



Subject: El Salvador Country Development Cooperation Strategy (CDCS)
Annual Program Statement (APS) No.: 72051921APS00001
Addendum 4 - Amendment No. 1

Program Name: Private Sector Engagement Activity - Addendum 4

Amendment No. 1 to subject Addendum is hereby issued for the following purposes:

1) On Page 1, Concept Note Submission Closing Date, Following Rounds: is deleted in its entirety and substituted with:

Following Rounds: Concept papers for the following rounds will be reviewed on a rolling basis throughout September 28, 2022.

2) On Page **SECTION D: APPLICATION AND SUBMISSION INFORMATION**, subsection **D.4.1. Content and Format of Concept Paper Submission**, ADD the following:

- Letters of commitment from the private sector organizations are required as part of submitting a concept paper.

3) Respond to questions received, from potential applicants, please find USAID/El Salvador's responses:

QUESTION 1

Section A.2. Geographic Coverage on p. 6 states... "expand engagement with the private sector in order to improve development outcomes for El Salvador and/or regionally in El Salvador, Guatemala, and Honduras."

May bidders submit concept papers focused on just one of the 3 eligible countries (either El Salvador, Honduras, or Guatemala)? May we also submit a concept that includes only 2 countries (Honduras and Guatemala) but not El Salvador?

USAID RESPONSE:

Concepts must include El Salvador and may include one or both of the other countries - Honduras and Guatemala - as a regional activity.

However, applicants need to have in mind the instructions included in Section C.1 of the addendum "All eligible interested organizations are restricted to submitting only one Concept Paper as the prime applicant. If more than one Concept Paper is received with the same prime applicant, USAID will seek written clarification from the relevant entity regarding which Concept Paper should be considered for review. If clarification is not resolved within five (5) business days, all Concept Papers submitted by the applicant will be deemed ineligible".

QUESTION 2

Under the terms of A.6.3. Economic Growth: Job creation and employment of individuals at high risk of using irregular means of migration and A.6.4. Education: Youth Training for Improved Employability it seems like the Private Sector NGOs can give an incentive to the people that will be a part of the program created with USAID funds.

Does this mean that we could give the youth in training inside the program an incentive equivalent to the country's minimum wage? Is this allowed?

USAID RESPONSE:

USAID approves the provision of stipends on a case-by-case basis. Stipends for youth participants generally cover transportation, meals, childcare for single parents, and/or internet connectivity. Potential applicants should propose their incentive plan and the innovative approach to deliver them to the beneficiaries, to include adequate controls to mitigate the risks of waste, fraud and abuse that could be linked to these types of incentives.

QUESTION 3

Page 30, Section D.4.1 Content and Format of Concept Paper Submission states, "Concept Papers MUST be written in the English language and submitted electronically via e-mail in Word 2000 or Word 2003 text-accessible."

The Offeror respectfully requests that USAID also allow for electronic submission in .docx format, which would encompass MS Word versions post-2003.

USAID RESPONSE

Applicants may submit concept papers in docx format.

QUESTION 4

Page 30, Section D.4.1 Content and Format of Concept Paper Submission states, "Concept Papers shall not exceed five (5) pages, using 1" page margins with 12-point font." Page 31 states, "The Concept Paper (including any Supporting Information) must be submitted to: iparraga@usaid.gov."

The Offeror respectfully requests confirmation that applicants can include Letters of Commitment from partners in an annex as Supporting Information.

USAID RESPONSE:

Applicants can submit letters of commitment from partners as an Annex and as supporting documentation, they will not be counted towards the 5 page limitation.

QUESTION 5

Una de las gremiales a la que pertenecemos envió en su momento una aplicación como “sub” para la primera adenda sobre Job Training. ¿Es permitido que esta gremial remita otra aplicación para esta Adenda #4?

One of the business associations to which we belong sent an application as a sub under addendum one on Job Training. Is this business association permitted to send another application under this addendum?

USAID RESPONSE:

Yes, they can submit a concept note under this addendum

QUESTION 6

Does USAID have specific country outcomes for applicants for the APS to consider? The APS lists DO 2 as requiring the project spur the creation of 85,000 new or better formal jobs. Is this for the entire project or for each grantee? For example, specific targets for numbers of persons trained or placed in formal employment in Guatemala and/or Honduras? Similarly, the APS notes stopping an additional 48,000 youth from leaving school as a key objective. Is this an objective for the entire project or for each grantee?

USAID RESPONSE:

The APS outcomes for El Salvador are the strategic outcomes based on the five-year Country Development Cooperation strategy. Concept Papers to the Private Sector Engagement Addendum are expected to either contribute to these strategic outcomes or respond to the objectives of the Root Causes Strategy. Please note that the Private Sector Engagement addendum also articulated desired outcomes by focal area. It is expected that if concepts are selected for co-creation, development of specific targets will be part of the co-creation process.

QUESTION 7

Will these numbers be scaled based on the award to each grantee?

USAID RESPONSE:

Concept Papers received, reviewed, and selected for co-creation under the Private Sector Engagement Addendum will develop specific targets suitable to the scale of the final design as part of the co-creation process.

QUESTION 8

Are there specific targets for numbers of persons impacted by democratic governance improvements?

USAID RESPONSE:

USAID does not currently have any specific targets for numbers of persons impacted by democratic governance improvements. Applicants are encouraged to identify targets that will clearly contribute to the "Expected Outcomes" delineated in section A.5.1 of the addendum.

QUESTION 9

Does USAID prefer that each awardee be working on all three objectives, perhaps in partnerships to take advantage of different organizations or does USAID assume the proposals from prospective grantees will encompass work in one or two of the categories of work?

USAID RESPONSE:

The Mission expects that concepts papers submitted propose a technical approach that is feasible and logical. If responding to multiple objectives is both feasible and logical under the proposed concept, we welcome the opportunity to review the concept. Please note that only one concept per applicant is permitted so multiple concepts addressing different objectives are not permitted. If any qualified organization is unable to technically respond to the entire activity, then we encourage these organizations to submit a concept paper to achieve an objective of the activity or pursue an alliance with another organization.

QUESTION 10

Does USAID consider entrepreneurship/self-employment as ‘better formal jobs’? Will employment in a start-up micro-entrepreneurship (vice expansion of a pre-existing SMEs) automatically be considered as insufficient for measures of success? In other words, would a successful micro-entrepreneurship be discounted even if its formal registration is delayed by bureaucracy or slow registration processes?

USAID RESPONSE:

Employment includes wage employment and self-employment. For additional definitions related to employment, please refer to [Getting Employment to Work for Self-Reliance: A USAID Framework for Programming](#), which examines programming for more and better jobs.

QUESTION 11

The APS suggests in El Salvador the focus of efforts should be in or close to urban hubs. Is this also the case for Guatemala and Honduras?

USAID RESPONSE:

The urban hub approach is responsive to El Salvador's CDCS. Geographic approaches for Guatemala and Honduras may want to consider any geographic targeting that their respective strategies discuss.

QUESTION 12

A.3.1 Leverage. This paragraph mentions that a lower ratio from equal value provided by the USG may be considered. A range between 15% to 20% of leverage may be considered?

USAID RESPONSE:

Applicants are expected to bring to this activity a reasonable amount of leveraged private sector resources. Please note that it, if less, the concept must "present a compelling partnership that will appreciably contribute to El Salvador's CDCS and the development initiatives in the regional RCS." If the lower leverage ratio is due to COVID-19 related economic consequences, the applicant will need to propose how it will attempt to increase its leverage amount throughout implementation (Section A.3.1, page 8). Please note that preference will be given to concepts that present strong private sector engagement and a robust leverage ratio.

QUESTION 13

Our institution has never been a beneficiary with US funded projects. Does it mean none of the scenarios listed in NPI modality apply to us? In Attachment 2- Eligibility Certification Form.

USAID RESPONSE:

Yes, you do fall within the NPI, as a new partner to USAID. Please see Page 25 in the addendum which reads as follows:

a. Direct awards to new and underutilized organizations that are local entities in El Salvador or countries for which the Applicant is applying (if and when regional activities are solicited)

QUESTION 14

¿How necessary is to have a prior Alliance with the government?

USAID RESPONSE:

It is not necessary. In fact, the Mission encourages concepts that identify potential government counterparts necessary to the success of the activity; however, there is no need to have an established alliance or existing formal relationship.

QUESTION 15

¿Can we propose in this project creating a competitive fund for specific projects in the communities, like mini grants?

USAID RESPONSE:

A concept may propose any technical approach that is feasible and logical in response to the development challenge addressed. Please note that concepts may change or be revised during co-creation as necessary.

QUESTION 16

With this project funds, ¿can infrastructure works be carried out in public spaces in the communities?

USAID RESPONSE:

If considered to be an important part of the proposed approach, infrastructure work or construction can be approved if they are only a portion of all award activities and

1. The estimated cost of construction activities at a single project site is less than \$500,000; and
2. The total aggregate estimated cost of construction activities under the award is less than \$10,000,000

QUESTION 17

¿Can we plan projects in phases, or do they be carried out simultaneously? How should they be prioritized?

USAID RESPONSE:

Concepts can propose activities in phases or concurrently. The approach should be both feasible and logical for the proposed timeframe and budget.

QUESTION 18

¿Can we and the other non-private sector partners also contribute to the counterpart?

USAID RESPONSE:

Non-private sector partners are welcome to propose cost share contributions as part of their proposed activities. Please note that leverage is required as outlined in Section A.3.1 on page 8.

QUESTION 19:

What would be the methodology to assign a monetary value to the advisers?

USAID RESPONSE:

It is expected to be calculated in accordance with market value for the position being proposed and the established policies, procedures, and practices of the organization/company.

QUESTION 20:

Are alliances with public sector also required in addition to the ones with municipalities?

USAID RESPONSE:

The only requirement is that applicants must present a concept that includes one or more private sector entities, as stated in Section A.3 of the addendum on page 7.

QUESTION 21:

Is it required to incorporate American companies into the alliances? ¿With what relevance?

USAID RESPONSE:

It is not a requirement, please refer to Sections C.2 of the addendum (pages 24 and 25), ATTACHMENT 2 - Eligibility Certification Form of the addendum and Section C.2 of the CDCS APS.

QUESTION 22:

Should private partners be submitted to USAID for consideration prior to concept note submission?

USAID RESPONSE:

No, they should not be submitted to USAID for consideration prior to submission of a concept note

QUESTION No. 23:

In addition to the specific urban areas mentioned for El Salvador (page 6), are there specific geographies USAID is focused on in Guatemala and Honduras viewed to have a higher "impact potential to reduce the drivers of irregular migration" (USAID/Honduras CDCS 2020-2025, page 20)?

USAID RESPONSE:

The urban hub approach is responsive to El Salvador's CDCS. Geographic approaches for Guatemala and Honduras may want to consider any geographic targeting that their respective strategies discuss.

QUESTION 24:

Beyond private sector partners we expect to leverage for this concept, are applicants expected to formally list new or underutilized partners we will work with, or can we provide examples of such partners and finalize their engagement during a co-creation process?

USAID RESPONSE:

Please refer to Section D.3.2 "The concept paper should frame and describe the proposed partnership with USAID, including partner roles and responsibilities and anticipated activities to be implemented". In addition, the Mission will use PSE Concept Paper Review Determination Form, to evaluate a concept in response to this Addendum. Please see page 33.

QUESTION 25:

On Leverage, it is mentioned that “To this end, the Mission prefers to mobilize private sector resources, assets, capabilities, and expertise in equal or greater value of resources provided by the USG. However, the Mission will consider less when a concept presents a compelling partnership that will appreciably contribute to El Salvador’s CDCS and the development initiatives in the regional RCS “

We understand that there could be cases, based on the concept note and proposed activities merits, in which there could be no minimum proportion of private sector leverage required. We would appreciate confirmation of our understanding.

USAID RESPONSE:

Applicants are expected to bring to this activity a reasonable amount of leveraged private sector resources. Please note that it, if less, the concept must present a compelling partnership that will appreciably contribute to El Salvador’s CDCS and the development initiatives in the regional RCS. If the lower leverage ratio is due to COVID-19 related economic consequences, the applicant will need to propose how it will attempt to increase its leverage amount throughout implementation (Section A.3.1, page 8). Please note that preference will be given to concepts that present strong private sector engagement and a robust leverage ratio.

QUESTION 26:

There are two focuses: bilateral for El Salvador, and/or regional for El Salvador, Honduras and Guatemala.

For the criteria weight given in the concept paper evaluation, is there any preference to be given if a concept focuses more on a bilateral activity or to a regional activity?

USAID RESPONSE:

There is no preference, the criteria applies the same to any of the focuses described above.

QUESTION 27:

For the potential activities in Education to have widespread and significant impact, we believe that a key ally is the public school system in El Salvador (e.g., Ministry of Education, Teachers). To what extent USAID is partnering with the key stakeholders within the public school system for basic education?

USAID RESPONSE:

USAID’s basic education activities respond to the priorities set for the national education system under El Salvador’s Ministry of Education, Culture, and Technology (MINEDUCyT). Therefore, all school-level activities should align with the Plan Torogoz launched by the Ministry in January 2021.

QUESTION 28:

It is mentioned that “The type of award and terms and conditions included therein is based upon recipient organization type, programmatic factors, and other due-diligence matters (including type of instrument –page 23 responsibility determinations).” In addition, three examples of types of instruments are provided: a) grants and cooperative agreements; b) simplified grants and c) fixed amount awards.

At what stage, during the process, the type of award mechanism is decided?

USAID RESPONSE:

It may vary depending on the factors described on page 23, most likely it could be at the time a full application is requested.

QUESTION 29:

Is it possible to submit one concept-paper as a Prime and, if selected to the next round, add other organizations in the consortia?

USAID RESPONSE:

It is possible, your organization may add other organizations under the partnerships during the co-creation process.

QUESTION 30:

Is it possible to change the Priming organization after the first round?

USAID RESPONSE:

No, it is not possible.

QUESTION 31

Review criterion 3 mentions the following: “One or more private sector entities, as defined in the CDCS APS PSE Addendum, involved in partnership”. Can the private sector entity, taken in consideration in the criteria, be the one being a Prime?

USAID RESPONSE:

Yes, a private sector entity can apply as the prime award recipient.

QUESTION 32:

Review criterion 4 mentions the following: “Concept paper presents resources mobilized and contributed by the private sector to significantly advance the proposed impact or progress against outcomes in a development activity. Leverage and Private Sector as defined in the CDCS APS PSE Addendum”.

a) How are the resources mobilized and contributed by the private sector to be proven at this stage? Is it sufficient to present a general plan with the organizations that could be contributing? Or what type of evidence is needed at this stage?

USAID RESPONSE:

a) Letters of commitment from the private sector organizations are required as part of submitting a concept paper. This language is being incorporated as part of this amendment to the addendum.

b) If no commitments for leverage are presented at this stage, would this be sufficient for the concept to be disregarded? (It is mentioned before that if a concept is compelling, this could be reassessed)

USAID RESPONSE:

b) Leverage is a requirement under the PSE addendum. Applicants are expected to bring to this activity a reasonable amount of leveraged private sector resources. Please note that it, if less, the concept must “present a compelling partnership that will appreciably contribute to El Salvador’s CDCS and the development initiatives in the regional RCS.” If the lower leverage ratio is due to COVID-19 related economic consequences, the applicant will need to propose how it will attempt to increase its leverage amount throughout implementation (Section A.3.1, page 8). Please note that preference will be given to concepts that present strong private sector engagement and a robust leverage ratio.

QUESTION 33:

Section A.2: Geographic Coverage: Given that the original funding total within the APS was planned for El Salvador only and the current addendum offers the possibility of including Honduras and Guatemala, does USAID anticipate the possibility of additional funding as buy-ins from USAID/Honduras or USAID/Guatemala?

USAID RESPONSE:

Additional funding from other Missions may be contemplated based on concepts received. The current ceiling of the addendum does limit the total value of all awards issued under the Private Sector Engagement Addendum regardless of source.

QUESTION 34:

Section A.6.3: Economic Growth: In past USAID activities, some sectors or aspects of private sector activity have been excluded from eligibility for project support, for example, back-office administration, call centers, and agricultural value chains like sugar and tobacco. Are there any specific areas of private sector activity that are not eligible to be supported by the current project?

USAID RESPONSE:

USAID programs are guided by ADS 225 which establishes policies and procedures to ensure USAID-funded activities do not provide financial incentives and other assistance if there are adverse economic impacts to the U.S., including the loss of U.S. jobs. ADS 210 outlines USAID’s position on ceasing support of tobacco growth and promotion.

QUESTION 35:

Section B.1: Evergreen: If USAID determines to share a concept note with other USAID mechanisms or applicants for “Evergreening” purposes, what is the anticipated process or requirements to notify an applicant when and with whom their ideas are shared?

USAID RESPONSE:

If USAID identifies opportunities to strengthen or fund a Concept Note or application by connecting it with other USAID mechanisms, other potential funders, and/or external partners, USAID will notify the applicant in writing. Please refer to Section B. of the CDCS APS for instructions to follow when a concept paper includes proprietary data.

QUESTION 36:

Section C.1: Eligible Applicants: Please confirm that the percentage thresholds for funding directed to eligible partners NPI modalities (pg 21 of addenda; per Section C.2, pg 24 of the APS) is not required to be directed entirely to one local partner but may instead be a cumulative total for multiple local partners or grantees (50% for modality 3.a, 75% for modality 3.b).

USAID RESPONSE:

Modality 3a: Local Entity Sub-Awardees That Move to Direct Awards: Prime awardees must pass a minimum of 50 percent of the total funding of their awards to local sub-awardees. For Modality 3b: Local and Locally Established Partner Sub-Awardees; Prime Awardees must pass a minimum percentage of the total funding to local partners or LEPs.

QUESTION 37:

Section D.4.1: Content and Format of Concept Paper Submission: Please confirm applicants may use font size 9 for charts or text boxes.

USAID RESPONSE

Applicants may use font size 9 for charts or text boxes.

QUESTION 38:

Concept Paper Template: Please confirm whether the total program funding requested in the template (pg 33, items 4 and 5) is intended to include USAID funding plus additional leveraged funding or cost-share, or both.

USAID RESPONSE

Item 4 requests the total funding amount

Item 5 Funding Requested from USAID and total amount of leverage (including from what sources)

QUESTION 39:

Concept Paper Template: Would USAID consider allowing annexes to be submitted with the concept note, such as Letters of Support, or an organizational chart?

USAID RESPONSE

Annexes may be included such as letters of support, letters of commitment, an organizational chart is considered to be part of the Managing and staffing plan and part of the concept paper.

QUESTION 40:

Section B (page 12) of the original APS issued on April 19, 2021, states “In FY 2019, 159 private sector companies contributed more than \$27M to leverage key projects aimed at preventing irregular migration to the US.” Would USAID either provide more detail about this accomplishment or direct offerors to where we can find this information?

USAID RESPONSE

The Mission cannot share the disaggregated data requested. The FY 2019 details on private sector leveraged contributions and the number of companies provide context and demonstrate the Mission's commitment to private sector engagement, willingness to work with the private sector, and some of the success had.

QUESTION 41:

Many of USAID/El Salvador's economic competitiveness project reports — such as annual reports, quarterly reports, and success stories — are not available on USAID's Development Experience Clearinghouse. Would USAID provide all relevant reports related to this program so that all offerors have access to the same information to develop their concept notes, should they decide to present a concept note responding to “Economic Growth” focus area?

USAID RESPONSE

Quarterly, Annual Reports, success stories etc., for the Economic Competitiveness Project have been uploaded to USAID's Development Experience Clearinghouse. When searching for these documents please use the award number AID-519-C-17-00001 in order to be able to access them.

QUESTION 42:

Section D.3 (page 28) references an initial “Engage and Explore” stage under the PSE addendum. Would USAID confirm that this is not mandatory, but rather an option available to offerors to present a concept paper that aligns best with USAID's interests.

USAID RESPONSE

Confirmed, it is optional.

QUESTION 43:

Attachment 1, item 5 (page 40) reads, “Total Amount of Funding Requested from USAID

and total amount of cost-share proposal (if applicable), including from what source(s).” Given that Section A.3.1 (page 8) defines “leverage” under this APS addendum, and that leveraging and cost-sharing have different implications for award management, would USAID confirm that offerors must present an “amount of leverage proposal” as opposed to an “amount of cost-share proposal?”

USAID RESPONSE

Confirmed, applicants are required to present an amount of leverage.

QUESTION 44:

Would USAID confirm that items 1 through 10 in Attachment 1 (page 40) do not count against the concept note’s five-page limit? This will enable offerors to dedicate the five pages to explain all pertinent technical elements of their proposed concept paper in greater detail.

USAID RESPONSE

Information requested in items 1 to 10 can be included in the cover page of the concept paper.

QUESTION 45:

Section A.3.1 (page 8) states, “...the Mission prefers to mobilize private sector resources, assets, capabilities, and expertise in equal or greater value of resources provided by the USG.” However, Section C.2.d (page 25) states, “Direct awards to partners underutilized with respect to opportunities to leverage private/non-U.S. Government funding,” indicating that awardees must propose additional leveraged funds worth a minimum of 50% of the total value of the award they seek from USAID. Would USAID confirm that offerors should leverage funds equal to at least 50% of the total value of award rather than 100%? Would USAID confirm that both the prime awardee and sub-awardees can leverage funding?

USAID RESPONSE

Section A.3.1 refers to what is leverage and the preference of the Mission to have a greater value of resources from the private sector than contributed by the USG, if and when possible. Leverage is a requirement of any concept submitted.

Section C.2.d is one of the four defined characteristics of a New Partnership Initiative (NPI) partnership as defined by USAID. The Mission is encouraging applications from prospective partners who might qualify under the NPI definition as a way to encourage a more diverse partner base.

QUESTION 46:

Can USAID provide clarification on the expectations for leverage? Section A.3.1 indicates that there is a preference for a 1:1 leverage unless a lower amount can be justified. However, in Attachment 2 on page 43 (of 43) of the addendum, the modality “Direct Awards to Partners to Leverage Private/Non-U.S. Government Funding” states that “Awardees must propose additional leveraged funds worth a minimum of 50 percent of the total value of the award they seek from USAID; this cannot include in-kind contributions but can include non-Federal grants and

external awards.” Does the latter only apply if an organization is using that NPI eligibility modality?

USAID RESPONSE

Attachment 2 on Page 43 is for those applicants that wish to select pursuing an NPI Partnership only. If an applicant does not want to be considered for an NPI partnership, the leverage requirement is as discussed in Section A.3.1.

QUESTION 47:

Can USAID provide clarification on the expectations for leverage? Of the leverage requirements, please confirm that it is at an applying organization’s discretion to determine the percentage of cash vs in-kind or are there specific splits recommended.

USAID RESPONSE

The Mission prefers concepts that mobilize at least equal or greater value of leveraged private sector resources to proposed USG contributions. It is up to the applicant to identify those resources and determine any percentage between types, if any split is necessary or applicable.

QUESTION 48:

Can USAID provide clarification on the expectations for leverage? We understand that USAID seeks to increase the sustainable impact of its development assistance programs. In our application, we want to ensure that we include a diverse group of private sector actors, including those based in the region and at the national and sub-national level. In many cases, those actors will not be able to reach a 1:1 leverage requirement on a sustainable basis, so we would appreciate guidance on how to best include smaller private sector entities without sacrificing the need for strong co-investment.

USAID RESPONSE

The cumulative value of leveraged resources will be considered and not the independent leverage resource of each private sector entity.

QUESTION 49:

Geographic vs Demographic focus: Our organization intends to propose a regional response with activities in El Salvador, Honduras and Guatemala. While USAID provides some guidance on focus areas in El Salvador, there is none regarding the other two countries. Can USAID confirm if a demographic focus (i.e. that noted in section A.4.) will take priority over a geographic focus in Honduras and Guatemala? Would USAID look favorably on applications that had an equal emphasis on all three countries or are you prioritizing investments in El Salvador?

USAID RESPONSE

Similar to the response to question 11, the Mission recommends that the applicant review the respective CDCSs for Honduras and Guatemala to best respond to demographic and targeting

needs. The Mission is not prioritizing nor favoring responses to the region or just El Salvador. The best technical approaches for available resources will be pursued.

QUESTION 50:

NPI Eligibility: In section C.2., the “basic requirements of an NPI partnership” list four forms. However, the Attachment 2 – Eligibility Certification Form includes additional modalities. Please clarify if all modalities listed in Attachment 2 will be considered valid for this opportunity.

USAID RESPONSE

All modalities listed in Attachment 2 are considered valid.

QUESTION 51:

Non-exclusivity and co-creation: Our organization has worked long and hard to cultivate meaningful partnerships with private sector entities. There is a realistic expectation both from a financial perspective and from a partnership perspective that these valued and privileged relationships will be maintained and validated through the co-creation process. However, the language on page 24 of 43 suggests that because of the non-exclusive nature of the co-creation phase, organizations and companies may asked to partner with another organization at the expense of the lead organization that bringing them to the opportunity in the first place. Can you please clarify USAID’s intentions with regard to exclusivity of private sector partners that are brought to the table.

USAID RESPONSE

Prime applicants must not require exclusivity agreements with proposed alliance members, sub-partners, or key individuals (this includes private sector partners).

QUESTION 52:

For proposed projects with a regional focus, is it necessary to work in all three countries or could an applicant propose to work in only two of the three Northern Triangle countries?

USAID RESPONSE

Concepts must include El Salvador and may include one or both of the other countries - Honduras and Guatemala - as a regional activity.

However, applicants need to have in mind the instructions included in Section C.1 of the addendum “All eligible interested organizations are restricted to submitting only one Concept Paper as the prime applicant. If more than one Concept Paper is received with the same prime applicant, USAID will seek written clarification from the relevant entity regarding which Concept Paper should be considered for review. If clarification is not resolved within five (5) business days, all Concept Papers submitted by the applicant will be deemed ineligible”.

QUESTION 53:

Given the APS' overall focus on migration's root causes, does USAID expect proposed activities to focus on the municipalities with the highest levels of irregular out-migration or can applicants propose other locations?

If USAID expects activities to focus in areas with the highest level of migration, can USAID provide prospective applicants with the most recent list of high-migration municipalities from each country?

USAID RESPONSE

USAID expects that concepts propose activities that seek alignment to the demographic and geographic focus of the respective country strategies (CDCS) and provide a feasible technical approach to reducing irregular migration. There is no expectation that only areas of the highest level of migration are targeted for programming. The El Salvador CDCS defined a geographic approach to help focus resources; however, the strategy does not preclude work in other areas.

QUESTION 54:

Review Criterion 1 (p33) says that applicants must address at least one of USAID/El Salvador's Development Objectives, but there is no mention of regional projects. Are proposed regional projects also expected to address at least one the regional outcome areas highlighted on page 10? In other words, do regional applicants need to focus on all expected outcomes and outputs or can they select a specific technical focus area?

USAID RESPONSE

The Review Criterion 1 (page 33) does also state that for regional activities, those activities should address objectives and intended results of the Root Causes Strategy (RCS).

QUESTION 55:

We are actively collaborating with IYF on a concept note for the El Salvador PSE APS, we would like to know if cash contributions from private sector partners are a requirement? Do you expect any consortium that we were to participate in to contribute cash resources in addition to the in-kind leverage?

USAID RESPONSE

Leverage is required. Cash contributions are only one form of possible leverage. Please consult the "What counts as leverage?" section starting on page 8 for more information about the assets and resources that can be considered leverage.

QUESTION 56:

Are "prospective implementing partners" listed on page 7 (number 2 to 7) of this Addendum regarded as "private sector entities"?

2. NGO,
3. Universities,
4. Think tanks,

5. Foundations
6. Philanthropic institutions and
7. Other entities whose wide range of knowledge, experience and other human and institutional assets position them as valuable partners in the creation and implementation of high-impact partnerships.

USAID RESPONSE

All of the types of organizations listed on page 7 following the statement “prospective implementing partners may include, but are not limited to:”, are all examples of potential implementing partners. Please note that a definition of “private sector” is included in the footnote to page 7.

QUESTION 57:

Is it acceptable to submit a proposal with a partnership comprised only with implementing partners listed above (numbers 2 to 7)?

USAID RESPONSE

Partnerships developed under this Addendum must involve one or more private sector entities. The definition of Private Sector is included in the footnote to page 7.

QUESTION 58:

Should proposals be based on a single focus area (Section A6. Pages 10-15) or is it possible that the proposals include more than one area of Section A6.?

USAID RESPONSE

The Mission expects that concepts papers submitted propose a technical approach that is feasible and logical. If responding to multiple objectives is both feasible and logical under the proposed concept, we welcome the opportunity to review the concept. Please note that only one concept per applicant is permitted so multiple concepts addressing different objectives are not permitted. If any qualified organization is unable to technically respond to the entire activity, then we encourage these organizations to submit a concept paper to achieve an objective of the activity or pursue an alliance with another organization.

QUESTION 59:

When will the second round start to submit concept notes under this Addendum?

USAID RESPONSE

No exact date has been established; however, the Mission anticipates evaluating concepts submitted after November 15, on a rolling basis, through September 28, 2022.

QUESTION 60:

Content and Format of Concept Paper Submission, pp. 31-32, outlines the appropriate electronic format to submit our concept paper. Specifically, it states that the

format must be text-accessible in Word 2000 or Word 2003. Will USAID accept Microsoft Word documents with a .docx file extension?

USAID RESPONSE

Yes, USAID can accept .docx documents.

QUESTION 61:

Mandatory Concept Paper Template, pp. 40-41, demonstrates the proper outline of the concept paper USAID would like to receive. There is a large amount of biographical data related to our organization/company itself being requested that is not related to the project concept. Question: Will USAID allow the responses to questions 1-10 to be included on a concept paper cover page that does not count against the page limit?

USAID RESPONSE

Yes, information on items 1-10 can be included in the cover page.

QUESTION 62:

Mandatory Concept Paper Template, pp. 40-41, demonstrates the proper outline of the concept paper USAID would like to receive. Page 41 mentions a signature requirement. Question: Is a signature of someone with the authority to legally bind the organization required in the concept note? If yes, can that signature be included on the cover page?

USAID RESPONSE

Yes, a signature of a person with the authority to legally bind the organization is required and yes it can be included in the cover page.

QUESTION 63:

Queremos preguntar si una organización puede presentar más de 1 iniciativa de Concept Paper

We would like to ask if an organization can present more than one concept paper.

USAID RESPONSE

All eligible interested organizations are restricted to submitting only one Concept Paper as the prime applicant. If more than one Concept Paper is received with the same prime applicant, USAID will seek written clarification from the relevant entity regarding which Concept Paper should be considered for review. If clarification is not resolved within five (5) business days, all Concept Papers submitted by the applicant will be deemed ineligible. Please refer to Page 24 in the addendum.

QUESTION 64:

Is it possible for an organization to submit a concept paper as a Prime awardee and also be part - as a sub-awardee or sub-contractor- in a different concept paper?

USAID RESPONSE:

Please refer to Section C. 1 "Applicants may serve as sub-awardees or supporting partners on multiple Concept Papers".

All other terms and conditions of the Addendum remain without change and in full force.

Sincerely,

Albert Carrera
Regional Agreement Officer