U.S. Department of Agriculture

Foreign Agricultural Service

Modifications

This Notice of Funding Opportunity (NOFO), originally issued March 4, 2022, modified on March 25, 2022 (Amendment 1) has been modified as follows (see below table) and these changes are also highlighted in yellow in the NOFO.

Mod. No.	Date	Description of Modification
0001	March 25, 2022	Part D 3 b Required Content and Forms Page 17: The most recent single audit has been removed from Organizational Capacity and Staffing. It is a standalone document.
0001	March 25, 2022	Part D 3 b Required Content and Forms Page 17: Added "Commodity Management – 4 pages (up to 7 pages if proposing regional monetization)"
0001	March 25, 2022	Part D 3 c vi Budget Page 29: Corrected page limit numbers to 26 total and 25 for Budget Narrative.
0001	March 25, 2022	Part D c 3 vi Budget Page 29: Added "Include a one-page table that lists the total proposed operating budget amount (monetization proceeds + CCC admin funds + expected interest), cost share (if applicable), and then provides the project budget breakdown in three ways: 1) By activity, 2) by project awardee/subrecipient, and 3) by activity and awardee/subrecipient. Each table should show the direct and indirect cost for each line item. A sample table has been added to Appendix D."
0001	March 25, 2022	Appendix D: Added "Budget Breakdown Costs between Applicant/Awardee and Subrecipients" table.
0002	April 4, 2022	Part B 1 page 12: Added "Each Country Guidance includes the Project Award Value (Total commodity cost + CCC admin funds + freight) as well as the Anticipated Operating Budget (Monetization proceeds + CCC admin funds). This Anticipated Operating Budget may also be supplemented by any cost share the Applicant proposes, which is not included in the default provided Anticipated Operating Budget figure."
0002	April 4, 2022	Appendix B: Added "Anticipated Operating Budget (Monetization Proceeds + CCC Admin)" to each Country Guidance.



FOREIGN AGRICULTURAL SERVICE

International Food Assistance Division
Global Programs

FY 2022 Food Assistance Proposal
Instructions and Request for Applications

FOOD FOR PROGRESS (FFPr) PROGRAM
NOTICE OF FUNDING OPPORTUNITY (NOFO)

03/04/2022

EXECUTIVE SUMMARY

The United States Department of Agriculture's (USDA) Foreign Agricultural Service (FAS) is soliciting applications for the Food for Progress (FFPr) Program for Fiscal Year (FY) 2022. FAS implements this program on behalf of the Commodity Credit Corporation (CCC). Acting on behalf of CCC, FAS expects to enter into multiple cooperative agreements under the FFPr Program to make awards totaling up to $178 million **SUBJECT TO AVAILABILITY OF FUNDING**. Applications for cooperative agreements will be prioritized for the following countries and regions: Burundi, Central America (El Salvador, Guatemala, Honduras), Jamaica, Malawi, Nigeria, Peru, and Thailand. FAS may also review submissions for non-prioritized countries. To fulfill its mandate under the Food for Progress Act of 1985, FAS will enter into cooperative agreements with eligible organizations to implement field-based projects that aim to improve agricultural production and expand trade of agricultural products in developing countries. Programs are primarily funded through the sale of donated commodities within the foreign market where the program is implemented. FAS proposes these FFPr Program guidelines in accordance with 7 CFR part 1499.

Applications must be submitted to USDA through the Food Aid Information System (FAIS) by 5:00:00 P.M. Eastern Daylight Time (EDT) on **May 6, 2022**. Applications received after this date will not be considered. FAS advises Applicants **to begin the submission process early to allow time to address any information technology difficulties that may arise**. There will be **no** exceptions to this application deadline. Applications received by the closing date of this announcement and found incomplete will be contacted by FAS. FAS will grant up to three business days from the date of contact for an Applicant to submit omitted administrative content and forms via FAIS. Please see Part D Section 3 b for a list of required content and forms. **Any applications remaining incomplete after the grace period will be rejected and will NOT be considered for funding.** Refer to Part C Section 1 and Part D Section 3 b for Applicant eligibility and application requirements. Questions regarding this request for applications will be considered to the extent practicable and should be submitted to ppded@usda.gov. Questions must be received no later than 5:00:00 P.M. EDT on April 29, 2022. Responses will be posted weekly on www.grants.gov. Issuance of this NOFO does not constitute an award commitment on the part of the Government nor does it commit the Government to pay for any costs incurred in preparations or submissions of comments or applications. Applications are submitted at the risk of the applicant. All preparations and submission costs are at the applicant's expense.

NEW IN FY22

1. **Grace Period for Missing Key Documents:** Applications received by the closing date of this announcement and found incomplete will be contacted by FAS by email. FAS will grant up to three business days from the date of contact for an Applicant to submit missing content and forms via FAIS. Please see Part D Section 1 for key dates and Part D Section 3 b for a list of required content and forms. **Any applications still remaining incomplete after the grace period will be rejected and will NOT be considered for funding.**

2. **Climate and Gender as Cross-Cutting Topics:** Applicants are encouraged to review new language throughout the NOFO regarding these two relevant cross-cutting topics.

3. **Revision of Strategic Analysis and Plan of Operations under Part D Section 3 d Content Guidance:** To ensure distinguishable sections and appropriate analysis in light of USDA's priorities, the Introduction and Strategic Analysis and Plan of Operations have been revised. Applicants are encouraged to review and follow the guidance closely under these sections to ensure they include all necessary components in the relevant sections of their application.

4. **Updated Monetization Requirements:** Applicants must take note of the clarified requirement of all projects to attain 70% minimum cost recovery through monetization outlined in Part D Section 3 c

LIST OF ACRONYMS

ADA	Agricultural Development Program
ADB	Asian Development Bank
AFOLU	Agriculture, Forestry, and Other Land Use
AIM4C	Agriculture Innovation Mission for Climate
APHIS	Animal and Plant Health Inspection Service
ARS	Agricultural Research Service
BAAC	Bank for Agriculture and Agricultural Cooperatives
BCA	Burundi Coffee Alliance
BRC	British Retail Consortium
CABEI	Central American Bank for Economic Integration
CAFTA-DR	Central American-Dominican Republic Free Trade Agreement
CCAFS	Climate Change, Agriculture and Food Security
CIAT	The International Center for Tropical Agriculture
CLCCG	Child Labor in Cacao Coordinating Group
CODEX	Codex Alimentarius
CSA	Climate Smart Agriculture
DEVIDA	Commission Nacional para el Desarrollo y Vida sin Drogas
DIASU	District Irrigation Advisory Services Unit
DIGESA	General Directorate of Environmental Health
DOA-ED	Department of Agriculture-Extension Division
DOL	United States Department of Labor
EBA	Ecosystem-Based Adaptation
EPA	Environmental Protection Agency
EU	European Union
FAO	Food and Agriculture Organization of the United Nations
FAS	Foreign Agricultural Service
FDA	Food and Drug Administration
FFPr	Food for Progress
FFS	Farmer Field Schools
FISP	Farm Input Subsidy Program
FMARD	Federal Ministry of Agriculture and Rural Development
FSIS	Food Safety Inspection Service
FSMA	Food Safety Modernization Act
GAP	Good Agricultural Practices
GDP	Gross Domestic Product
GFSI	Global Food Safety Certification
GHG	Greenhouse Gas
GIS	Geographic Information Systems
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit
GMP	Good Manufacturing Practices
GoJ	Government of Jamaica
GOM	Government of Malawi
GRR	Ginger Rhizome Rot
HAACP	Hazard Analysis Critical Control Points

IADB	Inter-American Development Bank
IAF	Inter-American Foundation
ICO	International Coffee Organization
IFAD	International Fund for Agricultural Development
IFC	International Finance Corporation
IICA	Inter-American Institute for Cooperation on Agriculture
IMPACT	International Model for Policy Analysis of Agricultural Commodities and Trade
IPM	Integrated Pest Management
IPPC	International Plant Protection Convention
IWMU	Irrigation Water Management Unit
IWRM	Integrated Water Resources Management
JACRA	Jamaican Agricultural Commodities Regulatory Authority
JECFA	Joint FAO/WHO Expert Committee on Food Additives
LDC	Least Developed Country
MIDAGRI	Peruvian Ministry of Agricultural Development and Irrigation
MOAF	Ministry of Agriculture and Fisheries
MRL	Maximum Residue Limits
MSC	Management Systems Certification Directorate
MSIKA	Malawi Strengthening Inclusive Markets for Agriculture
NCC	National Contracts Commission
NCDC	National Cacao Development Committee
NDC	Nationally Determined Contribution
NEPC	Nigeria Export Promotion Council
NGO	Non-government organization
NIPDS	National Irrigation Policy and Development Strategy
NOFO	Notice of Funding Opportunity
NRCS	Natural Resources Conservation Service
NTCWG	National Tissue Culture Working Group
OIE	World Organization for Animal Health
PP	Percentage Points
PRIDE	Programme for Rural Irrigation Development
QAI	Quality Assurance International
RADA	Rural Agricultural Development Authority
SALPIE	Small and Less Populous Island Economies
SENASA	National Agricultural Sanitation Service
SON	Standards Organization of Nigeria
SPG	Sustainable Productivity Coalition
SPS	Sanitary and Phytosanitary Regulations
SQF	Safe Quality Food
TFA	Trade Facilitation Agreements
TICA	Thailand International Cooperation Agency
USAID	United States Agency for International Development
USDA	United States Department of Agriculture/
USG	United States Government
USTR	Office of the United States Trade Representative
UWI	University of the West Indies

WHO	World Health Organization
WTO	World Trade Organization
WUA	Water Users Associations
WUASU	Water Users Association Services Unit

Table of Contents

A. PROGRAM DESCRIPTION 10

1. Issued By 10

2. Catalog of Federal Domestic Assistance (CFDA) Number 10

3. CFDA Title 10

4. Notice of Funding Opportunity (NOFO) Title 10

5. NOFO Numbers 10

6. Authorizing Authority for Program 10

7. Appropriation Authority for Program 10

8. Announcement Type 11

9. Program Regulations 11

10. Program Overview, Objectives, and Priorities 11

B. FEDERAL AWARD INFORMATION 12

1. Award Amounts, Important Dates, and Extensions 12

2. Funding Instrument 13

C. ELIGIBILITY INFORMATION 13

1. Eligible Applicants 13

2. Eligibility Criteria 14

3. Debarment and Suspension 14

4. Other Submission Requirements and Information 14

5. Cost Share or Match 15

D. APPLICATION AND SUBMISSION INFORMATION 15

1. Key Dates and Times 15

2. Address to Request Application Package 16

3. Content and Form of Application Submission 16

a. Application Format 16

b. Required Content and Forms 17

c. Content Guidance 18

d. Food Aid Information System (FAIS) 30

4. Unique Entity Identifier and System for Award Management (SAM) 30

5. Intergovernmental Review 31
6. Funding Restrictions 31
a. Management and Administration (M&A) Costs 31
b. Indirect Facilities & Administrative (F&A) Costs 31
7. Other Submission Requirements 32
E. APPLICATION REVIEW INFORMATION 32
1. Application Evaluation Criteria 32
2. Review and Selection Process 34
a. Review Process 34
b. Selection Process 34
c. Review of Applicant Integrity and Performance Information 35
d. Confidentiality and Conflict of Interest 35
F. FEDERAL AWARD ADMINISTRATION INFORMATION 35
1. Notice of Award 35
2. Administration and National Policy Requirements 36
a. Domestic Entities 36
b. Foreign Entities 37
3. Reporting 37
a. Federal Financial Reporting Requirements 37
b. Program Performance Reporting Requirements 37
c. Closeout Reporting Requirements 38
4. Monitoring 38
5. Other Agreement Requirements 39

a. Organizational Chart *39*

b. Annual Work Plan *39*

c. Monitoring and Evaluation Requirements *39*

d. Subaward Requirement *39*

e. Audit Compliance *39*

G. AWARDING AGENCY CONTACT INFORMATION 39

H. ADDITIONAL INFORMATION 40

1. Extensions *40*

2. Prior Approval *40*

3. Budget Revisions *41*

4. Program Income *41*

5. Proprietary Information *41*

APPENDIX A – Application Content Checklist 42

APPENDIX B – Country Specific Guidance 44

Appendix B.1 ..... *44*

Appendix B.2 ..... *50*

Appendix B.3 ..... *56*

Appendix B.4 ..... *63*

Appendix B.5 ..... *71*

Appendix B.6 ..... *77*

Appendix B.7 ..... *83*

APPENDIX C – Budget Summary 88

APPENDIX D – Budget Narrative Example 89

APPENDIX E – Results Framework and Illustrative Examples of Foundational Results 102

APPENDIX F – Past Performance Review Template 104

APPENDIX G – Potential Available Commodities 106

NOTE If you are going to apply for this funding opportunity and have not obtained a Unique Entity Identifier (UEI) or are not currently registered in the System for Award Management (SAM), please take immediate action to obtain a UEI Number, if applicable, and then to register immediately in SAM at www.sam.gov. It may take 4 weeks or more after you submit your SAM registration before your registration is active in SAM. Detailed information regarding UEI and SAM is also provided in Part C Section 2, Eligibility Criteria, and Part D Section 4, Unique Entity Identifier and System for Award Management (SAM).

A. PROGRAM DESCRIPTION

1. Issued By

Foreign Agricultural Service, Global Programs, International Food Assistance Division

2. Catalog of Federal Domestic Assistance (CFDA) Number

10.606

3. CFDA Title

Food for Progress

4. Notice of Funding Opportunity (NOFO) Title

UNITED STATES DEPARTMENT OF AGRICULTURE FOOD FOR PROGRESS PROGRAM

5. NOFO Numbers

USDA-FAS-10.606-0700-22-(543) – Burundi
USDA-FAS-10.606-0700-22-(100) – El Salvador, Guatemala, and Honduras
USDA-FAS-10.606-0700-22-(127) – Jamaica
USDA-FAS-10.606-0700-22-(564) – Malawi
USDA-FAS-10.606-0700-22-(560) – Nigeria
USDA-FAS-10.606-0700-22-(136) – Peru
USDA-FAS-10.606-0700-22-(316) – Thailand

Please refer to Appendix B for Country Specific Guidance for each NOFO number.

6. Authorizing Authority for Program

The Food for Progress (FFPr) Program is authorized by section 1110 of the Food for Progress Act of 1985, 7 U.S.C. 1736o.

7. Appropriation Authority for Program

The Food for Progress Program will be funded in FY 2022 through the Commodity Credit Corporation, pursuant to section 1110 of the Food for Progress Act of 1985, 7 U.S.C. 1736o, and not through appropriated funds.

8. Announcement Type

New

9. Program Regulations

Awards within this funding opportunity that are made to Applicants other than foreign public entities (as defined in 2 CFR 200.1) will be subject to the Food for Progress Program regulations, 7 CFR part 1499 (updated on August 28, 2019). As provided in 7 CFR part 1499, awards to Applicants other than foreign public entities will also be subject to 2 CFR part 200, as supplemented by 2 CFR part 400 and 7 CFR part 1499, with the exception that Subpart F of 2 CFR part 200 will not apply to a foreign organization (as defined in 2 CFR section 200.47) or a for-profit entity.

10. Program Overview, Objectives, and Priorities

a. Overview

The Food for Progress (FFPr) Program provides for the donation of U.S. agricultural commodities to developing countries and emerging democracies committed to introducing and expanding free enterprise in the agricultural sector. The commodities are generally sold on the local market and the proceeds are used to support agricultural development activities.

b. Objectives

The FFPr Program has two principal objectives: to improve agricultural productivity and to expand trade of agricultural products.

c. Priorities

The FFPr Program has prioritized the following areas: the Cacao sector, the Coffee sector, the Spices sector, Sanitary and Phytosanitary Standards (SPS), the Trade Facilitation Agreement (TFA), and Climate Smart Agriculture (CSA).

Table 1: Country and Priority Areas

Country	Priority Area
Burundi	Coffee
El Salvador, Guatemala, Honduras	SPS, TFA, and CSA
Jamaica	Spices

Malawi	CSA
Nigeria	Cacao
Peru	Spices
Thailand	CSA

Applicants must incorporate climate smart agricultural solutions into their proposals in accordance with EO 14008: Tackling the Climate Crisis at Home and Abroad (2021) and in the spirit of international commitments. Proposals should demonstrate the contribution of their proposed interventions to reducing greenhouse gas (GHG) emissions, improving climate resilience, and advancing agricultural innovations that can further enhance global efforts to combat climate change. The individual NOFO Country Guidance sections will provide further direction on how the proposals should incorporate climate resilience into their analysis and program design.

In addition, the Global Food Security Act of 2016 and corresponding U.S. Government Feed the Future (FTF) initiative affirms the United States' commitment to ending global hunger, poverty, and child malnutrition. Where appropriate, entities are encouraged to align proposed interventions with the objectives found in the FTF results framework and are required to ensure that proposed activities are complementary and not duplicative.

USDA supports the recommendations proposed by the Consultative Group to Eliminate the Use of Child Labor and Forced Labor in Imported Agricultural Products. All proposals for country and priority areas in the NOFO that are identified in the U.S. Department of Labor's report—List of Goods Produced by Child Labor or Forced Labor—must include a child and/or forced labor analysis. The individual NOFO Country Guidance sections will provide further direction on how the proposals should address the use of child and forced labor.

B. FEDERAL AWARD INFORMATION

1. Award Amounts, Important Dates, and Extensions

Available funding for the NOFO: Up to $178,000,000 (total) in FY 2022

Total award funding: $178,000,000
Estimated number of awards: 7
Estimated funding per award: $20-$39 million

Please refer to Appendix B, Country Guidance, for specific budget ranges for each country. Each Country Guidance includes the Project Award Value (Total commodity cost + CCC admin funds + freight) as well as the Anticipated Operating Budget (Monetization proceeds + CCC admin funds). This Anticipated Operating Budget may also be supplemented by any cost share the Applicant proposes, which is not included in the default provided Anticipated Operating Budget figure. All projects in this announcement will be funded subject to availability of funding. Issuance of this solicitation does not constitute an award or commitment on the part of the U.S.

Government (USG) to make awards, nor does it commit the USG to pay for costs incurred in the preparation and submission of a concept note or full application.

Period of Performance:	36–60 months
Projected Period of Performance Start Date:	10/01/2022
Projected Period of Performance End Date:	09/30/2027

Food for Progress Program awards may be eligible for extensions to their period of performance. Refer to Part H Section 1, Extensions.

2. Funding Instrument

All awards will be made in the form of cooperative agreements. In a cooperative agreement, FAS will be substantially involved throughout the award period of performance. Substantial involvement may include, but is not limited to, the following:

- FAS specification of the manner, method, performance, or timing of the work in an approved work plan
- FAS review and approval of one stage of work before a subsequent stage may begin during the performance period
- FAS review and approval of an evaluation plan
- FAS review and approval of a monetization plan
- FAS review and approval of proposed subawards and contracts, prior to award;
- FAS participation in the selection and approval of the individuals or organizations that will conduct all required evaluations
- FAS participation in data collection and analysis for required evaluations and other performance reports
- FAS approval of an organizational chart identifying the names, roles, and responsibilities of all of the Applicant's key personnel and any subsequent changes or absences
- FAS provision of specific direction or redirection of the work during the period of performance

Procurement contracts or subawards may be awarded under this cooperative agreement. Procurement contracts must have an operational or administrative objective and subawards must be related to achieving objectives of project activities. Please note that no subaward or contract may include personnel costs of the prime award recipient.

C. ELIGIBILITY INFORMATION

1. Eligible Applicants

In accordance with the Food for Progress Act of 1985 (7 U.S.C. 1736o), the following entities are eligible Applicants (see 7 CFR section 1499.2 for definitions):

- The government of an emerging agricultural country
- Intergovernmental organizations
- Private voluntary organizations

- Nonprofit agricultural organizations or cooperatives
- Nongovernmental organizations
- Colleges or universities
- Any other private entity

2. Eligibility Criteria

Each Applicant, unless exempted by FAS under 2 CFR Section 25.110 (d), is required to:

- Be registered in SAM before the closing date of this announcement;
- Provide a valid unique entity identifier (UEI) in its application; and
- Continue to maintain an active SAM registration with current information at all times during which the Applicant has an active Federal award or an application or plan under consideration by FAS.

All Applicants must have an active registration in the SAM database at www.sam.gov – pending or expired registrants are not eligible. This requirement must be met by the closing date of the announcement and will not be waived. Please contact ppded@usda.gov if you have questions about this requirement. **Applicants without an active SAM registration will be found ineligible and the application will NOT be considered for funding.** All subrecipient organizations must also have active SAM registrations before the subaward is signed, unless the organization has an exemption approved by FAS under 2 CFR Section 25.110(d). Contact ppded@usda.gov early if a subrecipient exemption is sought.

Applicants must include a valid Unique Entity Identifier (UEI) in the organizational unit section of Block 8 of the SF-424. All subrecipients listed in the proposal must have a current UEI number. Organizations that do not have a UEI number can obtain a UEI number at no cost by using the web-based form available at: https://sam.gov/content/home

Refer to Part D Section 4, Unique Entity Identifier and System for Award Management, where SAM requirements are also discussed.

3. Debarment and Suspension

An Applicant or other entity will be considered ineligible to receive an award, subaward, or contract under the FFPr Program if the Applicant or other entity or one of its principals has been debarred or suspended from USG-funded procurements or non-procurement transactions, or is otherwise prohibited by applicable U.S. law or executive order or U.S. policies. See 2 CFR parts 180 and 417. FAS will review the Federal Awardee Performance and Integrity Information System (FAPIIS.gov) and System for Award Management (SAM.gov) to verify that the Applicant, potential subrecipients and contractors, and their principals have not been debarred or suspended.

4. Other Submission Requirements and Information

For an application to be considered complete, the Applicant must submit in FAIS all required content and forms as listed in Part D Section 3, Required Sections and Forms, by the closing date of the announcement. Applications received by the closing date of this announcement and found incomplete will be contacted by FAS. FAS will grant up to three business days from the date of contact for an Applicant to submit omitted administrative content and forms via FAIS. Please see Part D Section 3 b for a list of required content and forms. **Any applications remaining incomplete after grace period will be rejected and will NOT be considered for funding.** As specified in this NOFO, an Applicant must also submit required information to ppded@usda.gov and SAM.gov. There is no limit on the number of applications which an Applicant may submit.

All Applicants and subrecipients must comply with the conflict of interest requirements in 2 CFR section 400.2.

Note The required forms vary depending on whether an Applicant is a domestic entity, a foreign organization, or a foreign public entity. An Applicant must submit all of the forms that are required to be submitted by the category of entity to which it belongs.

5. Cost Share or Match

Cost sharing or matching is not required for eligibility but is encouraged to maximize lasting program impacts and engender in-country sustainability. If Applicants choose to provide cost share or matching, Applicants must identify and explain any cost share or match in the budget summary and narrative (7 CFR section 1499.4(b)(4)(i)). Applicants should include cost share and in-kind contributions as part of the total award value on the SF–424 and other required budget documents. Cost share may not be used to reach the three percent minimum monitoring and evaluation budget.

Cost share will be reviewed and considered for bonus points by the review panel as part of the Budget content section.

If an award is made, the Applicant will be responsible for obtaining and providing any cost share and in-kind contributions that are included in the agreement these resources. Award recipients shall not procure these resources with FAS funding. Refer to Part E Section 1 Application Evaluation Criteria for details on how cost share or match will be evaluated.

D. APPLICATION AND SUBMISSION INFORMATION

1. Key Dates and Times

Application Start Date: March 4, 2022

Question Submission Deadline: April 29, 2022
Questions regarding this NOFO will be considered to the extent practicable and should be submitted to ppded@usda.gov. Please include "FY22 Food for Progress NOFO" in the subject line of your email. Responses to questions will be posted weekly on www.grants.gov

Application Submission Deadline: May 6, 2022 prior to 5:00:00 P.M. EDT
FAS will run a report from the FAIS system showing all applications that were submitted prior to 5:00:00 P.M. EDT on May 6,2022. **Applications received after this date and time will not be considered**. Applications received by this date which are found to be incomplete will be contacted and given up to three business days from the date of contact to submit omitted administrative content and forms via FAIS. Please see Part D Section 3 b for a list of required content and forms. Applicants should begin the application process early to allow time to address any technical difficulties that may arise. There will be **no** exceptions to the application deadline.

Anticipated Funding Selection Date: July 20, 2022

Anticipated Award Date: September 1, 2022

2. Address to Request Application Package

This NOFO and instructions for submitting the application are available on the FAIS homepage. Before you can view the FAIS homepage, you must first establish an FAIS account. See the following website for more information: https://www.fas.usda.gov/food-aid-information-system. These documents are also located on www.grants.gov. However, all applications must be submitted via FAIS. If an Applicant does not have access to the internet or experiences trouble accessing the FAIS homepage, the Applicant can request a hardcopy of the full NOFO by calling (202) 720-2637 between 9:00 A.M. and 5:00 P.M. EDT or by contacting FAS in writing at:

Food for Progress Branch Director
1400 Independence Ave. SW, Room 6958
Washington, DC 20250

This NOFO plus the appendices constitute the full application package.

3. Content and Form of Application Submission

a. Application Format

All submitted applications must:

- Be written in English
- Use Times New Roman, 12 point font; tables and graphs may use Times New Roman 10 point where appropriate
- Be typed on standard 8.5" x 11" sized paper with 1 inch margins, single spaced, left aligned
- Be paginated with each page consecutively numbered in the footer
- Be submitted as PDF files, unless otherwise specified in the NOFO
- Cite source information and/or provide an explanation of the analysis undertaken throughout proposal, especially in the Introduction and Strategic Analysis
- Adhere to the maximum page limits in Part D Section 3 b, Required Content and Forms

(Regional program proposals are granted an additional three pages per section)

If an application exceeds the page limit for any section, the application will be reviewed, but the review will be restricted to the section's page limit.

b. Required Content and Forms

Applications that do not provide the required content and forms by the closing date of this announcement will be contacted by FAS. FAS will grant up to three business days from the date of contact for an Applicant to submit omitted administrative content and forms via FAIS. Any incomplete applications after the grace period will be considered incomplete and will be rejected and will NOT be considered for funding. An Application Content Checklist can be found in Appendix A.

All applications must include the following content and forms to be considered complete:

- Introduction and Strategic Analysis – 15 pages
- Plan of Operation and Activities – 20 pages
- Organizational Capacity and Staffing – 4 pages
  - Capacity and Staffing
  - Organizational Chart
  - In-Country Registration
  - Curriculum Vitae of Project Lead (4 page maximum but excluded from page count)
  - Project-Specific Commitment Letters from anticipated subrecipients (if subrecipients are proposed) (no page limit restrictions)
  - Past Performance Records (no page limit restrictions)
- Results Framework and Monitoring and Evaluation – 25 pages
  - Project-Level Results Framework – 6 pages
  - Performance Indicators – 5 pages
  - Evaluation Plan – 14 pages
- Commodity Management – 4 pages (up to 7 pages if proposing regional monetization)
- Budget – 26 pages
  - Budget Summary – 1 page
  - Budget Narrative – 25 pages
  - Applicant's most recent approved NICRA agreement (no page limit restrictions) (See Part D Section 3 c vi, Budget, for more on indirect costs)
- SF-424 (https://www.grants.gov/web/grants/forms/sf-424-family.html)
- SF–LLL Disclosure of Lobbying Activities (Required if Applicant is involved in lobbying activities.)
- Single Audit (Applicant's most recent; no page limit restrictions)

Additional details on the content of each section of the proposal are found below in Part D Section 3 c, Content Guidance. Applicants should review this guidance to determine which sections require data input directly into FAIS and which sections may be submitted as

attachments. FAS strongly discourages, and will not consider, any materials submitted by or on behalf of the Applicant other than those materials specifically requested in this NOFO.

FAS will verify in SAM.gov that the proper forms are completed, and if not, an applicant will be contacted and directed to complete them. An agreement will not be signed until the proper forms are completed within SAM.gov.

Please be aware that OMB Memorandum 18-24: Strategies to Reduce Grant Recipient Reporting Burden has been approved. Various required forms needed to apply for Federal Financial Assistance no longer need to be completed individually at time of application. They are covered in the Financial Assistance General Certifications and Representations Report.

Effective January 1, 2020, the Financial Assistance General Certifications and Representations Report is a common set of certifications and representations required by Federal statutes or regulations in accordance with the grants guidance under Title 2 of the Code of Federal Regulations (2 CFR section 200.208 Certifications and Representations). Those non-Federal entities who intend to apply for, or are already recipients of Federal grants or agreements, must read and agree to the corresponding certifications and representations. Registrants who reply yes to the question are required to keep these certifications and representations current, accurate, and complete as part of their entity registration.

All of the terms do not apply to foreign entities however all entity types receiving financial assistance from FAS must respond yes because the Lobbying Disclosure term does apply to foreign entities along with being registered in SAM. All other terms do not apply to foreign entities.

c. Content Guidance

All FFPr Program proposals must include the following as attachments in FAIS

i. Introduction and Strategic Analysis (15 pages)

Introduction
Applicants should provide evidence of their understanding of the priority sector and local context, and respond to the priorities outlined in the Country Specific Guidance. This should not be general background information, but an assessment of the country landscape under the thematic area or priority value chain(s), and the status of the enabling environment for farmers, small and medium enterprises, and service providers.

Strategic Analysis
Applicants should identify **what** needs to be addressed within the priority sector based on the above required assessment. As well as provide a clear, cost effective strategy on the proposed interventions and **why** those intervention points are important for achieving the objectives of the project. This section should also:

- Describe where opportunities for lasting impact exist and why interventions at those points are the most appropriate, context specific, and replicable for creating sustainable change after the proposed project ends.
- Identify the target geographic area(s) and the beneficiary group(s) as well as the criteria and methodology used to select these. Criteria and methodology should help to distinguish why some regions or beneficiary groups will receive resources while others may not. Applicants may include illustrations such as geographic maps, value chain maps, climate vulnerability maps, or other visualizations to support strategic analysis.
- Showcase an understanding of key private sector actors as well as existing USG and other donor funded projects and why collaboration with these various actors will contribute to the success of the proposed project.
- Highlight areas to increase the role of youth, women, minorities, and indigenous communities in the priority sector(s) to advance gender and racial justice and equality. Explain why such interventions would increase opportunities for these groups.
- Provide an analysis of climate conditions and pre-existing climate smart approaches in the priority sector(s) and why new or further climate smart interventions would be beneficial to sector growth and combatting climate change.

ii. Plan of Operation and Activities (20 pages)

This section should build off the Strategic Analysis (see section i) and expand on **how** the Applicant will implement the chosen interventions to meet the needs identified in the Introduction and Strategic Analysis. The Applicant should deploy diverse and innovative approaches through the proposed activities to achieve the objectives of the project. Activities laid out in this section should:

- Establish target geographies and beneficiaries – Clearly demonstrate the target geographic area(s) and beneficiaries for each activity.
- Show clear process – Provide detailed steps for the implementation of each activity. This should include major milestones and anticipated activity completion dates.
- Create Economies of Scale – Activities should highlight how economies of scale in both input purchases and sales can be achieved for individual smallholder farmers, such as through farmer organizations, to create more broad-based growth. Explain how chosen interventions create efficiencies in the priority sector(s) that benefit smallholders.
- Foster Local Capacity, Self-Reliance, and Sustainability – The activities must clearly outline how proposed actions will foster local capacity and national self-reliance and ensure sustainability well beyond the life of the project.
- Partner with the private sector – The private sector has the incentives to seek sustainable, profitable growth in their business activities. Applicant will be requested to seek to develop partnerships with responsible private sector firms.
- Embrace Collaborating, Learning, and Adapting (CLA) principles – Activities should yield positive change more quickly if they are coordinated and collaborative with a broad set of appropriate local actors, test promising new approaches in a continuous search for improvement, and build on what works, while eliminating what does not.

- Address Climate Change – USDA is committed to lead the way with investments in science, research, and climate smart agriculture solutions that improve the profitability and resilience of producers and forest health, while creating new income opportunities and generational wealth that builds in those same communities. Activities should highlight the integration of climate change solutions and adaptations.
- Advance Racial Justice, Equity, and Opportunity – Include explicit efforts to promote gender and racial equity and incorporate critical gender issues. Ensure that women, minorities, and indigenous communities are able to participate in proposed activities and there is equitable access to resources, especially in financing.
- Leverage Other Investments – Specify how activities will work with other USG and development partners. Activities should complement and collaborate with ongoing projects on the ground. The project should not operate in isolation.
- Explain Subrecipients Roles – Clearly state subrecipient roles and responsibilities in these activities and provide justification for their inclusion on the project.

iii. Organizational Capacity and Staffing (4 pages)

Applicants must clearly demonstrate their organizational capacities to implement the proposed project across all aspects of project management. Current and past experience in agricultural projects, especially within the priority area or targeted geographies, must be included in this section.

The Organizational Capacity and Staffing section should also include a staffing plan that demonstrates the technical and geographic expertise required for efficient and effective project implementation, administration, and management. The staffing plan should include a brief description of all long-term staff positions and required levels of experience. The applicant should avoid excessive staffing and be as cost effective as possible. FAS may request changes to the final staffing plan during award negotiation or project implementation.

Applicants must also identify any subrecipients and provide a description of each subrecipient's responsibilities and capabilities. Subrecipient means an entity that enters into a sub-agreement with the Applicant for the purpose of implementing activities described in an agreement. Such an entity would receive commodities, CCC provided funds, program income, sale proceeds, or other resources from the Applicant to use for this purpose and would be accountable to the Applicant for the use of such commodities, funds, program income, sale proceeds, or resources. The UEI number for each subrecipient must be included in the description. Applicants are encouraged to include U.S. minority and women owned small businesses.

In addition to the Organizational Capacity and Staffing narrative above, Applicants should provide the following items at the end of the Organizational Capacity and Staffing section (included in the page count):

- **Organizational Chart** – Applicants must include an appropriate and adequate organizational chart that identifies Key Personnel positions. Should the application be

selected for funding, the information on Key Personnel will be added to the Plan of Operation in the agreement. Applicants should refer to their organization's internal administrative policies for determining Key Personnel, which may include positions such as the Chief of Party, Country Director, or Program Manager. If subrecipient(s) are proposed, they should be identified in the organizational chart so that a clear reporting structure between the subrecipient(s) and the Applicant is established.

- **In-Country Registration** – The Applicant must disclose its registration status in the target country(ies). Applicants not registered must include a plan to become registered and a timeline to complete the registration process.

Applicants must provide the below items related to the Organizational Capacity and Staffing section. Each item will be submitted as separate attachments (all excluded from page count):

- **Curriculum Vitae (CV) for proposed project lead (4 page limit)** – The Applicant must attach, as part of the proposal, the CV for the proposed project lead, i.e. the Chief of Party, Country Director, or Program Manager. This person will provide major oversight of the proposed FFPr Program project. The CV must clearly demonstrate the project lead's relevant work experience and qualifications.

- **Subrecipient Letters of Commitment** – A project-specific commitment letter from each proposed subrecipient should be included as an application attachment.

- **Past Performance Reviews** – Applicants should identify references for no more than three grants, cooperative agreements, or contracts implemented by the organization. For projects without a CPAR on CPARS.gov, each reference should complete a Past Performance Review form (see Appendix F) and submit it to ppded@usda.gov by the closing date of this announcement. For any reference projects with an existing CPAR on CPARS.gov, the Applicant may provide that CPAR as a substitute for submitting a Past Performance Review form. Please share the CPAR information (contract number, assessment date, and UEI) in an email to ppded@usda.gov.

  When selecting references to submit past performance review forms, Applicants are encouraged to select references with knowledge of the Applicant's past performance of projects that are similar in scope and size to the programming in the Applicant's proposal, including those specifically mentioned in the Introduction and Strategic Analysis section of the Applicant's proposal. Applicants are strongly encouraged to include at least one reference for a past or active award outside of the USDA International Food Assistance programs. These reference forms do not have page limit restrictions.

  If a proposed subrecipient will receive 20% or more of the proposed operating budget for the project, the subrecipient should have one reference submit a Past Performance Review to ppded@usda.gov by the closing date of this announcement.

iv. Monitoring and Evaluation (25 pages)

There are three monitoring and evaluation documents required in the proposal: 1) a Results Framework (graphic and narrative), 2) a Performance Indicators table, and 3) an Evaluation Plan.

Results Framework (6 page limit)
All Applicants are required to submit a Project-Level Results Framework (RF). This must clearly identify how the proposed project will contribute to the Food for Progress program-level Results Framework, as shown in Appendix E. The RF should be no more than 6 pages. A Project-Level RF has two components:

1. A graphical representation of the project's theory of change. The suggested length of the graphical RF is 2 pages. A strong graphical RF should:
   - Use the FFPr Program-Level RF as the basis of the Project-Level RF.
   - Identify which results the proposed project will contribute to, and which the proposed project will NOT contribute to.
     - A single project is not expected to contribute to all of the results in the program-level RF. Projects typically contribute to a subset of program-level results, and may also contribute to custom results, reflecting the specific country and programmatic context of the proposed project. The number of results contributed to will **not** be a factor in proposal evaluation.
   - Display the project's proposed activities and align each with the result(s) the activity will help achieve. Applicants should use short, descriptive activity titles so that readers have enough information to understand how a proposed activity will logically lead to a result.
   - Include the names of any external entities with whom the Applicant proposes to coordinate to achieve the result, e.g. USAID or a host government ministry, for any relevant result. Applicants are responsible for subrecipients' work, so proposed subrecipients need not be separately identified from the Applicant.
   - Add custom results, beyond what is available in the Program-Level RF, to communicate additional results the proposed project is designed to achieve. This is particularly important for projects such as TFA and SPS projects that typically work towards results *not* already displayed on the Program-Level RF.

2. A narrative text, articulating the project's theory of change, describing the cause-and-effect linkages outlined in the Strategic Analysis, section i. The suggested length of the narrative is 4 pages. A strong narrative should:

   - Reference existing research to support the described causal linkages.
   - Identify critical assumptions that support the theory of change. Critical assumptions are external conditions that are necessary for success of the project, but over which the project implementers have little or no control. Critical assumptions that have a high probability of occurring and, if realized, will prohibit the project from achieving its desired results are defined as "killer assumptions." Generally, projects should not have killer assumptions.

- For each FFPr Program Level result that the proposed project does not plan to contribute to, explain why.
- Provide a convincing argument that the project's theory of change will achieve the intermediate and highest-level results described above and these results will be sustained beyond project completion.
    - A strong narrative will tie desired results into the sustainable impact of activities proposed in the Plan of Operations (section ii). Projects should develop local ownership for the project, and develop sustainable partnerships to maximize the potential for the benefits of the project to endure over time.

Overall, the results framework should reflect sound, causal thinking. The project logic should follow a chain of cause and effect relationships. There should be no significant causal gaps or large leaps from one level in the causal hierarchy to the next. Proposed activities should be sufficient to produce outputs, achieve initial and intermediate results, and contribute to the strategic objectives. If activities do not align with results, they should be reconsidered, and the budget should be revised to include activities that directly support results.

Performance Indicators (5 page limit)
Applicants must identify and submit a table of standard and custom performance indicators for their proposed project results. Performance indicators identify how to recognize the success of the project and help to clarify results. For each indicator, the Applicant must identify a baseline value (where possible), annual targets for each year of the project, and a life of project target. Applicants should include, at a minimum, these columns in the table: Performance Indicator, Standard or Custom, Baseline Value, Year X Target (numbers to correspond to each year in the project), and Life of Project Target. The indicator table submitted as part of the application process should be no more than 5 pages.

Standard FFPr Program performance indicators are required, where appropriate. Each result the proposed project is working towards should have one or more corresponding indicators in the indicator table. When a standard indicator isn't available, the Applicant should include a custom indicator for that result. Custom indicators proposed for a project should be a mix of output and outcome indicators, in alignment with the levels of result(s) they reflect. As described in the Monitoring and Evaluation Policy, custom indicators should also meet the criteria of being direct, objective, adequate, and practical. FAS does not require a specific number of indicators per result; however, the number of proposed indicators should be sufficient to monitor the proposed project's performance in achieving each result.

Applicants should review the FFPr standard indicators carefully to propose indicators that will reflect applicable climate smart activities. For example, standard indicator #s 2, 4, and 17 include disaggregates that reflect aspects of climate smart agriculture. If needed, applicants can capture additional climate smart results with custom indicators, and may consult publicly available, established indicator sets such as USAID's Global Climate Change Indicator Handbook.

Evaluation Plan (14 page limit)

Applicants must submit a draft evaluation plan as an attachment. Each evaluation plan should include a comprehensive approach to evaluating the project's performance and impact. Please review the International Food Assistance Division's Monitoring and Evaluation Policy for information that will shape the evaluation plan. For example, please note that, if an award is made, recipients will be required to hire external evaluators to conduct evaluations of the project.

The evaluation plan should be developed as a stand-alone document that can be shared with interested entities and the public. This evaluation plan should be no more than 14 pages and must include, at a minimum, the following information:

- **Introduction** Provide a brief description of the purpose of the evaluation plan and how it will be used by the project and other entities with whom the Applicant will be working.

- **Project Overview** Provide a summary description of the project strategy, including the project strategic objectives and expected results. The project-level RF should be referenced here, and the overview should provide a brief description of the project activities and corresponding targeted project beneficiaries. The project overview will provide important context to the evaluation plan and methodology proposed.

- **Evaluation Approach and Methodologies** Describe the overall evaluation approach, how participants will be involved cooperatively in the design of evaluations to ensure a participatory process, and the quantitative and qualitative evaluation methods that will be used throughout the length of the project. An evaluation approach may include repeat cross-sectional designs or panel studies and also may consist of direct observations, key informant interviews, focus group discussions and secondary data analysis. These methodologies should be described in detail, including sample design, expected sample sizes, and key informants.

  The Applicant should also describe the strengths and weaknesses in the proposed methodology for measuring impact and assessing attribution. If the Applicant is proposing an impact evaluation, the evaluation plan should identify the proposed design (experimental or quasi-experimental) and method of attribution (e.g. a randomized control trial (RCT), difference-in-differences (DID), or propensity score matching (PSM)). If the Applicant is not proposing an impact evaluation, provide a justification for why not and describe how the methodology will assess contribution. A good evaluation plan will demonstrate why the evaluation approach is appropriate to the project context and how that evaluation design will be useful for project learning.

- **Baseline Study** Baseline data will be collected for two purposes: (1) to measure progress on performance indicators and (2) to assess project outcomes and impacts using evaluation methods. Provide a description of the organization's plan to establish performance indicator baseline information and targets for which the project will measure performance and report to USDA at regular intervals. Specify who will conduct the baseline, the timeline, and how the project plans to use the baseline

findings.

- **Midterm Evaluation** Provide a description of the project's midterm evaluation strategy and activities, if applicable. Identify the purpose and scope of the evaluation, preliminary key evaluation questions, methodology, and key audience for the evaluation. Include a timeline for the conduct of key evaluation activities and a description of how the project plans to utilize the evaluation findings and recommendations.

- **Final Evaluation** Provide a description of the project's final evaluation strategy and activities. Identify the purpose and scope of the evaluation, preliminary key evaluation questions, methodology, and the key audience for the evaluation. Include a timeline for the conduct of key evaluation activities and a description of how evaluation findings and recommendations can be utilized.

- **Alignment with the Food for Progress Learning Agenda** Review the Food for Progress Learning Agenda. Applicants must include a short section in their evaluation plan explaining which questions in the Learning Agenda their proposed evaluations, special studies, or both will contribute to answering. The section should also explain *how* the proposed research will contribute to answering the questions, which may include, for example, specifying the proposed methods to be used to generate evidence regarding a specific question.

- **Learning** Briefly describe the project's dissemination strategy for improving the knowledge base and sharing evaluation findings and lessons learned. Also describe how the project and the organization intend to use evaluation findings, ideally including examples of how findings or evidence have been used in similar contexts, and referencing the organization's overall learning culture.

- **Special Studies (where applicable)** Proposals may include plans to conduct special studies focused on a particular intervention, sector, or thematic area that may aid in identifying project effectiveness, impact, or lessons learned complementary to the required midterm and final evaluations. Proposals may also conduct qualitative or anthropologic studies that help to triangulate evaluation information, provide context to evaluation findings, or offer a better understanding of evaluation findings.

- **Evaluation Management** Briefly describe an evaluation management structure that reflects standards and principles of evaluation independence and credibility. Indicate whether the organization maintains an evaluation unit, and if so, describe where it is located and how it will be involved in managing project evaluations. Address the roles and responsibilities of other entities with which the project will be working and key interested parties throughout the evaluation process. More detailed descriptions of the roles and responsibilities of the Applicant's Monitoring and Evaluation staff should be included in the staffing plan and organizational chart as described in the Plan of Operation and Activities section above.

- **Evaluation Budget** Applicants must allocate, at a minimum, three percent (3%) of the project budget towards monitoring and evaluation. Cost share and indirect costs are not included in the project budget when calculating the required investment. The three percent minimum excludes monitoring and evaluation staff salaries and staff travel. Examples of items that count towards the three percent minimum investment are: costs of designing a monitoring database, database licenses, infrastructure for data collection such as tablets, and external contracts for evaluations and special studies. For evaluation plans which include conducting impact evaluations, FAS expects costs to range between five to ten percent (5% - 10%) of the project budget. The draft evaluation plan submitted with the proposal should include a short table showing the evaluation budget broken into key line items. Applicants should also include a summary of the monitoring and evaluation budget in the General Explanatory Comments section of the Budget Narrative. (See Appendix D - Budget Narrative Example)

v. Commodity Management (4 pages)

The funding for this award is predicated on the sale of U.S. agricultural commodities. The ability to manage the monetization of commodities is an essential element of successfully implementing a FFPr Program award. In this section, Applicants must document the reasoning for their commodity selection and demonstrate that a sufficient level of market analysis has been performed to determine the most appropriate commodity. This includes considerations of local demand, cost recovery, the impact on local production and markets, the impact on commercial sales, and any specific country concerns that would impact the potential sale.

Applicants that have experience successfully monetizing commodities should include information relevant to their capacity. If there is no prior experience, Applicants should describe their proposed plans to hire an experienced agent or third party consultant to perform this element of the award.

Commodity List
Each proposal must include information on the commodities requested. Applicants must provide the following required information:

- Commodity or Commodities (Plan may consider a basket of approved commodities)
- Commodity specifications/target grades and standards
- Commodity End Use: Specify how the commodity will be used: food sector, feed sector, or other industrial sector. What does the end use market look like in the monetization country/region?
- Quantity MT: Tonnages should be whole numbers only and in multiples of10
- Destination Country/Region
- Estimated Delivery to U.S. Port (Month & Year)
- Estimated Sales Price per MT
- Estimated Proceeds
- Estimated rate of return (70% minimum is target)

Special Needs and Distribution Methods
Each proposal must include detailed information on special needs and distribution of commodities. This includes information on: 1) Transportation, Unloading, Handling, Bagging, and Storage; 2) Market Structure for Commodity (end use, competitors, and seasonality) 3) Duty Free Entry; and 4) Economic Impact. Please use the following guidance when completing this information.

- **Transportation and Storage**
  The purpose of this section is to provide assurances to FAS that the port, transportation infrastructure, and storage facilities are sufficient to prevent undue spoilage or waste of the commodities. Describe the following: (1) the discharge port facilities in the importing country, including offloading and storage capacity, number of discharge berths, depth of draft, and who will receive the commodities at the discharge port; (2) the mode of transport and expected routing (especially if moving to a country with no direct ocean access) used to move the commodities from the discharge port to the Applicant's warehouse and/or to a buyer; (3) storage capacity at port of discharge and destination, and structure and level of security at the port and during inland routing; (4) steps taken to prevent undue spoilage or waste; and (5) efforts made to ensure availability of the transportation and storage resources during the entire period required, including acceptance of risk for non-performance taken by contractors providing services. Participants should provide the names of any third-party contractors (e.g., marine surveyors and cargo expeditors) used for this analysis and include their findings. Third-party assessments and assistance are viewed favorably.

- **Bagging or Packaging**
  In case the proposed commodity requires to be shipped with bags or needs repacking at the destination country, please provide information on any processing or repackaging the Applicant will arrange prior to the sale of the commodities. Also, provide a justification of why processing or repackaging will occur.

- **Duty Free Entry**
  Provide information about local customs, duties, and taxes that may be applicable for the commodities to enter the country or countries if being transported through more than one country. For each country or region, the Applicant should list any special laws or taxes that may apply and explain how these could affect distribution, monetization, or both. For distribution or barter programs only, the Applicant must indicate that the commodities will be imported and distributed free from all customs, duties, tolls, and taxes. Please cite any written documentation that supports duty–free entry. If the commodities will not enter duty free, indicate who will be responsible for paying applicable customs, duties, or taxes and how this payment will affect the amount of proceeds realized from the sale. Outline any additional steps taken to ensure seamless entry into each country, including the employment of local expeditors or agents.

- **Economic Impact**

Please provide information indicating how the commodities were selected. Describe why the commodities can be imported and distributed without resulting in a substantial disincentive to or interference with domestic production or marketing patterns, and why the sale or barter of the commodities will not displace or interfere with any sales of United States commodities that may otherwise be made to or within the target country. Highlight current local agricultural risks, aberrations, and marketing practices for locally produced foods. Discuss how these factors have been considered in the commodity selection process and monetization plan.

This should include plans to conduct the monetization impact assessment, which should be designed to examine the market or markets where the actual monetization occurred. The impact assessment will look at pricing and market structure for the monetized commodity or commodities, as well as relevant substitutes, prior to monetization, during (if there are multiple tranches), and for at least 12 months after the last tranche has been delivered. The impact assessment should be budgeted for and reflect the size and scale of the monetization activity. Thus, if the sales plan is regional or involves multiple countries, the budget for this task should reflect that complexity.

Please include recent production and consumption statistics along with sources to support these statements. An Applicant should provide the names of third-party "monetization agents" used for the analysis and include their findings. Third-party assessments and assistance for the sale is viewed favorably.

Monetization
The Applicant must enter information on the proposed sale of commodity(ies). Please use the following guidance when entering this information.

- **Impact on Other Sales**
  Provide details that give assurance that commercial markets and local production will not be adversely affected by the sale or barter of commodities. Include information on trade of the same and similar commodities from the U.S. and other countries in this market. Discuss current trading partners, including both commercial and traditional regional stakeholders. Discuss the optimal timing of the sale in terms of periods of heightened demand, seasonality, harvest time, etc.

- **Private Sector Participation in Sales of Commodity**
  Provide information that describes how the commodities will be sold (i.e., open tender, tender with negotiation, direct negotiation) and why this method of sale has been selected. Direct negotiation may only be approved by FAS under extenuating circumstances. Indicate who the potential buyers could be, while discussing market transparency (availability of data on recent sales of the same or similar commodities). Discuss how private sector buyers will be encouraged to participate in the sales process, and any constraints that may hinder or aid the sales process (e.g. number of buyers, number of banks, letter of credit fees, storage facilities at processing plants, etc.). Indicate which measures the Applicant will undertake to guard against an uncompetitive sale due to limited potential buyers.

- **Reaching 70 Percent Minimum Return or Better**
  Per the Agriculture Improvement Act of 2018, all FFPr projects should meet a 70 percent return on monetization efforts. Detail how the project plans to achieve at least a 70 percent cost recovery with its commodity and monetization plan. Note alternatives in the event the proposed commodity may face potential restrictions, such as biosafety regulations. If attaining at least a 70 percent cost recovery seems unlikely and no other alternatives exist, explain how the project will adjust its commodity and freight finances and related project budget to account for that outcome.

- **Assuring Receipt Procedures**
  Provide information that describes how the Applicant will ensure that it receives payment for the sales. If special banking issues are involved, the Applicant should describe any actions needed to safeguard deposits.

vi. Budget (26 pages)

Per 7 CFR section 1499.4(b)(4), Applicants must submit a budget summary and budget narrative that details the amount of any FAS provided funds and project income that the Applicant proposes to use to fund the administration costs, internal transportation, storage, and handling costs, and activity costs. The budget must be used in the most cost-effective manner to support and achieve the key objectives of the proposed project. In all documents, Applicants must present figures using no more than two decimal places.

In order to assess the sale proceeds and overall cost effectiveness of a proposal, FAS requires all Applicants to provide the following budgetary materials:

- **Budget Summary** (one page) that presents the proposed overall funding for administrative, internal transportation, storage and handling and activity expenses, and shows funding amounts for the specific line items that make up those expense categories (See Appendix C).
- **Budget Narrative** (25 page limit) that demonstrates in greater detail the composition of each line item, the budget's overall cost effectiveness, and an adherence to applicable cost principles (See Appendix D). Include a one page table that lists the total proposed operating budget amount (monetization proceeds + CCC admin funds + expected interest), cost share (if applicable), and then provides the project budget breakdown in three ways: 1) By activity, 2) by project awardee/subrecipient, and 3) by activity and awardee/subrecipient. Each table should show the direct and indirect cost for each line item. A sample table has been added to Appendix D.
- **Negotiated Indirect Cost Rate Agreement** (NICRA) (attachment, no page limit) that details the organization's approved indirect rates. Applicants should attach the organization's most up-to-date NICRA. If the Applicant does not have a NICRA, or it is not applicable, attach a brief note explaining the absence of this document. Applicants should also provide an Excel spreadsheet demonstrating how NICRA rates were applied to the budget.

- **SF–424** (attachment, no page limit) Applicants must complete, sign, and submit to FAIS the SF–424. Please note that an unsigned SF–424 will not be accepted. Applicants can download a blank SF–424 on the USDA–FAS website at: https://www.grants.gov/web/grants/forms/sf-424-family.html

d. Food Aid Information System (FAIS)

Due to the technical limitations of FAIS, data must be input into the following fields in order for an application to be successfully submitted in FAIS:

- Introduction Section
  - Introduction Details: complete these fields
  - Key Personnel (indicate where this information can be found)
- Result Section
  - Results (indicate where this information can be found)
  - Activities (indicate where this information can be found)
  - Activity Mapping (indicate where this information can be found)
  - Other Details (indicate where this information can be found)
- Commodity Section
  - Commodity List (complete these fields)
  - Special Needs & Distribution Methods (indicate where this information can be found)
  - Monetization (indicate where this information can be found)
- Budget Section
  - Budget Narrative (indicate where this information can be found)

To reduce the administrative burden of submitting an application and minimize the duplicative entry of information that has already been provided by an Applicant in another part of the application, Applicants may enter language referencing the location of the information in the application in the Results, Commodity, and Budget fields in FAIS. For example: "See Attachment X: Project Level Results Framework" could be entered in the field for Results.

4. Unique Entity Identifier and System for Award Management (SAM)

Each Applicant, unless exempted by FAS under 2 CFR Section 25.110(d), is required to:

- Be registered in SAM before the closing date of this announcement;
- Provide a valid a unique entity identifier (UEI) in its application; and
- Continue to maintain an active SAM registration with current information at all times during which the Applicant has an active Federal award or an application or plan under consideration by FAS.

All Applicants must have an active registration in the SAM database at www.sam.gov – pending or expired registrants are not eligible. This requirement must be met by the closing date of the announcement and will not be waived. **Applicants without an active SAM registration will be found ineligible and the application will NOT be considered for funding.** Each subrecipient organization must also have an active SAM registration before the subaward is signed, unless the

organization has an exemption approved by FAS under 2 CFR Section 25.110(d). Contact ppded@usda.gov early if a subrecipient exemption is sought.

5. Intergovernmental Review

An intergovernmental review may be required with regard to an application submitted by a public university, but not a private voluntary organization. An Applicant that is a public university must contact its State's Single Point of Contact (SPOC) to comply with the State's process under Executive Order 12372 (see https://www.archives.gov/federal-register/codification/executive-order/12372.html). The names and addresses of the SPOCs are maintained at the Office of Management and Budget's homepage at: https://www.whitehouse.gov/wp-content/uploads/2019/02/SPOC-February-2019.pdf

6. Funding Restrictions

Generally, funds may not be used in any manner that is prohibited by the program regulations at 7 CFR part 1499 or by 2 CFR part 200 and 2 CFR part 400. Any funding restrictions stated in the Budget Narrative section or any section within this document also apply to FAS cooperative agreement funds. In addition, FAS cooperative agreement funds may only be used for the purposes set forth in the award, and must be consistent with the statutory authority for the award. Cooperative agreement funds and non–monetary support may not be used for matching contributions for other Federal grants or cooperative agreements, lobbying, or intervention in federal regulatory or adjudicatory proceedings. Federal employees are prohibited from serving in any capacity (paid or unpaid) with regard to any proposal submitted under this program. Federal employees may not receive funds under this award. Also, Federal funds may not be used to sue the Federal Government or any other government entity. If an Applicant is selected for an award, the Applicant may incur pre–award costs consistent with the guidance provided in the award letter.

a. Management and Administration (M&A) Costs

M&A costs are not allowable.

b. Indirect Facilities & Administrative (F&A) Costs

F&A costs are allowable. Organizations with a current NICRA from a cognizant U.S. Government agency must submit that NICRA with their proposal; indirect costs will be allowable as defined in that NICRA. If the Applicant is applying an indirect cost rate which is less than the rate approved under the current NICRA, an authorized representative of the Applicant organization must state in the budget narrative that the Applicant is accepting a lower rate than allowed.

Organizations that do not have a NICRA may elect to:

- Charge a de minimis rate of 10% of modified total direct costs (MTDC), which may be used indefinitely. As described in 2 CFR section 200.403, "Factors Affecting Allowability of Costs," costs must be consistently charged as either indirect or direct

costs, but may not be double charged or inconsistently charged as both. If chosen, this methodology must be used consistently for all Federal awards until such time as a non–Federal entity chooses to negotiate for a rate, which the non-Federal entity may apply to do at any time. For more information, see 2 CFR section 200.414.

- Develop a negotiated rate, upon notification that an award will be made. In this case, the organization should develop a tentative indirect cost rate proposal based on its most recently completed fiscal year, in accordance with the cognizant agency's guidelines for establishing indirect cost rates, and submit it to the cognizant agency. Applicants awaiting approval of their indirect cost proposals may also request indirect costs. When an indirect cost rate is requested, those costs included in the indirect cost pool should not also be charged as direct costs to the award.

7. Other Submission Requirements

The entire application package must be submitted electronically through FAIS, located at: https://www.fas.usda.gov/food-aid-information-system. **Any automatic response from FAIS that the proposal has been received does not constitute a statement that the proposal is complete.**

If an Applicant is experiencing technical difficulties, phone: (202) 720-2637 or email: ppded@usda.gov for assistance.

E. APPLICATION REVIEW INFORMATION

1. Application Evaluation Criteria

Applications will be evaluated on the content areas outlined in Table 2, using the points specified in the same table. FAS may invite comments from other USG agencies on its award recommendations, but FAS will make the final determination on which applications to fund. The merits of each application will be reviewed only against other applications received for the same NOFO Number (See Part A Section 5).

Prior to making a Federal award, the Federal awarding agency is required by 31 U.S.C. 3321 and 41 U.S.C. 2313 to review information available through any OMB-designated repositories of government-wide eligibility qualification or financial integrity information as appropriate. Therefore, FAS may include the following risk-based considerations in its application evaluation criteria: (1) the Applicant's financial stability; (2) the quality of the Applicant's management systems and its ability to meet management standards; (3) the Applicant's history of performance in managing Federal awards; (4) reports and findings from audits regarding the Applicant; and (5) the Applicant's ability to effectively implement statutory, regulatory, or other requirements.

Table 2: Content and Points

Content	Points
Introduction and Strategic Analysis	30

Content	Points
Plan of Operation and Activities	20
Organizational Capacity and Staffing**	10
Results Framework and Monitoring and Evaluation	20
Commodity Management	10
Budget*	10 (+3 potential bonus points for cost share)

*There is **no** cost share or match requirement for this program, however, applications with the inclusion of well-reasoned cost share contributions may result in the addition of up to 3 bonus points within the Budget scoring criteria. To be considered for bonus points, cost share should be equivalent to 1 percent or more of the total operating budget. Cost share will be evaluated in terms of both dollar value and reasonableness (ability to implement). Also refer to Part C Section 5, Cost Share or Match.

**In addition to the content submitted by the Applicant in the Organizational Capacity and Staffing section of the application, the following factors, if applicable, will be considered by the review panel in determining a score for this section:

- FAS or another USG agency has formally expressed concerns, either via letter or email, regarding the Applicant's past performance of a CCC-or FAS funded project.
- FAS or another USG agency has terminated an agreement with the Applicant within the past three years as a result of a violation of the agreement by the Applicant.
- The Applicant failed to pay a single substantial debt, or a number of outstanding debts (not including sums owed to the USG under the Internal Revenue Code) owed to any Federal agency or instrumentality, provided the debt is uncontested by the Applicant or, if contested, provided that the Applicant's legal and administrative remedies have been exhausted. (This information will be sought by FAS within FAPIIS.gov.)
- The Applicant failed to submit to FAS, or submitted after the due date, at least two required reports within the past three years. Required documentation includes semiannual performance reports, semiannual financial reports, A-133 audits, subrecipient agreements, and any other documentation required under an agreement between the Applicant and CCC or FAS.
- The Applicant has, on at least two occasions within the past three years, failed to respond, or responded late, to an FAS deadline for documents required during a compliance review or during the closeout of an agreement between the Applicant and CCC or FAS, or failed to notify FAS of commodity losses within 15 days.
- The Applicant has been designated high-risk by FAS (per 2 CFR section 200.205), another Federal government agency (as designated in SAM.gov), or an external auditor within the past three years or the organization's most recent A-133 audit identifies material weaknesses or significant deficiencies.
- The Applicant was responsible for a commodity loss valued at $20,000 or greater, under an agreement between the Applicant and CCC or FAS, during the past three years.

2. Review and Selection Process

a. Review Process

FAS will conduct an initial review of each application submitted in response to this NOFO to determine whether the Applicant is eligible and the application is responsive. If an Applicant is determined to be ineligible (see Part C Section 1 and Section 2) or an application is determined to be non-responsive, FAS will notify the Applicant.

FAS will not review or provide feedback regarding Applicants or applications that are:

- **Ineligible**
  Please refer to Part C Section 1 for a description of which entities are eligible to submit an application.
- **Incomplete**
  Please refer to Part D Section 3 for a description of the elements and attachments that must be included for an application to be considered complete. Applications received by the deadline which are found to be incomplete will be contacted and given up to three business days from the date of contact to submit omitted administrative content and forms via FAIS.
- **Late**
  All applications must be submitted by the application deadline. There are **no** exceptions for any reason.

The eligible and complete applications will be reviewed as described below:

- FAS will assemble a panel committee consisting of technical reviewers for each individual NOFO Number (see Part A Section 5). This panel may include both Federal and non–Federal persons. Applications will only compete against applications within the same NOFO Number.
- The technical reviewers will score each application as part of the panel committee and will also provide summary comments based on the evaluation criteria identified in Part E Section 1, Application Evaluation Criteria.

b. Selection Process

The panel committee shall review the programmatic merits of the applications based on the evaluation criteria. However, the FAS Administrator per guidance from IFAD Senior Director, makes the final selection.

The FAS Administrator will give serious consideration to recommendations from IFAD's Senior Director and the panel committees, but may also consider the following factors in making the award selections:

- Agency priorities, such as achieving greater geographical dispersion, program balance, or diversity;

- Agency's alignment within USG's whole of government approach to agricultural development and innovation; determined by USDA.

Following the review of Applicant integrity and performance information, outlined in Part E Section 2 c, FAS will notify all Applicants electronically of funding decisions. An Applicant may send a written request to ppded@usda.gov to receive a written summary of the strengths and weaknesses of its proposal related to the evaluation criteria. Additional information will not be provided. FAS will send the written summary to the Applicant within 60 days of the request.

c. Review of Applicant Integrity and Performance Information

i. Prior to making a Federal award with a total amount Federal share greater than the simplified acquisition threshold, as defined by 41 U.S.C. 134, FAS is required to review and consider any information about the Applicant that is in the designated integrity and performance system accessible through SAM (currently FAPIIS).

ii. An Applicant, at its option, may review information in the designated integrity and performance system accessible through SAM and comment on any information about itself that a Federal awarding agency previously entered and is currently in the system.

iii. FAS will consider any comments by an Applicant, in addition to the other information in the designated integrity and performance system, in making a judgment about factors such as the Applicant's integrity, business ethics, and record of performance under Federal awards, when completing the review of risk posed by Applicants as described in 2 CFR section 200.205.

d. Confidentiality and Conflict of Interest

Technical and cost proposals submitted under this funding opportunity will be protected from unauthorized disclosure in accordance with applicable laws and regulations. FAS may use one or more support contractors in the logistical processing of proposals. However, funding recommendations and final award decisions will be made solely by FAS. To the extent permitted by law, during the review process, FAS will respect any information which the Applicant has marked as proprietary or business sensitive. Refer to Part H Section 5 for additional information on marking proprietary information.

FAS screens all technical reviewers for potential conflicts of interest. To determine possible conflicts of interest, FAS requires potential reviewers to complete and sign conflict of interest and nondisclosure forms. To the extent permitted by law, FAS will keep the names of submitting institutions and individuals, as well as the substance of the applications, confidential except to reviewers and FAS staff involved in the award process. FAS will destroy any unsuccessful applications after three years following the funding decision.

F. FEDERAL AWARD ADMINISTRATION INFORMATION

1. Notice of Award

FAS will notify each Applicant in writing of the decision regarding its proposal via FAIS. Selected Applicants will receive an award letter via email from ppded@usda.gov. The notice via FAIS or award letter is not an authorization to begin performance but will outline allowable pre–award costs which can be incurred at an approved Applicant's own risk. Once the approved Applicant accepts the selection notice, FAS will begin negotiations with the Applicant to develop a cooperative agreement. Until the cooperative agreement is signed, FAS reserves the right not to fund a selected proposal.

These negotiations may include but are not limited to the following subjects:

- Appropriateness of the budget for the proposed project
- Appropriateness of proposed staff
- Appropriateness of proposed locations
- Scope and type of activities to be implemented
- Suitability of proposed indicators
- Suitability of the proposed monetization plan
- Any special terms and conditions

The approved Applicant may be required to submit additional information to enable FAS to determine that the Applicant is capable of complying with the requirements in 7 CFR part 1499 and any special terms and conditions.

During the negotiations phase, FAS will also ensure that any cost share proposed by the approved Applicant is retained and included in the agreement. Refer to Part E Section 1 Application Evaluation Criteria for details on how cost share or match will be evaluated.

Failure to satisfactorily resolve an issue that arises during the negotiation of a cooperative agreement may prevent the timely signing of an agreement and may result in the notice of award or award letter being rescinded.

The selection of a cooperative agreement as the funding instrument entails substantial involvement between FAS and the Applicant, with both parties sharing responsibility for the management, control, direction, or performance of the agreement. The agreement will incorporate project details as approved by FAS in accordance with the FFPr Program regulations, 7 CFR part 1499.

2. Administration and National Policy Requirements

a. Domestic Entities

Applicants that are selected to receive an award and registered in SAM.gov as **domestic entities** are required to comply with both the current Administrative General Terms and Conditions and the current National Policy General Terms and Conditions for all grants and cooperative agreements, which are available online at:
https://www.fas.usda.gov/grants/general_terms_and_conditions/default.asp

b. Foreign Entities

Applicants that are selected to receive an award and are registered in SAM.gov as **foreign entities** are required to comply with the following terms and conditions as applicable:

- Foreign public international organizations (as defined in 2 CFR section 200.46(b)), such as UN organizations, will be subject to the Terms and Conditions for Public International Organizations (PIOs)
- Foreign organizations (as defined in 2 CFR section 200.47) will be subject to the Terms and Conditions for Foreign Organizations
- Foreign governments will comply with the Terms and Conditions for Foreign Governments

Before accepting an award, a domestic or foreign Applicant should carefully read the award package for instructions on administering the award and the terms and conditions associated with responsibilities under the award. Successful Applicants must accept all conditions in this NOFO as well as any special terms and conditions in the notice of award to receive an award under this program.

3. Reporting

Applicants that receive funding through a FFPr Program agreement will be required to provide the following: semiannual financial reports, semiannual performance reports, annual property reports (if applicable), and closeout reports.

a. Federal Financial Reporting Requirements

Semiannual financial reports must be submitted via FAIS and will follow the budget summary template.

For the October 1-March 31 reporting period, the due date is April 30. For the April 1 through September 30 reporting period, the due date is October 30 (7 CFR section 1499.13(b)). If the first semiannual financial report would be due less than two months after the agreement is signed, it will be exempted from submission requirements. The first report will be due for the following reporting period.

FAS requires only the financial report that appears in FAIS and does not require the SF-425 under the FFPr Program. All reports must be submitted via FAIS. FAS may provide for more frequent reporting, but no more frequent than quarterly, in the agreement.

b. Program Performance Reporting Requirements

Semiannual performance reports must be submitted via FAIS. Performance reports must provide information on the overall progress of the project.

For the October 1-March 31 reporting period, the due date is April 30. For the April 1 through September 30 reporting period, the due date is October 30 (7 CFR section 1499.13(c)). If the first semiannual performance report would be due less than two months after the agreement is signed, it will be exempted from submission requirements. The first report will be due for the following reporting period.

All reports must be submitted via FAIS. FAS may provide for more frequent reporting, but none more frequent than quarterly, in the agreement. Changes in the original project timelines must be approved by FAS prior to their implementation.

c. Closeout Reporting Requirements

FAS will initiate the award closeout process 60 days before the end of the performance period. Within 90 days after the end of the period of performance, or after an amendment has been issued to close out a cooperative agreement, whichever comes first, a recipient must submit a final financial report and final progress report detailing all accomplishments and a qualitative summary of the impact of those accomplishments throughout the period of performance. The recipient must also submit a tax certification letter on company letterhead indicating that all required payroll taxes for the employees working in-country have been paid. Lastly, an equipment disposition form must also be submitted. A sample tax certification letter, as well as an equipment disposition form, are available on the FAIS homepage under "Forms and Guidance." These documents must be uploaded onto the Agreement-Level Report page for the specific agreement being closed out under the "List of Closeout Attachments" section.

If applicable, an inventory of all construction projects that used funds under the FFPr Program project must be reported by the recipient using the Real Property Status Report (Standard Form SF–429) available at: https://www.gsa.gov/portal/forms/download/149866.

After FAS has reviewed and approved these reports, it will complete a closeout notice to close out the award. The notice will indicate the period of performance as closed, list any remaining funds that will be de–obligated, and address the requirement of maintaining the records for three years from the final date of submission of reports (see 7 CFR section 1499.13(f)(1) and (2)). The recipient is responsible for returning any funds that have been drawn down but remain as unliquidated in its financial records.

4. Monitoring

FAS through its authorized representatives, has the right, at all reasonable times, to make site visits to review project accomplishments and management control systems and to provide such technical assistance as may be required. During a site visit, FAS will review the recipient's files related to the FFPr Program-funded project.

As part of any monitoring and program evaluation activities, recipients must permit FAS, upon reasonable notice, to review FFPr Program project-related records and to interview the organization's staff and clients regarding the program. In addition, a recipient must respond in a

timely and accurate manner to FAS requests for information relating to its award under the FFPr Program.

5. Other Agreement Requirements

a. Organizational Chart

A recipient will, within 30 days after an agreement is signed, submit to FAS for approval an organizational chart identifying the names, positions, and responsibilities of all of the recipient's Key Personnel. Following approval by FAS of the organizational chart, the recipient will be required to obtain written approval from FAS before hiring any new key person and notify FAS within one week after the departure of any key person. Furthermore, the recipient must obtain written approval from FAS prior to the disengagement from the project for more than three months, or a 25 percent reduction in time devoted to the project, by the approved project director. This is required by 2 CFR section 200.308(c).

b. Annual Work Plan

Within 60 days after an agreement is signed, the recipient will provide a detailed annual work plan for the project, to be approved by FAS. Further details can be found on the FAS Food for Progress webpage.

c. Monitoring and Evaluation Requirements

In accordance with the agreement, FFPr Program project implementors will be required to provide an updated evaluation plan, and project-level results framework, and a PMP. Recipients will also provide terms of reference for baseline, final, and, if applicable, midterm evaluations as well as completed impact evaluation reports.

d. Subaward Requirement

Recipients will be required to submit subaward agreements through FAIS. Any contract which exceeds the Simplified Acquisition Threshold must also be submitted to FAS through FAIS.

e. Audit Compliance

A recipient other than a foreign public entity, a foreign organization, or a for-profit entity must comply with the timeframes established in 2 CFR part 200 – Subpart F for the submission of its audits to the Federal Audit Clearinghouse. In addition, if FAS requires an annual financial audit with respect to a particular agreement, and FAS provides funds for this purpose, the recipient shall arrange for such audit and submit it to FAS via FAIS.

G. AWARDING AGENCY CONTACT INFORMATION

Contact and Resource Information

For general questions related to the FFPr Program, Applicants and other interested parties are encouraged to contact:

Ingrid Ardjosoediro
Director, Food for Progress
International Food Assistance Division, Global Programs
Foreign Agricultural Service
U.S. Department of Agriculture

Hours of Operation

Monday–Friday, 9:00 am – 5:00 pm EDT

Address

1400 Independence Ave. SW, Stop 1034
Washington, DC 20250

Phone, Fax, Email

Phone: (202) 720-2637
Fax: (202) 690–0251
Email: ppded@usda.gov
Website: https://apps.fas.usda.gov/fais/public

Individuals with questions regarding the NOFO or Information Technology (IT) issues with FAIS must submit questions in writing to the above email address. Answers to all questions regarding the NOFO will be posted to the www.grants.gov weekly.

Individuals lacking internet access who would like access to these questions and answers should contact IFAD at the number or address above. Provide your address or fax number and IFAD will provide all questions posed and responses about the NOFO.

H. ADDITIONAL INFORMATION

1. Extensions

Extensions to the performance period of a project funded through an award under this NOFO are allowed. Recipients may request a no–cost extension in order to complete all project activities. The request must be submitted 60 days prior to the expiration of the performance period. Requests for extensions are subject to approval by FAS.

2. Prior Approval

A recipient must not use donated commodities, sale proceeds, CCC–provided funds, interest, or program income for any activity or any expense incurred by the recipient or a subrecipient prior

to the start date of the period of performance of the agreement, without the prior written approval of FAS (See 7 CFR section 1499.11(b)). A recipient must not transfer any funds budgeted for participant support costs, as defined in 2 CFR section 200.75, to other categories of expense without the prior approval of FAS. (See 7 CFR section 1499.11(h)(2)).

3. Budget Revisions

Transfers of funds between direct cost categories in the approved budget when such cumulative transfers among those direct cost categories exceed ten percent of the total budget approved in an agreement will require the prior approval of FAS through an amendment (See 7 CFR section 1499.12(h)(1)). The recipient shall obtain prior written approval for any budget revision that would result in the need for additional resources or funds. The recipient is not authorized at any time to transfer an amount budgeted for a direct cost to an indirect cost line item or vice versa, without prior written approval.

4. Program Income

In the event program income becomes available, per 7 CFR section 1499.11, it must be used in accordance with the agreement. Program income is defined by 7 CFR section 1499.2 as interest earned on proceeds from the sale of donated commodities, as well as funds received by a recipient or subrecipient as a direct result of carrying out an approved activity under an agreement. This includes but is not limited to income from fees for services performed, the use or rental of real or personal property acquired under a Federal award, the sale of items fabricated under a Federal award, license fees and royalties on patents and copyrights, and principal and interest on loans made with Federal award funds. Program income does not include proceeds from the sale of donated commodities; CCC-provided funds or interest earned on such funds; or funds provided for cost sharing or matching contributions, refunds or rebates, credits, discounts, or interest earned on any of them.

5. Proprietary Information

Applicants wishing to mark information in their applications as proprietary or business sensitive may do so. Applicants should indicate which information or pages are proprietary or business sensitive through footnote notations. FAS will treat the information as such. In the event of a request through the Freedom of Information Act (FOIA), FAS will work with the Applicant to ensure business sensitive information is respected to the extent permitted by law. Information which is proprietary or business sensitive may be exempt from disclosure under FOIA Exemption (b)(4). The FOIA exemptions may be viewed here.

APPENDIX A – Application Content Checklist

1. **Applicant Requirements**
   - ❑ System for Award Management (SAM)
     - ☐ Active Registration
     - ☐ Current Financial Assistance Certifications
     - ☐ Current Grants Certifications
   - ❑ UEI number for Applicant
   - ❑ UEI number(s) for proposed subrecipient(s)

2. **Required Content and Forms** (submitted as attachments in FAIS)
   - ❑ Introduction and Strategic Analysis
   - ❑ Plan of Operations and Activities
   - ❑ Results Framework and Monitoring and Evaluation
     - ☐ Project-Level Results Framework with Narrative
     - ☐ Performance Indicators
     - ☐ Evaluation Plan
   - ❑ Commodity Management
   - ❑ Organizational Capacity and Staffing
     - ☐ Capacity and Staffing Narrative
     - ☐ Organizational Chart
     - ☐ In-Country Registration
     - ☐ CV of Project Lead
     - ☐ Project-Specific Commitment Letters (if subrecipients are proposed)
     - ☐ Applicant's Single Audit (most recent)
   - ❑ Budget
     - ☐ Budget Summary (standard template)
     - ☐ Budget Narrative
     - ☐ Applicant's NICRA (most recent)
   - ❑ SF-424
   - ❑ SF-LLL (Required if Applicant is involved in lobbying activities)

3. **Submitted to ppded@usda.gov**
   - ❑ Completed Past Performance Reviews for Applicant (by reference)
   - ❑ Completed Past Performance Review for Subrecipient (by reference) (if applicable)

4. **Required Fields in FAIS**
   - ❑ Introduction Section
     - ☐ Introduction Details (complete these fields)

- Key Personnel (indicate where this information can be found)

- ❑ Result Section
  - Results (indicate where this information can be found)
  - Activities (indicate where this information can be found)
  - Activity Mapping (indicate where this information can be found)
  - Other Details (indicate where this information can be found)
- ❑ Commodity Section
  - Commodity List (complete these fields)
  - Special Needs & Distribution Methods (indicate where this information can be found)
  - Monetization (indicate where this information can be found)
- ❑ Budget Section
  - Budget Narrative (indicate where this information can be found)

APPENDIX B – Country Specific Guidance

Appendix B.1

Thematic Area
Coffee

Country
Burundi

NOFO Number
USDA-FAS-10.606-0700-22-(543)

Purpose
FAS seeks to build capacity in coffee producing areas of Burundi which are threatened by ecological and economic volatility. The project will support coffee farming households and landscape restoration as the basis for increased farm income through improved coffee productivity and quality and complementary crops.

While Burundi is a small producer in the international coffee market, the sector generates $40 million annually and approximately 40% of Burundi's total exports[1] and up to 80% of foreign exchange[2]. This sector is critical to an estimated 600,000 households, representing the largest agriculture economic opportunity for farmers in Burundi. Despite this critical importance, coffee production has steadily declined over the past three decades to "less than half of what it was in the early 1990s, declining from a five-year average of 34,000 MT to 16,000 MT" in 2018[3]. This decline in overall production is directly related to a decline in coffee tree productivity due to low levels of farmer investment in maintenance and related issues such as poor soil quality[4].

Other key factors adding to the decline in coffee production are climate change and land degradation. The World Bank estimates that "each year, Burundi loses almost 38 million tons of soil and 4% of its gross domestic product (GDP) to land degradation."[5]

---

[1] Development of Coffee Trade Flows, 14 March 2018, International Coffee Organization, included in International Coffee Council, 121st Session, 9 – 13 April 2018, Mexico City, Mexico accessed via https://www.ico.org/documents/cy2017-18/icc-121-4e-trade-flows.pdf

[2] Lenaghan, Tom, Clay, Daniel C., and Kamwenubusa, Emile, Burundi Coffee Sector: Strategic Policy Analysis, July 12 2018, p5, accessed via ResearchGate, January 2022 https://www.researchgate.net/publication/329130289_Burundi_Coffee_Sector_Diagnostic_Study

[3] Lenaghan, et al, Figure 1, page 5

[4] Lenaghan, et al, p5-8

[5] Voegele, Juergen, Kabongo, Veronique, & Tall, Arame, Building resilience in the land of 3,000 collines: Rooting out drivers of climate fragility in Burundi, published on Africa Can End Poverty by World Bank Blogs, 20 May 2021, accessed via https://blogs.worldbank.org/africacan/building-resilience-land-3000-collines-rooting-out-drivers-climate-fragility-burundi

Burundi is a landlocked country and coffee must travel long distances on often unmaintained roads to neighboring countries and even further to that country's ports. The cost of transporting coffee by land from Burundi to the closest ports can be exorbitant. Thus, the need for efficiency in aggregation, transportation, and direct linkages to market are key to assist coffee farmers. Burundi produces high-quality arabica varieties (such as Bourbon, French Mission Bourbon, Jackson, and Mibirzi) which is marketed as specialty coffee and sold for a higher price, but few farmers reach the specialty market[6]. Recent projects funded by international donors, such as the World Bank's Burundi Coffee Sector Competitiveness Project[7] and USAID's Burundi Coffee Alliance (BCA), have supported all levels of the value chain in coffee growing regions. In addition, multiple private sector actors are supporting specific communities to grow high-quality arabica. While these activities have all achieved some success, coffee-growing households need support to improve income through increased quality coffee and to diversify their incomes through complementary crops, livestock, and other activities.

Goal
To assist coffee farmers in Kayanza, Ngozi, Muyinga, Karuzi, and Gitega provinces of Burundi by sustainably increasing productivity and quality in coffee, supporting crop diversification, integrated landscape management, and adaptation to climate change.

Timeframe
5 years

Project Award Value
Up to $23 million

Anticipated Operating Budget (Monetization Proceeds + CCC Admin)
$15 million

Programming Priorities
The coffee value chain in Burundi is a USDA Food for Progress (FFPr) priority for fiscal year 2022. FAS is soliciting proposals that will make substantial contributions to the highest-level strategic objectives: *Increased Agricultural Productivity and Expanded Trade of Agricultural Products*—as outlined in the FFPr results framework.

To increase quality in the coffee value chain and diversify incomes, USDA seeks a holistic approach centered on coffee-growing households. Short and long-term technical assistance in coffee production zones must also support sustainable landscape management and climate change adaptation and mitigation. Strong partnerships with the private sector are essential to long-term success.

[6] Alliance for Coffee Excellence 2019 Burundi Cup of Excellence results accessed via https://allianceforcoffeeexcellence.org/burundi-2019/#1513038058770-76a416aa-73df
[7] World Bank Burundi Coffee Sector Competitiveness Project homepage: https://projects.worldbank.org/en/projects-operations/project-detail/P151869

Proposals must outline strategies to improve yield and increase quality in coffee. One of the reasons cited for the drop in coffee production is the overall cost of production compared to the price. Data collected in 2016 showed that "the cost of production among farms with the smallest plantations tends to be higher than the floor price"[8]. The International Coffee Organization (ICO) reports that "With input and labour costs on the rise, revenues in many origins are insufficient to cover the cost of production and their cost of living and achieve a sound living income. In addition, reduced revenues affect the ability of farmers to invest in the maintenance, replanting and modernization of their plantations. Foregone investments in climate change adaptation could threaten future supply."[9] The ICO highlights the need to build a production system where "smallholder farmers [are] able to earn living incomes by systematically incorporating high-value nutritious crops that provide income during coffee off-seasons." These complementary crops and other coffee industry work, such as "aggregation, grading, packaging, and distribution of coffee" can help ensure that farmers earn a living income[10]. A survey of farmers in Burundi who were seeking organic certification found that price was the primary motivation for continuing the organic certification process[11]. Also, "since the harvest season runs counter to Central America", coffee farmers in Burundi can benefit from buyers looking for fresh green coffee year-round.[12]

Proposals must outline methods for increasing household incomes through diversified income streams from complementary crops and other opportunities. Proposals must also address building resilience in the farming system through the adoption of improved agricultural practices, increasing soil health, crop diversification, agroforestry, and/or other appropriate methods and techniques. Previous projects have identified ongoing and long-term needs for farmer skills training and support to farmer groups. Creating partnerships and linkages with private sector coffee industry actors will be instrumental to long-term success. Successful private initiatives[13] may be scaled up with project support. While renovating and rehabilitating old coffee trees should be considered, the project will need to work alongside the Government of Burundi which controls all coffee nurseries as well as access to fertilizer, which can only be procured in-country. The proposal should include potential partners, such as local institutions, universities, farmer groups, and private sector coffee businesses, to identify and implement solutions to problems described in existing research and through a baseline survey.

While this project is not intended to directly engage in policy making, proposals must demonstrate an understanding of the key issues and constraints faced by the coffee industry in

---

[8] Lenaghan, et al page 9

[9] Coffee Development Report 2020 *The Value of Coffee: Sustainability, Inclusiveness, and Resilience in the Global Coffee Value Chain* Page 15, accessed via https://www.internationalcoffeecouncil.com/cdr2020

[10] Coffee Development Report 2020 *The Value of Coffee: Sustainability, Inclusiveness, and Resilience in the Global Coffee Value Chain* Part II, Section B, page 47, access via https://www.internationalcoffeecouncil.com/cdr2020

[11] Ndihokubwayo, S., Havyarimana, T., Windbühler, S., Niragira, S., Habonimana, B., Kaboneka, S., Megerle, H. E. (2021). Farmers' Perception of Coffee Agroforestry Systems in an Area Targeted for Organic Certification in Burundi *East African Journal of Forestry and Agroforestry*, *3*(1), 40-53. https://doi.org/10.37284/eajfa.3.1.352

[12] Sweet Maria's Coffee Library, Burundi Coffee Overview https://library.sweetmarias.com/coffee-producing-countries/africa/burundi-coffee-overview/

[13] See Greenco's Goat & Pig Project http://greencoburundi.com/our-projects

Burundi.

Component 1 – Support to coffee farming households
To support income growth in coffee farming households, proposals must recommend interventions that will lead to increased coffee productivity and quality. This may include renovation and rehabilitation of coffee trees, facilitating access to tools and equipment (e.g., embedded finance, cooperators services hub etc.), skills trainings, certification courses such as organic certification, Integrated Pest Management (IPM), Good Agricultural Practices (GAP), etc. Proposals may wish to address basic literacy, numeracy, and the understanding of farm-budget management concepts which is low in rural areas.

Poor soil health and lack of appropriate fertilizers limit coffee productivity. While fertilizer procurement is arranged through the Ministry of Agriculture, proposals should describe strategies to improve soil fertility through other means available to farmers, such as composting. To support productivity over the long-term by protecting and improving soils and environmental resources, proposals must outline strategies to improve soil health and limit soil loss and land degradation. Proposals may wish to incorporate integrated landscape management technologies, such as those used by the World Bank.

To supplement income from coffee, proposals should describe how diversified production and complementary crops would help farmers increase overall household income and mitigate risks of extreme price cycles in coffee and due to climate change. Alternative income streams must be considered within the context of overall household activities in order to not place undue burden on any household member. Proposals will be judged on strategies to find suitable crops, integrated livestock, or other activities that support alternative income streams and strengthen food security in addition to income earned through improved coffee. The project may consider funding market research, value chain analyses, or other types of studies to evaluate the economic viability of complementary crops, niche markets, local/indigenous crops, and uses and markets for coffee byproducts.

FAS encourages collaboration with business accelerators or social impact investment entities. Projects may also wish to support student research grant support, laboratory studies, start-up investments, investments in processing, facilitating international exchanges, etc.

Proposals may consider collaboration with USDA McGovern Dole school feeding activities, which incorporate local and regional procurement of ingredients for school meals, as possible structured end markets. FAS has prioritized Burundi for a McGovern Dole program in FY2022.

Component 2 – Capacity building to improve coffee quality
Material quality, also called "cup quality", is currently "Burundi's only competitive advantage" in the global coffee market[14]. While many specialty coffee buyers find exceptional quality

[14] "Material quality attributes refer to the quality parameters that are embedded within the coffee fruit and can be measured by using human senses (touch, sight, smell, hearing, taste) or technological devices. These attributes are

beans[15], some buyers are hesitant on sourcing from an unproven origin.[16] Producers in Burundi need help making connections to specialty coffee buyers in order to understand market requirements and what is needed to improve production techniques that impact "cup quality". Proposals should recommend methods for producers to test, evaluate, and implement techniques to improve and maintain coffee quality. Private sector partners with local expertise should be identified to support these efforts.

In addition to the interventions mentioned in Component 1, proposals must identify specialized training as well as other resources and investments which can improve and maintain quality. Post-harvest capacity building and training to develop local expertise should be supported through, for example, training in cupping and grading, and potentially, development of a traceability system[17]. Proposals should also recommend ways to build ties among existing farmer groups, cooperatives, and private sector businesses to identify their needs and ways to scale successful interventions.

Component 3 – Creating a favorable business environment for the coffee value chain
Over the past decades, Burundi's coffee sector was aided by government policies that supported private sector growth and international trade. For farmers to achieve the best prices and maintain a footprint in the current specialty coffee market, new strategies are required to help create a favorable business environment. The project will be in a unique position to advocate for coffee farmers and collaborate and coordinate with the Government of Burundi and private sector. Proposals should include creative solutions to specific issues, such as streamlining of collection points, viability of privatization of washing stations and reducing barriers to exporting green coffee. Inclusion of government entities and regulators in capacity building and specialized training is highly encouraged; for example, activities may include field trips to other coffee producing countries to gain perspective on the role of government and/or coffee trade shows to better understand the international specialty coffee market.

Proposals may also wish to highlight other areas for collaboration with the government of Burundi, such as addressing coffee diseases, potato defect, and specialized inputs for coffee farmers.

Metrics
Beyond the use of standard Food for Progress indicators, the proposal will include and pilot the evaluation of broader improved landscape management and living income goals throughout its implementation. This should be done in partnership with international knowledge leadership

---

embedded in the product because they are the outcome of the interaction between the biophysical makeup of the country of origin and the processing techniques used (for example Arabica, Yellow Bourbon varietal, grown at 1800 metres and processed by mechanical depulping)." Rosenberg Lauren, Swilling, Mark and Vermeulen, Walter J V, *Practices of Third Wave Coffee: A Burundian Producer's Perspective,* Business Strategy and the Environment, 27, 199 – 214 (2018). Published online in Wiley Online Library DOI: 10.1002/bse.2010

[15] Alliance for Coffee Excellence, Cup of Excellence Burundi 2019 https://allianceforcoffeeexcellence.org/burundi-2019/

[16] https://library.sweetmarias.com/coffee-producing-countries/africa/burundi-coffee-overview/

[17] Rosenberg Lauren, et al

partners/subcontractors on the topic that will stay engaged throughout the project's duration. Living income evaluation should be done using household surveys or other innovative data-collection methods. Applicants may wish to use information from the Living Income Communities of Practice who have collaborated with the International Coffee Organization and the International Women's Coffee Alliance or other similar resources.

Improved landscape management evaluation should focus on evaluating sustainable use of resources, for example, soil fertility improvements, watershed sustainability, biomass cover, biodiversity index, etc. Methodologies will depend upon partners chosen who can contribute already established metrics and evaluation tools.

Proposals should include specialized evaluations and tailored interventions for women and rural youth. Custom indicators used by other U.S. Government agencies, such as those found on the USAID Learning Lab, should be proposed, as appropriate[18].

[18] GHI PRINCIPLE: WOMEN, GIRLS, AND GENDER EQUALITY GLOBAL NDICATORS FOR REVIEW AND COMMENT (MAY, 2013) WGGE global indicators and reference sheets.pdf (usaidlearninglab.org)

Appendix B.2

Thematic Areas
Trade Facilitation, Sanitary and Phyto-Sanitary Regulations, and Climate Smart Agriculture

Countries
El Salvador, Guatemala, and Honduras

NOFO Number
USDA-FAS-10.606-0700-22-(100)

Purpose
USDA seeks to address root causes of migration via a holistic approach (seed to port) in horticulture. More specifically, the project will focus on implementing international and risk-based Sanitary and Phytosanitary Regulations (SPS) measures, implement measures under existing Trade Facilitation Agreements (TFA), and assist in strengthening Climate Smart Agriculture (CSA) through development and transfer of agriculture technologies that focus on effective, sustainable, and environmentally friendly use of agricultural resources which focus on the high value horticulture value chains in El Salvador, Guatemala, and Honduras. In 2021, the region exported more than $2.3 billion of horticulture products to the U.S. (https://apps.fas.usda.gov/GATS/default.aspx).

Guatemala, Honduras, and El Salvador ratified the CAFTA-DR and the World Trade Organization (WTO) TFA, and each country has made great strides towards adopting online customs clearance procedures. However, not all procedures have been migrated to online platforms and to date only El Salvador has an integrated Single Window. Additionally, Guatemala has adopted electronic platforms and signatures for some procedures, but the Ministries of Agriculture and Health are pending changes to implement the e-service platform, and the systems need to be integrated with Central American Customs Union to create a single window. In general, there is need to simplify and streamline the import, export, and transit processes, with more transparent rules and procedures. The project will place emphasis on improving the handling and clearing of perishable agricultural (horticulture) products.

The TFA contains special provisions for technical assistance and capacity building for a developing country and least developed country (LDC) members to meet the measures for effective cooperation between customs and other appropriate authorities on customs compliance issues. Implementation of the TFA is expected to increase trade by reducing costs, rapidly releasing goods, and increasing predictability.

SPS and customs procedures in the region are of vital importance for intra-regional and international trade and for the local consumption of safe and quality foods. The governments of this region have made significant strides advancing SPS systems. However, further efforts are needed to fully benefit from trade agreements while protecting plant health, animal health, and food safety. These countries have submitted several Category C notifications to the World Trade

Organization (WTO) related to SPS risk management. A focus on advancing SPS systems will break down technical barriers to trade. Further information on notifications to TFA can be found here: https://www.tfadatabase.org/members.

Supporting producers, farmers, processors, and traders to implement innovative and science-based techniques and technology throughout agricultural (horticulture) supply chains will allow El Salvador, Guatemala, and Honduras to improve market linkages, promote value-added food products, increase productivity, improve water management, and reduce greenhouse gas (GHG) levels. With USDA assistance, the three countries can better contribute to the goals of The Agriculture Innovation Mission for Climate (AIM4C) and Sustainable Productivity Coalition (SPG) to enhance the development of agriculture and food systems to address climate smart agriculture and accelerate the transition to more sustainable food systems. The efforts toward climate resiliency with appropriate agricultural tools will support economically vulnerable communities adapt practices to better withstand the effects of climate change. By addressing the three pillars of climate smart agriculture: productivity, adaptation, and mitigation, the project can capitalize on opportunities to integrate improvements in climate smart agriculture that both address climate concerns and provide increased economic development opportunities for target populations. It is important to create public-private partnerships and collaboration with regional entities for long-term sustainability.

Goal
To simplify, modernize, and harmonize processes for the export, import, and transit of horticulture products to implement the WTO TFA. To support implementation of science and risk based SPS measures, standards, and regulations, with improved technical capacity, which will improve efficiency, coordination, and transparency of the commercialization, trade, and safety of food and agricultural (horticulture) products while strengthening climate smart agriculture to facilitate local, regional, and international trade to improve agricultural and farmer income sustainability.

Timeframe
5 years

Project Award Value
Up to $39 million

Anticipated Operating Budget (Monetization Proceeds + CCC Admin)
$31 million

Programming Priorities
USDA is soliciting proposals demonstrating activities that will make substantial contributions to the FFPr strategic objectives of increasing agricultural productivity and expanding trade of agricultural products.

USDA Coordination

Requirements
Government ownership of the process is necessary for the success of this project. The project will serve as the technical lead and play an important role in identifying capacity gaps in close collaboration with the governments of Guatemala, Honduras, and El Salvador and USDA to design interventions. It is imperative that the awardee develop effective communication modalities with the governments that allow input in determining timelines for benchmarks and activities. The proposal should highlight the approach the applicant would take in adapting the project to government needs throughout implementation, including flexibility in the results framework, proposed activities, and anticipated project results. The results framework and plan of operations will be based upon the initial assessment and require significant input from the governments of Guatemala, Honduras, and El Salvador.

The proposal will demonstrate an understanding of WTO, trade facilitation, TFA, SPS, WTO SPS agreement, Codex Alimentarius, the International Plant Protection Convention (IPPC), the World Organization for Animal Health (OIE), and biosafety regulatory systems. In addition, it will demonstrate how to address constraints existing in public and private sector SPS systems while discussing how to sustainably support food safety and security through the development of transparent and risk-based food safety and biosafety measures. The proposal will demonstrate how to build capacity in the various stakeholders to address multiple issues, to support improved trade facilitation, adoption of SPS measures, and the operating environment in El Salvador, Guatemala, and Honduras.

Initial Government Adaptation and Coordination
The proposal must include a detailed plan to effectively adapt project design to the governments of El Salvador, Guatemala, and Honduras needs post-award to design the final work plan. The awardee will be expected to use this assessment and other assessments previously released in negotiations with the government of Guatemala, Honduras, and El Salvador and the USG to finalize project goals, objectives, and work plan post-award.

The proposal must include a plan to assess how activities can be leveraged and complement existing efforts by other international and bilateral bodies and donors, such as Inter-American Development Bank (IADB), International American Foundation (IAF), Central American Bank for Economic Integration (CABEI), the World Trade Organization (WTO), Central American-Dominican Republic Free Trade Agreement (CAFTA-DR) institutions, United States Agency for International Development (USAID), Inter-American Institute for Cooperation on Agriculture (IICA), World Bank, Global Alliance for Trade Facilitation, the World Customs Organization, and the Millennium Challenge Corporation.

Proposals will explain how the activities complement and leverage existing projects and not duplicate existing initiatives. Proposed activities should target improved local, regional, and international market access and improved trade. Activities will be adapted and refined after an initial assessment and require input from the governments of Guatemala, Honduras, and El Salvador and the private sector, from farm-level actors through the supply chain to key national and international agribusinesses operating in the countries. The awardee will work in

close collaboration with relevant stakeholders along priority horticulture value chains to create sustainable systems and practices.

The private sector is an important partner in realizing economic gains and must play an active role working with governments to support implementation. The private sector must be actively engaged as a key partner and used as a resource to enact improvements in trade facilitation, SPS and CSA. The private sector and civil society have a material investment in efficient trade facilitation and need to take ownership in creating conditions that lead to increased trade flows and economic growth. Moreover, USDA encourages close collaboration with local universities to leverage and sustain existing knowledge.

The project will coordinate with agencies such as USDA's Foreign Agricultural Service (FAS), Animal and Plant Health Inspection Service (APHIS) and Food Safety Inspection Service (FSIS), Natural Resources Conservation Service (NRCS) along with the Food and Drug Administration (FDA) and the Office of the United States Trade Representative (USTR). The project is expected to coordinate specifically with current FFPr projects in the region. Areas of harmonization should include involvement with government institutions, producers, cooperatives, and agribusinesses in SPS, TFA, and CSA. Specific coordination includes the FY2014 Guatemala Government to Government project in CSA and agricultural production activities, the FY2014 El Salvador project implemented by NCBA CLUSA in CSA and capacity building activities to producers and cooperatives, and the FY2015 Honduras Government to Government project in SPS, TFA, and CSA activities. Additionally, proposals should include activities that will be implemented in close collaboration with the Guatemala FY2016 project implemented by Counterpart International in capacity building of extension services in CSA and the FY17 Honduras project implemented by TechnoServe in CSA activities for agribusinesses capacity building of public extension. It is important to also interrelate with the FY18 regional project implemented by TechnoServe in capacity and institutional building of the research entities and National Commodity Institutions.

The proposal will demonstrate a technical understanding of conservation practices, climate smart strategies capable of achieving beneficial regional impact, especially with relation to the USG-led AIM4C and SPG initiatives, as well as the USG Strategy to Address the Root Causes of Migration in Central America. The proposal will demonstrate effective inclusion of youth, women, and indigenous communities while outlining an efficient communication strategy that could include appropriate telecommunication mechanisms to disseminate information broadly and effectively to stakeholders.

Steering Committee

The awardee will be expected to work in close cooperation and coordination with a project Steering Committee composed of key stakeholders such as FAS/Washington, FAS/Guatemala, other government of Guatemala, Honduras, and El Salvador stakeholders, private sector representatives, and others as appropriate. The awardee will be expected to engage in substantive work planning with the Steering Committee that includes:

- Monthly summary report and check-in with key stakeholders

- Publication of media content as determined by USDA
- Quarterly meetings with steering committee
- Annual meeting/work planning with steering committee

Project components should include, but not limited to, the following:

Component 1 – TFA Improved Customs Systems and Procedures
In all three countries, there is a need to improve and simplify procedures and streamline the import, export, and transit processes. The proposal must place emphasis on the handling and clearing of perishable agriculture products, based on the current common delays, and include a plan to identify and assess capacity building and infrastructure needed to optimize the process. This may include improvements in customs software to improve transparency, accuracy, efficiency, risk management, pre-arrival processing, electronic payments, separation of release and clearance, communication between departments and traders, compliance with trade commitments, and reduction of clearance times to efficiently maintain the cold chain throughout customs and SPS clearance procedures. Activities can include capacity building for government officials on trade commitments, training on best practices, classification, origin, and customs valuation procedures.

Component 2 – SPS Institutional Capacity Building
The oversight of SPS measures lies mostly with public entities in the region, however these institutions require assistance when it relates to coordination and adoption of science based SPS regulation and measures. Entities can include the Ministry of Agriculture, Ministry of Health, National SPS Committee, Trade Facilitation Committee, and others. The proposal should discuss implementing a gap assessment to develop customized trainings for Departments of Plant Heath and Animal Health of the Ministry of Agriculture, and other related institutions on SPS specific topics. The training plan should include trainings for compliance with the Food Safety Modernization Act (FSMA). In addition, activities should address the application of Good Agricultural Practices (GAPs) and Good Manufacturing Practices (GMPs), to train farmers and critical stakeholders in the maintenance of SPS systems to meet international standards for safety, quality, and labeling.

Component 3 – SPS Risk Management Systems and regional harmonization
One of the key obstacles is the lack of harmonization of food related regulations and standards across the region that are based on science and international agreements and adoption by stakeholders including the private industry. Applicants should propose effective methods to strengthen the agricultural trade components of the official Single Window for Foreign Trade for both imports and exports in the region and facilitate the integration of USDA supported IPPC e-Phyto Hub while also improving the process for authorizations and permits for importing and exporting agricultural products. The project is expected to collaborate with the Departments of Plant Heath and Animal Health of the Ministry of Agriculture to support national initiatives and specific preclearance programs, export certifications, and establish an up-to-date online database for import and export requirements for perishable agricultural and animal products.

The project should support capacity building in the countries and foster partnerships to gather data necessary to propose and advocate for risk-based maximum residue limits (MRLs) at CODEX that are needed by the agricultural sector. This may include training for regulators, the private sector, and academia on US EPA (40 CFR) and JECFA MRLs vs EU MRLs and the impact on trade. The proposal must demonstrate how to assist the governments to establish public surveillance systems for plant and animal pests and diseases.

Component 4 – Climate Smart Farm Level Value Chains

To be effective in addressing the impact of climate change in agriculture and the associated impacts on poverty and cross border migration, proposals should consider innovative, appropriate, and adaptable CSA practices which demonstrate economic and environmental benefits. The proposal will build on appropriate new and existing practices to achieve gains in productivity, income, and trade while mitigating the impact of climate change. Such technologies could include efficient irrigation systems, sustainable carbon capture mechanisms, proper fertilizer utilization, integrated crop-livestock systems, and other cost-efficient practices that result in improved soil health, reduced erosion, and increased income. The proposal should include the effective use of farmer field schools and incentive-based adoption practices which address agriculture intensification such as intercropping, diversification, and optimization process.

Proposals should support communities to design inclusive business models, market linkages, and incorporate public governance institutions that support local ownership of systems, and regulations that will assist stakeholders to comply with traceability, food-safety, and SPS standards, including compliance with FSMA, GAP, and GMP. Applicants should provide a succinct value chain analysis and landscape summary to justify proposed interventions. Stakeholders include public institutions, farmers, and private-sector entities such as input suppliers, transporters, wholesalers, and those offering goods and services to improve technologies and practices for improved resource (farm, soil, water, and input) management.

Monitoring and Evaluation

Applicants should include all relevant standard indicators in their proposal and capture additional climate smart results with custom indicators as needed (see page 23). USDA anticipates that applicants will add custom results to the project's graphical Results Framework related to the Trade Facilitation theme. Custom indicators for this project should seek to measure increased alignment of government policies with the WTO and impacts of the project on release times at the border. Applicant may consult publicly available, established indicator sets such as Foreign Assistance Standard Indicators-IRS Category 5 Economic Growth indicators on Trade and Investment.

Appendix B.3

Thematic Area
Spices

Country
Jamaica

NOFO Number
USDA-FAS-10.606-0700-22-(127)

Purpose
USDA seeks to support farmers and the overall growth of the spices value chain in Jamaica, by promoting diversified, sustainable, and climate-resilient farming systems which encourage the production and processing of safe, pure, and clean spices and by strengthening marketing connections.

The global seasonings and spices market was valued at $17 billion in 2020 and is expected to reach $24 billion by 2028, growing at approximately 4.5 percent (compound annual growth rate).[19] As a subset, the global compound annual growth rate of demand for ginger and turmeric—boosted by skyrocketing awareness of their culinary and cosmetic applications, along with medicinal capabilities as immune-system boosters—is projected to be 5.4% from 2021 to 2028, presenting an opportunity for farmers of all sizes to sustainably increase their production and incomes and expand their access to international and premium markets.

The United States is the largest importer of ginger and turmeric within the global market, and it is also Jamaica's most significant spice end market. The US has replaced the European Union 27 as Jamaica's largest market for pimento (called "Allspice" in the U.S.), absorbing 40–48% of its exports from 2006 onwards, while increasing its purchase of Jamaican ginger to 30–60% of total exports since 2012, and absorbing nearly 100% of Jamaica's fast-growing turmeric exports since 1996.[20]

Jamaica has been shown to be a producer of premium quality spices.[21] However, production levels have fallen. Jamaica was listed as one of the three largest ginger producers in the world in the 1930's–1960's[22], but experienced a significant downward trend from 2000 MT in 1953 to only 298 MT at its lowest point in 2008, a decline hastened by the ginger rhizome rot disease

[19] https://www.fortunebusinessinsights.com/industry-reports/spices-and-seasonings-market-101694
[20] UN Comtrade, 1996-2020.
[21] https://www.sciencedirect.com/science/article/abs/pii/S0308814611013926
[22] The University of the West Indies (UWI), Mona, Dept. of Chemistry, *Jamaican Ginger*, Accessed October 16, 2017. http://wwwchem.uwimona.edu.jm/lectures/ginger.html

which hit the country in the 1990's.[23] The production of turmeric, pimento, and other spices have met similar albeit less dramatic declines.

Jamaica also consumes a considerable amount of these spices domestically,[24] and has only exported between $1–3 million per year each of ginger, turmeric and pimento over the past five years.[25] However, the Jamaican Agricultural Commodities Regulatory Authority (JACRA) estimates that existing global demand for all three Jamaican products (approximately 60–70% in raw form and the rest processed) is over three times existing production levels, and that Jamaica can readily ramp up its production to meet that export demand within 4–5 years. With appropriate support, they believe it is possible to achieve a three-fold increase of the current level of 700 MT to 2,800 MT per year for turmeric, and a four-fold increase over the current annual level of 4,000 MT to 17,000 MT per year for ginger.[26]

The Government of Jamaica (GoJ) has long recognized the socio-economic development potential of the ginger industry,[27] and was recently supported by a FAO value chain project[28] that worked with governmental and private sector partners to help strengthen ginger tissue culture labs, public and private nurseries, develop a certification program, and develop public-private partnerships with buyers to begin reinvigorating production. Both the number of farmers planting ginger plus the level of yields and production began to show a significant increase in 2020[29]. Similar work has begun with the turmeric value chain, which also has great potential for expansion, though has faced similar threats from rhizome rot.

Pimento—which originated in Jamaica and has been called "the heart of Jamaican agriculture"—currently generates the most revenue of any Jamaican spice at about $5 million per year.[30] As a tree, pimento is unaffected by rhizome rot, but its multiple uses now threaten its berry productivity, as its leaves are valued for their oil and its pungent wood is the favorite for cooking Jamaica's renowned "jerk chicken". Most pimento trees are now aged and require replacement, which the government is currently encouraging through a rehabilitation program including provision of grafting material and establishing a higher farmgate price.[31] Though Jamaican pimento is of the highest quality, its exporters face a challenge in obtaining a corresponding premium price, as many importers prefer products of lower quality and price available from other countries.

---

[23] Food and Agricultural Organization (FAO), *Jamaican Ginger Production Statistics*, Accessed October 16, 2017, http://www.fao.org/faostat/en/#data/QC.
[24] FAO, *Jamaica Ginger Value Chain and Market Analysis*, November 2017.
[25] UN Comtrade (including HS codes 091011, 091012 and 091010 for ginger, 091030 for turmeric and 090421, 090422, 070960 and 090420 for Allspice/pimento (capsicum and Allspice cannot be separated in UN Comtrade).
[26] JACRA, *Industry Assessment (Turmeric, Ginger, Pimento & Nutmeg)*, 2021.
[27] FAO, *Jamaica Ginger Value Chain and Market Analysis*, November 2017.
[28] https://www.fao.org/americas/noticias/ver/en/c/1436872/
[29] UN Comtrade, HS codes 091011 and 091012
[30] https://jis.gov.jm/government/agencies/export-division/ (Ministry of Agriculture, Export Division).
[31] Ibid.

The U.S. has long sought to augment Jamaica's economic development opportunities, including offering duty-free trade under the Caribbean Basin Initiative in 1984. Its commitment was magnified in 2021 with the SALPIE (Small and Less Populous Island Economies) Initiative, which offers additional economic cooperation in the face of climate change and vulnerability. Jamaica is the third-most exposed country in the world to multiple climate hazards (hurricanes, floods, droughts, storm surges, and landslides), threatening both food security and livelihoods, particularly for the country's approximately 200,000 registered farmers comprising 15% of the labor force.[32] It already experiences the effects of climate change via a decline in rainfall, temperature increases, and more intense hurricanes. These ills are added to pre-existing declines in soil fertility, soil loss through soil erosion, and deforestation.[33] In part for these reasons, the Jamaican government made an unconditional pledge to reduce its greenhouse gas emissions from 2005 to 2030 by 25.4%.[34] These climatic changes and impacts influence all agricultural sub-sectors, including spices.

Goal
To strengthen and expand the Jamaican spice value chains of ginger, turmeric, and pimento (Allspice), improving their production and productivity, stakeholder coordination and collaboration, and exports, all within a context of increased climate resilience and reduced emissions.

Timeframe
5 years

Project Award Value
Up to $20 million

Anticipated Operating Budget (Monetization Proceeds + CCC Admin)
$15 million

Programing Priorities
USDA has identified the global spices value chain as a Food for Progress (FFPr) program priority for fiscal year 2022 and is soliciting proposals that demonstrate proposed activities to make substantial contributions to FFPr's highest-level strategic objectives—*Increase Agricultural Productivity* and *Expanded Trade of Agricultural Products (Domestic, Regional, and International)*—as outlined in its Program-Level Results Framework.

This project will support Jamaica's three key spice value chains of ginger, turmeric, and pimento (or "Allspice"). It seeks to leverage and scale up the work of prior assistance in the subsector, including the IFC's 2016 "Jamaica Sauces and Spices Small and Medium Enterprises and Value

[32] From Concept Note to Green Climate Fund for "ADAPT-JAMAICA Enhancing Climate Change Resilience of Vulnerable Households in Central Jamaica", by Ministry of Economic Growth & Job Creation with FAO-Jamaica, Sept. 2020.
[33] Jamaica Agricultural Sector Development Plan, 2009.
[34] Jamaica's Updated Nationally Determined Contribution (unfccc.int)

Chain Project" which focused on spice processors, and FAO's Spice Value Chain project from 2017–2021 which sought to strengthen the value chain starting with clean planting material through improved connections between farmers and buyers. This USDA project aims to build on both, in scaling up ginger and turmeric production with more farmers, strengthening public and private partnerships, and furthering collaboration within the value chain and with governmental facilitative bodies. USDA seeks to prioritize inclusion of women and youth throughout the value chain and encourages the use of climate smart solutions to better tailor interventions.

Central to the project is strengthening the capacities of and collaboration between the key players of the spices sector. Several universities (such as the Northern Caribbean University and the University of the West Indies (UWI) at Mona[35]), have played roles in spice research and strategy, though their coordination mechanisms with other actors in the supply chain can be improved. Such universities can serve as partners to test and develop spice varieties with needed characteristics such as GRR and drought-resistance given climatic changes, or feasibility studies on the technical, economic, and financial viability of complementary crops in intercropping and mixed cropping alternatives. While Jamaica does have local input providers, such as irrigation suppliers and expertise, private linkages may need to be strengthened with farmers when upgrading farm technologies. Essential to ensuring project sustainability is close collaboration with key governmental entities such the Rural Agricultural Development Authority (RADA), the agricultural extension arm of the Ministry of Agriculture and Fisheries (MOAF), and JACRA which regulates and facilitates development of the key spices. Furthermore, access to financing has been identified as an important need along the value chain.

USDA seeks proposals that consider productivity and livelihoods from a landscape approach—a concept that balances competing land use demands in a way that is best for human well-being and the environment. It means creating solutions that consider food and livelihoods, gender equity and social inclusion, rights, finance, and progress towards climate and development goals.

Component 1 – Increased access to quality planting material

A key part of strengthening and expanding the spice value chains of Jamaica is increasing their production and productivity, which, particularly for ginger and turmeric, requires assuring adequate supplies of tissue culture planting material certified to be free of rhizome rot. While significant progress has been made for ginger over the past few years, public and private nursery production for turmeric is still in a nascent stage. Proposals should include improved techniques to strengthen the supply of planting material and strengthen the network of tissue culture labs for creating clean, quality rhizomes or seeds/seedlings for the selected spices; and, when economically viable, complemented by nutmeg and Scotch bonnet chili peppers. Activities should focus on providing capacity building to tissue culture labs and nurseries to achieve the level of certifications required to meet the targeted international quality standards.

Coordinating bodies such as the National Tissue Culture Working Group (NTCWG) and the Ginger/Turmeric Working Group play critical roles and require further strengthening for an

[35] The Northern Caribbean University has a representative on the National Tissue Culture Working Group, and University of the West Indies, Mona has researched and produced a number of articles on spices, including ginger.

expanded and sustainable spices sector. Close collaboration with NTCWG and other government partners to support the objective of improving coordination across the labs for tissue culture production of ginger, turmeric and other crops will help promote and strengthen the capacity of public and private nurseries to raise and market spice rhizomes and seedlings and achieve higher survival rates. Success in increasing plant survival rates will also require providing technical capacity building on transplanting from nurseries to farms.

For Jamaica to regain its global position as an important pimento/allspice producer, similar work must be done with establishment of nurseries needed for rehabilitation of pimento orchards. This may require a special survey to gain a better understanding of the issues facing producers of this multi-use tree, as well as formation of a public-private working group to effectively coordinate actions needed.

Component 2 – Increased and sustainable production plus farmer resiliency

Increased spices production and productivity, along with greater on-farm climate resiliency and reduced emissions, cannot be achieved without capacity building and support offered to farmers. Fortunately, Jamaica's RADA is involved in agricultural extension across a wide spectrum, and JACRA provides support for a narrower set of crops including spices, which enables much of the project's capacity building efforts with farmers to be carried out in partnership with these institutions. It may be constructive to work with both institutions to assess their needs for internal capacity building, after which action plans can be constructed. Similar exercises could be explored with relevant cooperatives, farmer associations and other associative mechanisms with the ability to build farmer capacities and explore synergies and economies of scale by aggregation in purchasing, marketing and production.

To complement the work of nurseries described under Component 1 in producing clean ginger and turmeric rhizomes (or seedlings, in the case of pimento), farmers require capacity building (whether through farmer field schools or other mechanisms) on proper re-planting of seedlings during the critical two-week period of on-farm acclimation. The project should assess other areas in which capacity building in good agricultural practice (GAP) techniques are needed to assure long-term production benefits. It is expected that JACRA will be a key partner, whose existing work can be scaled up in providing genetic materials, supporting nurseries, offering farmer field school knowledge transfer and rehabilitation programs, and providing brand protection and medium and small business support. This may include utilization of on-farm research and development trials, including of intercropping and multi-cropping options to increase yields, diversify incomes, and manage risks. It may also include updating of the value chain assessments of ginger and turmeric, and performing one for pimento, which will serve to clarify how to attract more farmers into spices sector.

USDA encourages the pursuit of regenerative agriculture[36] to improve long-term productivity along with soil health, moisture retention and climate resilience while reducing soil erosion,

[36] **Regenerative agriculture** is here defined as a conservation and rehabilitation approach to food and farming systems focused on topsoil regeneration, increasing biodiversity, improving the water cycle, enhancing ecosystem services, supporting biosequestration, increasing resilience to climate change.

increasing tree cover for crop shading and hurricane protection, reducing emission of soil carbon dioxide and other greenhouse gases (per the GoJ's NCC pledge). We also encourage exploration of appropriate natural and precision fertilization, and water management solutions including drip and other irrigation systems.

In addition, farmer training on improved techniques will be derived from the need to meet demand for increased product quality, as determined by market research undertaken in coordination with processors and exporters (per Component 3).

Component 3 – Strengthened market connections

Jamaica's spice farmers cannot succeed without stronger connections up and down the value chain. Improved linkages between farmers and input suppliers, including the set of local irrigation system suppliers, are required to provide appropriate and sustainable agricultural technologies and solutions. In addition, while some work has been done with farmer-buyer relations in the ginger value chain, further support is required both there and with the other spices. One area to evaluate is the mutually beneficial contract farming arrangements between farmers and spice processors.

Processors suffer not only from significant excess processing capacity relative to low spice production levels[37], but also from the need to upgrade their capacities to comply with the food safety standards and other certifications required for export. Applicants should consider the need for market research on end markets to determine the appropriate level of premium certifications needed for exports, in consultation with processors and exporters. Food safety standards required for export could include facility and processing certifications such as Hazard Analysis Critical Control Points (HAACP), Global Food Safety Certification (GFSI), Safe Quality Food (SQF), Organic QAI, or other appropriate U.S. or EU certifications.

Applicants should include a strategy to assess and design viable business models, including traceability, for higher value-added products which could raise farmgate prices, attract new investment and buyers, and potentially incentivize organic and environmentally sound production and processing processes. This could include facilitation of development of new Jamaican spice products, potentially including nutraceuticals, by processors and local investors, which could include new value chain assessments and market analyses, perhaps in part through "innovators' challenge" events. Potential support to processors and others in strengthening cold chain capacities should be based on the value chain assessments.[38]

A critical part of expanding Jamaica's spices sector is continued and increased collaboration between the private sector and the GOJ. Proposals should include close collaboration and coordination with JACRA, and improved engagement between JACRA and value chain actors such as nurseries, farmers, and buyers. Additionally, the project could support JACRA in its work with processors and others to continue strengthening the Jamaican brand.

[37] FAO 2022 report from Bayz Jamaica, which is processing 5 MT of turmeric weekly but has capacity for 10.
[38] Example: *https://jis.gov.jm/govt-to-embark-on-us1-05-million-agri-business-cold-chain-project/*

Component 4 – Increased Access to Finance
Access to finance is a key constraint all along the spice value chain in Jamaica, stretching from the microfinance needs of small farmers to formal financial institution access for medium- and larger-scale farmers and processors, and formal bank loans and investor financing for larger processors. Applicants are encouraged to consider facilitation of appropriate financial solutions for different value chain actor needs and typologies, based on an assessment of existing financing, credit, and investment options (and recent relevant finance projects in Jamaica such as the 2021 IFC-Sagicor Bank program). Finance options can include provision of credit, savings, and guarantees or insurance to or among value chain actors. Some examples are seasonal loans or advances from buyers to farmers (such as "contract farming"), agro-processors advancing credit to farmers, input providers supplying in-kind loans to farmers, buyer out-grower schemes that involve credit (often alongside inputs), short-term, seasonal loans for working capital from microfinance institutions, long-term fixed asset loans from financial institutions, and partial guarantees from financial institutions to leverage credit to value chain actors.

Sustainable interventions require focusing on creation of strategic alliances through financing extended by a variety of value chain actors and financial institutions. Most financing options should be sustainable in the market long term but could also include matching grants to spur accelerated growth of the recipient if expected to produce multiplier effects throughout the value chain, and particularly when it involves youth or women or application of more environmentally sound practices. If proposing a matching grant co-investment component to the strategy, applicants are requested provide tentative examples and caps.

Metrics
In addition to including all relevant Food for Progress standard indicators in their proposal, Applicants should consider their specific proposed activities and desired results, and include indicators or special studies that reflect any of the below themes the proposed project will address:

- Farmer income increases (using household surveys or other appropriate data collection methods such as a living income model)
- Environmental changes or improved resiliency resulting from climate smart agricultural practices (see page 23 of this NOFO)
- Social return on investment per activity, including a focus on gender or age gaps as relevant
- Premium certificate benefits for participating farmers
- Context-specific themes described in the components above

Applicants may wish to propose using evaluation tools or methodologies their organization has successfully used in similar projects.

Appendix B.4

Thematic Area
Climate Smart Agriculture

Country
Malawi

NOFO Number
USDA-FAS-10.606-0700-22-(564)

Purpose
USDA will support Malawi to strengthen Climate Smart Agriculture (CSA) initiatives to increase crop resiliency to address food security. USDA will focus on agricultural climate related vulnerability, improve water management in response to increased water scarcity and promote crop diversification from traditional crops with shrinking markets and prices.

With the support of USDA assistance, Malawi can increase their climate resiliency while contributing to and benefitting from the goals of the Agriculture Innovation Mission for Climate (AIM4C) and Sustainable Productivity Coalition (SPG) to increase climate smart agriculture and food systems innovation and increase sustainable productivity growth in support of climate action and accelerate the transition to more sustainable food systems.

Over the last decade, climate change and climate variability caused devastating agricultural losses, most notable climate shocks have been erratic rainfall, droughts, prolonged dry spells, and strong winds which have caused considerable impacts in agriculture, health, water, forestry, and wildlife in Malawi[39].

Increases in greenhouse gas (GHG) emissions may be due to natural internal processes within the climate system, or due to natural or anthropogenic (human-driven) external causes. The Agriculture, Forestry, and Other Land Use (AFOLU) sector is associated with a large proportion of Malawi's greenhouse gas emissions, derived from forest losses largely due to harvested woody biomass for timber, pole harvests, and fuelwood as well as losses due to disturbances such as forest fires, in addition to increased agricultural activities and an increment in fertilizer use due to a government subsidy program. Land use change and forestry contribute about 43% of the total emissions[40].

The International Model for Policy Analysis of Agricultural Commodities and Trade (IMPACT) analysis of climate change in agriculture from 2020 to 2050 indicates: 1) Under climate change the harvested areas for rice and groundnut production are likely to increase; changes in

[39] The Third National Communication of the Republic of Malawi, January 2021
[40] Climate Change, Agriculture and Food Security (CCAFS) Climate Smart Agriculture in Malawi, Published 2018-10-01

precipitation and temperatures associated to climate change may favor these crops; areas for soybeans, potatoes, and cassava cultivation will likely decrease; and areas for bean production do not show significant change. 2) Climate change is likely to reduce the yields of maize 10.61 percentage points (pp), groundnut 5.84 pp, beans 1.87 pp, cassava 3.63 pp, and potatoes 12.78 pp, but increase the yields for rice and soybean by 6.93 pp and 1.33 pp respectively[41]

USDA intends to support Malawi to address climate vulnerability and low crop yields, through crop systems diversification, promotion of perennialism in agricultural landscapes which can also serve in soil carbon sequestration[42] and water management in response to increased water scarcity, to mitigate rain-fed farming challenges. USDA would support the Malawi National Resilience Strategy (2018-2030[43]), which addresses the following:

- Resilient agriculture: The outcome for this is increased real farm-based household incomes through crop and livestock diversification, improve soil health, water management, irrigation farming, market development, improving strategic grain reserves, drought risk reduction, and increasing access to farm inputs.
- Catchment protection and management: Forest and landscape restoration, payment for ecosystem services, sustainable energy, and forest-based enterprises.
- Risk reduction, flood control, early warning, and response.
- Human capacity, livelihoods, and social protection: shock responsive social support, livelihoods, and nutrition.

Food for Progress seeks to expand climate smart programming into all its work, whether as standalone projects or components of broader projects, that address key overarching opportunities. By addressing all three pillars of climate smart agriculture (CSA): sustainably increasing agricultural productivity and incomes, while adapting and building resilience to climate change ,and/or reducing/removing greenhouse gas emissions, we can capitalize on possibilities to integrate improvements that address climate concerns and provide increased economic development opportunities for target populations in Malawi.

Goal

The project will support sustainably and scalable CSA practices and technologies in crop diversification to address food security, including expansion of tree crops production and drought tolerant crops. The project will also address improvements in water management based on end market opportunities.

[41] The IMPACT assessment considered three parameters, namely: net trade, crop area (livestock is not included in this analysis), and yields, for scenarios with and without climate change (CC and NoCC). All commodities were assessed individually. An assessment for tobacco was not possible due to unavailability of data. The effects are reported as percentage points (pp) illustrating differences between the percent changes between the two scenarios (considering 2020 as the baseline year and 2050 as the end year).

[42] Young et al., 2009; Cates et al., 2016

[43] The Third National Communication of the Republic of Malawi, January 2021

Timeframe
5 years

Project Award Value
Up to $24 million

Anticipated Operating Budget (Monetization Proceeds + CCC Admin)
$16 million

Programming Priorities
USDA is soliciting proposals demonstrating activities that will make substantial contributions to the FFPr strategic objectives of increasing agricultural productivity and expanding trade of agricultural products.

Applicants should build on previous initiatives and investments in Malawi[44] from USG, private sector, and other donors. The proposal shall also assess where activities can leverage and complement existing efforts by other international bodies and donors, such as multilateral or bilateral aid agencies and explain how the program would build upon these efforts and avoid duplication of other climate adaption and mitigation efforts.

USDA encourages close collaboration with local universities and the Government of Malawi (GOM) to leverage and sustain existing knowledge and expertise in Malawi. For example, through feasibility studies on the technical, economic, and financial viability of target area specific CSA approaches.

The proposal must demonstrate the applicant's keen understanding of climate smart agricultural strategies capable of achieving beneficial multilevel impacts for: farmers, farmers associations, local government institutions, market outlets, and national policy makers. The proposal shall outline how it supports the USG-led AIM4C and SPG initiatives and identify the contributions to these policies' implementation.

As part of the baseline study, the project must include a preliminary diagnostic study on the specific areas of intervention. The proposal will characterize the targeted production geographic area, it will describe the approach the applicant would take to identify feasible crop diversification and the methodology it will implement to ensure adoption of new technologies and practices in the identified crop systems and outline the market opportunities for the identified crop systems.

Applicants should include the most feasible geographic target area, based on the potential for crop diversification, water management for agriculture, and market-based solutions.
USDA encourages the utilization of USDA's agencies' knowledge and expertise, aside from specialized Land Grant Universities, applicant shall engage areas from the Foreign Agricultural

[44] FFP MSIKA, USAID program PERFORM, USDA-FAS-AED project EC-LEDS

Service (FAS), the Natural Resources Conservation Service (NRCS), the Agricultural Research Service (ARS), and others.

Component 1 – Capacity Building on crop systems and low emission production practices
Agriculture is the single most important sector of the Malawi economy, contributing over 35% of the GDP, employing over 85% of the workforce, and contributing 90% of foreign exchange earnings. Malawi's agricultural sector is dominated by the smallholder sector, estimated at about 3 million farmers. The main staple crop is maize cultivated on over 70% of the arable land. The main cash crop is tobacco. There is limited diversification to other crops such as pulses, roots, and tubers. The major agricultural challenge is low productivity and profitability of smallholder agriculture.

Malawi has a traditional subsistence agricultural production structure, where the crop cultivated most extensively regarding land use is not the crop that renders the most profits. The most profitable crops are cultivated at smaller scales.

A crop diversification strategy will present some challenges, Chibwana and Fisher[45] explain that Malawi's ongoing Farm Input Subsidy Program (FISP) has resulted in the expansion of maize production at the expense of other crops, as it focuses overwhelmingly on fertilizers, seeds, and pesticides specifically for maize. While it is possible to pursue diversification strategies concurrently with FISP this has so far not been done. Malawi Landscape Analysis and Fisher outline several ways in which diversification and subsidy programs could co-exist, although they admit that this would be difficult.

Minot[46] notes that cassava and sweet potatoes are also important crops and since these are more drought resistant than maize, are especially important in low-rainfall years. One-third of smallholder farmers cultivate cash crops, including tobacco, cotton, paprika, and groundnuts[47]. Unfortunately, these farmers are often unable to negotiate fair prices for these crops because their low-income status forces farmers to prioritize immediate compensation over higher earnings.

Applicants should present innovative and appropriate climate smart agriculture (CSA) practices that have a high likelihood of being adopted and adapted into local agricultural activities, with particular focus on the high-value horticulture sector,[48] to capitalize on the farmer-based organizations, farmers capacities developed, financial access pathways identified, and policies developed under the 2017–2021 FFPr project. Activities shall be inclusive, with a focus on the participation of youth and women.

[45] C Chibwana, M Fisher, (2011) "The impacts of agricultural input subsidies in Malawi", nrd.mv
[46] Minot, N. (2010). Staple Food Price in Malawi. International Food Policy Research Institute, Markets, Trade, and Institutes Division. Maputo, Mozambique: Comesa Policy Seminar
[47] Verheijen, Janneke. "Balancing Men, Morals and Money: women's agency between HIV and security in a Malawi village". Leiden: African Studies Centre, 2013.
[48] Refer to FFPr project "Malawi Strengthening Inclusive Markets for Agriculture (MSIKA)", to build on its outcomes

Additionally, activities are expected to focus on simple, affordable carbon capture, soil health, and other climate mitigating practices. The climate smart practices must lead to an increase in production or reduction of production costs and linked to an end market strategy for the crop value chains identified.

The proposal shall evaluate the following practices (but not limited to), to identify and develop trainings on crop systems diversification such as: milpa, intercropping, and perennial crop systems. As part of the CSA approach, activities should include the application of drought resistant crops and promote soil health practices through integrated farm livestock solutions. Demonstration and practice plots shall be established to test climate smart practices and training in these plots will be done jointly in collaboration with local agricultural universities and/or rural agricultural schools.

While the assessment and quantification of emissions are fairly new approaches, proposals should include tools and reporting capabilities on GHG fluxes. When appropriate, activities should create linkages with the USAID PERFORM agricultural intensification and diversification project.

Component 2 – Strengthening of water management technologies and practices
Malawi has a unimodal rainfall pattern and faces extended periods of dry spells which significantly affect crop production and crop production, though farmers continue to depend on rain-fed farming due to low levels of irrigation development and poor water management.

To avoid major food shortfalls that result from these periods of drought and floods, there is need for the country to invest in water retention systems, irrigation infrastructure as well as water collection and management. Agricultural intensification through irrigation has the potential to improve yields and provide at least two harvests per ha for the smallholder farmers each year. Total formal or semi-formal irrigated area in Malawi is 39,000 ha against a potential area of up to 700,000 ha. The main reason for the low use of irrigation water include: 1) lack of an irrigation culture by Malawians, and 2) inadequate water resources in rivers and streams during the dry season. The Government of Malawi has adopted a National Irrigation Policy and Development Strategy (NIPDS) in 2000 and an Irrigation Act in 2001 which support sustainable irrigation development[49].

The type of solutions to address water dependency will depend on the geographic area, access to finance, and behavioral change obstacles. Thus, activities can include the various appropriate technologies such as: water retention and detention, watershed recharge practices, solar managed irrigation, and the use of tertiary feeder canals. Water solutions should be paired with the design and implementation of financial business model for water payment structures, and/or the design of public-private partnerships to ensure sustainability.

[49] The 2010 version of the NIPDS is being drafted

In addition, capacity building to develop or strengthen farmers organizations will be needed to reach economies of scale. The project will work closely with local government authorities in order to ensure proper compliance with local rules and regulations and to establish local ownership.

The implementation of the activities shall be in close collaboration with the Water Users Associations (WUAs) and other irrigation projects, such as the International Fund for Agricultural Development (IFAD), Programme for Rural Irrigation Development (PRIDE) and the World Bank, Irrigation, Rural Livelihoods and Agricultural Development Project (2021), in addition some stakeholders to include in the project shall be: Irrigation Water Management Unit (IWMU), Water Users Association Services Unit (WUASU) and the District Irrigation Advisory Services Unit (DIASU).

The project shall establish, as part of the M&E plan, a threshold for productivity increase and volume of water distribution as output of the water management intervention.

Component 3 – Strengthening the use of Ecosystem services

Agricultural ecosystems rely on ecosystem services provided by natural ecosystems, including pollination, biological pest control, maintenance of soil structure and fertility, nutrient cycling, and hydrological services. The value of these ecosystem services to agriculture is enormous and often underappreciated. Agroecosystems also produce a variety of ecosystem services, such as regulation of soil and water quality, carbon sequestration, support for biodiversity, and cultural services. [50]

The value of ecosystem services towards agriculture has not been accurately assessed in Malawi. The growing population which is highly dependent on subsistence agriculture has led to a commensurate expansion of agricultural lands, at the expense of forest lands. Agricultural lands typically expand into natural woodlands and has been the biggest cause of deforestation in Malawi until recently, with charcoal production as the leading culprit.

Proposals should include the assessment of ecosystem services in the target areas, using tools such as Integrated Landscape Planning at farm level to maximize land surface utilization [51]. Activities to link the nexus between agriculture (component 1) and ecosystem services can include efforts to use Geographic Information Systems (GIS) tools for landcover mapping with layering of that sequestered carbon data, training packages to communities and local extension officers in landscape planning tools, and the evaluation of soil and tree carbon sequestration with potential links to carbon markets [52].

---

[50] Ecosystem services and agriculture: tradeoffs and synergies, 2010 Alison G. Power (https://doi.org/10.1098/rstb.2010.0143)

[51] The Role of Ecosystem Services in Sustainable Food Systems. https://doi.org/10.1016/B978-0-12-816436-5.00006-8 2020 Elsevier Inc.

[52] World Bank Group. 2018 Anass Toudert, Ademola Braimoh, Martial Bernoux, Maylina St-Louis, Manar Abdelmagied, Louis Bockel, Adriana Ignaciuk, and Yuxuan Zhao, Carbon Accounting Tools for Sustainable Landscape Management,

The care for and value of forests are important as part of the ecosystem approach, but the link to household resiliency has not been clearly developed. Proposals should include sustainable alternative livelihoods for farmers such as harvesting of forest products. Potential products are mushrooms, Baobab juice, medicinal plants, wild leafy vegetables, edible insects, and indigenous fruits used for jams, sweets, flour, and oil. In addition, forested areas provide grazing for livestock.

Components 4 – Climate smart practices financial incentives and market development
Access to finance is a key constraint all along agricultural value chains in Malawi, stretching from the microfinance needs of small farmers to formal financial institution access for medium- and larger-scale farmers, and especially in the sphere of CSA. Applicants are encouraged to provide appropriate financial solutions in the target regions and value chains and applications of climate smart technologies and practices to achieve sustainable multi-year production. This should be based on an assessment of existing financing, credit, and investment options in Malawi. Activities should include the development of financial instruments to incentivize farmers in applying climate smart technologies and practices and a strategy to support growth-oriented agricultural development by working with local financial structures. Malawi's smallholder agriculture production faces the challenges related to the weak and thin markets for both agricultural output and inputs. This is exacerbated by the discretionary government interventions in markets which have often eroded private sector confidence in the markets, thereby affecting the development of both output and input markets in the sector.

Applicants shall outline activities and measures to improve smallholder agricultural income through increased smallholder commercialization, access to markets, and necessary technical and advisory services. The sectors to develop for market-based solutions shall be the ones address in components 1 and 3, horticulture, and revenue producing trees.

Market development services should be consistent with national policies and the Agricultural Development Program (ADA).

Metrics
Applicants shall include all relevant standard indicators in their proposal and capture additional climate smart results with custom indicators as needed (see page 23 of this NOFO). Beyond the use of standard Food for Progress indicators, Applicants should consider their specific proposed activities and desired results, and include indicators or special studies that reflect any of the below themes the proposed project will address:

- Farmer income increases (using household surveys or other appropriate data collection methods such as a living income model)
- Environmental changes or improved resiliency resulting from climate smart agricultural practices
- Social return on investment per activity, including a focus on gender or age gaps, as relevant

- Increased alignment with and contribution to national government policies and USG climate policies

Applicants will propose using evaluation tools or methodologies their organization has successfully used in similar projects.

Additional Guidance

Project Steering Committee

The Project will propose the implementation of a Steering Committee (for advisory and oversight purposes) which may be chaired by the Ministry of Agriculture and Food Security and comprised of sector experts.

The awardee will be expected to work in close cooperation and coordination with the project Steering Committee, and key stakeholders, including USDA/Washington. The awardee will be expected to engage in substantive recurring Steering Committee meetings that includes:

- Review of the annual statement of work
- Ad-hoc check-ins and monitoring of benchmarks
- Providing technical and strategic program guidance

Appendix B.5

Thematic Area
Cacao

Country
Nigeria

NOFO Number
USDA-FAS-10.606-0700-22-(560)

Purpose
USDA/FAS seeks to improve agricultural productivity and traceability in the cacao value chain in Nigeria. According to the National Cacao Development Committee (NCDC), at its peak Nigeria produced over 385,000 metric tons per year—a smaller amount compared to Ivory Coast and Ghana where half of the cacao global supply is produced. The majority of cacao producing states in Nigeria are in the southern part of the country including Oyo, Osun, Ondo, Ogun, Kwara, Ekiti, Taraba, Kogi, Delta, Edo, Cross River, Akwa Ibom, Adamawa, and Abia.

Nigeria's cacao production faces longstanding supply-side challenges such as low production, traceability, low product quality, crop diseases, limited logistics facilities as well as poor labor practices in the production and processing—hindering traceability in the early stages of the value chain. In addition, there are structural issues driving these challenges such institutional infrastructural gaps impeding agricultural transformation in Nigeria in general and the cacao value chain in specific. For example, lack of efficient federal and local agricultural registries, coupled with inadequate capacity in national oversight to address agriculture's poor labor practices.

Furthermore, limited resources, both private and public, dedicated to improvements in product quality adds to the challenges that have led to systemic low productivity in cacao in Nigeria. There are also environmental concerns such as the rate of deforestation in the cacao growing areas despite stakeholders' efforts to address this issue via improved agricultural and environmental practices. These institutional, infrastructural, and environmental challenges further constrain Nigeria's productivity and competitiveness in the cacao global market. USDA intends to address challenges leading to low cacao productivity and lack of reliable traceability framework in Nigeria and West Africa more broadly[53]. Stakeholders in the cacao value chain such as Nigeria's Federal Ministry of Agriculture and Rural Development (FMARD), the National Cacao Development Committee (NCDC), the Standards Organization of Nigeria (SON), cooperatives, and the private sector recognize the need to ensure higher productivity and have a reliable traceability system. Public and private stakeholders support the

[53] NORC final report released - finds over 1m cases of child labour in West Africa's cocoa sector (confectionerynews.com)

development of a robust traceability system as a building block for Nigeria's cacao to gain full access to global markets[54].

Efforts have been made by governments, donors, non-governmental organizations (NGOs), private entities, and multi-stakeholder coordinating bodies such as that led by the United States Department of Labor (DOL) including the 2001 Harkin-Engel Protocol[55] aimed at advancing traceability agenda, in particular child labor in the cacao subsector in West Africa. Efforts such as the Child Labor in Cacao Coordinating Group (CLCCG) led by DOL aimed at advancing traceability agenda demonstrate the diversity of stakeholders interested in the cacao value chain in the region and Nigeria in particular.

Applicants are required to address a set of priorities framed around objectives aimed at making strategic investments utilizing appropriate technologies and processes that could narrow technical and policy gaps which have rendered existing tools inadequate to fully address challenges in the cacao value chain in Nigeria. To support Nigeria's The Agricultural Promotion Policy 2016–2020, USDA/FAS is soliciting proposals from organizations with experience leading successful multi-stakeholder collaborations to support this activity.

Goal
To support Nigeria to increase cacao productivity and develop an effective and cost-efficient traceability process aimed at addressing current and future challenges in the cacao value chain.

Timeframe
5 years

Project Award Value
Up to $21 million

Anticipated Operating Budget (Monetization Proceeds + CCC Admin)
$16 million

Programming Priorities
USDA in consultation with private and public stakeholders in the cacao value chain has identified increased productivity and traceability[56] as key priorities for fiscal year 2022 agriculture development assistance for Nigeria. Applicants should demonstrate proposed activities would make substantial contribution to FFPr strategic objectives: *Increase Agricultural Productivity* and *Expanded Trade of Agricultural Products (Domestic, Regional, and International)*—as outlined in the FFPr program-level results framework. In addition to the standard program indicators, several key custom performance indicators will also need to be developed and measured for the proposed activities.

[54] EU threatening to reject Nigeria's cacao, say farmers. The Punch, November 25, 2021
[55] The Harkin–Engel Protocol, sometimes referred to as the Cacao Protocol, is an international agreement aimed at ending the worst forms of child labor and forced labor in the production of cacao, the main ingredient in chocolate.
[56] 2020 List of Goods Produced by Child Labour or Forced Labour, U.S Department of Labor, page 21

Activities implemented under the traceability component shall be technically appropriate, effective, adaptable, equitable, and economically viable—providing support to broader social and economic challenges in the cacao value chain in Nigeria. The activities shall address challenges not only prevalent in product quality, productivity, phytosanitary, deforestation, logistics, and child labor issues, but also challenges such as access to finance faced by smallholders and processors further limiting Nigeria's competitiveness in the cacao global market. Furthermore, the project will work towards building upon achievements made by local and international stakeholders[57] in Nigeria including, but not limited to, the private sector, NGOs, and the Government of Nigeria's efforts to address productivity and traceability in the value chain.

USDA expects activities to be coordinated with existing initiatives mitigating cacao productivity and product traceability challenges in Nigeria. Applicant's proposed project would also ensure that there is a strong coordination and integration with similar existing activities, not only in Nigeria, but also others the region. For example, USDA requires applicants to show how proposed activities complement the Department of Labor's MATE MASIE project and CACAO: Cooperatives Addressing Child Labor Accountability Outcomes or other projects in West Africa more broadly and or in Nigeria in specific.

USDA also expects that targeted project beneficiaries such as cooperatives, farmer associations, processors, warehousing operators, logistic companies, and others will be required to enroll and actively participate in the project's traceability activities detailed in Component #2 below.

Component 1 – Climate Smart Agriculture (CSA) for Increased Productivity in Cacao
Over the years, the production capacity of cacao in Nigeria has grown to about 385,000 MT per annum—a significant increase from 215,000 MT in 2000. However, the contribution of cacao to the Nigerian economy has continued to decrease—dropping from 0.3% of GDP in 2010 to 0.05% as of 2016 largely because other sectors of the Nigerian economy such as services, manufacturing, oil, and gas continue to grow at a faster rate than agriculture in general and cacao in specific. With this in mind, there is room for the cacao subsector to grow and contribute to the share of agriculture in the expanding Nigerian economy. For example, the Nigerian government and other local stakeholders are optimistic that Nigeria's cacao exports could reach $425 million[58]. To address these challenges, the Nigeria Export Promotion Council (NEPC) has identified cocoa subsector as an area of need for increased investment support and great economic potential[59].

Nigeria's cacao production is also affected by global climate change—an important constraint that need to be addressed as part of this project. For example, persistent drought, flooding, unpredictable off-season rains, and long dry spells—disrupting crop cycles/growing seasons,

[57] Nigeria: COCOBOD, Ministry of Women and Children Stakeholders, Hershey, OLAM, DOL works with 8 companies. ICI – international cacao initiative, ILO, UNICEF, Winrock, CARE.
[58] USDA/FAS/Lagos (2022)
[59] The NEPC also underscores the untapped economic potential of cocoa biproducts such as butter and paste.

crop quality and quantity in many agro-ecological zones in Nigeria and the region in general[60]. Similarly, cacao is highly sensitive to changes in climatic patterns including variations in the amount of rainfall and temperature. Other factors such as pests, pathogens, seedling mortality, and the availability of water affect yields and influence the level of capsid damage[61]. For example, in Ivory Coast, Nigeria, and Ghana, the cacao Blackpod disease accounts for a significant amount of production losses, attacking the ripened or very young pods[62]. In most places, climate change favoring conditions for pests amplifies the intensity and spread of crop diseases including the Blackpod.

Activities should collaborate closely with local and national government institutions, cooperatives, the private sector, and bilateral and multilateral donors engaged in the cacao value chain in Nigeria to identify inclusive solutions. For example, to further improve household incomes and resilience, the project should increase and target women and youth to participate in direct and indirect agricultural opportunities offered by the project. In addition, the project could also provide farming as business training activities targeting women and youth engaged in the cacao value chain in Nigeria.

Proposals should include activities that apply and disseminate best practices in water use and management to help communities participating in the cacao value chain access affordable, reliable, and safe water. Technical assistance components should include training farmers in water conservation and efficient utilization tools for agricultural use; specifically, approaches to improve soil moisture, the capture and storage of rainwater, or developing appropriate local solutions in the prevention of soil erosion and siltation caused by flooding and rain.

Component 2 – Improved Technology and Innovation in Traceability

Traceability allows business partners to trace back input purchased and processed as well as to track final products through the supply chain which is not a new practice. To some extent, traceability has always existed between buyers and sellers, to the extent that commercial activities have involved the capacity to identify the provenance of a product. The new aspect that the traceability concept brings to business practices is a process that links the information flow from the beginning to the end of a supply chain. Traceability is extremely important in addressing the information flow throughout the cacao value chain. For example, an effective cacao traceability system would lead to improved utilization of smallholder farm management practices in the form of better record management, use of labor-saving tools, appropriate cacao bean drying, storage, and sorting lead to improved crop quality for new and existing farmers in Nigeria. In the long-term, better farm management practices are envisioned to allow for improved cocoa yields in Nigeria. Cacao and food processors want to be able to obtain supply chain information about the origin of the cacao bean, warehousing conditions, processing and processors' details, and the type and quantity of pesticides used to fumigate and reduce invasive pest and diseases. Proposals should include activities to design a traceability system that tracks

[60] Why is the Cocoa Trade Important? www.resourcetrade.earth
[61] Capsid Pests of Cacao in Nigeria
[62] Nick Baskett, Nigeria's cocoa to fall due to fungal Blackpod disease, Bartalk.net, (2021)

any relevant variables that affect Nigeria's cacao trade including, but not limited to, production, transportation, storage, diseases, and quality.

Activities should include ways to ensure there is a robust national and local level participation and ownership of the traceability system to function efficiently and reliably. Collaboration with local and national agricultural authorities is key to developing an appropriate traceability process at the state and national level. In addition, applicants should include partnerships with local or international entities with integrity as well as a track record of integrating logistics management and technologies that merge institutional policies or platforms such as, but not limited to, Nigeria's SON certification process or others. Proposals should build on ideas stipulated in the Nigeria Digital Agriculture Strategy (2020–2030) as it relates to cacao farmers' digital needs and traceability solutions integrating existing stakeholders in the supply chain.

Furthermore, proposed tools for this activity would integrate existing system not limited to national agriculture policy frameworks, international agricultural certification standards, host country export regulations, farming system management, farm level production data, labor practices, intermediate processing, and logistics standards leading to a robust traceability system. The proposed activities should build in an exit strategy laying out long-term sustainability plan to be used at the local and national levels. As previously noted, local ownership would be critical to the implementation and success of the project. The proposed traceability system is also required to relate to broader international traceability frameworks—lending itself to use in global certification schemes. The successful applicant would be required to assess cost, fees and other tools aimed at building project's future self-sustaining operations.

In addition, examining socio-economic and environmental factors such as labor practices, women participation, land ownership, business operating environment, as well as deforestation would inform the viability of the project's proposed solutions. The project proposed solutions are expected to be inclusive with a significant local content and perspective through working and build coalition with local government authorities, industry, and non-governmental organizations contributing to Nigeria's cacao industry.

Component 3 – Creating Sustainable Business Models for Auditing and Compliance
The proposed project would develop a creative business model for auditing compliance and data gathering to inform the adequacy of the envisioned traceability system (consider models like the USDA organics program and nationally based third-party certifiers, among possible auditing models). In conjunction with developing viable business models, activities can incorporate a mix of local and international established certification schemes with the objective of maintaining credibility and trust at all levels of the cacao supply chain. For example, the project could utilize entities such as Standards Organization of Nigeria's Management Systems Certification Directorate (MSC), process as part of local applicable export standards as well as ownership with respect to process's accountability. The project must coordinate closely with Nigeria's Federal Ministry of Agriculture and Rural Development (FMARD), National Cacao Development Committee (NCDC), industry, NGOs, local regulatory authorities, bilateral and multilateral

donors, U.S. Customs and Border Control, DOL initiatives, and other platforms with ongoing investments toward shared goals.

Throughout the proposal, applicants must provide solutions to bring together stakeholders to establish real commitments and cooperation from industry stakeholder, both local and international working in cacao value chain in Nigeria. USDA expects the applicant to develop a framework that demonstrates the importance of partnerships that work to address shared goals and priorities in a policy environment that may be fragile, fragmented and lacks financial resources to fully exploit cacao value chain potential in Nigeria. Activities should highlight how to address local interagency issues. In addition, activities should include a financial sustainability plan for long-term cacao auditing services by establishing a stakeholder funded platform. A financing model is needed to showcase the viability of the auditing service, by mobilizing resources through a multi-stakeholder partnership that shares interests in the cacao value chain in Nigeria.

Component 4 – Local Traceability Information Awareness Campaign
A successful traceability system requires a commitment from and local ownership by local stakeholders as well as the public in understanding goals and objectives aimed at fully benefitting the cacao value chain in Nigeria. To support this activity, proposals should include a strategy on how to increase a national public awareness to inform stakeholders and the public about efforts to improve the Nigeria's cacao sector. Overall, proposed activities should focus on developing a national public awareness campaign promoting technical assistance at the farm level as well as the traceability system's reliability on product safety, disease tracking, product origin and quality, production processes used and improvements in environmental management, with targeted messaging at the state and national levels in Nigeria. Efforts to increase awareness should utilize a range of platforms for maximum impact, including, but not limited to, local radio broadcasts, schools, publications, social media, and or stakeholders' conferences and in-person training to name a few.

Metrics
Applicants should include all relevant standard indicators in their proposal and capture additional climate smart results with custom indicators as needed (see page 23 of this NOFO). Beyond the use of standard Food for Progress indicators, Applicants should consider their specific proposed activities and desired results in relation to improved traceability and should propose indicators or special studies that reflect how the project will address traceability as described in components 2, 3, and 4 above. Applicants may wish to propose using evaluation tools or methodologies their organization has successfully used in similar projects.

Appendix B.6

Thematic Area
Spices

Country
Peru

NOFO Number
USDA-FAS-10.606-0700-22-(136)

Purpose
USDA seeks to support the growth of global spice value chains by promoting diversified farming systems that support farmers to mitigate risk, encourage the production and processing of safe, pure, and clean spices, and strengthen marketing connections.

In 2020, the global seasonings and spices market was valued at $17.12 billion and is expected to reach $24.23 billion by 2028, growing approximately by 4.55 percent (compound annual growth rate).[63] The United States is the largest importer of ginger, turmeric, and oregano worldwide. Ginger and turmeric have skyrocketed in popularity due to a growing affinity for their culinary applications and are viewed as immune-system boosters, whereas oregano is prized for its antibiotic properties in livestock feed in addition to its culinary and botanical uses.

Between 2016 and 2021, the United States market for ginger, turmeric, and oregano, increased by $125 million in value of imports,[64] demonstrating the growth in demand for these spices and presenting an opportunity for smallholder farmers to increase incomes, expand access to international and premium markets, and support the sustainable growth of the spices sector in Peru. Spices production in Peru faces constraints due to limited access to high-quality inputs, climatic impacts on soil fertility and water, and pressure to meet international commodity export regulations and standards. Additionally, larger fluctuations in annual production affect the availability and price of select spices, resulting in disruptions to marketing strategies for producers, processors, and exporters.

Since the early 2000's, growth in Peru's agro-export sector has been robust and played a significant role in helping to reduce poverty. Peru is responding to opportunities provided by the sharp increase in demand for high-value spices, such as ginger, and has increased production accordingly, but faces obstacles in improving commercialization and production practices to meet international quality standards. In addition, spice production systems within Peru remain vulnerable to market shocks related to production and prices while post-harvest infrastructure has failed to keep up with rapidly growing international and domestic demand. This combination of

[63] https://www.fortunebusinessinsights.com/industry-reports/spices-and-seasonings-market-101694
[64] Based on GATS import data Jan-Nov 2021 for raw, organic, and ground ginger, oregano, and turmeric.

factors has adversely affected the quality and safety of spices, contributing to losses throughout the value chain.

Supporting the growth of Peru's spices sector aligns with the Peruvian Ministry of Agricultural Development and Irrigation's (MIDAGRI) strategic goals as reflected in the Institutional Strategic Plan (2019-2022) and Multiannual Institutional Operational Plan (2022-2024), including:

- Enhancing the productive and commercial capacities of small and medium producers by improving their ability to meet quality standards articulated to respective markets
- Enhancing sustainable management of natural resources, including soil conservation, erosion control, and improving use of water resources
- Reducing producer vulnerability to natural disasters and climate change
- Strengthening institutional management

Goal
To accelerate the development of a sustainable Peruvian spices sector to sustainably meet the increasing global demand for ginger, turmeric, oregano, and other spices and increase the resiliency and income of farmers. The project will increase and improve the supply of spices by improving productivity while enhancing quality and compliance with international regulations and standards.

Timeframe
5 years

Project Award Value
Up to $28 million

Anticipated Operating Budget (Monetization Proceeds + CCC Admin)
$23 million

Programming Priorities
USDA has identified the global spices value chain as a FFPr program priority for fiscal year 2022. USDA is soliciting proposals that demonstrate activities which will make substantial contributions to the program's highest-level strategic objectives as outlined in the FFPr program-level results framework—*Increase Agricultural Productivity* and *Expanded Trade of Agricultural Products (Domestic, Regional, and International).*

The project will provide short and long-term support in spice production regions focused on improving incomes through diversification, processing, and commercialization. Proposals should consider the international and domestic markets for Peruvian spices and identify demand for conventionally grown spices as well as demand for premium quality spices (organic, GAP, etc.). The project should build upon existing investments in the ginger value chain and prioritize

the post-harvest, value addition, and marketing techniques which will have the greatest impact on incomes along the value chain.

In 2020, Peru exported $96 million worth of fresh ginger, a 191% increase over 2019. The United States alone imported $27 million worth of organic ginger from Peru. The export value of turmeric also increased by 150% to $5 million over 2019 and the value of oregano exported in 2020 was approximately $15 million, a 15% increase over 2019.Given the established production value of ginger for export markets, the ginger growing regions of Peru will serve as a strong basis for analysis of spices appropriate for inter-cropping and enhancing agricultural biodiversity that could be added as complementary crops, such as turmeric and oregano. Proposals should leverage the market connections of ginger growers and processors to promote production of complementary spices. Proposals should demonstrate their methodology for selecting value chains by building a model business case for any potential complementary crop opportunity.

Due to spatial differences in resource access, climate, location, demographics, and policies, among other factors, agricultural production regions of Peru offer widely divergent experiences and pose very different challenges. For example, ginger is currently grown largely in the forested central region of Junín and northern region of Loreto at high altitudes and tropical climates, while the principal growing regions for oregano are located primarily in the southern, more arid regions such as of Tacna and Arequipa, among others. These conditions lead to high rates of farmer dispersion, creating barriers to aggregation and economies of scale, and present unique needs in terms of priorities for farmer resiliency. USDA welcomes inclusion of additional regions conducive to growing complementary spices. However, the project should focus on reductions in deforestation, soil health and erosion, and water needs of the chosen growing region. In recognition of the above conditions, proposals should include their selection methodology through a brief landscape analysis to demonstrate consideration of the different market segments relevant to the selected geographic areas for activity implementation.

USDA encourages close collaboration with local universities to leverage and sustain existing knowledge on spice production in Peru. For example, through studies on certain segments of the value chain, such as the study Organic Fresh Ginger Processing for Export[65] or feasibility studies on the technical, economic, and financial viability of specific spice crops.[66]

USDA seeks proposals that consider productivity and livelihoods from a landscape approach—a concept that balances competing land use demands in a way that is best for human well-being and the environment. It means creating solutions that consider food and livelihoods, gender equity and social inclusion, finance, rights, and progress towards climate and development goals.

Component 1 – Sustainable Production and Farmer Resiliency

[65] Polo, Refulio, and Alberto, Benny (2018). Organic fresh ginger processing for export. La Molina National Agrarian University. http://repositorio.lamolina.edu.pe/handle/20.500.12996/3487

[66] Rojas, Arroyo, Emilia, Raquel (2017). Pre-feasibility study for the production of intermediate products based on garlic for the Horeca channel in Metropolitan Lima. La Molina National Agrarian University. http://repositorio.lamolina.edu.pe/handle/20.500.12996/3173

To protect and preserve Peru's natural biomes while improving practices to address resiliency, proposals should include farmer training on topics such as good water management practices, and respond to potential shocks related to climate, such as changes in temperature and precipitation in ginger, turmeric, oregano, and other spices growing regions. This could possibly be accomplished through measures that support spices production with integrated agroforestry systems, farm intensification and diversification, including intercropping practices where appropriate.

Proposals should also include improved techniques to meet demand for high quality products, where appropriate. For example, supporting sustainable production methodologies and access to necessary inputs. Inputs may include, but are not limited to, diversified and high-quality genetic materials, organic fertilizer, and crop protection methods.

Efforts to increase the quality of rhizomes and plants should be supported by training on proper maintenance, re-planting, and other GAP techniques to yield long-term production benefits. Training and support for diversification of crops and moving to multi-cropping will enable farmers to better manage the risk inherent in global price cycles of spices. We encourage seeking new risk management farm models that pilot promising and innovative solutions. This can include living income approaches or sustainability/regenerative agriculture approaches, such as minimizing erosion, deforestation, and soil degradation which can be demonstrated through farmer field schools or demonstration plots.

Component 2 – Increase Producer Associativity and Strengthen Market Connections
Activities should help Peru maintain its recently developed competitiveness for ginger in an increasingly demanding global market and enhance competitiveness in turmeric and oregano by addressing structural and marketing obstacles to actors throughout the value chain. The project should begin with social and associativity baselines of these value chains, to include a gender and age gap approach and analysis.

One of the remaining structural issues for commercialization and competitiveness among producers in Peru is the high degree of farmer dispersion across the country and the fact that informality remains extremely high in the agricultural sector. Among small and medium producers, there is a predominance of traditional production systems with limited linkages to markets and value chains for spices to compliment the growing of subsistence crops. Interventions may address this by building or strengthening organizations, such as farmer associations or cooperatives, and focus on aggregation along the value chain. Interventions should enhance the governance capabilities for these organizations and make essential connections to buyers, processors, traders, and exporters. Proposals should incorporate a gender approach to encourage women to participate in these organizations and throughout the value chain.

In conjunction with the development of farmer associativity, activities should incorporate a financing strategy to engage local or regional financial institutions to propel investment in identified value chain gaps, such as aggregation, post-harvest facilities, and agribusinesses that

can bring together producers and buyers and adapt to local challenges and needs. Technical assistance components of a financing strategy may focus on developing expertise of agribusinesses in recognizing global demand through market research and monitoring; engaging effectively with international buyers; and adapting production and handling systems to meet requirements with respect to quantity, quality, and prices.

Overall, activities should focus on supporting producers, traders, and processors to obtain premium certifications, improve on-farm record keeping laying the foundation for future certifications, innovate traceability measures, and improve packaging to enhance the Peruvian spices supply chain, and secure fair prices in international and premium markets.

Component 3 – Strengthen Capabilities of Institutions along the Value Chain
As part of a comprehensive value chain approach, proposals should support communities to design inclusive business models, market linkages, and incorporate public governance institutions that support local ownership of systems, and regulations. This will be vital to achieving progress in the Peruvian agricultural sector. Proposals should demonstrate experience managing stakeholders with competing priorities, diversity of policy, and knowledge agendas. In addition, the proposal should recognize and utilize knowledge of stakeholder work and achievements and show how this project can strengthen the Peruvian institutions enforcing handling and fulfilment standards and practices along the spices value chain such as warehousing, packing and shipping. Interventions should strengthen coordination with the Ministry of Agricultural Development and Irrigation (MIDAGRI) objectives for producers and with regional and local governments and work with the National Agricultural Sanitation Service (SENASA) and the General Directorate of Environmental Health (DIGESA) to identify sanitary and phytosanitary protocols for respective value chains.

Applicants should coordinate and conduct research on new spices crop development (other than ginger, turmeric, oregano) suitable for Peru with a local university as well as propose new areas of intervention. The selection of a Peruvian university should guarantee a wide analysis of genetics, producers, and market levels.

Proposals may include linkages to existing U.S. government and multilateral investments such as USDA's Training and Regulatory Capacity Building and USAID/Peru programs. Particularly, the alternative development approach of USAID/Peru and private sector alliances via projects such as Alianza CAFE and Cacao Peru, Alianza CR3CE, and Catalyze, dependent on the spices value chain analysis. If selected target geographic areas are under USAID's alternative development program, the project should incorporate DEVIDA guidelines. If the selected areas are Junín, San Martin, Huánuco, Pasco and Ucayali, USAID should be consulted to the greatest extent possible, to complement and avoid duplication of activities. Initiatives by the Inter-American Institute on for Cooperation on Agriculture (IICA), Inter-American Foundation (IAF), Inter-American Development Bank (IADB), as well as private sector stakeholders and national and international research institutes should also be considered

Component 4 – Increase Product Quality, Sustainability, and Food Safety

Interventions should be focused on increasing product quality from the farm, aggregation, processing, and exporting level. For example, a wholistic intervention in product quality could include a focus on timely harvest at farm level, proper curing and other post-harvest technologies at the aggregator level, and handling and storage practices at the processing and exporting level. Activities should prioritize the prevention of environmental harm and quality degradation and production losses in harvesting, handling, storage, and processing. These components will be key to adding greater production value and extending the shelf life of Peruvian spices.

The project should support compliance with the Food Safety Modernization Act (FSMA) and other international food safety and pesticide regulations and standards and incorporate production interventions such as GAP certification, post-harvest management, and marketing. Global buyers increasingly require processors to maintain facility and processing certifications, including Hazard Analysis Critical Control Points (HAACP), Global Food Safety Certification (GFSI), or British Retail Consortium (BRC). Buyers are demanding certifications and criteria, such as traceability, from their suppliers and importers are demanding the same to meet both buyer and FSMA requirements. Small and medium-sized actors in the spices value chain in Peru will require capacity building support to be able to meet international standards.

Metrics

Applicants should include all relevant standard indicators in their proposal and capture additional climate smart results with custom indicators as needed (see page 23 of this NOFO). Beyond the use of standard Food for Progress indicators, Applicants should consider their specific proposed activities and desired results, and include indicators or special studies that reflect any of the below themes the proposed project will address:

- Farmer income increases (using household surveys or other appropriate data collection methods such as a living income model)
- Environmental changes or improved resiliency resulting from climate smart agricultural practices
- Social return on investment per activity, including a focus on gender or age gaps, as relevant
- Premium certificate benefits for participating farmers
- Context-specific themes described in the components above, such as reducing deforestation as described in Program Priorities section and Component 1 above

Applicants may wish to propose using evaluation tools or methodologies their organization has successfully used in similar projects.

Appendix B.7

Thematic Area
Climate Smart Agriculture

Country
Thailand

NOFO Number
USDA-FAS-10.606-0700-22-(316)

Purpose
USDA seeks to support Thailand in strengthening its Climate Smart Agriculture (CSA) interventions through assistance in development, deployment, and demonstration of agricultural technologies that focus on all three dimensions of sustainable development: social, economic, and environmental.

The government of Thailand has made significant strides advancing adaptation to climate change and has prepared a 20-year agricultural and cooperative strategy[67] to secure farmer livelihoods, strengthen the agricultural sector, and sustain agricultural resources through climate smart practices. As identified in the climate risk assessment by the World Bank and Asian Development Bank, Thailand's agriculture sector may be significantly impacted by climate change as it affects its agricultural productivity due to its tropical location, vulnerability to temperature rises, increased annual precipitation during the wet season, inadequate water management, and insufficient access to reliable information for farmers.[68] Without strategic climate smart interventions, Thailand's trend will result in consistent warming, increased flooding, reduce its soil ecological resilience, and expanding greenhouse gas (GHG) emissions. As a result, Thailand's updated Nationally Determined Contribution (NDC) is based on the linkage between climate action and national development priorities that incorporate specific adaptation and mitigation components to: reduce GHGs 20% by 2030, focus on value-added agri-foods, improve market linkages, incorporate climate resilient practices, promote public-private sector investments, resource local/traditional knowledge, and capture lessons learned or best practices for local and regional adoption to support cross-border knowledge sharing within the Greater Mekong Subregion Program.[69]

Supporting producers, processors, and traders to implement innovative and science-based practices and technology throughout agricultural supply chains will allow Thailand to improve market linkages, promote value-added food products, increase productivity, improve water management, and reduce GHG emissions. In turn, this will help Thailand support sustainable

[67] https://www.moac.go.th/moaceng-magazine-files-422991791792
[68] https://www.adb.org/sites/default/files/publication/722251/climate-risk-country-profile-thailand.pdf
[69] https://www4.unfccc.int/sites/ndcstaging/PublishedDocuments/Thailand%20First/Thailand%20Updated%20NDC.pdf

production, develop, and implement climate change mitigation strategies, and meet international trade standards that can result in increasing rural incomes. This orientation toward climate resilient practices will strengthen agricultural resiliency and support the most economically vulnerable rural communities to adapt and withstand the effects of climate change. Additionally, given Thailand's regional prominence, USDA believes it can become a knowledge leader and regional model, and training hub on agricultural climate solutions, significantly expanding the project's impact. With the support of USDA assistance, Thailand can increase their climate resiliency while contributing to and benefitting from the goals of the Agriculture Innovation Mission for Climate (AIM4C) and Sustainable Productivity Coalition (SPG) to increase climate smart agriculture and food systems innovation and increase sustainable productivity growth in support of climate action and accelerate the transition to more sustainable food systems.

Food for Progress seeks to expand climate smart programming into all its work, whether as standalone projects or components of broader projects, that address key overarching opportunities. By addressing all three pillars of climate smart agriculture (CSA): sustainably increasing agricultural productivity and incomes, while adapting and building resilience to climate change, and/or reducing/removing greenhouse gas emissions, we can capitalize on possibilities to integrate improvements that address climate concerns and provide increased economic development opportunities for target populations in Thailand.

Goal
To expand and strengthen the use of climate smart agriculture, facilitate local, regional, and international trade, improve agricultural and farmer income sustainability, and reduce negative environmental impacts in Thailand.

Timeframe
5 years

Project Award Value
Up to $22 Million

Anticipated Operating Budget (Monetization Proceeds + CCC Admin)
$15 million

Programming Priorities
USDA has identified climate smart agriculture as a critical element to combat climate change and address food insecurity. USDA is soliciting proposals that demonstrate activities which will make substantial contributions to the program's highest-level strategic objectives as outlined in the FFPr program-level results framework—*Increase Agricultural Productivity* and *Expanded Trade of Agricultural Products (Domestic, Regional, and International).*

USDA encourages close collaboration with local universities, the private sector, the Government of Thailand, and the U.S. Government (USG) to design specific interventions that strengthen Thailand's CSA approach. Coordination is encouraged with agencies such as the Department of

Agriculture (DOA), Ministry of Agriculture and Cooperatives, the Ministry of Commerce, the Board of Investment, the National Committee on Climate Change Policy, the Asian Institute of Technology, Royal Irrigation Department, Thailand International Cooperation Agency (TICA), and Asian Development Bank (ADB). Applicants should also assess where activities can leverage and complement existing efforts by other international bodies and donors, such as bilateral aid agencies, ADB, World Bank, Green Climate Fund, FAO, CIAT, USTR, USAID, USDA-FAS, and GIZ, and explain how the program would build upon these efforts and avoid duplication of other climate adaption and mitigation efforts.

The proposal should demonstrate the applicant's technical understanding of climate smart agriculture strategies capable of achieving beneficial local and regional impact, especially how they relate to the USG-led AIM4C and SPG initiatives. USDA seeks proposals that consider productivity and livelihoods from a landscape approach—a concept that balances competing land use demands in a way that is best for human well-being and the environment. It means creating solutions that consider food and livelihoods, gender equity and social inclusion, finance, rights, and progress towards climate and development goals.

Component 1 – Capacity Building for Farmers

To improve capacity in Thailand for CSA, the Applicant should identify priority value chains with the greatest need and potential for intervention to adopt climate smart practices. In building the capacity of these value chains, the project will work with key stakeholders to create more sustainable value chains that fully integrate CSA practices to mitigate climate change and reduce its impacts on farmers while also improving productivity, incomes, and trade. The successful application of CSA practices will vary due to local behavior change barriers, end-markets, and local resources. Thus, the Applicant must consider innovative and locally appropriate CSA practices and tools that have a high likelihood of being adopted and adapted for local agricultural activities. This must include working within current best practices in Thailand.

Improving farmer level capacity may take a variety of forms as befitting the targeted beneficiaries and geographies. Examples such as farmer field schools (FFSs), information campaigns, information and communication technology usage, demonstration plots, etc. are all viable options that Applicants should consider. At issue, there is a lack of understanding about the advantages and options of climate smart practices available for farmers to use. To address this lack of understanding, extension service providers, producer groups, input providers, and the individual farmers need updated curriculum and training. Projects should plan for significant interventions to this end that would include, but are not limited to, topics of basic CSA, efficient fertilizer and pesticide use for soil health, Good Agricultural Practices (GAP), Integrated Water Resources Management (IWRM), and Ecosystem-Based Adaptation (EBA). Applicants should collaborate with existing service providers, most importantly the DOA-Extension Division (ED), to integrate CSA topics into existing extension services for farmers, input providers, and other stakeholders to ensure long-term impact. Training of trainers and capacity building activities with broader implications for the sector such as training/technology hub approaches to services that may generate regional impact are highly desirable. Applicants should consider how to incorporate this thinking into their proposed projects.

Capacity at the structural and governmental level can be improved to foster a better enabling environment for farmers to implement CSA practices. The DOA-ED should be a critical stakeholder in creating a better enabling environment for long-term capacity building in Thailand. Additionally, water management bodies require greater engagement and assistance to strengthen water security and reduce loss and damage from water related disasters.

Component 2 – Increase Access to Finance

Thailand's agricultural sector lacks adequate access to finance, significantly impacting farming households and limiting their ability to address climate vulnerability. The applicant should consider facilitation of appropriate financial initiatives based on the needs of the value chain actors as identified in an assessment of existing financing, credit, and investment options. Finance options can include provision of credit, savings, and guarantees or insurance to or among value chain actors. Some examples can be seasonal loans or advances from buyers to farmers (such as "contract farming"), agro-processors advancing credit to farmers, input providers supplying in-kind loans to farmers, buyer out-grower schemes that involve credit (often alongside inputs), short-term or seasonal loans for working capital from microfinance institutions, long-term fixed asset loans from financial institutions, and partial guarantees from financial institutions to leverage credit to value chain actors.

Sustainable interventions require focusing on creation of strategic alliances through financing extended by a variety of value chain actors and financial institutions. The project should seek cooperation with financial institutions managing Agricultural Development Financial Services (ADFS), including Muang Thai Capitol Public and the Bank for Agriculture and Agricultural Cooperatives (BAAC), to bridge financing gaps. Most financing options should be sustainable in the market long term but could also include matching grants to spur accelerated growth of the recipient if expected to produce multiplier effects throughout the proposed value chain, and particularly when it involves youth or women or application of climate smart practices. Collaboration with local financial institutions should include activities to identify and strengthen innovative sustainable financing solutions. If proposing a matching grant co-investment component to the strategy, Applicants should provide tentative examples and caps.

Component 3 – Promoting Multifunctional Ag-centric Data Network

In order to best aid Thailand in becoming a regional climate smart agriculture hub, its ability to facilitate access to expedient, reliable and relevant information must be strengthened. The target groups for these services combine farmers, government decision-makers, and regional public and private stakeholders working on climate smart agricultural interventions. It will be necessary to consider a multiplicity of alternative data and media mechanisms that could be utilized to serve each target group most effectively, along with an ag-centric data network that could collect, store, and make available relevant data and regionally-proven good practices. Relevant existing systems, such as the DOA's centralized information center as well as USDA's own technological innovations, should be utilized to this end. Activities should build on rather than duplicate existing systems and fill gaps in the existing infrastructure to reduce information asymmetries. The project intends for each mechanism to be designed and governed in such a way as to

maximize the likelihood that it will be sustainable over time through its usefulness and public-private partnerships.

Each target group will have a distinct set of informational needs. Farmers must be able to access accurate up to date information to drive their ability to make informed decisions and improve their chances of success, including access to useful weather and early warning system (particularly concerning project rainfall, drought, insect infestations, etc.), real-time market information (particularly on relevant crop prices), agricultural training opportunities (some downloadable), information on good practices, and financing alternatives. Government decision-makers and regional public and private stakeholders working in the CSA space could benefit from access to a locally-owned ag-centric data network sharing successful CSA practices utilized throughout the region which contribute to increased climate-smart sensitive productivity, and mitigation of and adaptation to climate change.

Metrics
Applicants shall include all relevant standard indicators in their proposal and capture additional climate smart results with custom indicators as needed (see page 23 of this NOFO). Beyond the use of standard Food for Progress indicators, Applicants should consider their specific proposed activities and desired results, and include indicators or special studies that reflect any of the below themes the proposed project will address:

- Farmer income increases (using household surveys or other appropriate data collection methods such as a living income model)
- Environmental changes or improved resiliency resulting from climate smart agricultural practices
- Social return on investment per activity, including a focus on gender or age gaps, as relevant
- Increased alignment with and contribution to national government policies and USG climate policies

Applicants will propose using evaluation tools or methodologies their organization has successfully used in similar projects.

APPENDIX C – Budget Summary

Note: This template is also available as an Excel file on the FAIS homepage under the "Forms and Guidance" section.

ATTACHMENT C-1

Budget Summary

Program (FFPr or MGD):	FFPr
Country of Operation:	
Implementing Organization:	
Fiscal Year:	2020
Agreement or Proposal Number:	Fxx-xxx-20xx/0xx-00

Total Amount of Federal Funds Obligated

Funding Source (CCC for FFPr) (FAS for MGD)	Funding Year	Commodity Cost	Freight Cost	Administrative Costs (cash portion)	Total Federal Funding Obligated
CCC	2020	$0.00	$0.00	$0.00	$0.00

Project Operating Budget

Expense Type	Monetization Proceeds (FFPr Only)	FAS or CCC Funds (CCC is Admin Only)	Cost Share	Total w/out Cost Share	Total w/Cost Share
Administration					
Salaries/Personnel	$0.00	$0.00	$0.00	$0.00	$0.00
Benefits	$0.00	$0.00	$0.00	$0.00	$0.00
Travel	$0.00	$0.00	$0.00	$0.00	$0.00
Professional Services/Contractual	$0.00	$0.00	$0.00	$0.00	$0.00
Equipment	$0.00	$0.00	$0.00	$0.00	$0.00
Office	$0.00	$0.00	$0.00	$0.00	$0.00
Supplies	$0.00	$0.00	$0.00	$0.00	$0.00
Other	$0.00	$0.00	$0.00	$0.00	$0.00
Total Administration	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**
Activities					
Activity 1: *Insert Description*	$0.00	$0.00	$0.00	$0.00	$0.00
Activity 2: *Insert Description*	$0.00	$0.00	$0.00	$0.00	$0.00
Activity 3: *Insert Description*	$0.00	$0.00	$0.00	$0.00	$0.00
Activity 4: *Insert Description*	$0.00	$0.00	$0.00	$0.00	$0.00
(Insert additional activities as needed)					
Total Activities	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**
Commodity and Food Purchases (N/A to FFPr)					
Commodity Procurement	$0.00	$0.00	$0.00	$0.00	$0.00
Food Vouchers (N/A to MGD)					
Cash Transfers (N/A to MGD)					
Total Commodity Procurement	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**
ITSH (N/A to FFPr)					
Salaries	$0.00	$0.00	$0.00	$0.00	$0.00
Benefits	$0.00	$0.00	$0.00	$0.00	$0.00
Transportation	$0.00	$0.00	$0.00	$0.00	$0.00
Professional Services	$0.00	$0.00	$0.00	$0.00	$0.00
Warehouse	$0.00	$0.00	$0.00	$0.00	$0.00
Supplies	$0.00	$0.00	$0.00	$0.00	$0.00
Other	$0.00	$0.00	$0.00	$0.00	$0.00
Total ITSH	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**
Total Direct Costs	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**
Indirect Costs					
ICR on Administration	$0.00	$0.00		$0.00	
ICR on Activities	$0.00	$0.00		$0.00	
ICR on Commodity and Food Purchases (N/A to FFPr)	$0.00	$0.00		$0.00	
ICR on ITSH (N/A to FFPr)	$0.00	$0.00		$0.00	
Total Indirect Costs	**$0.00**	**$0.00**		**$0.00**	
Anticipated Program Income					$0.00
Grand Total Costs	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**
Total Amount of Federal Award (Total Federal Funds Obligated Plus Cost Share):					**$0.00**

APPENDIX D – Budget Narrative Example

Note: Non-program specific budget narrative guidance is also available on the FAIS homepage under the "Forms and Guidance" section.

Program: Food for Progress
Country: Wakanda
Fiscal Year: 2020
Organization: Food Development
Point of Contact: Johnny Appleseed, Johnny.Appleseed@fooddev.org

This document contains examples of the types of information to be provided in Budget Narratives submitted to the International Food Assistance Division (IFAD). The examples used in this document are fictitious and are provided to show the required level of detail in Budget Narrative submissions.

Budget Breakdown Costs between Applicant/Awardee and Subrecipients			
	Total USDA Project	**Direct**	**Indirect Costs**
OVERALL PROJECT BUDGET			
Monetization Proceeds			
CCC Admin			
Cost Share			

	Total USDA Project	**Direct**	**Indirect Costs**	**Cost Share**
BUDGET BY PARTNER				
Applicant/Awardee				
Subrecipient 1				
Subrecipient 2				
Subrecipient 3				
Subrecipient 4				
Subrecipient 5				
Subrecipient 6				

Professional Services Org 1				
Professional Services Org 2				

BUDGET BY ACTIVITY	**Total USDA Project**	**Direct**	**Indirect Costs**	**Cost Share**
Activity 1				
Activity 2				
Activity 3				
Activity 4				
Activity 5				
Activity 6				

BUDGET BY ACTIVITY & PARTNER	**Total USDA Project**	**Direct**	**Indirect Costs**	**Cost Share**
Activity 1 - Applicant/Awardee*				
Activity 1 - Subrecipient 1				
Activity 1 - Subrecipient 2				
Activity 2 - Applicant/Awardee				
Activity 2 - Subrecipient 1				
Activity 2 - Subrecipient 2				
Activity 3 - Applicant/Awardee				
Activity 3 - Subrecipient 1				
Activity 3 - Subrecipient 2				
Activity 4 - Applicant/Awardee				
Activity 4 - Subrecipient 1				
Activity 4 - Subrecipient 2				
Activity 5 - Applicant/Awardee				
Activity 5 - Subrecipient 1				
Activity 5 - Subrecipient 2				

SECTION 1: GENERAL EXPLANATORY COMMENTS

Food Development (FD) will implement a 4-year Food for Progress (FFPr) Program project in Wakanda. The total Federal award amount is $21,064,691. This includes commodity

($15,007,000), freight ($5,070,000), and administrative costs (cash portion) ($987,691). The total operating budget (grand total costs) for this project is $9,027,110; this includes $10,000 in cost share. The following budget narrative describes the operating budget and does not describe the commodity and freight portions of Federal funding.

Gross Monetization Proceeds	$8,029,419
CCC Funding	$987,691
Total Cost Share	$10,000
Total Project Operating Budget	**$9,027,110**

Summary of Total Project Operating Budget (Includes Cost Share)	
Administration	$4,312,455
Activities	$3,337,531
ICR on Administration	$844,411
ICR on Activities	$532,713
Total	**$9,027,110**

In addition to the total operating costs above, this section should include[70]:

1. Any cost escalations expected during this project, and the manner in which they are accounted for throughout budget (for example, an annual X% increase in expenses per year). All line items should include the cost escalation over the life of the project, as applicable;
2. A summary and total amount for program income[71] which may be earned by the proposed project;
3. A summary of the indirect rates applied to the proposed budget and their base of application across Administration and Activity expenses; and
4. A summary of the Monitoring and Evaluation (M&E) Budget. For example: The M&E budget for FD's project is $465,000 or **5%**[72] of the total operating budget (excluding cost share) of $9,017,110.

For initial proposal version of the narrative[73], this section should also include:

1. The organization's financial capacity;
2. The cost application methodology used for the proposal;
3. A summary of how the budget components will contribute to the implementation of the

[70] These must be included for both proposals and final award/amendment narratives.
[71] For further information on program income, see 2 CFR section 200.80, 2 CFR section 200.307, and program specific regulations at 7 CFR section 1499.11.
[72] M&E budget must be at least 3% of the total operating budget.
[73] These items should ONLY be included in proposal. Do not include these items in the final negotiated budget narrative.

project;
4. A description of the overall cost effectiveness of the project;
5. A summary of anticipated interest to be earned on the monetization proceeds over the life of the project. (If no interested is expected over the life of the project then describe the reasons for this.); and
6. Discuss how monetization proceeds will be deposited into a separate, interest–bearing account and when proceeds will be disbursed from the account for program activities, the persons that will have access to the funds, and how the accounts will be monitored and audited.

SECTION 2: ADMINISTRATION

Total Administration Costs: $5,156,886 ($4,164,175 in monetization, $987,691 in CCC funds, $5,000 in cost share)

- **Total Direct Costs: $4,312,455** ($3,610,462 in monetization, $696,993 in CCC funds, and $5,000 in cost share).
- **Total Indirect Costs: $844,411** ($553,713 in monetization and $290,698 in CCC funds)

2.1. Salaries/Personnel[74] – Total $1,479,600 ($1,379,600 monetization and $100,000 in CCC funds)

Position	Months	LOE	Base Monthly Salary	Total Salary
Chief of Party (USN)*	60	100%	$7,500	$450,000
Finance and Administrative Manager*	60	100%	$3,250	$195,000
Accountant	60	100%	$2,500	$150,000
HQ Technical Support	60	30%	$7,200	$129,600
HQ Agricultural Specialist	30	50%	$7,000	$105,000
M & E Manager (TCN)	60	100%	$7,500	$450,000
Total				**$1,479,600**

*Key personnel

2.2. Fringe Benefits[75] – Total $622,969 ($560,009 in monetization, and $62,960 in CCC funds)

[74] See 2 CFR section 200.430 for cost principle information on compensation.
[75] See 2 CFR section 200.431 for cost principle information on fringe benefits.

Fringe Benefits – Headquarters (HQ), U.S. Nationals (USN) and Third Country Nationals (TCN)[76]

FD charges actual fringe benefit costs. It is currently estimating an average fringe benefits rate of 40.51% for total Headquarters, Expatriate and Third Country National salaries. Total HQ Administrative Salaries: $1,059,600 x .4051 = $429,244.

Fringe Benefits – Cooperating Country Nationals[77] (CCN) Employees
Fringe benefits for Cooperating Country Nationals are budgeted at 43.05% of their total salary and are based on FD's current practice in-country. This includes:

- Medical Insurance: 6% of annual income
- Social Security: 10.67% of annual income
- Bonus Payments: 16.66% of annual income
- Severance: 9.72% of annual income

Total TCN Fringe Benefits: $450,000 x 43.05% = $193,725

2.3. Travel[78] – Total $247,090 ($231,567 in monetization, and $15,523 in CCC funds)

International Travel ($60,043)
FD headquarters staff/consultants will make 8 international trips during the course of the period of performance. The purpose of the trips will be to provide monitoring and technical guidance. The COP will make 2 international trips to Headquarters in Washington, DC. The total international travel cost estimate is $60,043. This includes tickets (10 trips at $3,000 per trip = $30,000), M&IE ($15,000), travel visas/processing fees ($5,043) and lodging (5 nights at $1,000 per trip = $10,000).

Local Travel ($119,926)
FD estimates $119,926 for quarterly local travel by staff. The estimate includes per diem and miscellaneous costs.

Vehicle Fuel and Rentals ($67,121)
FD estimates the cost for vehicle fuel for 3 vehicles to be $40,000. FD plans for vehicle rentals at 10 days/month during high volume periods. Rentals and taxi service are estimated at $27,121 over the life of the project.

[76] TCN is defined as: "A person who is employed by an international organization and who comes neither from the country where the organization has its main base, nor from the country where they are working."
[77] CCN is defined as "An individual - employee who is a cooperating country citizen, or a non-cooperating country citizen lawfully admitted for permanent residence in the cooperating country."
[78] See 2 CFR section 200.474 for cost principle information on travel costs.

2.4. Professional Services/Contractual[79] – Total $1,031,913 ($731,913 in monetization and $300,000 in CCC funds)

Monetization Agent Fee ($260,896)
The Monetization Agent fee is estimated at 2.7% of monetization proceeds received for a total of $260,896.

Support Services ($166,017)
FD has included expenses related to support services over the life of the program. These costs are directly attributable to the project and include: local legal services ($62,450), security services ($50,749), IT services ($35,123), and translation services ($17,695).

Call Forward Fees ($125,000)
FD has budgeted for call forward fees at $25,000 per call forward in Y1 – Y4 for a total of $125,000.

Evaluations ($465,000)
FD estimates the consultant fee for the Baseline, Midterm, and Final Evaluations to be $150,000, $175,000, and $140,000 respectively. FD has selected Circle Food Research Institute to conduct these evaluations based on its unique capabilities and extensive experience working in Wakanda.

Special Study ($15,000)
In Y2, FD will secure services of an external evaluator to conduct a monetization impact study for $15,000. FD will go through a bidding process to select the external evaluator. FD will take into consideration factors such as the soundness of the proposal, unique capabilities of the bidder, the amount of the bid, delivery schedule, technical competency of the key personnel proposed for the study, etc.

2.5. Equipment – Total $90,000 ($90,000 in monetization, and $0 in CCC funds)[80]

FD plans to purchase three 4x4 vehicles at $30,000 each totaling $90,000.

2.6. Supplies[81] – Total $155,497 ($110,518 in monetization, and $44,979 in CCC funds)

Appliances ($99,708)
FD plans to purchase two servers, 12 laptops, 12 computer workstations, and related

[79] Any costs associated with a subrecipient agreement or contract should be provided here. See Procurement Standards found in 2 CFR section 200
[80] To meet the definition of equipment, each unit should be valued at greater than $5,000. See 2 CFR section 200.313
[81] To meet the definition of supplies, each unit should be valued at less than $5,000. See 2 CFR section 200.314

equipment. FD plans to replace computer equipment transferred from prior projects in year 3. Equipment to be replaced includes: 10 laptops and workstations, 2 printers, 1 scanner, 1 projector, 14 cell phones, 2 satellite phones, 12 office furniture sets, 2 AC units, 2 cash safes, and hardware replacements and replacement of two digital cameras in year 3. Estimated costs: $99,708.

M&E Supplies ($3,000)
FD will purchase 20 tablets for 20 field M&E staff at a cost of $100 each for a total of $2,000

In Y1, FD will purchase a subscription and licenses for EvalU-PLUS+, a highly effective M&E software system for $1,000. All necessary M&E staff will have access to this system

Office Supplies ($52,789)
The budgeted monthly office supply costs are estimated at $863.30. The costs cover all necessary office supplies such as notebooks, pens, calculators, office bags, clip files, registers, photocopy paper, flip chart paper, markers, transparency paper, flip chart boards, etc. Our estimates are based on programs of similar size and market research.

2.7. Office – Total $630,386 ($456,855 in monetization, and $173,531 in CCC funds) In-Country Office

FD estimates the cost of its main in-country office to be $630,386. The costs include: rent, office upgrades, utilities, generator fuel, office improvements, cleaning and maintenance, bank charges, branding and marking, recruitment, staff development, internet, landline phone service, cell phone services, printing, postage, shipping, vehicle and motorcycle insurance, tax, and software licenses.

2.8. Other – Total $50,000 ($50,000 in monetization, and $0 in CCC funds)

Maintenance ($20,000)
FD estimates equipment and supply maintenance to be $20,000 for the life of the project.

Insurance ($25,000)
FD estimates vehicle insurance to be $25,000 for the life of the project.

Training ($5,000)
FD plans for $5,000 in onboarding and training of staff on FD agreement policies in Wakanda in Y1.

2.9. Cost Share[82] – Total $5,000

FD will provide $5,000 in in-kind cost share in the form of the time and travel for two headquarters staff to facilitate staff onboarding and training in Y1. This volunteer labor time is valued at $5,000, with $2,500 in Admin: Salaries and $2,500 in Admin: Travel.

2.10. Indirect Costs[83] – Administration – Total $844,411 ($553,713 for monetization and $290,698 for CCC)

In accordance with FD's most recently approved NICRA, indirect costs are estimated at $844,411.

SECTION 3: ACTIVITIES – Total $3,870,244 ($3,865,244 in monetization funds and $5,000 in cost share)

- **Total Direct Costs: $3,337,531** ($3,332,531 in monetization funds and $5,000 in cost share)
- **Total Indirect Costs: $532,713** (in monetization funds)

Activity 1: Capacity Building: Government institutions – Total $293,225

3.1.1 Salaries/Personnel – $47,994

Position	Months	LOE	Monthly Salary	Total
Organizational Development Manager	54	17%	$4,166	$38,244
3 Organizational Technicians	52	5%	$1,250	$9,750
Total				**$47,994**

3.1.2 Fringe Benefits – Total $20,661

Benefits for CCN staff are in accordance with local labor laws and calculated at 43.05% of the employees' base salary.

3.1.3 Professional Services/Contractual – Total $60,000

[82] See 2 CFR section 200.306 for clarification on what constitutes cost share. Please note IFAD will not consider cost share on indirect costs.
[83] See 2 CFR section 200.414 for cost principle information on indirect costs.

Subrecipient Global Ag Foods will implement capacity building workshops in Y2-Y4 for a total of $60,000. FD has selected Global Ag Foods to conduct these workshops based on its unique capabilities and extensive experience working in Wakanda.

3.1.4 Office – Total $76,303

FD estimates the cost of the office in Nebaj to be $76,303. The costs include rent, start-up and closeout costs, utilities, generator fuel, office improvements, and cleaning and maintenance.

3.1.5 Supplies – Total $20,300

Office supplies are estimated at $17,300. This includes five laptops (unit price of $1,000) for $5,000, one printer for $300, six tablets (unit price of $500) for $3,000, and 12 cell phones (unit price $750) for $9,000.

FD will procure 6 motorcycles with a unit cost of $2,000 for usage by the Organizational Technicians and Agriculture Production Technicians. The cost will be shared across Activities based on staffing. The total for Activity 1 is $3,000.

3.1.6 Travel – Total $17,550

Motorcycle fuel for 6 motorcycles at $225 per month for 52 months divided equally among 4 activities.

3.1.7 Other – Total $50,417

Food Development will implement the following workshops:

Capacity-Building Government Institutions Workshop ($13,229)
One workshop per quarter has been budgeted at roughly 15 attendees per workshop. Cost associated with this workshop includes refreshments, copies of training materials, and transportation for meeting participants.

Coordination Committee Sessions/Meetings Workshop ($ 5,594)
Each workshop/event will last for 1 day and will host roughly 20 attendees. There will be one event in Years 1 and 5, and two events in Years 2-4. Cost includes venue rental, training materials, per diem, transportation, and accommodations for meeting participants.

Lessons Learned Seminars Workshop ($7,923)
Each workshop/event will last one day with roughly 50 attendees. These meetings will be held once a year for the life of the project. Cost include venue rental, training materials, per diem, transportation, and posters for meeting participants.

Facilitation of Links with Research Institutions Workshop ($23,671)

Each workshop/event will last for 1 day and host 50 attendees, 25 of whom will be from out-of-town. There will be one workshop in Years 1 and 5, and two workshops in Years 2-4. Cost include venue rental, training materials, per diem, transportation, and training materials for meeting participants.

Activity 2: Post-Harvest Infrastructure Support – Total $1,016,801 ($1,011,801 in monetization and $5,000 in cost share)

Salaries/Personnel – Total $500,700

Position	Months	LOE	Monthly Salary	Total
Deputy Chief of Party	58	50%	$8,018	$232,522
Organizational Development Mgr.	54	18%	$4,166	$40,494
Grants Manager	52	100%	$2,917	$151,684
3 Organizational Development	52	15%	$1,250	$29,250
Agriculture Production Mgr.	55	10%	$2,500	$13,750
3 Agriculture Production Technicians	52	10%	$1,250	$19,500
Agriculture Marketing and Value Chain	54	10%	$2,500	$13,500
Total				**$500,700**

Fringe Benefits – Total $215,551

Benefits for CCN staff are in accordance with local labor laws and calculated at 43.05% of the employees' base salaries.

Travel – Total $17,550

Motorcycle fuel for 6 motorcycles at $225 per month for 52 months divided equally among 4 activities.

Supplies – Total $3,000

FD will procure 6 motorcycles with a unit cost of $2,000 for usage by the Organizational Technicians and Agriculture Production Technicians. The cost will be shared across Activities based on staffing. The total for Activity 2 is $3,000.

Other – Total $275,000

Post-Harvest Workshops ($15,000)
FD will facilitate post-harvest workshops for grant recipients. Each workshop/event will last for 1 day and will host 25 attendees. Workshops will be held in Years 2-4. Estimated cost per workshop $5,000.

Post-Harvest Processing Cash Grants ($210,000)
FD will provide 210 farmers with $1,000 cash grants to purchase materials and equipment with the goal of improving production capacity and diversifying the types of food provided in school meals.

Capacity-Building Cash Grants ($50,000)
FD will allocate up to $1,000 cash grants to farmer cooperatives in 50 municipalities to conduct soil improvement trainings and provide participating farmers with seed and fertilizer.

Cost Share – Total $5,000
Recipients of the "Capacity-Building" grants will provide a 10% cost share totaling $5,000.

Activity 3: Financial Services: Facilitate Agricultural Lending – Total $975,674

3.3.1 Salaries/Personnel – Total $41,248

Position	Months	LOE	Monthly Salary	Total
Organizational Development Manager	54	5%	$4,166	$11,248
Agriculture Marketing and Value Chain	54	15%	$2,500	$20,250
3 Organizational Development Technicians	52	5%	$1,250	$9,750
Total				**$41,248**

3.3.2 Fringe Benefits – Total $17,757

Benefits for CCN staff are in accordance with local labor laws and calculated at 43.05% of the employees' base salaries.

3.3.3 Professional Services/Contractual – Total $750,000

Subrecipient A: $750,000: To oversee financial lending to local farmers in Nebaj.

3.3.4 Supplies Total – $3,000

FD will procure 6 motorcycles with a unit cost of $2,000 for usage by the Organizational

Technicians and Agriculture Production Technicians. The cost will be shared across Activities based on staffing. The total for Activity 3 is $3,000.

3.3.5 Travel – Total $17,550

Motorcycle fuel for 6 motorcycles at $225 per month for 52 months divided equally among 4 activities.

3.3.6 Other – Total $146,119

FD will implement financial services workshops in Y2-4 for 50 participants each. Total workshop costs will be $146,119

Activity 4: Training: Improved Agricultural Production Techniques – Total $1,051,831

3.4.1 Salaries/Personnel – Total $383,000

Position	Months	LOE	Monthly Salary	Total
HQ Agricultural Specialist	60	15%	$7,000	$63,000
Agriculture Production Manager	55	80%	$2,500	$110,000
3 Agriculture Production Technicians	52	80%	$1,250	$156,000
Agriculture Marketing and Value Chain Specialist	54	40%	$2,500	$54,000
Total				**$383,000**

3.4.2 Fringe Benefits – Total $163,281

Fringe benefits for cooperating country national staff are in accordance with local labor laws and calculated at 43.05% of the employees' base salaries. Total $137,760.

Fringe benefits for HQ employees are calculated at 40.51% of base salary. Total $25,521.

3.4.3 Supplies – Total $3,000

FD will procure 6 motorcycles with a unit cost of $2,000 for usage by the Organizational Technicians and Agriculture Production Technicians. The cost will be shared across Activities based on staffing. The total for Activity 4 is $3,000.

3.4.4 Travel – Total $17,550

Motorcycle fuel for 6 motorcycles at $225 per month for 52 months divided equally among 4 activities.

3.4.5 Professional Services/Contractual – Total $485,000

FD will execute 3 subrecipient agreements as follows:

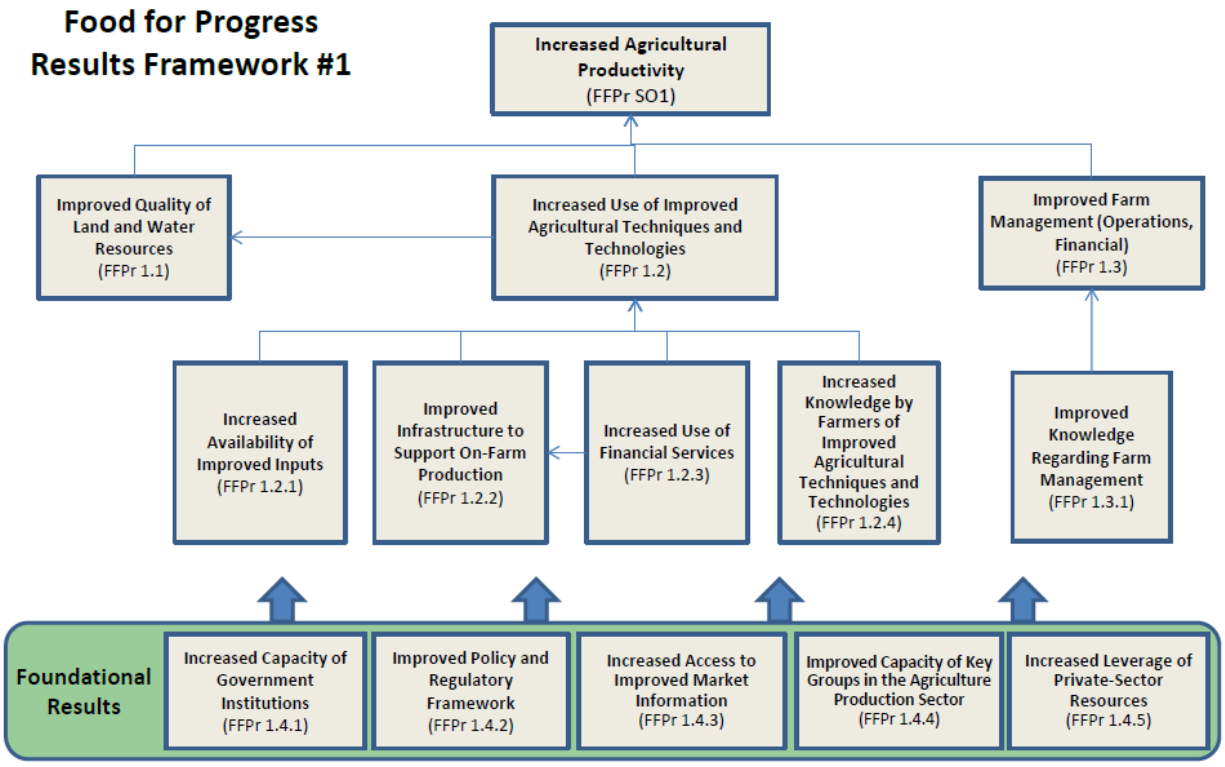
Subrecipient A: $310,000: To provide training to local farmers on water use efficiency.
Subrecipient B: $50,000: To provide training to local farmers on pest management.
Subrecipient C: $125,000: To provide training to local farmers on crop rotation.

Subrecipients will be selected based on a competitive bidding process. FD will take into consideration factors such as the soundness of the proposal, unique capabilities of the bidder, the amount of the bid, delivery schedule, technical competency of the key personnel proposed for the study, etc.

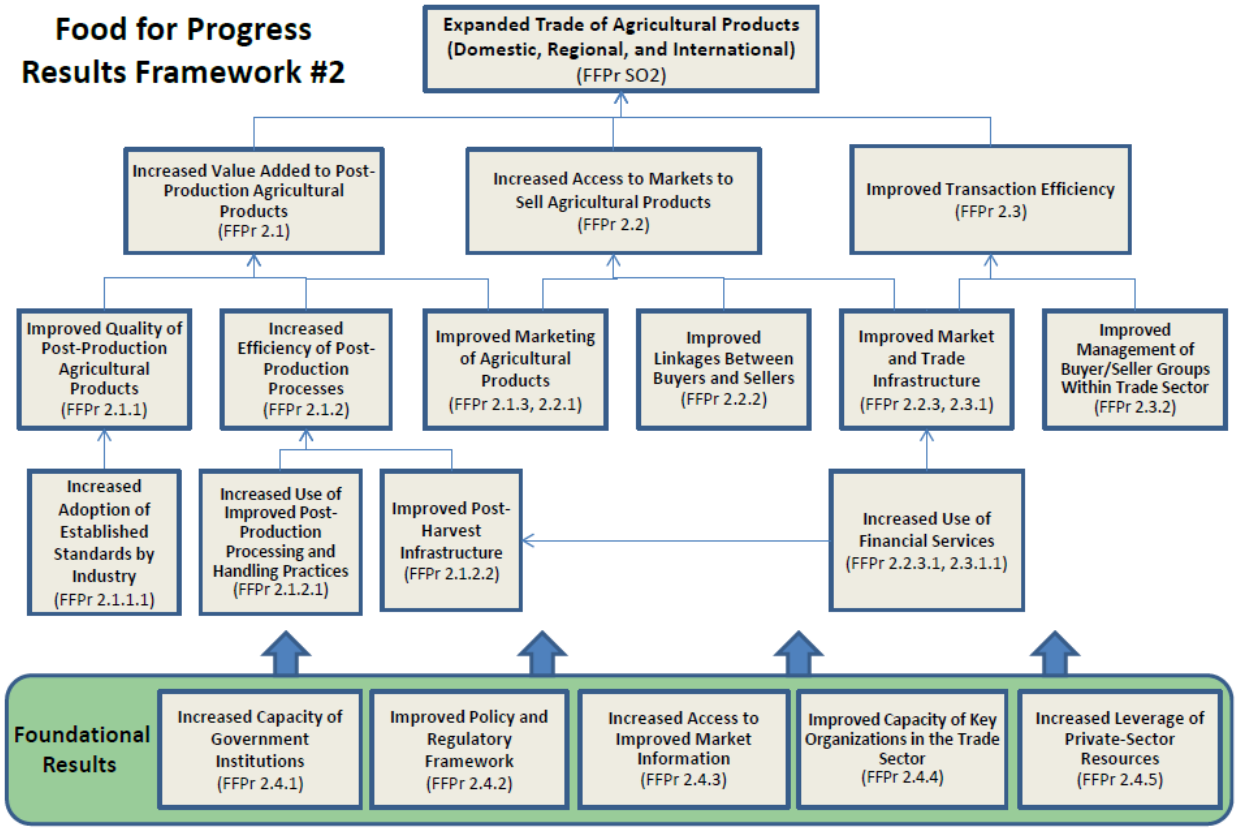
3.5 Indirect Costs – Activities – Total $532,713

In accordance with FD's most recently approved NICRA, indirect costs are estimated at $532,713 in monetization funds.

APPENDIX E – Results Framework and Illustrative Examples of Foundational Results



A Note on Foundational Results: These results can feed into one or more higher-level results. Causal relationships sometimes exist between foundational results.



A Note on Foundational Results: These results can feed into one or more higher-level results. Causal relationships sometimes exist between foundational results.

APPENDIX F – Past Performance Review Template

Applicants should complete all information in Part I. If one of the items does not apply, simply note N/A in that row. Parts II and III should be completed by the reference organization/personnel. The reference organization/personnel must then submit the completed form to ppded@usda.gov. Please use the subject line "Past Performance Reference for [Proposal Name]". FAS may contact the reference organization/personnel for verification.

PART I: Award Information (to be completed by Applicant)
1. Name of Applicant's Organization
2. Applicant Contact Name:
3. Title:
4. Phone Number:
5. Email Address:
6. Name of Project:
7. Award Number:
8. Award Type:
9. Award Value:
10. Description or Work/Services:
11. Location Where Work was Performed:
12. Contracting/Agreement Officer:
13. Contracting/Agreement Officer Phone Number:
14. Contracting/Agreement Officer Email Address:
15. Technical Officer (if applicable):
16. Technical Officer Phone Number:
17. Technical Officer Email Address:

PART II Performance Assessment (to be completed by Reference Organization)
1. Contact Name (person(s) completing this document):
2. Title:
3. Name and address of organization:
4. Phone number:
5. Email address:
PART III: Performance Assessment (to be completed by Reference Organization)
1. Instances of good performance as measured by results achieved and quality of deliverables or services, including, but not limited to the following: timeliness, consistency in meeting goals and targets, effectiveness and appropriateness of personnel, cooperation and effectiveness of the organization in identifying or addressing problems, and cost control issues, including forecasting costs as well as accuracy in financial reporting. Comment:
2. Instances of poor performance as measured by results achieved and quality of deliverables or services, including, but not limited to the following: timeliness, consistency in meeting goals and targets, effectiveness and appropriateness of addressing problems, and cost control issues, including forecasting costs as well as accuracy in financial reporting. Comment:
3. Significant achievements: including relationships with beneficiaries, initiation and management of several complex activities simultaneously, coordination among country partners, and correction of problems. Comment:
4. Significant Problems: including relationships with beneficiaries, initiation and management of several complex activities simultaneously, coordination among country partners, and correction of problems. Comment:

APPENDIX G – Potential Available Commodities

(Applicable to both McGovern-Dole and Food for Progress Programs)
Commodities are subject to change, based on price and availability

All Beef Packer Tallow	Nonfat, Non-fortified Dry Milk*
All Purpose Flour	Northern Spring Wheat
Black Beans	Parboiled, Well Milled, Long Grain Rice 2/7
Bread Flour	Parboiled, Well Milled, Long Grain Rice 5/20
Bulgur	Peas/Lentils Substitutable
Cornmeal	Pinto Beans
Corn-Soy Blend	Ready-to-use nutritional food (RUSF or MQ)
Corn-Soy Blend Plus	Salmon, Pink (Canned)*
Crude Degummed Soybean Oil	Small Red Beans
Dark Northern Spring Wheat	Soft Red Winter Wheat
Dark Red Kidney Beans	Soft White Wheat
Dehydrated Potato Granules*	Sorghum
Dehydrated Potatoes Flakes*	Soybean Meal
Distiller's dried grains with solubles	Soybean Oil
Extra Fancy Tallow	Soy-Fortified Bulgur*
Fortified Rice, 2/7 Long Grain, Well Milled	Soy-Fortified Cornmeal
Fortified Rice, 2/7 Medium Grain, Well Milled	Split Yellow Peas
Fortified Rice, 3/15 Long Grain, Well Milled	Super Cereal Plus
Fortified Rice, 3/15 Medium Grain, Well Milled	Technical Tallow
Fortified Rice, 5/20 Long Grain, Well Milled	Vegetable Oil
Fortified Rice, 5/20 Medium Grain, Well Milled	Vegetable Oil Substitutable
Great Northern Beans	Well Milled, Long Grain Rice 2/7
Green Peas	Well Milled, Long Grain Rice 3/15
Green Split Peas	Well Milled, Long Grain Rice 5/20
Hard Milled Long Grain Rice	Well Milled, Medium Grain Rice 5/20
Hard Red Spring Wheat	Whole Green Peas
Hard Red Winter Wheat	Whole Yellow Peas
Kabuli Garbanzo Beans	Yellow Corn
Lentils	Yellow Grease
Lipid Based Nutrient Supplement (LNS SF)	Yellow Soybeans
Milled Rice	

For specific questions related to commodities, please contact ppded@usda.gov

For additional commodity specifications, please visit:
https://www.ams.usda.gov/services/international-procurement/commodity-requirements

*Availability May Vary