This includes effectiveness in reaching and sustainably improving the diets of the greatest possible number of people in the ZOI. The application should clearly describe how the operational approach will achieve the proposed scale. The proposed approach will also be evaluated in terms of feasibility and effectiveness in fostering transformative change through sustainable local systems development.

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2. Management Approach

The extent to which the proposed management approach demonstrates the ability to effectively and efficiently implement this program, including how potential fluctuations in available funding and coordination will be managed. Feasibility, efficiency, effectiveness, scalability, and sustainability of the management approach will all be taken into consideration.

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3. Key Personnel and Staffing

The extent to which the proposed key personnel and staffing plan convincingly demonstrate the ability to successfully and effectively implement the proposed program, achieve the expected results, and integrate the guiding principles, including gender.

21



4. Past Performance

The extent to which the applicant and its teaming partners, if any, demonstrate successful past performance in achieving results on similar programs.

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Adjectival Rating Table

Outstanding	Proposal meets requirements and indicates an exceptional approach and understanding of the requirements. Strengths far outweigh any weaknesses. Risk of unsuccessful performance is very low.
Good	Proposal meets requirements and indicates a thorough approach and understanding of the requirements. Proposal contains strengths which outweigh any weaknesses. Risk of unsuccessful performance is low.
Satisfactory	Proposal meets requirements and indicates an adequate approach and understanding of the requirements. Strengths and weaknesses are offsetting or will have little or no impact on contract performance. Risk of unsuccessful performance is no worse than moderate.
Marginal	Proposal does not clearly meet requirements and has not demonstrated an adequate approach and understanding of the requirements. The proposal has one or more weaknesses which are not offset by strengths. Risk of unsuccessful performance is high.
Unacceptable	Proposal does not meet requirements and contains one or more deficiencies. Proposal is unawardable.

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Cost or Price Proposal Evaluation:

Technical merit review are significantly more important than cost. While Cost is less important than technical and is not weighted, the cost application of the apparently successful technical application will be evaluated for cost effectiveness. Other considerations are the adequacy of budget detail and consistency with elements of the technical application. In addition, the organization must demonstrate adequate financial management capability, to be measured for a responsibility determination.

24



Notification to Unsuccessful Applicants:

USAID must individually notify each applicant in writing on the success of its application. Once USAID decides which applicant the Agency will consider for award, the Agreement Officer will notify all unsuccessful applicants that they will not be considered further .

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Award:

The Agreement Officer shall award a Cooperative Agreement resulting from this NOFO to the responsible Applicant whose technical application offers the best value and other factors considered after evaluation in accordance with the evaluation criteria in section E.

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Important Dates to Remember:

- Pre-application conference: **Wednesday, June 14, 2017**
10:00hrs Dakar Local Time
- Modification to NOFO/
Clarifications to Questions: **Thursday June 22, 2017**
- NOFO Closing Date: **Monday, July 24 2017**
- NOFO Closing Time: **17:00hrs Dakar Local Time**

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In Closing:

As I mentioned earlier, **NONE** of the answers provided today are contractually binding. **ONLY** answers provided in writing in the form of an amendment to the NOFO on **Grants.gov** will be contractually binding.

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Points of Contact:

Alioune Mody Ndiaye

Acquisition & Assistance Specialist
USAID/Senegal
U.S. Embassy
Route des Almadies
P.O. Box 49
Dakar, Senegal
Email: alndiaye@usaid.gov

Yves Kore

Regional Agreement Officer
USAID/Senegal
U.S. Embassy
Route des Almadies
P.O. Box 49
Dakar, Senegal
E-mail: ykore@usaid.gov

Ndeye Aminata Wilane

Acquisition & Assistance Specialist
USAID/Senegal
U.S. Embassy
Route des Almadies
P.O. Box 40
Dakar, Senegal
Email: nawilane@usaid.gov

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Thank You!

Merci!

Dieuredieuf!

30



Questions?





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ATTACHMENT 3

Pre- Application Conference

RFA-685-17-000007

Feed the Future Senegal Cultivating Nutrition

Megan Kyles
Agriculture/Nutrition Specialist
Economic Growth Office
June 14, 2017



USAID | SENEGAL
FROM THE AMERICAN PEOPLE

Welcome!

Bienvenue!

Assalamou alaikum!



Introductions

- **Yves Kore** – Supervisory Contracting & Agreement Officer
- **Alioune Mody Ndiaye** – Acquisition & Assistance Specialist
- **Ndeye Aminata Wilane** – Acquisition & Assistance Specialist
- **Megan Kyles** – Agriculture/Nutrition Specialist

3



Background and USAID/Senegal Context

USAID/Senegal is headed by the **Mission Director** and is divided into several sector specific offices:

- **Economic Growth**
- Health Office
- Education Office
- Democracy, Human Rights, Governance and Peace Office

4



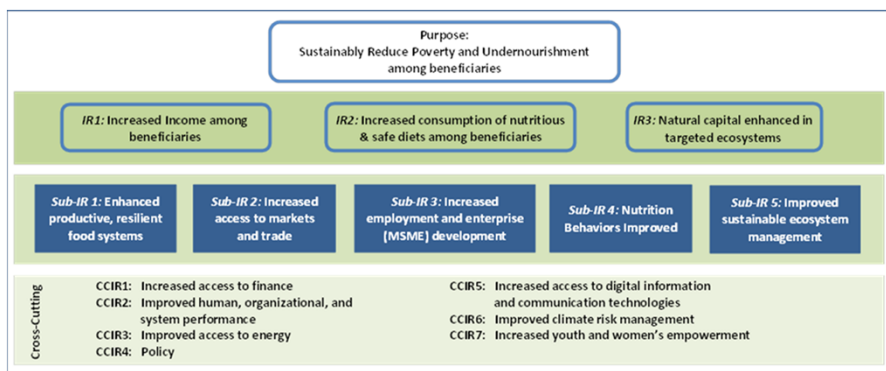
Feed the Future Senegal Cultivating Nutrition:

An Integral Part of the Economic Growth For All (EG4ALL) Project

5



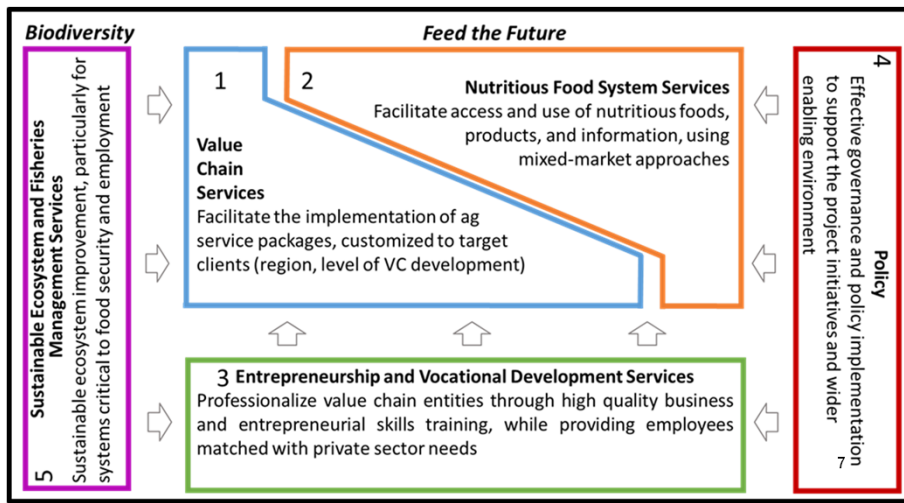
Economic Growth For All (EG4ALL) Project Theory of Change



6



Economic Growth For All (EG4ALL) Project



Feed the Future Senegal Cultivating Nutrition Purpose

The purpose of the five-year Feed the Future Senegal Cultivating Nutrition activity (“Cultivating Nutrition”) is to improve diets among the Senegalese population, particularly young children and women of reproductive age, in the Feed the Future Zone of Influence (ZOI). Increased access to diverse, nutritious, and safe foods along with increased adoption of nutrition and care practices will lead to increased consumption of a healthy diet. Ultimately, improved diets will reduce risks of undernutrition and overnutrition, both of which hamper human health, productivity, and economic growth.



Feed the Future Senegal Cultivating Nutrition Objective

A major objective of this activity is to facilitate development of the food system so it becomes more responsive to the nutritional needs of the population. ***Ideally, choosing to consume a healthy, nutritious diet should be easy.*** The required foods should be readily available (in the right quantities throughout the year), affordable, convenient, and safe to eat. The food system also should play a role in generating demand for nutritious foods: providing the public with nutrition information and food preparation, hygiene, and safety guidelines. Private sector, civil society, and government all have important roles to play in managing a food system that promotes and facilitates good nutrition.

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Cultivating Nutrition Theory of Change

Activity Goal: Increased consumption of nutritious & safe diets

IR1:
Increased on-farm availability of diverse, nutritious, safe foods

IR2:
Increased market supply of diverse, nutritious, & safe foods

IR3:
Increased resilience and income, esp. for nutritionally vulnerable groups

IR4:
Increased adoption of nutrition & care practices

Cross-cutting Sub IRs:

Sub IR1: Increased women's empowerment

Sub IR2: Improved governance of the food system

Sub IR3: Learning on nutrition and food systems advanced

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Geographic Area

Cultivating Nutrition aims to improve diets to the greatest extent possible across the Feed the Future ZOI. The ZOI encompasses 150 municipalities (*communes* in French) in the Regions of Saint Louis, Matam, Tambacounda, Kedougou, Kolda, Sedhiou, Ziguinchor, Fatick, Kaolack, and Kaffrine.



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Expected Results

Overall Activity Goal: *Consumption of nutritious and safe diets increased among beneficiaries.*

Required indicators with minimum targets to assess this goal include:

- Prevalence of children 6-23 months receiving a minimum acceptable diet increased to 35% (among activity beneficiaries); and
- Prevalence of women of reproductive age consuming a diet of minimum diversity increased to 67% (among activity beneficiaries).

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Expected Results (Cont'd)

- **Intermediate Result 1:** *Increased on-farm (and at-home) availability of diverse, nutritious, and safe foods increased.*
- **Intermediate Result 2:** *Increased market supply of diverse, nutritious, and safe foods.*
- **Intermediate Result 3:** *Increased resilience and income, especially for nutritionally vulnerable groups.*
- **Intermediate Result 4:** *Adoption of nutrition and care practices increased.*

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Intermediate Result 1: *Increased on-farm (and at-home) availability of diverse, nutritious, and safe foods increased.*

Applicants must propose indicators with targets to assess this result.

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Intermediate Result 2: Increased market supply of diverse, nutritious, and safe foods.

Applicants must propose indicators with targets to assess this result.

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Intermediate Result 3: Increased resilience and income, especially for nutritionally vulnerable groups.

Required indicators to assess this result are listed below. Applicants should propose targets.

- Poverty decreased (as measured by prevalence of poverty, depth of poverty, and average consumption shortfall of the poor, among activity beneficiaries)
- Income increased (as measured by daily per capita expenditures; among activity beneficiaries)
- Resilience increased (as measured by a set of economic variables: income stability or diversification, assets, savings, and debt; among activity beneficiaries)

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Intermediate Result 4: Adoption of nutrition and care practices increased.

Required indicators with minimum targets to assess this result include:

- Prevalence of exclusive breastfeeding increased to 50% (among activity beneficiaries); and
- Percentage of households with soap and water at a handwashing station commonly used by family members increased (among activity beneficiaries). (Applicants should propose a target for this indicator.)

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Cross-cutting Sub Intermediate Results

The following sub intermediate results are considered cross-cutting since they are essential for the achievement of Intermediate Results 1-4.

- **Sub Intermediate Result 1:** *Increased women's empowerment*
- **Sub Intermediate Result 2:** *Improved governance of the food system*
- **Sub Intermediate Result 3:** *Learning on nutrition and food systems advanced*

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Guiding Principles

In implementing an approach to achieve the expected results, Cultivating Nutrition should adhere to and advance the following guiding principles.

- *Sustainability* is paramount
- *Empowerment* is foundational
- *Resilience* is essential in a context of increasing variability and unpredictability
- *Targeting* of investments is critical
- *Science and innovation* can help scale up and accelerate impact of targeted technologies
- *Coordination* is the new way of business

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Planning, Monitoring, Evaluation, and Learning

The Activity Monitoring, Evaluation and Learning Plan (AMELP):

- ✓ *coordinated*, to support alignment with stakeholders to the greatest extent possible, particularly with the CLM;
- ✓ *meaningful and timely*, to effectively inform decision making and adaptive management;
- ✓ *and consistent with USAID policy and guidance* (such as the Feed the Future Indicator Handbook and the USAID Evaluation Policy), to remain up-to-date on standard protocols and the most recent thinking in evaluative science.

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Planning, Monitoring, Evaluation, and Learning (Cont'd)

The AMELP should include a defined set of performance measures and indicators, including both required and custom indicators.

See page 20-21 of NOFO

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Resources:

Key documents that will facilitate the development of strong applications are included as attachments to the NOFO document.

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Questions?

