



**U.S. DEPARTMENT OF STATE**  
**Bureau of International Narcotics and Law Enforcement Affairs (INL)**  
**Notice of Funding Opportunity (NOFO)**

|                                                       |                                                                                                                 |
|-------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| Announcement Type:                                    | Request for Federal Assistance Award Applications                                                               |
| Funding Opportunity Title:                            | Countering the Illicit Exotic Pet Trade in South and Central Asia                                               |
| Funding Opportunity Number:                           | SFOP0009785                                                                                                     |
| Program:                                              | INL/GPP Wildlife Trafficking                                                                                    |
| Catalog of Federal Domestic Assistance (CFDA) Number: | 19.705 - Transnational Crime                                                                                    |
| Total Funding Available:                              | \$600,000 U.S. Dollars                                                                                          |
| Funding Source:                                       | Domestic-Funds                                                                                                  |
| Application Ceiling:                                  | Up to \$600,000 U.S. Dollars                                                                                    |
| Application Floor:                                    | At least \$300,000 U.S. Dollars                                                                                 |
| Anticipated Number of Awards:                         | 1-2 awards                                                                                                      |
| Initial Project Implementation Length:                | 24 months                                                                                                       |
| Estimated Project Start Date:                         | October 1, 2023                                                                                                 |
| NOFO Issuance Date:                                   | May 16, 2023                                                                                                    |
| Deadline for Submission of Questions:                 | June 16, 2023 by 11:59 PM EST via email                                                                         |
| Deadline for Submission of Applications:              | <b>July 17, 2023</b> by 11:59 PM EST via <a href="https://www.grants.gov">www.grants.gov</a>                    |
| Assistance Type:                                      | Grant                                                                                                           |
| Applicant Types and Eligibility Categories:           | Organizations only.<br>Refer to <u><a href="#">Section C: Eligibility Information</a></u> for more information. |

INL Points of Contact:

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## **BUREAU MISSION**

The mission of the State Department's Bureau of International Narcotics and Law Enforcement Affairs (INL) is to keep Americans safe by countering crime, illegal drugs, and instability abroad. The Bureau of International Narcotics and Law Enforcement Affairs (INL) is at the forefront of responding to these challenges, uniting these overarching themes through our foreign assistance programs, diplomatic engagement, and policy coordination.

INL's foreign assistance programs are essential to advancing U.S. policy objectives. INL programs advance the following strategic goals:

- 1. Disrupt and reduce illicit drug markets and transnational crime to protect American lives and U.S. national security.**
- 2. Combat corruption and illicit financing to strengthen democratic institutions, advance rule of law, and reduce transnational crime and its enablers.**
- 3. Strengthen criminal justice systems to support stable, rights respecting partners.**

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## A. PROJECT DESCRIPTION

**Overview:** The Bureau of International Narcotics and Law Enforcement Affairs of the U.S. Department of State announces an open competition for organizations to submit applications to carry out a project to counter wildlife trafficking and further strengthen/enhance cross border collaboration in Central and South Asia.

**Priority Region/Countries:**

Central and South Asia including India, Sri Lanka, Maldives, Bangladesh, Nepal, Bhutan, Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan and Turkmenistan.

**Problem Statement:**

Wildlife trafficking and environmental crimes are lucrative forms of transnational organized crime (TOC) that have decimated populations of species, such as elephants, rhinos, pangolins, and more. Wildlife trafficking and environmental crimes fuel corruption, threaten the rule of law and peace and security, spread disease, and destabilize communities that depend on wildlife for biodiversity and eco-tourism revenues. Criminal organizations are increasingly involved in this illicit trade, especially the illegal movement of wildlife from source countries to demand countries, such as the movement of tigers, pangolins, birds, and reptiles from South Asia to Southeast Asia.

In recent years, the increased focus on wildlife trafficking of the region's iconic species such as the Bengal tiger, snow leopard, rhinoceros and Asian elephant, has seen a positive shift in population numbers of some species. However, the sustained focus on iconic species has been to the detriment of lesser-known but equally important wildlife with a significant uptick in the targeting of species for the exotic pet trade, including reptiles, smaller cats (like snow leopards), birds (from raptors to songbirds), insects, and lesser primates. There has also been an increase in the number of interdictions of non-native exotic species entering the Central and South Asia region in transit to destinations in Southeast Asia, Middle East, Europe and even North America, or to fill the local demand for exotic pets, small commercial zoos, and private collections. Recent reports of kangaroos being found wandering the streets in West Bengal and the interdiction of orangutans and Nile crocodiles in Central Asia, demonstrates the growing problem associated with the trade in non-native exotic species for the pet market across Central and South Asia. As the middle and upper middle classes acquire more wealth due to the changing economic climate, they now have means to acquire exotic pets previously only attainable by the wealthy upper classes. Globally, the popularity of exotic pet ownership is growing which is increasingly supported and facilitated by online platforms exacerbated further by the expanding use of the internet across the region.

Throughout the region, traffickers continue to exploit poor enforcement, porous borders, and weak institutions to profit from the illegal wildlife trade and the exotic pet market is no exception with some large primates, such as gorillas, selling for more than \$250,000 USD in Asia. Wildlife and wildlife products are transported through multilevel illicit networks of criminal intermediaries and government officials. Gaps in interdiction training persist across the region, particularly among organizations such as the postal service and the coast guard.

For this funding opportunity, INL intends to focus on Central and South Asia, since it is a key source, transit, and destination for wildlife to supply the illicit exotic pet trade. The program is intended to deepen our understanding of the growing illegal trade in species targeted for the exotic pet market. INL leverages its unique foreign assistance authorities to contribute to the global fight against wildlife trafficking. To that end, funds will support work that increases the ability of Central and South Asian countries to counter wildlife trafficking. As a key source, transit, and destination for illegal wildlife, Central and South Asia are a crucial component in the global wildlife trafficking supply chain. Therefore, efforts to stop the global scourge of wildlife trafficking must include Central and South Asia. The ultimate goal of this program is to increase Central and South Asia's ability to counter wildlife trafficking and the criminal organizations that perpetrate this heinous crime.

**Project Vision:** This project aims to combat wildlife trafficking across Central and South Asia including India, Sri Lanka, Maldives, Bangladesh, Nepal, Bhutan, Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan, and Turkmenistan by deepening our knowledge and understanding of the illegal trade in species targeted for the exotic pet industry so that we can better direct interventions that increase the capacity and ability of governments to identify, interdict, investigate, and prosecute this illegal trade and dismantle the organized crime networks which support it.

**Project Goal(s) and Objectives:**

The goal of this program is to reduce the illegal trade of wildlife targeted for the exotic pet market by deepening the understanding and knowledge of this trade across Central and South Asia including India, Sri Lanka, Maldives, Bangladesh, Nepal, Bhutan, Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan, and Turkmenistan to enable INL to direct resources to enhance the ability and capacity of governments to interdict, investigate and prosecute wildlife trafficking and enhance cross border collaboration.

INL is interested in supporting programs that will deliver a detailed data-driven assessment of the illicit exotic pet trade across the Central and South Asia region and the target countries within them, with the aim of providing future targeted support to government partners within law enforcement and criminal justice sectors. Applicants should propose a clear methodology for how to achieve as many activities as possible under each objective, noting that in some countries this may be difficult. Applications will be prioritized if they demonstrate awareness and synergies with ongoing wildlife trafficking programs in the target countries, or that bring together a consortium of partners to implement program activities in a strategic and coordinated approach.

We encourage proposals that are innovative, leverage existing partnerships and technologies, and engage, empower and support the development of local NGOs and partner organizations within the focus countries. Proposals with clear a clear vision for how activities, outcomes and outputs will be delivered will be considered highly.

**Goal:**

- 1. Reduce the illegal extraction and trafficking of wildlife targeted for the exotic pet trade in India, Sri Lanka, Bangladesh, Maldives, Nepal, Bhutan, Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan, and Turkmenistan and the ability of criminal groups to carry out and profit from these activities.**

## **Objectives:**

### **South Asia Focus**

- 1. Deepen the understanding of the growing illegal trade in wildlife (non-native and native) for the exotic pet market by undertaking a comprehensive assessment across the South Asia region (including: India, Sri Lanka, Maldives, Bangladesh, Nepal and Bhutan). The assessment could include, but is not limited to;**
  - a. The rate and frequency that specific species are targeted for the exotic pet trade in markets, private collections, etc.
  - b. The identification of regional trafficking routes/hubs including source and destination information.
  - c. The drivers of demand as well as any emerging trends or patterns.
  - d. Detailed analysis of the type of criminal networks behind the illegal trade in exotic species to supply the pet trade (organized crime syndicates and individuals).
  - e. The main procurers of exotic pets (individuals, commercial zoos, private collectors).
  - f. The extent to which exotic pets are traded online, including an analysis of the types of online platforms most used and mechanisms to subvert detection.
  - g. An analysis of the national laws and policies related to exotic pet trade in each country to identify gaps and areas of greatest need.
  - h. The extent to which existing laws and policies are applied to address the exotic pet trade and any barriers that should be addressed to strengthen wildlife law enforcement (e.g., the level of awareness amongst enforcement officials, the availability of facilities for confiscated live animals, etc.).
  - i. An analysis of the illicit flow of income generated across the illicit exotic pet trade (across source, transit and destination countries), with the overall understanding of the level of illicit financial flows stemming from the exotic pet trade.
  - j. Conclusions and recommendations.

### **Central Asia Focus**

- 2. Deepen the understanding of the growing illegal trade in wildlife (non-native and native) for the exotic pet market by undertaking a comprehensive assessment across the Central Asia region (including: Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan, and Turkmenistan). The assessment could include, but is not limited to;**
  - a. The rate and frequency that specific species are targeted for the exotic pet trade in markets, private collections, etc.
  - b. The identification of regional trafficking routes/hubs including source and destination information.
  - c. The drivers of demand as well as any emerging trends or patterns.
  - d. Detailed analysis of the type of criminal networks behind the illegal trade in exotic species to supply the pet trade (organized crime syndicates and individuals).
  - e. The main procurers of exotic pets (individuals, commercial zoos, private collectors).
  - f. The extent to which exotic pets are traded online, including an analysis of the types of online platforms most used and mechanisms to subvert detection.
  - g. An analysis of the national laws and policies related to exotic pet trade in each country to identify gaps and areas of greatest need.

- h. The extent to which existing laws and policies are applied to address the exotic pet trade and any barriers that should be addressed to strengthen wildlife law enforcement (e.g., the level of awareness amongst enforcement officials, the availability of facilities for confiscated live animals, etc).
- i. An analysis of the illicit flow of income generated across the illicit exotic pet trade (across source, transit and destination countries), with the overall understanding of the level of illicit financial flows stemming from the exotic pet trade.
- j. Conclusions and recommendations.

**Project activities and deliverables:**

Applications should propose activities consistent with one or more of the proposed objectives. Each objective focuses on a different region – Central or South Asia. Applications can target either one region or both regions. Applications that propose activities under more than one objective will not be given preference over those that address only one – instead applications will be evaluated on their merit and expertise presented to develop a robust, data-driven assessment that will inform how future efforts can impact the ability of criminal groups to profit from the poaching and trafficking of wildlife for the exotic pet market. Applicants are encouraged to propose innovative solutions within the scope of the objectives, but activities should be specific and appropriate to the country and/or regional context. Proposals should aim to include as many of the target countries under each of the objectives listed above as possible (noting that in some countries information sharing and engagement is challenging).

Applications will be judged and selected on their ability to achieve the objectives, deliver a data-driven assessment, and gain host country buy-in and commitment to implement the proposed activities. INL will prioritize proposals with the highest demonstrated government buy-in and support. More information regarding the evaluation process can be found on page 18.

Proposals should ensure that they deconflict with and complement, as much as possible, similar programs taking place within the region. INL is currently funding and has funded programs in India, Sri Lanka, Bhutan, Nepal, Bangladesh, Kazakhstan, Uzbekistan, and Kyrgyzstan which include building enforcement and investigation functions, increasing interdiction, enhancing prosecution and judicial capacity, and developing interagency and cross-border cooperation in combatting wildlife trafficking. Program activities which have taken place or are taking place under these programs should be considered when presenting proposals under this award. INL encourages applicants to ensure that their proposals complement rather than duplicate this work. Please contact INL for additional information on existing programming in the region.

**Participants and Audiences:** The program should focus on law enforcement and judicial agencies and organizations across the government spectrum, non-government organizations, international organizations, local non-government organizations, civil society, local business owners, media, education, the financial sector, protected area managers, agencies charged with investigating online crime, and additional agencies that may intersect with the illicit exotic pet trade.

**Utilize Local Resources and Expertise**

INL values involving local community experts to help conduct programming, since their knowledge of the local wildlife trafficking and persons involved in the illegal trade will strengthen the program's

outcomes. We encourage collaborating with and using local resources and experts in the region when possible.

### **Social Safeguards**

The proposal must clearly articulate an understanding of how the work outlined in the proposal may negatively impact local communities (including human rights considerations), if relevant. Applicants must provide a detailed social safeguards plan within their risk analysis that clearly outlines the social risks and measures applicants will put in place to mitigate those risks. It is incumbent upon the applicant to write a social safeguards plan tailored to their organization and proposed program. More information on this additional requirement can be found on page 10.

**Project Expansion:** If the project is successful, INL will consider the option of an award modification to expand the project to other areas or countries in the region, subject to availability of future funding. Applicants may include in their proposal a brief section outlining how additional funds could potentially be used to expand work into additional activities or countries in future years. Applicants are strongly encouraged to demonstrate how their project might leverage funding through other organizations.

## **B. FEDERAL AWARD INFORMATION**

Applicants are encouraged to reference the table on the first page(s) of this NOFO to determine the basic federal award information (e.g., project length, amount of funding available, anticipated number of awards, assistance type, etc.). Additional award information is included in this section, although specific aspects of the award(s) issued from this NOFO may differ from program to program.

### **1. Project Implementation Period**

The initial project implementation length is the amount of time (e.g., months) applicants should plan to implement the project. If a range of months is listed, applicants should propose a realistic project length within that range.

INL may extend the project implementation period, contingent on INL priorities, good performance of the recipient, Department of State management approvals, and funding availability. INL projects shall not exceed five (5) total years of project implementation.

### **2. Assistance Type**

The type of assistance is determined by scope of INL's involvement in the implementation of the project. Refer to the table on the first page(s) of the NOFO to determine whether this particular project will be a grant or cooperative agreement.

For cooperative agreements, INL may be substantially involved in the following ways:

- Approval of the recipient's annual work plans, including: planned activities for the following year, travel plans, planned expenditures, event planning, and changes to any activity to be carried out under the Cooperative Agreement;

- Approval of specified key personnel;
- Approval of sub-award recipients (if any), and concurrence on the substantive provisions of the sub-awards; and coordination with other cooperating agencies; and
- Approval of Monitoring and Evaluation Plan
- Other country- or project-specific approvals will be included in the award documents.

### 3. Funding Notices

This award will be supported with International Narcotics Control and Law Enforcement (INCLE) funds under the Foreign Assistance Act of 1961. This notice is subject to availability of funding.

Length of performance period: 24 months

Anticipated program start date: Oct 1, 2023

Number of awards anticipated: 1-2 awards

Award amounts: awards may range from a minimum of \$300,000.00 to a maximum of \$600,000.00

Total available funding: \$600,000.00

Type of Funding: FY 2022 INCLE Funds under the Foreign Assistance Act.

## C. ELIGIBILITY INFORMATION

### 1. Eligible Applicant Types

The following organizations are eligible to apply:

- U.S.-based non-profit/non-governmental organizations (NGOs);
- U.S.-based educational institutions subject to section 501(c)(3) of the U.S. tax code;
- U.S.-based educational institutions subject to section 501(c)(3) of the U.S. tax code or section 26 US 115 of the US 115 of the U.S. tax code;
- Foreign-based non-profits/non-governmental organizations (NGOs);
- Foreign-based educational institutions

### 2. Cost Sharing or Matching

Cost share is the portion of project costs not borne by the U.S. government. Cost share is recommended but not required for this project. **Applicants must be able to ensure cost share is accounted for/tracked through accounting systems and/or supporting documentation (such as Personnel Activity Records, proof of voluntary hours, proof of any purchases for materials being included as cost share, etc.)**

Any cost share proposed must be appropriately captured within the SF-424A, budget, and budget narrative.

### 3. Other Eligibility Requirements

- In order to be eligible to receive an award, all organizations must have a unique entity identifier (also known as UEI), as well as a valid registration on [www.SAM.gov](http://www.SAM.gov). Individuals are not required to have a unique entity identifier or be registered in SAM.gov. Refer to Section D for additional guidance.
- Applicants are only allowed to submit one proposal per organization. Organizations may form a consortium and submit a combined proposal, however one organization should be designated as the lead applicant and other organization(s) listed as sub-recipient partner(s).
- To be eligible to receive a federal assistance award, organizations must have a commitment to non-discrimination with respect to beneficiaries and adherence to equal opportunity employment practices. INL is committed to an anti-discrimination policy in all of its programs and activities. INL welcomes applications irrespective of an applicant's race, ethnicity, color, creed, national origin, gender, sexual orientation, gender identity, disability, or other status.
- Applicants are reminded that U.S. Executive Orders and U.S. law prohibits transactions with, and the provision of resources and support to, individuals and organizations associated with terrorism. It is the legal responsibility of the recipient to ensure compliance with these Executive Orders and laws. This provision must be included in any sub-awards issued under this grant award.

***Note: Public International Organizations (PIOs) and For-Profit Organizations are excluded from applying to INL grant/cooperative agreement announcements.***

## **D. APPLICATION AND SUBMISSION INFORMATION**

Applicants should carefully follow all instructions in this section to ensure their application is formatted properly and includes all required documents. Proposals that do not meet the requirements of this announcement or fail to comply with the stated requirements will be deemed ineligible for review.

### **1. How to Apply and Submit Questions**

This opportunity is posted on [www.grants.gov](http://www.grants.gov), along with all required application forms and, where applicable, templates for application documents. Applications and all supporting documents must be submitted via [www.grants.gov](http://www.grants.gov). INL reserves the right to reject any applications submitted through improper channels.

Applicants are encouraged to closely review the NOFO and email questions to the INL points of contact by the deadline listed on the first page(s) of this document. After the question deadline has passed, INL will respond to all questions publicly through a Questions & Answers document uploaded to the Related Documents tab of this opportunity.

### **2. Required Application Documents**

All documents in the following list must be included in your application, unless explicitly listed as optional. If a document includes a page limit, please adhere to that limit in your application.

Applicants that do not submit all required documents will be notified via email of their ineligibility after the application deadline.

### Standard Application Forms

- ☐ **SF-424 (Application for Federal Assistance – Organizations)**
  - Must be signed by an authorized signatory of the applicant’s organization.
- ☐ **SF-424A (Budget Information for Non-Construction Programs)**
- ☐ **SF-424B (Assurances for Non-Construction Programs) – Optional**
  - The SF-424B is only required for applicants who are not registered in SAM.gov.

### Project Proposal

The proposal should contain sufficient information that anyone not familiar with it would understand exactly what the applicant is proposing to do. The following documents may be submitted separately or combined into one document. If combined, please be sure to adhere to the page limits for each section.

- ☐ **Proposal Narrative – *Maximum 20 pages***

Applicants may use their own proposal template, but it must include all the sections below. Refer to Appendix A for additional guidance on drafting a proposal narrative.

  - **Cover Page:** include organization name, project title, requested number of months, target country(ies), point(s) of contact, and requested funding amount.
  - **Table of Contents:** list all documents and attachments with page numbers.
  - **Executive Summary:** Provide a synopsis of the project.
  - **Project Context:** Include an analysis of the issue to be addressed, including why it is important to address, what the main causes of the issue are, and who has power to effect change on the issue; suggested approaches and solutions (with evidence to support suggestions); and suggestions for revision to NOFO goals and objectives if needed.
  - **Theory of Change & Implementation Plan:** Describe the implementation plan (specific activities to implement suggested solutions); explain how or why they should result in accomplishment of the project goals and objectives (i.e., the theory of change). Projects should be designed such that activities, if implemented according to plan, should result in achievement of program objectives; and objectives, if achieved, should result in achievement of program goals. The Theory of Change should clearly demonstrate this causal logic. Finally, discuss likely challenges to implementation, including any risks of harm to project implementers or participants, along with mitigation strategies.
  - **Gender, Equity, and Inclusion Analysis:** Include in your proposal an analysis that addresses the ways in which women, gender diverse persons, and members of other marginalized and underrepresented groups (as specified in the “Participants and Audiences” section above) might affect and be affected differently by your work, including a consideration of their safe and meaningful participation. Strengthen your proposal by incorporating the results of this

gender, equity and inclusion analysis into your project design. Include a description of how you will minimize any inequities and identified potential risks.

- **Description of Prior Work:** Provide brief descriptions, including outcomes and deliverables, of any similar projects the organization has implemented.
- **Future Funding Plan/Sustainability:** Briefly discuss the plan for ensuring the sustainability of the project (i.e., that the project continues to have impact beyond the grant period) or note if sustainability is unlikely without continued support. Applicants may also include a brief section outlining how additional funds could potentially be used to expand work into additional activities or countries beyond the initial project period.

☐ **Performance Monitoring Plan**

See Appendix A for more details and instructions. Applicants **MUST** submit the following:

- **Change Map (see template) or equivalent**
- **Illustrative Performance Indicator Reference Sheet (see template) with the following indicator as a minimum.**
  1. Submission of complete comprehensive analysis and report of the illicit exotic pet trade including as many of the specific suggested elements (listed above on page 6-7) as possible/appropriate.

*Note 1: If full performance monitoring information is not available at the time of the proposal, applicant should indicate that the indicators and associated information are notional. If selected, a final version of the documents will be required as an early deliverable.*

☐ **Project Risk Analysis**

A template is included under the Related Documents section of this NOFO announcement on [www.grants.gov](http://www.grants.gov). Refer to Appendix B for additional guidance on drafting a Project Risk Analysis.

☐ **Timeline**

Outline key milestones in the project, project start-up, and closeout, programmatic activities, and monitoring and evaluation activities (e.g., monitoring trips or semi-annual reviews). May be a written schedule and/or a GANTT chart.

Organization, Staff, and Partners

The following documents may be submitted separately or combined into one document. If combined, please be sure to adhere to the page limits for each section.

☐ **Biographical Information of Applicant Organization – *Maximum 4 pages***

- Introduce the applicant organization, including biographical information such as mission statement, organization size, relevant office location(s), etc.
- Provide a summary description of past and present operations, demonstrating the applicant's ability to carry out the project

- Describe any experience the organization has in the target country or region
  - Confirm whether the organization is a registered business entity within the target country or region
- ☐ **List of Key Personnel – *Maximum 3 pages***
- Names, titles, responsibilities, and relevant experience or qualifications of key personnel involved in the management of the project
- ☐ **Partner Information (if subrecipient) is being proposed) – *Maximum 3 pages***
- Introduce and provide relevant information about key partner organizations and sub-recipients
  - Briefly describe the division of labor and/or distinct roles and responsibilities among the applicant organization and its partners
  - If proposing a sub-recipient, please briefly describe the applicant organization’s experience related to managing sub-recipients
- ☐ **Letters of Support – *Optional***
- If desired, applicants may submit letters of support from project partners, host government entities, or other relevant stakeholders

#### Project Budget and Cost Documents

- ☐ **Summary and Detailed Budgets**
- A proposal budget must be submitted in spreadsheet format (e.g., Microsoft Excel). A template is located under the Related Documents section of this NOFO announcement on [www.grants.gov](http://www.grants.gov) for applicants as a reference. Refer to Appendix C for additional guidance on drafting a proposal budget.
- One tab of the spreadsheet shall contain the Summary Budget, which lists the OMB-approved budget categories and total estimated cost per category
  - One tab of the spreadsheet shall contain the Detailed Budget, which breaks down the OMB-approved budget categories into individual line items and provides detailed cost estimates per line item
  - If applicable, federal costs and recipient cost share must be reported in separate columns
- ☐ **Budget Narrative**
- The Budget Narrative is a companion document to the summary and detailed budgets, and must be submitted in word document format. A template is included under the Related Documents section of this NOFO announcement on [www.grants.gov](http://www.grants.gov). Refer to Appendix C for additional guidance on drafting a Budget Narrative.
- The Budget Narrative should communicate to INL any budgetary information that is not readily apparent in the detailed budget. Rather than simply repeating with words what is stated numerically in the budget, the Budget Narrative should explain the logic behind the amount budgeted for each line item
  - If applicable, proposed recipient cost share must be included in the Budget Narrative, including reference to the source of the cost share

## ☐ Indirect Costs

### **Negotiated Indirect Cost Rate Agreement (NICRA):**

- If the applicant has an approved Negotiated Indirect Cost Rate Agreement (NICRA) and includes NICRA charges in the budget, a copy of the organization's most-recent NICRA **must** be included in the application
- If the applicant is proposing a sub-recipient that has an approved NICRA, and includes NICRA charges in the sub-award budget, a copy of the sub-recipient organization's most-recent NICRA **must** be included in the application

### **10% de minimis Rate:**

- The applicant can elect to charge a de minimis rate of 10% of modified total direct costs (MTDC), which is allowable if the organization does not have a current agreement. *(Please see Appendix C: Budget and budget narrative for more information regarding the 10% de minimis rate.)*

## Applicant Management Capabilities

INL must assess each potential applicant for organizational risks related to the financial and programmatic management of a federal assistance project.

## ☐ History of U.S. Government Federal Assistance Awards

This document outlines the applicant organization's experience with implementing U.S. government-funded federal assistance awards, including current and completed projects.

- The list should include the awarding agency, point of contact, name of the project, start and end dates, and amount of the award.
- If the applicant has never received a U.S. federal assistance award, please list other projects the organization has implemented, including the information requested in the bullet above.

## ☐ Organizational Audit

- If the applicant organization is required to undergo an audit (per regulations outlined in 2 CFR 200.500 – Subpart F), a complete copy of the organization's most-recent audit **must** be submitted. (The financial statement is **not** a substitute for a single audit report. The Single audit report is an additional requirement for domestic and foreign organizations that spend \$750,000 or more in federal funds in the fiscal year.)
- If the applicant organization is not required to undergo an audit (per the regulation cited above), a brief explanation must be submitted with the application. This explanation shall include confirmation that the organization is under the threshold for which an audit is required and/or plans for the organization to undergo an audit in the future.
- Responses to the Pre-Award Risk Survey in reference to the Organizational Audit does not satisfy this requirement. Please provide the required explanation in addition to the Pre-Award Risk Survey.

☐ **INL Applicant Pre-Award Risk Survey**

This risk survey reviews the applicant organization's financial capacity, policies, and infrastructure. A template is included under the Related Documents section of this NOFO announcement on [www.grants.gov](http://www.grants.gov).

- Please take note of the questions within the survey that request additional documentation. These documents must be included in the application.

**3. Document Formatting**

Applicants must ensure that their application documents conform to the following requirements:

- ☐ The proposal clearly addresses the goals and objectives of this funding opportunity
- ☐ All documents are in English
- ☐ All budgets are in U.S. dollars
- ☐ All pages are numbered
- ☐ All documents are formatted to 8 ½ x 11 inch paper, and
- ☐ All Word documents are, at minimum, single-spaced with 12 point Calibri font and 1-inch margins

**4. Required Entity and Account Registrations for Applicants**

All prospective applicant organizations must register and/or maintain active registration in the systems outlined below in order to submit an application to this NOFO.

Organizations that are first-time applicants may need to register and/or create accounts in these systems. INL encourages prospective applicants to initiate these registrations as soon as possible. Applicants that have previously applied to other opportunities may already have registrations and/or accounts in the necessary systems, though applicants should ensure their registrations are active.

Registration in these systems is free of charge; Applicants will never be asked to pay a fee to register or submit an application in these systems.

***Note: As of April 2022, a DUNS number is no longer required for federal assistance applications.***

Unique Entity Identifier

Organizations must have a UEI which will be automatically assigned by SAM.gov.

- If your organization does not have a UEI already, you may obtain one by calling 1-866-705-5711 or submitting a request at <http://fedgov.dnb.com/webform>.

NCAGE Code

Organizations physically located outside the United States and its territories must also register for an NCAGE code. This request can be completed simultaneously with a UEI request. (Note: CAGE codes for US-based entities will be automatically assigned in SAM.gov).

- NCAGE application: <https://eportal.nspa.nato.int/AC135Public/scage/CageList.aspx>

- NCAGE application instructions:  
<https://eportal.nspa.nato.int/AC135Public/Docs/US%20Instructions%20for%20NSPA%20NCAGE.pdf>

Help with NCAGE Code registration issues:

- Call 1-888-227-2423 (callers within the U.S.)
- Call 1-269-961-7766 (callers outside the U.S.)
- Email [NCAGE@dlis.dla.mil](mailto:NCAGE@dlis.dla.mil)

#### System for Award Management (SAM.gov)

Prior to submitting an application in grants.gov, organizations must register in SAM.gov and/or ensure that their SAM.gov registration is active. Organizations are required to renew their SAM.gov registration annually.

- Initiate the registration or renewal process at <https://www.SAM.gov>. Select “Entity Registration” to begin the registration or renewal request.
- First-time applicants should initiate the SAM.gov registration after receiving their UEI and, if applicable, NCAGE Code (for foreign organizations). CAGE codes will be automatically assigned to US-based organizations.

***Note: The process of obtaining or renewing a SAM.gov registration may take anywhere from 4-8 weeks. Please begin your registration as early as possible.***

- Organizations **based in the United States** or that pay employees within the United States will need an Employer Identification Number (EIN) from the Internal Revenue Service (IRS) and a UEI number prior to registering in SAM.gov.
- Organizations **based outside of the United States** and that do not pay employees within the United States do not need an EIN from the IRS but do need a UEI number prior to registering in SAM.gov.
- **Please note that as of November 2022 and February 2022 respectively, organizations based outside of the United States that do not intend to apply for U.S. Department of Defense (DoD) awards are no longer required to have a NATO Commercial and Government Entity (NCAGE) code or CAGE code to apply for non-DoD foreign assistance funding opportunities.** If an applicant organization is mid-registration and wishes to remove a CAGE or NCAGE code from their SAM.gov registration, the applicant should submit a help desk ticket (“incident”) with the Federal Service Desk (FSD) online at [www.fsd.gov](http://www.fsd.gov) using the following language: “I do not intend to seek financial assistance from the Department of Defense. I do not wish to obtain a CAGE or NCAGE code. I understand that I will need to submit my registration after this incident is resolved in order to have my registration activated.”

Any applicant listed on the Excluded Parties List System (EPLS) in SAM.gov is not eligible to apply for an assistance award. Additionally, no entity listed on the EPLS can participate in any activities under an award. All applicants are strongly encouraged to review the EPLS in SAM.gov to ensure that no ineligible entity is included in their proposal.

**Organizations based outside of the United States and that DO NOT plan to do business with the DoD should follow the below instructions:**

Step 1: Proceed to SAM.gov to obtain a UEI and complete the SAM.gov registration process. SAM.gov registration must be renewed annually.

**Organizations based outside of the United States and that DO plan to do business with the DoD in addition to Department of State should follow the below instructions:**

Step 1: Apply for an NCAGE code by following the instructions on the NSPA NATO website linked below:

NCAGE Homepage:

<https://eportal.nspa.nato.int/AC135Public/sc/CageList.aspx>

NCAGE Code Request Tool (NCRT):

### **Exemptions**

An exemption from the UEI and sam.gov registration requirements may be permitted on a case-by-case basis if:

- An applicant's identity must be protected due to potential endangerment of their mission, their organization's status, their employees, or individuals being served by the applicant.
- For an applicant, if the Federal awarding agency makes a determination that there are exigent circumstances that prohibit the applicant from receiving a unique entity identifier and completing SAM registration prior to receiving a Federal award. In these instances, Federal awarding agencies must require the recipient to obtain a unique entity identifier and complete SAM registration within 30 days of the Federal award date.

Organizations requesting exemption from UEI or SAM.gov requirements must email the point of contact listed in the NOFO at least two weeks prior to the deadline in the NOFO providing a justification of their request. Approval for a SAM.gov exemption must come from the warranted Grants Officer before the application can be deemed eligible for review.

### **Grants.gov**

To submit an application to this NOFO, applicants must register in grants.gov.

- Go to [www.grants.gov](http://www.grants.gov) and select "Register" from the banner at the top of the page.
- This should be the last step of the entity registration processes, completed after obtaining a UEI number, NCAGE/CAGE Code (if applicable), and SAM.gov registration.

Help with grants.gov registrations and application submission:

- Go to the grant.gov support page at <https://www.grants.gov/web/grants/support.html>
- Call +1 800-518-4726
- Email [support@grants.gov](mailto:support@grants.gov)

It is the responsibility of each applicant to ensure that its application was submitted in [www.grants.gov](http://www.grants.gov) correctly. INL bears no responsibility for errors resulting from transmission or conversion processes associated with application submissions. If applicants are unable to resolve technical issues in the system, they should email the INL points of contact listed on the first page(s) of this NOFO with an explanation of the issue and proof of attempts to resolve it (e.g., emails with [grants.gov](mailto:grants.gov) support). INL Grants Office will then determine whether the applicant is allowed to submit application materials via email.

## E. APPLICATION REVIEW INFORMATION

### 1. Technical Evaluation Criteria

A technical evaluation committee, using the criteria shown in this section, will evaluate the applications. The various functional elements of the technical criteria are assigned weighted scores, so that the applicants will know which areas require emphasis in the preparation of applications.

Where technical applications are considered essentially equal, cost may be the determining factor. Applicants should note that these criteria serve as the standard against which all applications will be evaluated and serve to identify the significant matters which applicants should address in their applications.

The relative importance of each criterion is indicated by the number of points assigned. A total of 100 points is possible.

#### Project Analysis & Design – Total Possible Points: 50

- Analysis of the problem is insightful and accurate. Insightful analysis includes a thorough discussion of the main causes and scope of the issue the project seeks to address and discussion of who has power to effect change on the issue (10)
- Suggested approaches and solutions (i.e., the theory of change) are: (10)
  - Based on good evidence; and
  - Appropriate given the problem, its causes, and its scope
- Proposed implementation plan is: (12)
  - Aligned with suggested approaches and solutions
  - Feasible given timeline, resources, and context
  - Designed such that activities, if implemented according to plan, should result in achievement of program objectives; and objectives, if achieved, should result in achievement of program goals
- Proposal includes a gender, equity, and inclusion analysis addressing the ways in which women, gender diverse persons, and members of other marginalized and

- underrepresented groups, including those with intersecting aspects of identity, might affect and be affected by this project, (3)
- Description of likely challenges to implementation plan, including risks of harm to organization staff, project participants, and/or others, is thorough and mitigation strategies are appropriate (8)
- Applicant considers the gender, equity, and inclusion analysis as part of risk assessment by identifying possible risks to participants as a result of their participation in line with Do No Harm principles. (2)
- Analysis and planning for sustainability is realistic (5)

#### Program Monitoring and Risk – Total Possible Points: 25

- Change Map includes indicators for each goal and objective; and proposed indicators are useful for decision making, accurate in measuring the intended result, reliable, and timely (10)
- Illustrative Indicator Reference Sheet includes selected standard indicators; provides three valid indicators for goals, objectives, or sub-objectives in the change map; and demonstrates a thorough plan for data collection (10)
- Risk assessment is thorough and realistic, addresses challenges in the operating environment, and proposes adequate strategies to mitigate risks to the project (5)

#### Institution's Record and Capacity Rating – Total Possible Points: 10

- The applicant demonstrates an institutional record of successful programs in the proposed country/region and program area (2)
- Professional experience of staff and institutional resources are adequate and appropriate to achieve the project's objectives (2)
- The roles and responsibilities are clearly delineated among staff and partners (2)
- Applicant is a current/former INL grantee and they successfully manage/managed the project OR the applicant has not worked with INL previously and demonstrates experience in managing similar-sized projects (2)
- Applicant submits copies of organization-wide policies and procedures on Preventing Sexual Exploitation and Abuse or explains how the applicant plans to develop such policies, which should also apply to sub-recipients. (2)

#### Cost Effectiveness – Total Possible Points: 15

- Activity-related costs are realistic, appropriate, and clearly linked to project objectives (5)
- Personnel costs (e.g., staff salaries, contractor rates, and honoraria) are reasonable given the amount of work and oversight needed to manage the project (5)
- Administrative costs (e.g., staff travel, supplies, office costs) are necessary, justified, and in good proportion to direct activity costs (5)

## **2. Review and Selection Process**

INL first reviews all submitted applications for technical eligibility, based on the list of required documents in Section D: Application and Submission Information. All technically eligible applications are then passed to a review committee, which will evaluate the applications against the Technical Evaluation Criteria listed in the previous sub-section. The application(s) selected by the review committee are then presented to INL management and the Grants Officer for approval.

INL will notify successful applicant(s) via email and pass along any conditions, recommendations, or questions from the review committee. INL will notify unsuccessful applicants via email after an award has been issued to the successful applicant(s); therefore this notification process may take several months.

INL reserves the right to fund any number of applications or none of the applications submitted and will determine the resulting level of funding for each award(s).

## **3. Federal Awardee Performance & Integrity Information System (FAPIIS)**

For all awards with a federal total exceeding \$250,000, INL is required to review and consider any information about the applicant in FAPIIS.

Organizations are able to review and comment on any information about itself that a federal awarding agency previously entered and is currently in the designated integrity and performance system, accessible through SAM.gov. INL will consider any comments by the applicant, in addition to the other information in the designated integrity and performance system, in making a judgment about the applicant's integrity, business ethics, and record of performance under federal awards when conducting pre-award due diligence.

# **F. AWARD ADMINISTRATION INFORMATION**

## **1. Federal Award Notices**

The grant award or cooperative agreement will be written, signed, awarded, and administered by the Grants Officer. The DS-1909 award agreement is the authorizing document and will be provided to the recipient for review and signature via email or SAMS Domestic. The recipient may only start incurring program expenses beginning on the official project start date, unless pre-award costs are authorized in the award agreement.

If a proposal is selected for funding, the Department of State has no obligation to provide any additional future funding. Renewal of an award to increase funding or extend the period of performance is at the discretion of the Department of State.

**Issuance of this NOFO neither constitutes an award commitment on the part of the U.S. government, nor does it commit the U.S. government to pay for costs incurred in the preparation and submission of proposals. Further, the U.S. government reserves the right to reject any or all proposals received.**

## **2. Administrative and National Policy Requirements**

Before submitting an application, applicants should review all the terms and conditions and that will apply to this award to ensure that they will be able to comply. These include, but may not be limited to:

- [2 CFR 25 - UNIVERSAL IDENTIFIER AND SYSTEM FOR AWARD MANAGEMENT](#)
- [2 CFR 170 - REPORTING SUBAWARD AND EXECUTIVE COMPENSATION INFORMATION](#)
- [2 CFR 175 - AWARD TERM FOR TRAFFICKING IN PERSONS](#)
- [2 CFR 182 - GOVERNMENTWIDE REQUIREMENTS FOR DRUG-FREE WORKPLACE \(FINANCIAL ASSISTANCE\)](#)
- [2 CFR 183 - NEVER CONTRACT WITH THE ENEMY](#)
- [2 CFR 200 – UNIFORM ADMINISTRATIVE REQUIREMENTS, COST PRINCIPLES, AND AUDIT REQUIREMENTS FOR FEDERAL AWARDS](#)
- [2 CFR 600 – DEPARTMENT OF STATE REQUIREMENTS](#)
- [U.S. DEPARTMENT OF STATE STANDARD TERMS AND CONDITIONS](#)

INL will review and consider applications in accordance with the Office of Management and Budget's guidance located at 2 CFR part 200, all applicable Federal laws, and relevant Executive guidance. This may include, but is not limited to:

- Guidance for Grants and Agreements in Title 2 of the Code of Federal Regulations (2 CFR), as updated in the Federal Register's 85 FR 49506 on August 13, 2020, particularly on:
  - Selecting recipients most likely to be successful in delivering results based on the program objectives through an objective process of evaluating Federal award applications (2 CFR part 200.205)
  - Prohibiting the purchase of certain telecommunication and video surveillance services or equipment in alignment with section 889 of the National Defense Authorization Act of 2019 (2 CFR part 200.216)
  - Promoting the freedom of speech and religious liberty in alignment with *Promoting Free Speech and Religious Liberty* (E.O. 13798) and *Improving Free Inquiry, Transparency, and Accountability at Colleges and Universities* (E.O. 13864) (2 CFR parts 200.300, 200.303, 200.339, and 200.341)
  - Providing a preference, to the extent permitted by law, to maximize use of goods, products, and materials produced in the United States (2 CFR part 200.322)
  - Terminating agreements in whole or in part to the greatest extent authorized by law, if an award no longer effectuates the program goals or agency priorities (2 CFR part 200.340)

### **3. Program-Specific Requirements**

#### State Department Leahy Amendment Vetting Requirements

Funds provided under this award will be subject to Section 620M of the Foreign Assistance Act of 1961, as amended, a provision titled “Limitation on Assistance to Security Forces” (the “Leahy Amendment”). Subsection (a) of that provision states: “(a) In General.—No assistance shall be furnished under this Act [the Foreign Assistance Act] or the Arms Export Control Act to any unit of the security forces of a foreign country if the Secretary of State has credible information that such unit has committed a gross violations of human rights.” Accordingly, none of the funds under this award may be used to provide training or other assistance to any unit or member of the security forces of a foreign country if the Department of State has credible information that such unit or individual has committed a gross violation of human rights.

The recipient will be required to exercise due diligence to ensure compliance with the Leahy provision and State Department policy, and to cooperate with the State Department in implementation of the Leahy requirement for funds under this award. The Department implements the Leahy requirement by vetting units or individuals proposed for training or other assistance to check for credible information of a gross violation of human rights by such units or individuals. To facilitate State Department vetting, the Recipient must provide the required information for proposed participants at least sixty (60) calendar days prior to commencing award activities. This information should be submitted to the U.S. Embassy in the country where the award will be implemented in order to initiate Leahy vetting procedures.

### **4. Reporting Requirements**

#### Recipient Reports

Recipients will be required to submit financial reports and program narrative reports. The award document will specify how often these reports must be submitted.

Applicants should be aware of the post-award reporting requirements reflected in [2 CFR 200 Appendix XII—Award Term and Condition for Recipient Integrity and Performance Matters](#).

#### Foreign Assistance Data Review

As required by Congress, the Department of State must make progress in its efforts to improve tracking and reporting of foreign assistance data through the Foreign Assistance Data Review (FADR). The FADR requires tracking of foreign assistance activity data from budgeting, planning, and allocation through obligation and disbursement. Recipient(s) will be required to report and draw down federal funding based on the appropriate FADR Data Elements, indicated within their award documentation. In cases of more than one FADR Data Element, the successful applicant will be required to maintain separate accounting records.

## APPENDIX A: PERFORMANCE MONITORING PLAN

Monitoring is the ongoing collection and analysis of information to inform project management and decision making. A monitoring plan is an agreement between stakeholders about how, when, and by whom the intervention's results will be measured, and how measurement will inform decisions.

Requirements for INL Performance Monitoring are met through three documents:

1. Change Map;
2. Performance Indicator Reference Sheet; and
3. Performance Monitoring Reports (during the period of performance).

The Change Map shows the links between project goals, objectives, and activities, as well as which goal, objective, or activity each indicator is intended to monitor. A complete Change Map is a required component of a project proposal, though all elements can be modified over the life of the project.

The Performance Indicator Reference Sheet (PIRS) provides detailed information for each indicator, including baseline and target values. An illustrative PIRS, defining three indicators and using notional data as needed, is a required component of a project proposal. A complete PIRS, with full information for every indicator, is required as an early project deliverable. The PIRS may be modified as needed over the life of the project.

The Performance Monitoring Reports provide information throughout the life of the project about the progress of project implementation and performance against indicator targets. INL and the Grantee will agree upon the reporting procedures and templates when the Statement of Work is finalized. No documents related to the Performance Monitoring Reports are needed at the time of the proposal.

## APPENDIX B: PROJECT RISK ANALYSIS

Risks are unavoidable – all programs inherently contain both internal and external risks. However, with proper identification and management, risks can be prepared for, minimized or mitigated. The purpose of a risk analysis is to identify the internal and external risks associated with the proposed project in the application, rate the likelihood of the risks, rate the potential impact of the risks on the project, and identify actions that could help mitigate the risks. A risk analysis should not be considered a one-time exercise or a static document.

INL defers to organizations to conduct adequate risk analysis and remediation for all of its operations and advises that risk analysis and remediation occur throughout the life of a program and should result in revisions to risk analysis documents and processes as necessary. Applicants should incorporate all assumptions and external factors identified in the Monitoring Plan and Proposal Narrative into the risk analysis. Applicants should rate the likelihood of a risk and potential impact of the risk as “high”, “medium”, or “low.”

The safety and security of recipients and beneficiaries are of utmost importance. INL requires all recipients to conduct thorough risk assessments and take all actions necessary in accordance with those assessments to mitigate those risks. INL does not take responsibility for the risks incurred by any recipient.

INL has included a template for the Project Risk Analysis in the Related Documents tab of the NOFO announcement on [grants.gov](https://www.grants.gov). For more information about the Risk Analysis, please see 2 CFR 200.519.

## APPENDIX C: BUDGET AND BUDGET NARRATIVE

Before grants are awarded, INL reserves the right to reduce, revise, or increase proposal budgets in accordance with the needs of the INL program and availability of funds.

### A. Budget Proposal

Complete budget proposals should include a Summary Budget; Detailed Budget; and Sub-recipient Detailed Budget(s), if applicable. The Summary Budget and Detailed Line-Item Budget should be combined in one spreadsheet document. They should be organized according to the OMB-approved budget categories:

- Personnel
- Fringe Benefits
- Travel
- Equipment
- Supplies
- Contractual
- Construction
- Other Direct Costs
- Indirect Costs

If proposing sub-recipient(s), applicants should include detailed sub-recipient budget(s) as additional tabs within the budget spreadsheet. These budgets should follow the same formatting as the primary budget proposal, including all OMB-approved budget categories.

### B. Budget Narrative

The Budget proposal provides a numeric-based description of costs under the project. The Budget Narrative is a critical companion document to the Budget that provides numeric and narrative descriptions of each cost item included in the Budget.

All costs included in the project, whether federal or recipient cost share, must be allowable, allocable, reasonable, necessary, and consistent with OMB guidelines. The applicant should keep this in mind when drafting the Budget Narrative, as INL will reference both the Budget and Budget Narrative to determine whether proposed costs fit these requirements.

#### Category A. Personnel

This section should include all staff from the applicant organization that will work on this project.

- Identify staff by name, where possible, and position title and include a brief description of duties.
- List the annual or monthly salary of each position, their level of effort (i.e., percentage of time working on project), and number of months or years they will work on the project.

- If applicable, separate personnel by location (e.g., headquarters staff and field office X staff)

#### Category B. Fringe Benefits

Fringe Benefits are the non-wage compensation provided to employees in addition to their normal wages or salaries. Common examples include health insurance, vacation and sick leave, and employer-paid taxes. Fringe benefit application must be consistent with organization's written policy.

- Explain how benefits are computed for each category of employee
- Specify the type of benefit and rate. If applicable, reference rates found in NICRA.

#### Category C. Travel

This category outlines travel planned for staff and participants.

- **Domestic and International Airfare**
  - Indicate origin and destination (city and country), number of travelers, number of trips each, unit cost per round trip, and purpose.
  - All travel must be booked with economy class fares only.
  - Where applicable, travel should comply with the Fly America Act. More information located here: <http://www.gsa.gov/portal/content/103191>.
- **In-Country Travel**
  - Indicate origin and destination cities, mode of transportation, number of travelers, and unit cost per traveler per trip.
- **Per Diem**

This includes lodging, meals and incidentals (M&IE) for staff and participant travel.

  - Rates of maximum allowances for U.S. and foreign travel are located here: <http://www.policyworks.gov/>.
  - Per diem rates must follow the organization's own policy; however, institutions may use official government per diem rates as reference.
  - Per diem rates may be prorated and/or removed if the project is paying for refreshments and/or meals for participants (e.g., while attending a workshop or conference).

#### Category D. Equipment

Equipment is defined as an item with a per-unit cost of \$5,000 or more and a service life of more than one year. If the item meets these criteria, all federal procurement policies and procedures must be followed. If an item does not meet these criteria, it should be listed as a supply item under Category E.

- Provide a description and justification for all equipment, breaking down the total cost into its components where possible.
- Specify whether the equipment will be purchased or rented.

#### Category E. Supplies

Supplies include tangible items (e.g., toner, laptops, paper) and intangible items (e.g., computer software and licenses) used to manage the project and activities.

- List items separately, including a brief description and justification for the item, number of units, and unit cost.
- For electronic supplies (e.g., mobile phones and laptops), specify which staff will receive the items and the programmatic need.

#### Category F. Contractual

- **Sub-grants**

A common distinction between sub-recipients and contractors is the role being played; is the entity simply providing a service or are they an implementing partner:

- Each sub-grant should be listed as a line within the main budget and be supported by a separate line-item sub-grant budget.
- For simple sub-grants, the applicant may elect to include the sub-grant's line items within the contractual section of the Budget Narrative; for more complex sub-grants, the applicant should include the sub-grant's line items at the end of the Budget Narrative.
- All proposed sub-recipients are required to have a Unique Entity Number (UEI), regardless of the proposed budget amount, prior to receiving funding. An active SAM.gov registration is not required for sub-recipients.

- **Consultant Fees and Contracts**

Common examples include lecture fees, honoraria, travel and per diem for outside speakers or independent evaluators, and subject-matter expert consultants.

- Describe the nature of the contract/consultancy and list number of people and rates
- Fees and rates should be consistent with the level of experience and based on a fair market value.
- Fees and honorarium should not exceed \$720/day per person, effective January 1, 2023. The 2022 rates will apply to all NOFOs issued before January 1, 2023, until amended. (Note: The designated INL GO can negotiate final fees and rates during the review process of an award and prior to issuance of an award.)

#### Category G. Construction

Due to the nature of INL programs, construction costs are not allowable or applicable.

#### Category H. Other Direct Costs

Other direct costs are any costs not included in the other categories. This category may include the entity's operating expenses that are directly linked to the award but not included as an indirect cost.

- For shared costs (e.g., office rent, utilities, wifi, etc.), justify the percentage of the total cost that is being charged to this project.
- Audit costs can be included if they are not covered by indirect costs. Only the portion of an organizational audit cost associated with this project should be charged to this project.
- Avoid using vague wording such as "miscellaneous", "other", "etc.", and "contingency fund".

#### Category I. Total Direct Costs

This category simply adds together the totals of all previous categories (A through H) to provide a summary of all direct costs. No additional narrative information is necessary for this category.

### Category J. Indirect Costs

Indirect costs must be consistently charged as either indirect or direct costs, but may not be double charged or inconsistently charged as both. The organization's elected methodology must be used consistently for all federal awards.

Indirect costs can be included in the budget under one of the following methods:

- **Negotiated Indirect Cost Rate Agreement (NICRA)**

Applicants with an established NICRA may charge their approved indirect rate(s).

- Indicate the rate(s) and the base(s) to which they are applied (e.g., all direct costs, to wages and salaries only, etc.)
- If an applicant is electing to charge a rate lower than their approved NICRA, an explanation should be provided within the Budget Narrative.

- **De Minimis Rate**

Applicants that have never received a NICRA can charge a de minimis rate of 10% of modified total direct costs (MTDC) to cover indirect expenses.

- MTDC includes "all direct salaries and wages, applicable fringe benefits, materials and supplies, services, travel, and up to the first \$25,000 of each subaward (regardless of the period of performance of the subaward)"
- MTDC excludes "equipment, capital expenditures, charges for patient care, rental costs, tuition reimbursement, scholarships and fellowships, participant support costs, and the portion of each subaward in excess of \$25,000". Other items may only be excluded when necessary to avoid a serious inequity in the distribution of indirect costs, and with the approval of the cognizant agency for indirect costs.
- Justify the MTDC calculation and outline which costs the applicant is proposing to be included within the MTDC base.

### Cost Share

Cost Share is the portion of program costs not borne by the Federal Government. Cost sharing may take the form of allowable direct or indirect costs offered by the applicant and/or in-country partners. Applicants should consider all types of cost sharing, including in-kind and public-private partnerships. Additional information on cost share can be found in 2 CFR 200.306. Common examples include the use of office space owned by other entities; donated supplies and equipment; and activities and services conducted by qualified volunteers.

- Line items that include cost share should be identified as such within the Budget Narrative and include the same level of detail requested within this Appendix for federal expenses.
- Monetary values should be assigned to each cost-share line item, in accordance with 2 CFR 200.306.
- Funding from other U.S. government entities or programs does not constitute cost sharing.

## **C. Budget Allowances and Restrictions:**

### Program Income

Recipients must report any income generated by the project, also known as “program income.” Program income earned during the project period shall be retained by the recipient and, in accordance with the terms and conditions of the award, shall be addressed in one or more of the following ways:

- added to the award total and used to further program objectives
- used toward the recipient’s cost sharing requirement
- deducted from the total allowable costs in order to determine the net allowable costs for the award

#### Cost Share

If a resulting federal award includes recipient cost share, the recipient must maintain written records to support all allowable costs that are claimed as its contribution to cost share. Such records are subject to audit. In the event the recipient does not meet the minimum amount of cost sharing as stipulated in the recipient’s budget, INL may reduce the federal share of the award in proportion to the recipient’s actual cost share contribution.

#### Considered Costs

INL will consider approval of the following (non-exhaustive) list of expenses:

- External evaluation to assess the project’s impact
- Internal evaluation conducted by the grantee
- Audit for the recipient organization or specific project
- Visa fees, immunizations, and medical insurance necessary for travel under the project
- English translations for reporting, relevant documents, or events
- Training for project staff related to monitoring and evaluation, financial management, and other skills necessary to effectively manage the project

#### Unallowable Costs

The following (non-exhaustive) list of expenses are not allowed in INL grants and cooperative agreements and should not be included within the proposed budget:

- Projects designed to advocate policy views or positions of foreign governments or views of a particular political faction
- Alcoholic beverages
- Buying or leasing land
- Direct support or the appearance of direct support for individual or single-party electoral campaigns
- Duplication of services immediately available through municipal, provincial, or national government

#### INL Grants Officer Specific Approvals

The following list of expenses will require the pre-approval of an INL Grant Officer:

- Program income for the grantees and/or sub-recipients (Note: Program income is defined as "gross income earned by a recipient that is directly generated by a sponsored activity or earned as a result of the award". Program income must be identified, appropriately

documented, and the resulting revenue and expenses properly recorded and accounted for. Program Income must be pre-approved by the Grants Officer).

- Expenses incurred before or after the award period of performance, unless prior written approval is given by INL Grants Officer
- Costs of entertainment, including amusement, diversion, and social activities, except where these costs have a demonstrable programmatic purpose and are authorized by INL
- Construction

#### Additional Notices

The applicant is reminded that funds provided under this agreement must be used in a manner fully consistent with U.S. law.

The applicant will be responsible for complying with all applicable tax treaties and federal, state, and local laws on tax withholding and reporting for program participants.