

# ECONOMIC DEVELOPMENT, GOVERNANCE, AND ENTREPREISE GROWTH (EDGE) ACTIVITY

## Grants under Contract

Request for Applications (RFA) Concept Note Number: EDGE 2021-001

### Questions and Answers

#### Question 1:

Should the data (see the table below) related to the participant institution be entered into Annex-I CONCEPT NOTE APPLICATION along with the data of the coordinator institution?

Type of organization:

Registration number:

SAM Unique Identifying Number (if available):

DUNs Number (if available):

#### Answer 1:

Please insert the data only for the lead applicant.

#### Question 2:

In case the applicant is invited to submit a complete application, can the estimated project budget, expressed in Annex-I CONCEPT NOTE APPLICATION, be changed to a smaller percentage?

#### Answer 2:

Yes, as long as the leverage is 1:1, i.e., 50% matching contributions to the funds requested from EDGE.

#### Question 3:

Grants must include beneficiaries or implementers in a minimum of two countries in the region in order to build partnerships and linkages among local organizations and the private sector to work regionally.

Which country can be considered as a regional country? For example, If I am applying from Armenia, can Western Balkans or Newly Independent States be considered as a region country? Or only neighbouring countries can, like Georgia? Can you please define?

#### Answer 3:

The lead applicant and their partners can be from any of the Western Balkans' countries of Albania, Bosnia and Herzegovina, Kosovo, North Macedonia, Montenegro, and Serbia; the Caucasus countries of Georgia, Armenia and Azerbaijan; and the Western Newly Independent States (NIS) countries of Ukraine, Moldova, and Belarus (UMB), except for Belarus. For example: the lead applicant can be from Georgia and partner with Ukrainian or Albanian organizations.

Belarusian Applicants

1. No entities that are partially or entirely owned by the Belarusian government may participate.
2. Only Belarusian companies headquartered outside of Belarus may apply as lead applicants and must be headquartered in one of the other 11 E&E countries. Partner vs. Grantee roles.
3. The lead applicant may partner with Belarusian companies and private business associations, subject to the guidance outlined in #1 and #2.

#### Question 4:

Can you define ecotourism, rural tourism and adventure tourism? Can wine tourism be considered as a rural tourism?

**Answer 4:**

**Ecotourism** is a type of nature-based tourism activity in which the visitor's essential motivation is to observe, learn, discover, experience and appreciate biological and cultural diversity with a responsible attitude to protect the integrity of the ecosystem and enhance the well-being of the local community.

**Rural tourism** is a type of tourism activity in which the visitor's experience is related to a wide range of products generally linked to nature-based activities, agriculture, rural lifestyle/culture, angling and sightseeing.

**Adventure tourism** is a type of tourism which usually takes place in destinations with specific geographic features and landscape and tends to be associated with a physical activity, cultural exchange, interaction and engagement with nature. This experience may involve some kind of real or perceived risk and may require significant physical and/or mental effort.

Yes, wine tourism can be considered as a rural tourism, as long as the proposed activities do not refer to any of the wine production process. Funds cannot be used for wine production or purchasing wine tastings etc.

**Question 5:**

XXXX (removed for confidentiality purposes), which functioned as a non-formal regional platform since 2010, was officially registered on August 15, 2020. The annual revenue of the organization for 2020 did not exceed the amount of XXX (removed for confidentiality purposes), therefore the organization was not obliged to compile and submit financial reports according to the Macedonian law on accounting of non-profit organizations. However, the organization will have its Annual Financial Report for the year 2021. Members of the association have capacities and rich financial portfolio of national and regional project implementation. Will the organization be considered as eligible in the Concept Note stage, by submitting the decision for not having Annual Financial Report for the year 2020, certified by the Central Register of North Macedonia?

**Answer 5:**

To be eligible for this RFA, please submit an official document decision for not having Annual Financial Report for the year 2020, certified by the Central Register of North Macedonia.

**Question 6:**

Can you define what does Cash VAT and In-kind VAT mean?

**Answer 6:**

VAT: Grantee is responsible for registering the Grant with the government institutions and obtaining a VAT exemption where the national legislation allows for VAT exemption registration. VAT in countries where there is no exemption can be used as part of the matching contributions as long as it is clearly identified in the Grant application, in a separate budget line item and in the final grant award. IDG will not reimburse VAT. The grantee can show VAT paid as cash leverage.

**Question 7:**

I would like to ask an advice from your side- what direction of development would be more interesting for you to support? We have an idea to build a guest house with the historical atmosphere in order to preserve the cultural heritage of Gagauzian people. This hotel is to be constructed in one of the 19th century buildings at the territory of the winery. The second very important direction for us is the development of micro-winemaking (the implementation of new technologies and more equipment is needed) Please, let me know, if you have any suggestions regarding this application.

**Answer 7:**

Please read the RFA carefully and note several important eligibility criteria such as:

- Grants must include beneficiaries or implementers in a minimum of two countries in the region(s).
- One of the targeted value chains includes:
  - (1) Agriculture and ag processing
    - a. Fresh and processed fruit and vegetables

- Wine making is not supported under this RFA.
- Construction is an unallowable cost, etc.

**Question 8:**

The extension consists in organizing of a network for providing SUP tour services, under the SUP MOLDOVA Logo and SUPTOUR MOLDOVA which is also TM. Our goals are in founding companies and private persons who have exit to water surfaces and have interest in extending their tourist service. We are rent them our equipment for an acceptable small rent price, including also training in using SUP equipment and safety measures, etc. Our scope is to provide an active and healthy way of life by using SUP equipment and also to give to locals to grow their own business. We would like to know If our concept is clear for you and question is, can we apply to such project?

**Answer 8:**

Please read the RFA carefully and note several important eligibility criteria such as: Grants must include beneficiaries or implementers in a minimum of two countries in the region(s).

**Question 9:**

Can our project encompass all three value chains as explained above, or do we need to focus on one chain specifically?

**Answer 9:**

Yes, proposing activities that will target all three value chains are encouraged. Also please note that your application must include beneficiaries or implementers in a minimum of two countries in the region(s).

**Question 10:**

Being an educational institution, we do not dispose of many funds of our own. We would nonetheless like to apply as the lead applicant. Will the 50% matching contributions be compulsory?

**Answer 10:**

Yes, the 50% matching contributions are obligatory under this RFA.

**Question 11:**

Could you please send further clarification regarding the requirement in the published call for the applicant to be locally registered - we are a joint association of the 6 national chambers of commerce from the WB region (Albania, Bosnia and Hercegovina, Kosovo, Montenegro, North Macedonia and Serbia), and our seat is located in Triste, Italy, although most of the activities are being conducted here locally?

**Answer 11:**

This RFA invites applications from qualified applicants in the Western Balkans countries of Albania, Bosnia and Herzegovina, Kosovo, North Macedonia, Montenegro, and Serbia; the Caucasus countries of Georgia, Armenia and Azerbaijan; and the Western Newly Independent States (NIS) countries of Ukraine, Moldova, and Belarus (UMB). Organizations registered outside of these countries are not eligible. However, any of your member organizations registered in the WB6 can be the lead applicant.