



USAID | GUATEMALA
FROM THE AMERICAN PEOPLE

**ANNOUNCEMENT
RFA No. 72052021RFA00010
CALL FOR LOCALLY LED DEVELOPMENT CONCEPTS ON BIODIVERSITY
CONSERVATION IN GUATEMALA**

**ADDENDUM # 10 TO
LOCALLY LED DEVELOPMENT ANNUAL PROGRAM STATEMENT
APS No.: 7200AA19APS00007**

APPLICANTS - PLEASE NOTE: This is an addendum to an existing announcement. All interested organizations must carefully review both this addendum AND the full announcement, which can be found here:

<https://apply07.grants.gov/apply/jsf/opportunity/synopsisAttachment.faces?oppld=334554>

Important information contained in the full worldwide announcement is not repeated in this specific addendum.

This program is authorized in accordance with the Foreign Assistance Act of 1961, as amended.

Through this Addendum to the Locally Led Development Annual Program Statement (APS) No. 7200AA19APS00007 USAID/Guatemala is making a special call to local actors for the submission of concepts to be considered for a co-creation¹ of award(s) focused on Biodiversity Conservation in Key Protected Areas in Guatemala. See section 6 of this document for more information on USAID's co-creation process. The deadline for concept submissions is August 30, 2021, at 2:00PM (Guatemala time).

This five-year, \$25 million activity or activities will build national capacity to improve management and governance throughout Guatemala's System of Protected Areas (SIGAP) and implement interventions in three priority land and seascapes. This will respond to the needs of high priority biodiversity sites in Guatemala while generating nature-based sustainable sources of income while reducing economic and/or security drivers of irregular migration.²

This will be implemented primarily with congressionally mandated biodiversity conservation funds and potentially future climate change funds for sustainable landscapes.

¹ USAID's [Discussion Note: Co-Creation Additional Help](#)

² [USAID/Guatemala Country Development Cooperation Strategy](#)

Unless otherwise stated herein, all terms and conditions of the Locally Led Development APS apply (<https://www.grants.gov/web/grants/view-opportunity.html?oppId=314757>).

Section 1. Background

Biodiversity underpins ecosystem functions and the provision of services essential to human well-being. It contributes to food security, clean air and water recharge areas, local livelihoods, disaster risk reduction, good governance, and economic development. [USAID's Biodiversity Policy](#) builds on the Agency's long history of conserving a global biological heritage for future generations and reflects the recognition of the essential role that healthy natural ecosystems play in advancing resilient societies and ending extreme poverty.

Guatemala is one of the most ecologically diverse nations on the planet due to its geographic position along the land bridge between North and South America and between the Pacific and Atlantic Oceans, as well as immense altitudinal variation that has created diverse microclimates. A total of 10 physiographic regions, seven biomes, 14 ecoregions, 66 ecosystems, and 14 life zones have been identified in the country.

Guatemala was recognized as a megadiverse country during the 10th Conference of the Parties to the Convention on Biological Diversity (CBD) convened in Nagoya, Japan in 2010.³ As a signatory to the CBD, Guatemala committed to safeguarding ecosystems, species, and genetic diversity through effective, representative, and sustainably managed protected areas.⁴ The 1989 Protected Areas Law established the Guatemalan SIGAP, as well as the National Council of Protected Areas (CONAP). CONAP, the entity that coordinates the SIGAP, is responsible for the conservation, protection, and improvement of Guatemala's natural patrimony. The SIGAP is the principal mechanism through which in situ conservation is implemented in Guatemala, and its objectives are to conserve biodiversity and protect representative samples of the country's ecosystems.

Development Challenge

Guatemalan protected areas are under pressure from several threats and suffer from chronic underfunding, insufficient human resources for management and protection, and limited institutional capacity. While Guatemala has many environmental laws and policies, they can be difficult to comply with and institutional limitations inhibit successful conservation outcomes. Roles and responsibilities for planning and monitoring are dispersed among various government agencies, which can complicate management and enforcement of laws, regulations, and management plans.

For vulnerable people dependent on ecosystem goods and services, ensuring that the protective and productive functions of ecosystems are maintained is crucial to successfully adapting to climate change. As a result, factoring in climate variability and change and taking

³ [Guatemala Country Profile: Convention on Biological Diversity](#)

⁴ Aichi Biodiversity Targets. (n.d.). Retrieved October 27, 2016, from <https://www.cbd.int/sp/targets/>.

more adaptive approaches to conservation is increasingly important to achieving conservation results and reducing people's vulnerability. Ecosystem-based adaptation (EBA) is an approach to build resilience to the impacts of climate variability and change that incorporates biodiversity and ecosystem services; it can be a cost-effective way to help people adapt to climate variability and change and buffer from climate-related shocks, while providing livelihood benefits that increase social resilience to such shocks. Biodiverse ecosystems play an important role in helping societies mitigate and adapt to natural disasters and are a cost-effective alternative to building gray infrastructure.

By promoting development that benefits both people and nature, biodiversity conservation activities can strengthen the capacity of countries to manage their natural resources, increase resilience, and deliver development results across sectors. The following examples and resources highlight the role that biodiversity conservation plays with other development sectors:

- Healthy, intact ecosystems can help [improve climate resilience and reduce greenhouse gas emissions](#), and are more resilient to the impacts of climate change.
- Biodiversity conservation and democracy, human rights, and governance (DRG) integration can improve open and accountable participation to help [support stable and sustainable development](#).
- Natural systems provide key ecosystem goods and services that [support food production](#) including fish provision, water provision for agriculture, pest control, and pollination.
- Intact, biologically diverse ecosystems can help [promote health and fight disease](#) by providing goods and services including non-cultivated foods, natural medicines, and clean air and water.
- Forests and wetlands can provide ecosystem services that help [maintain water quality](#).

Section 2: Objectives

To enhance biodiversity conservation of protected areas in Guatemala and mitigate the threats to key ecosystems and species within and contribute to ensuring the delivery of ecosystem services on which surrounding communities depend. The project(s) will build local capacity to improve management and environmental governance throughout Guatemala's SIGAP and implement high priority interventions at the local level in three priority land and seascapes.

The designated protected areas for this project are: (1) the Maya Biosphere Reserve (partners may propose activities in the core and buffer zones, with limited activities permitted in southern Petén if they support the biological integrity of the reserve); (2) the Sierra de las Minas Biosphere Reserve (partners may propose activities throughout the entire reserve); and (3) marine protected areas (MPAs) along the Pacific Coast.

Applicants may choose all objectives and/or regions or specific objectives and/or regions in their proposed approach.

Specific Land and Seascapes

Through this Local Works APS, USAID/Guatemala will address key threats to biodiversity at three high-priority sites. In their concept papers, applicants should specify how their approach will reduce priority threats to conservation and the ecosystem services they provide in each land and seascape.

Maya Biosphere Reserve (MBR)

At nearly 2.1 million hectares, Guatemala's MBR is the largest protected area in Mesoamerica and home to around 180,000 people, as well as globally important biodiversity and cultural heritage. The reserve is also the site of the community forest concessions, a renowned example of forest management with the twin aims of conservation and economic development. The MBR is divided into three zones to allow for varying degrees of resource management: (1) the Core Zone (36 percent of the reserve), consisting of national parks, allowing only for scientific research and tourism; (2) the Multiple-Use Zone (40 percent), in which low-impact natural resource management activities are permitted; and (3) the Buffer Zone (24 percent), a 15-kilometer band along the southern border of the MBR.

Sierra de las Minas Biosphere Reserve (SMBR)

The Sierra de las Minas Biosphere Reserve located in eastern Guatemala is home to the country's most pristine cloud forest. The SMBR is divided into three management zones: (1) The Core Zone; (2) the Multiple-use Zone; and (3) the Buffer Zone. The reserve provides critical ecosystem services to the region and influences the climate in adjacent areas, as well as the water supply in the Polochic and Motagua Valleys. Sixty-three rivers originate in the reserve and serve as a water source for more than 500,000 people. The SMBR's geographic isolation and enormous altitudinal variation have given rise to 885 species of mammals – including pumas, jaguars, and ocelots – and more than 400 bird species, including the quetzal, the peregrine falcon, and the horned guan. The mountain range also harbors rich jade and marble deposits that have been mined throughout the centuries.

Pacific Coast Ecoregion

Guatemala's Pacific Coast includes three ecoregions – Central American dry forests, Tehuantepec-el Manchon mangroves and dry northern mangroves from the Pacific Coast, and the Chiapas-Nicaragua ecoregion. Additionally, there are four ecosystems – natural scrub, deciduous and semi-deciduous forest, mangroves, and wetlands – and five coastal-marine ecosystems – estuaries, herbaceous wetlands, coastal lagoons, sandy beaches, and muddy beaches. Protected areas along the Pacific Coast provide many ecosystem services, including water filtration, protection against flooding, nurseries for commercially important fish and invertebrates, and recreational activities.⁵

⁵ USAID/Guatemala Biodiversity and Tropical Forest Assessment (June 2016). Retrieved March 26, 2021, from : <https://biodiversitylinks.org/library/espanol-evaluacion-de-bosques-tropicales-y-diversidad-biologica-de-guatemala-2-1.pdf/view>

This will be implemented with congressionally mandated biodiversity funds and must meet the criteria of the Biodiversity Code as outlined in USAID's Biodiversity Policy. The Code comprises four criteria, all of which must be met to be considered eligible for a biodiversity activity:

1. The activity must have an explicit biodiversity objective; it is not enough to have biodiversity conservation as a result of a positive externality from another program.
2. Activities must be identified based on an analysis of drivers and threats to biodiversity and a corresponding theory of change;
3. Site-based activities must have the intent to positively impact biodiversity in biologically significant areas; and
4. The Activity must monitor indicators associated with a clearly articulated theory of change (TOC) that explains the causal relationship connecting proposed interventions with intended biodiversity conservation results. It is also a requirement to monitor indicators associated with TOCs, to understand the project's progress and to allow for adaptive management.

Post award, during development of annual work plans and the Monitoring, Evaluation and Learning (MEL) plan, the Applicant will work with USAID/Guatemala to fully develop and agree upon a set of results chains and associated indicators for each task, subject to approval by the Agreement Officer's Representative (AOR).

Anticipated Results:

Applicants will propose actions and outcomes to reduce threats and conserve biodiversity while demonstrating how biodiversity, and the ecosystem services it provides, is a critical component of human development, per the Biodiversity Code, in the three aforementioned priority geographies in Guatemala. Actions shall achieve outcomes that conserve biodiversity and the ecosystem service it provides. Where appropriate, actions should reduce drivers of irregular migration.⁶ During the co-creation process, USAID and successful applicant(s) shall work together to set ambitious, specific targets for each of the above outcomes.

This activity will contribute to the [USAID/Guatemala CDCS](#) Intermediate Results:

- IR 1.2 Improved resilience to stressors for targeted areas
 - IR 1.2.2: Protected and sustainably managed critical natural resources.
- IR 2.3: Strengthened citizen engagement and advocacy.
- IR 3.1: Strengthened ability to address crime and violence.
 - IR 3.1.1: Strengthened youth and community resilience to crime and violence.
 - IR 3.1.3: Improved capacity of the Government of Guatemala to investigate, prosecute, and adjudicate crimes.

Section 3: Minimum Requirements for Concept Submissions

During a co-creation process,⁷ USAID/Guatemala and the apparently successful applicant(s) will validate and agree upon a program description to be integrated into the final award(s). Other

⁶ Applicants may wish to consult the [planning checklist for conservation enterprises](#)

⁷ USAID's [Effective Partnering and Procurement Reform Co-Creation Field Guide: A&A Lab Co-Creation Throughout the Procurement Cycle for the Field](#) (Version 2.0)

CDCS Intermediate Results may also be supported, as determined during the co-creation process.

USAID/Guatemala will support the principles of locally-led development, including:

- Listen to Local Actors: Activities should demonstrate how stakeholders have been engaged and contributed to the activities proposed.
- Understand Local Systems: Proposed activities should understand local systems, including political economy and power dynamics involved.
- Be Patient: Activities should reflect realistic timelines allowing for consultation processes and activities to be locally-owned.
- Support Local Leadership: Activities should demonstrate how local leadership will be consulted, built, and empowered.
- Experiment, Learn, and Share. Consistent with USAID's [Risk-Appetite Statement](#), the [Acquisition and Assistance Strategy](#), and commitment to [Collaborating, Learning, and Adapting](#), activities should take thoughtful programmatic risks and experiment with innovative approaches. Activities should measure whether and how locally-led collaboration results in systemic change, including unexpected outcomes. Activities should include intentful learning agendas to share knowledge gained across the Agency, with other donors, partner organizations, and local actors.

Address Social and Environmental Impacts:

Applicants are encouraged to consider approaches to addressing social and environmental impacts in national parks and protected areas in keeping with the language found under the heading “National Parks and Protected Areas” in the [Joint Explanatory Statement](#) to the Further Consolidated Appropriations Act, 2020 (P.L. 116-94). These approaches can be further explored through the co-creation process; however, a Social Impact Assessment and Implementation Plan will be required within 60 days of award.

Applicant Eligibility

1. Must be local actors in Guatemala. When determining if an entity is a “local actor” for the purposes of this APS, USAID will consider:
 - a. Whether the entity is legally organized under the laws of Guatemala;
 - b. Whether the entity has its principal place of business or operations in Guatemala;
 - c. Whether the entity is majority owned and controlled by individuals who are citizens or lawful permanent residents of Guatemala; and
 - d. Whether the entity is managed by a governing body, the majority of whom are citizens or lawful permanent residents of Guatemala.
2. Cannot have received more than \$5 million in direct funding from USAID in the past five years.
3. Cannot be a U.S.-based organization. U.S.-based organizations are not eligible as prime awardees under this APS.

Locally Led Development Approaches

Concepts **must incorporate one or more** of the following approaches or propose a different approach(es) that reflects the Applicant's own locally-led development learning goals.

1. **Feedback mechanisms** that improve the flow of information among local constituents, partners, and USAID to improve program effectiveness and to strengthen accountability to local constituents for achieving and sustaining results.
2. **Systems-based analytical approaches**, which may allow us to better understand the complex environments in which we operate.
3. **Participatory decision-making**, which includes locally led priority-setting, collaborative design, and other means of shifting decision-making power and control to local actors and ensuring inclusive local leadership.
4. **Mobilizing local resources**, which includes community philanthropy; partnerships that leverage resources from the local private sector, faith-based organizations, government, civil society, and academia; and other sources of local skills and finances to replace those of international donors.
5. **Strengthening local networks**, which may include understanding and supporting existing and emerging networks of local actors, supporting the work of local organizations, market facilitation, collective action, collective impact, and other demand-driven approaches to connecting local needs with local resources, especially within Indigenous communities.
6. **Locally-led approaches to design, monitoring, evaluation, and learning** that prioritize local definitions of success and enhance local actors' role in managing and using data and learning related to development solutions, the development process, and the sustainability of results achieved.
7. **Supporting strategic transitions**, which includes strengthening the role of local institutions and actors to sustain development outcomes with an eye toward ending the need for foreign assistance.
8. **Locally-led development in non-permissive environments**, which allows us to better understand how local actors adaptively manage and find creative ways of advancing local development objectives in complex environments where uncertainty, instability, inaccessibility, or insecurity constrain USAID's ability to operate safely and effectively. This may include environments such as those affected by natural disasters, inaccessible physical geographies, active conflict, corruption, closing political spaces, criminality, and pandemics, where local approaches are essential for long-term resilience and sustainability.

For further information on USAID's Locally Led Development Initiatives and locally led development approaches, please visit the [Local, Faith-based, and Transformative Partnerships Hub website](#).

Local Resources

Applicants are encouraged to consider providing leverage and suggest creative approaches to resourcing. Leverage, defined as financial and in-kind contributions/investments which enable the achievement of substantial results. Leverage includes resources that the awardee brings to the partnership after the award is made, which otherwise would not have been accessible. For example, this could include access to resources from the private sector or faith-based networks. Leverage can include anything of value that is measurable, including financial contributions,

third party contributions, donated services or property, or intellectual property. It cannot be audited. For more information on the difference between cost share and leverage, please visit <https://www.usaid.gov/india/partner-resources/infographic-cost-share-program-income-leverage>.

Award Amount Considerations for Self-Reliance

As part of their concept submissions, Applicants must propose a budget that reasonably reflects their existing resources and capacity to grow and provide justification of this. It is not USAID's intention to temporarily flood a local organization with funding that artificially expands its size beyond what can reasonably be sustained through local resources after an award ends.

Section 4: Merit Review Criteria

Concepts meeting the minimum requirements will be evaluated based on the criteria below:

A. Local Ownership, Leadership, and Relevance to Local Priorities

The Applicant demonstrates a strong understanding of the local context and is transparent, accountable, and responsive to the people they serve. The proposed strategy substantively responds to local priorities or demonstrates a way to determine local priorities before beginning implementation. The proposed strategy and any teaming arrangements effectively shift the locus of development priority setting and response to local actors. The Applicant demonstrates a strong commitment to learning that advances the practice of locally led development for themselves, their constituents, and the wider development community.

B. Locally Led Development Approach and Impact

The proposed strategy lays out a logical path for utilizing a locally led development approach(es) to achieve anticipated results. The Applicant demonstrates a commitment to adaptive management in response to shifting local realities as they carry out the proposed strategy. The proposed strategy integrates issues of gender equality and female empowerment through program design, implementation, and staffing in accordance with [USAID's Gender Equality and Female Empowerment Policy](#).

C. Strengthening Local Capacity

The Applicant presents a clear explanation for how their strategy will lead to sustainability of results. USAID's investment in this work is expected to strengthen capacity of local organizations, networks, and/or communities to deliver results beyond the end of the funded activities, especially Indigenous Peoples organizations.

D. Conservation of Biodiversity

The Applicant demonstrates a clearly articulated theory of change, including key assumptions, and the relationship of the activities proposed to their expected impact on conservation of biodiversity in Guatemala.⁸

E. Irregular Migration

⁸ See USAID's Biodiversity Code on page 21 of [USAID's Biodiversity Policy](#)

The applicant clearly outlines the relationship between the proposed approach and increasing nature-based sustainable sources of income while reducing economic and/or security drivers of irregular migration. USAID will evaluate how the proposed approach reduces those drivers.

Proposed concepts must be consistent with USAID legal and policy restrictions, including those set forth in USAID's Automated Directives System and in the Foreign Assistance Act of 1961.

While merit criteria are paramount, cost considerations may also be a factor for award. The U.S. Government is not obligated to make an award on the basis of lowest proposed cost or to the Applicant with the highest merit evaluation score.

Section 5: Concept Format and Submission Instructions

Concepts are to be sent to USAID/Guatemala at guatemalaproposals@usaid.gov. Concepts must be submitted by 2:00PM (Guatemala time) on August 30, 2021, to be considered.

Concepts must be submitted as:

- A concept paper not exceeding five pages in total length and
- An oral presentation not exceeding 20 minutes. Applicants must submit a slide deck not exceeding 10 slides at the same time as the concept paper. USAID/Guatemala will then contact the Applicant to schedule the oral presentation.

Concepts must be submitted in English. Presentations and accompanying slides may be presented in Spanish or English.

Applicants must provide the following information in concept submissions:

A. SUMMARY INFORMATION

- A. Name and contact information of Applicant
- B. Organization type and country of legal registration
- C. Statement that the Applicant has not received more than \$5 million in direct funding from USAID in the past five years
- D. Title of proposed activity
- E. Location of proposed activity
- F. Name, contact information, and country of legal registration for other partner organizations collaborating on concept (if any)
- G. Name of the USAID OU to which this concept is submitted
- H. Overall objective of activity (1-2 sentences)
- I. Brief description of the locally led development approaches included in the proposed activity (1-2 sentences)
- J. Brief description of the approach to local resources included in the proposed activity (1-2 sentences)
- K. Amount of funding requested from USAID \$ _____
- L. Explanation of how the requested funding amount reasonably reflects the organization's existing resources and capacity to grow

B. NARRATIVE DESCRIPTION

Successful narrative descriptions will include a discussion of the components below. Please note that each component aligns with a specific merit review criterion.

Local Ownership, Leadership, and Relevance to Local Priorities:

- How do local people experience the challenge(s) that the concept addresses, and what is important to them? How do you know?
- How will local actors, including any partners, lead priority setting and response?
- How will your strategy enable and share learning to advance the practice of locally led development? With whom?

Locally Led Development Approach and Impact:

- What is your strategy for addressing the challenge(s)?
- How will your locally led development approach(es) and activities lead to expected results?
- How will you adapt your strategy based on what you are learning during implementation, especially when realities shift in the local context?
- How does your strategy integrate gender equality and female empowerment?
- How does your strategy integrate equality and empowerment of Indigenous Peoples?

Strengthening Local Capacity

- How do you define sustainability of results of your strategy? What will this look like in local communities?
- How does your strategy strengthen capacity of local organizations, networks, and/or communities to deliver results beyond the end of the funded activities?
- How does you strengthen the capacity of Indigenous Peoples organizations as critical leaders and stewards of biodiversity?

D. Conservation of Biodiversity

- What is the biodiversity objective?
- What are the threats to the biodiversity objective?
- How will the proposed approach reduce those threats and contribute to the conservation of biodiversity?

E. Irregular Migration

- What are the drivers of irregular migration in the geographic areas?
- How do the drivers of irregular migration relate to the biodiversity objective and/or threats to biodiversity in the geographic area?
- How will the proposed approach contribute to reducing irregular migration?

Section 6: Concept Review Process and Co-Creation

USAID/Guatemala is responsible for the review process and management of any awards issued under this Addendum. USAID/Guatemala will confirm receipt of the concept within one week of submission.

If selected to co-create an activity with USAID/Guatemala, the Applicant will be contacted by an Agreement Officer (AO) from USAID/Guatemala and given instructions for the co-creation period and pre-award requirements. Applicants not selected to advance will also be notified.

USAID/Guatemala may also review all concepts and decide to invite selected Applicants to enter a period of multi-stakeholder co-creation, in which they will collaborate on and refine approach(es) with one another and USAID for award consideration.

Prior to award, USAID/Guatemala and the Applicant must have significant interaction in-person, via phone, and/or electronically to co-create the activity. *Co-creation is a design approach that brings people together to collectively produce a mutually valued outcome, using a participatory process that assumes some degree of shared power and decision-making.*⁹

The subsequent steps in the award process can be found in Section 7: Concept Submission Instructions and Next Steps for Applicants of the Locally Led Development APS. Section 10, Federal Award Information of the Locally Led Development APS includes the requirements that an applicant must meet if they are requested to co-create an activity and receive an award from USAID. Please note that **these requirements do not have to be met in order to submit a concept under the APS.**

Section 7: Sharing of Concepts

If USAID identifies opportunities to strengthen or fund a concept or application by connecting it with other USAID mechanisms, other potential funders, and/or external partners, USAID may make that concept or application available internally or externally for appropriate consideration.

Section 8: Questions and Further Assistance

Questions regarding this addendum may be directed to guatemalaproposals@usaid.gov.

For additional information regarding guidelines and procedures to submit a concept, please refer to the Locally Led Development APS, which can be found at the following website:
<https://www.grants.gov/web/grants/view-opportunity.html?oppld=314757>

⁹ USAID's [Discussion Note: Co-Creation Additional Help](#) page 2.