

MODIFICATION OF ASSISTANCE			Page 1 of 9 pages
1. MODIFICATION NUMBER 02	2. EFFECTIVE DATE OF MODIFICATION See block 15	3. AWARD NUMBER:	4. EFFECTIVE DATE OF AWARD : TBD
5. GRANTEE: To Be Determined (TBD) DIINS NO : TIN NO. : LOC NO. :		6. ADMINISTERED BY: Regional Office of Acquisition and Assistance USAID/Peru Av. La Encalada Cdra. 17 Lima 33, Peru	
7. FISCAL DATA: Amount Obligated: \$0.00 Budget Fiscal Year: Operating Unit: USAID/Peru Strategic Objective: Team/Division: Benefiting Geo Area: Object Class:		8. TECHNICAL OFFICE: USAID/Ecuador 9. PAYMENT OFFICE:	
10. FUNDING SUMMARY:			
		Obligated Amount	Total Est. Amt.
Amount Prior to this Modification:			
Change Made by this Modification:			
New/Current Total:			
11. DESCRIPTION OF MODIFICATION: The purpose of this Amendment to Notice of Funding Opportunity 72051822APS00001 is to: (1) modify Annex B: Questions and Answers to include a set of questions for the Second Review Window. Accordingly, the APS is hereby amended as follows: Continue...			
12. THIS MODIFICATION IS ENTERED INTO PURSUANT TO THE AUTHORITY OF FAA of 1961, as amended. AS AMENDED. EXCEPT AS SPECIFICALLY HEREIN AMENDED, ALL TERMS AND CONDITIONS OF THE GRANT REFERENCED IN BLOCK #3 ABOVE, AS IT MAY HAVE HERETOFORE BEEN AMENDED, REMAIN UNCHANGED AND IN FULL FORCE AND EFFECT.			
13. GRANTEE: ☐ IS ☐ IS NOT REQUIRED TO SIGN THIS DOCUMENT TO RECONFIRM ITS AGREEMENT WITH THE CHANGES EFFECTED HEREIN			
14. GRANTEE: BY: _____ _____ (Name Typed or Printed) TITLE: _____ DATE: _____		15. THE UNITED STATES OF AMERICA U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT BY: <u>G. Michael Junge</u> G. Michael Junge (Name Typed or Printed) TITLE: Regional Agreement Officer DATE: August 10, 2022	

1. **Annex B – Questions and Answers.** Delete it in its entirety and replace it with the following:

“ANNEX B

QUESTIONS AND ANSWERS APS 72051822APS0001

FIRST REVIEW WINDOW DATE: JUNE 20 – 24, 2022

Question 1: Under Section 3, to qualify as a b) Locally Established Partner (LEP), USAID/Ecuador requires applicants to “have maintained continuous operations in-country for at least five years.” Our organization maintained a presence from 2002-2008, and recently reopened our office in 2020. We are currently registered and operational in-country. Would USAID/Ecuador consider our current operating status and previous five years of continuous operations in Ecuador as qualification for LEP status?

Answer to Question 1: Yes, as long as the entity has had continuous operations in-country for at least five years and materially demonstrates a long-term presence in a country through adherence or alignment to the requirements listed under the Locally Established Partner Definition (See Section A.3 Getting Started.)

Question 2: USAID’s goal for the Ecuador New Environmental and Economic Reactivation Partnerships Initiative is to develop strategic partnerships that “leverage private sector interests, assets, expertise, innovative financing, and markets in a manner that fosters or accelerates sustainable and transformational development impact.” Evidence shows that longer development commitments can have much greater impact and are more effective in achieving lasting change, but concepts for Area No. 4 Economic Reactivation with Women-Led and -Owned Small- and Medium-Sized Enterprises are limited to only 24 months. The applicant requests that USAID/Ecuador consider concept notes of 24-60 months to allow implementers to cultivate the necessary relationships required to invest in market-led and sustainable. USAID/Ecuador would not consider anything more than 24 months based on Mission’s funding availability.

Answer to Question 2: USAID/Ecuador anticipates a 18-24 month implementation timeline for Area No. 4 Economic Reactivation with Women-Led and -Owned Small- and Medium-Sized Enterprises based on funding limits which is estimated at \$1.8MM.

Question 3: I am writing on behalf of the XXXX Foundation, we are a small Ecuadorian non profit with a focus on agroforestry, our project at this time is reforesting 25 hectares of the Amazon rainforest. I believe we would be a good fit for the Ecuador New Environmental and Economic Reactivation Partnerships Initiative. I would like to inquire about how to apply for this opportunity.

Answer to Question 3: Please refer to APS Section D: APPLICATION AND SUBMISSION INFORMATION

Question 4: Translated from Spanish Language

When reviewing the NOFO information in detail, a doubt arose about our eligibility. *Redacted due to personal identifying information.*

With this information, could you inform us if we are eligible to apply to this call?

Answer to Question 4: Please refer to the APS Section C; Eligibility Information

Question 5a: Is it acceptable for an international sub to receive a greater share of the USAID portion of the award than the Prime? The Prime is a local business entity and will be contributing a large amount of leverage but they would like the international sub to focus on the community organizing aspect of the award which will require a large amount of the USAID portion of the budget.

Answer to Question 5a: What you have described would be allowable

In addition to the question above, we would like input on the following situation:

Question 5b: The Prime has received their NCAGE number and started their registration process in SAM. However, there is another company with the same address, so the system flagged this and the Prime has generated an incident and submitted a ticket. They are waiting on a response on how to move forward. Can the Prime submit their concept note if their SAM registration is not completed and still be eligible?

Answer to Question 5b: The System for Award Management (SAM) registration is a statutory requirement. Entities must be registered in SAM **before** submitting a concept paper. For more information please review [2 CFR 25 Universal Identifier and System for Award Management](#)

Question 6: On behalf of XXXXXXXX, I wish to seek clarification about the eligibility requirements for the USAID/Ecuador – New Environmental and Economic Reactivation Partnerships Initiative - Notice of Funding Opportunity (NOFO)/Annual Program Statement Number 72051822APS00001. Specifically, I would like to know if the procurement is restricted to local organizations, or if U.S. large businesses with no previous experience in the country can also be considered.

Answer to Question 6: We have not restricted this solicitation to only local implementers but please note that half of the evaluation criteria will be based on building long lasting sustainable activities and partnerships which will continue long after USAID's funding ends and to that end, the involvement of local actors will be critical for a successful activity.

Question 7: Page 6, Paragraph 2, “An Invitation for Co-Creation and Impact” lists Implementing Partners as “ NGOs, private sector concerns, and others) to engage and work with Resource Partners (e.g., corporations, local businesses, foundations, and others). USAID/Ecuador is specifically seeking implementing organizations (for-profit and not-for-profit) and nontraditional development partners to reach out to Resource Partners and explore ways in which collaboration with USAID/Ecuador might help each partner – private sector, NGO, and public sector contributors – to more effectively address key issues, advance shared development goals, and achieve exceptional development results and impacts in Ecuador.

Later on page 6, Paragraph 3. "Getting Started", implementing partner is defined as "USAID/Ecuador is seeking Local Entities, Locally Established Entities, New Partners, and Underutilized Partners as Implementing Partners".

Our organization is interested in submitting a response, but we do not qualify as a Local Entity, Locally Established Entity, or New or Underutilized Partner. Can USAID confirm that an organization would be eligible to prime as long as they satisfy the requirements in paragraph 2?

Answer to Question 7: Per section C.1 Eligibility Requirements, Implementing Partners are non-governmental or private sector entities (for-and nonprofit). Please note that half of the evaluation criteria will be based on building long lasting sustainable activities and partnerships which will continue long after USAID's funding ends and to that end, the involvement of local actors will be critical for a successful activity.

Question 8: Can an organization participate in more than one application?

Answer to Question 8: Yes.

Question 9: If the question above is positive, can an organization participate in one application as leader of the proposal and in another application as a member of a consortium?

Answer to Question 9: Entities may participate in more than one application. We do not recognize consortiums. Offers must be sent by a legally recognized entity who will be identified as the Prime. The Prime can then construct subawards to entities necessary to complete the work.

Question 10: Can an application include several Areas of the current NOFO, ie., shark conservation, IUU fishing and gender approach in the same application?

Answer to Question 10: Yes, an application can address several areas of the current NOFO. However, the Concept Note should define clearly the main area of activity and the links with the other proposed areas.

Question 11: Can you clarify the following:

Estimated total amount - specify USAID request funding versus what the Resource Partner will contribute (differentiated between cash and in-kind contributions)

Hypothetically, if a project would cost \$ 500.000 what would the requirements be on the applicant's side?

Answer to Question 11: Per Section C.2 of the APS the **preference** is that there be a 1:1 match (for every dollar that USAID provides, the implementer finds a matching dollar) with 50 percent of that in cash so in the hypothetical, a minimum match of \$250,000 would satisfy the requirement. We will accept lower matches, but the evaluation criteria considers the strength of the match.

Question 12: Can the concept include activities in neighboring countries?

Answer to Question 12: Activities will be evaluated only based on their impacts in Ecuador.

Question 13: Can UN agencies apply?

Answer to Question 13: UN agencies may apply, however, per ADS 308 Competition is not required for agreements with Public International Organizations (PIOs).

Question 14: How long is the concept paper?

Answer to Question 14: Per Section D.2 of the APS the Concept Note is a short document (2 pages maximum) wherein the Applicant provides an overview of their idea. See Section D.3 1. *Concept Note Application Content for further information*

Question 15: How long is the APS open? What are the open window periods for submitting concepts?

Answer to Question 15: The APS is open until October 20, 2022. For submission and review window dates please refer to section D.2 1. - Application Process For Implementers Seeking Funding.

Question 16: How long will co-creation take?

Answer to Question 16: We are unable to determine the duration of the co-creation phase as it depends on the particularities of each proposed activity.

Question 17: Is a 1-1 match required?

Answer to Question 17: Per Section C.2 - Leverage, the preference is that there be a 1:1 match (for every dollar that USAID provides, the implementer finds a matching dollar) with 50 percent of that in cash. We will accept lower matches, but the evaluation criteria considers the strength of the match.

Question 18: How many awards will be given?

Answer to Question 18: Per Section B.1 - Estimate of Funds Available and Number of Awards Contemplated, 4-6 awards are anticipated

Question 19: Can potential partners submit more than one concept for different sections of the APS?

Answer to Question 19: Yes, but we would prefer Applicants to apply for the area where they see the most significant potential for an impactful alliance.

Question 20: Where can I send further questions?

Answer to Question 20: All questions are to be submitted to limasolicitations@usaid.gov. Please note that all questions will be responded publicly so do not include personal or sensitive information.

Question 21: How will concepts be reviewed/what is the selection process?

Answer to Question 21: Please refer to Section E.A - Merit Review Criteria.

Question 22: Can the concept notes be submitted by a consortium of NGOs?

Answer to Question 22: We do not recognize consortiums. Offers must be sent by a legally recognized entity who will be identified as the Prime. The Prime can then construct subawards to entities necessary to complete the work.

Question 23: On page 9 the APS indicates: "Please note that certain areas have limited funding;" can USAID clarify what these areas are, and offer an indication of what these funding limitations are?

Answer to Question 23: USAID/Ecuador anticipates a 18-24 month implementation timeline for Area No. 4: Economic Reactivation with Women-Led and -Owned Small- and Medium-Sized Enterprises based on funding limits which is estimated at \$1.8MM.

Question 24: The leverage contribution of our potential partners must be only new funds that are going to be designated for this proposal or can they also consider funds from current or previous related projects and activities?

Answer to Question 24: The leverage contribution from potential partners must be new funds obtained during the period of the agreement to contribute to achieve activity's results.

Question 25: In case we get a grant from Federal Award as part of this call, can we use part of those funds for place them in a trust fund?

Answer to Question 25: Trust Funds are not contemplated for activities to be implemented under this APS.

Question 26: Would it be ok if we consider as part of our estimated budget to use funds from the Federal Award for purchasing a light aircraft?

Answer to Question 26: The purchase of a light aircraft would be evaluated during the Concept Note review based on the needs of the proposed program.

Question 27: Could USAID finance as part of this call, the repowering and construction of infrastructure?

Answer to Question 27: We do not contemplate construction activities under this solicitation but the issue could be revisited during the co-design phase as construction in Assistance requires special considerations.

SECOND REVIEW WINDOW DATE: AUGUST 22 – 26, 2022

Question 1: Can we present a Concept Note including all the activities of one area? For example: If we are presenting Area No. 3: Sustainable Forest Management and Carbon Sequestration in the Amazon, can we include the three objectives or should we present just one of them?

Answer to Question 1: Based on Section A of the APS applicants may present Concept Notes on any or all objectives of any of the listed Areas

Question 2: Translated from Spanish Language

Could the project consider civil works that help the productivity of women entrepreneurs?

Answer to Question 2: Based on the question we do not see that you could not. Please submit your concept note for evaluation.

Question 3: Translated from Spanish Language

Childcare is essential for indigenous, Afro and montubia women. Can childcare centers be implemented so that women entrepreneurs can take care of their businesses?

Answer to Question 3: Based on what you are asking we do not see a restriction.

Question 4: Translated from Spanish Language

How many organizations can be part of a consortium submitting a single application?

Answer to Question 4: We do not recognize consortiums. Offers must be sent by a legally recognized entity who will be identified as the Prime. The Prime can then construct subawards to entities necessary to implement the activity.

Question 5: Translated from Spanish Language

Does USAID encourage strong private economic groups to be part of the consortiums?

Answer to Question 5: The implementer needs to identify the appropriate resource partners for their activity.

Question 6: Translated from Spanish Language

What do you mean by NUPs (New and Underutilized Partners)?

Answer to Question 6: NUPs stands for Underutilized Partners, organizations that have received less than \$25 million in direct or indirect awards from USAID over the past five years. However, this denomination has been changed to Non-Traditional Partners.

Question 7: Is the 1:1 match confirmed? What exactly does it mean and how is this requirement applied?

Answer to Question 7: It is desirable that there be at least a 1:1 match of the activity's overall cost. For every \$1 of USAID money, there should be a match of \$1 of outside funding. Matches of less than 1:1 (See section C.2.) will be reviewed on a case-by-case basis. While not required, strategic partnerships will ideally bring at least a 1:1 ratio of private sector resources with a

minimum of 50 percent of the private sector resources in cash (lower ratios are possible but might not be as competitive).

Question 8: We have not received any funding from USAID during the last five years, thereby we should apply as “New Partners”, is that accurate?

Answer to Question 8: Yes, it is correct.

Question 9: We are an international company based in Iowa, USA, however, more than 50% of our workforce is from Ecuador and we do not have all the requirements to operate in Ecuador, are we still eligible to apply? If it is not the case, should we apply as “Resources partner”?

Answer to Question 9: You can apply as a Resource Partner. Also, you can still apply as an US implementing partner.

Question 10: Can resources come from international sources?

Answer to Question 10: Yes.

Question 11: Such international sources may include foreign governments funds earmarked for specific cooperation programs through international organizations?

Answer to Question 11: Please refer to APS **Section C.2 Leveraging**

Question 12: Can resources from local governments -territorial and national- be considered as counterpart contribution if letters of commitment are provided?

Answer to Question 12: Please refer to APS **Section C.2 Leveraging**

Question 13: Can national public resources assigned to specific programs or allocated to institutional operating expenses be considered counterpart contribution?

Answer to Question 13: Please note that the requirement is for leverage and not for counterpart contributions. For the definition of leveraging please refer to APS **Section C.2 Leveraging**.

Question 14: We would like you to clarify us about the overall costs 1:1 match requirement. We would like to know if there is a limit to the in-kind match.

Answer to Question 14: The proposed leverage needs to be a 1:1 match to USAID funding. Applicants may propose higher leverage ratios to include more in-kind resources.

Question 15: What could be considered “indigenous organizations and local communities”?

Answer to Question 15: Indigenous organizations are formal entities that socially represent indigenous peoples or persons with similar ethnic or cultural identities that are unique and differentiate from other groups of people in Ecuador. These organizations are certainly a prospective stakeholder for activities under the APS; however, it is important to note that the

ultimate beneficiaries are the indigenous people themselves; so, they do not, necessarily, need to be represented by a formally established organization, but by whom represents the best interest of their communities.

Local communities refer to a collective group of people originary of a specific region that often have similar cultural backgrounds and often have their own social, economic, political, and legal systems.

Question 16: Do the potential revenue streams (biochar, carbon credits sales) during the project could be considered as a matching fund? If it does, is it possible to consider them as cash matching funds? Otherwise, how should we specify them?

Answer to Question 16: Revenue streams that are a result of the proposed project would not count either as leveraged or matching resources, but rather as evidence of long-term sustainability of the project. If the revenues/credits are a result of a separate third-party funded initiative, that could be considered leveraged funding.

Question 17: Do tipping fees work as a matching fund?

Answer to Question 17: Solid waste tipping fees that are a result of the proposed project would not count as matching funding, but rather as evidence of long-term sustainability of the project. If these fees are a result of a separate third-party funded initiative, that could be considered matching funding.

Question 18: How do the cash matching funds work? Should we deposit the cash amount into a certain bank account? Or should it be included only in the budget calculations?

Answer to Question 18: Concept papers should reflect and demonstrate clear contribution commitments sufficient to meet the 1:1 match requirement, 50% of which needs to be in cash. These funds do not require a separate bank account. The preference is that the funds are included as part of the entities accounting system. The appropriate timing of the actual contributions, whether cash or in-kind, will be decided among the partners prior to any such award.

Question 19: We are an international company based in Iowa, USA with more than 50% of our workforce working in Ecuador and we are highly interested in participating in this grant, however, if we can only apply as a “resource partner” with an Ecuadorian company as an “implementing partner”, we are wondering if the “resource partner” could be the only contributor of the cash matching funds instead of the main applicant. Is that something possible? Or how should that work?

Answer to Question 19: The goal of a resource partner match is that after the USAID award ends, the resource partner will have developed a relationship with the implementing partner so that the work will continue. Our interest is that the work that USAID funding initiated, will continue.

[END OF ANNEX B]

[END OF AMENDMENT 2]