

**ECONOMIC DEVELOPMENT, GOVERNANCE, AND
ENTREPRISE GROWTH (EDGE) ACTIVITY**
Grants under Contract

Request for Applications (RFA) Concept Note Number: EDGE 2022-001

Questions and Answers

Question 1:

A partnership between an NGO and a tour operator, is it eligible?

Answer 1:

Yes, a partnership between NGO and a Tour Operator is eligible. Grants must include implementers in a minimum of two countries of the Western Balkans' region (Albania, Bosnia and Herzegovina, Kosovo, North Macedonia, Montenegro, and Serbia); the Caucasus countries (Armenia, Azerbaijan and Georgia); and Western Newly Independent States (NIS), Ukraine, Moldova and Belarus (UMB), in order to build partnerships and linkages among local organizations and the private sector to work regionally.

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.
3. The lead applicant may partner with Belarusian companies and private business associations, subject to guidance 1 and 2 above.

Question 2:

If we apply only with IN-KIND contribution, what is the limit amount that we can request?

Answer 2:

Individual awards are up to \$50,000. All grants will demonstrate a minimum of 1:1 leverage, i.e. 50% matching contributions to the funds requested from EDGE, at least 5% should be cash contribution but everyone (especially private sector firms) are encouraged to have a higher percentage.

Question 3:

We are an NGO, and can we apply for the standard grant?

Answer 3:

The grants envisioned by this RFA are Fixed Amount Award (FAA) type of grants or Limited Scope Grant Agreements (the latter type of grants are for governmental entities). The FAAs features are:

- Specific milestones to be completed under the grant are pre-determined and grantee receives payment upon successful completion of these milestones.
- Adequate, fixed, and known cost available during budget determination providing limited risk of changes or failure in program
- No advance payments but initial milestone payment allowed not exceeding 20% of overall grant amount and adhering to other requirements
- May include an in-kind element

• Tranche payments will not be made for milestones that are not completed.

- Recipient may not purchase real property (land or improvements to land)

Question 4:

What is allowed as in-kind contribution?

Answer 4

There must be a leverage element from the grantee, either in cash or in kind; the leverage may be financed from organization resources or from an approved third-party source. Contributions must be directly or indirectly allocable to the achievement of the grant objective. All contributions must be clearly identified, and all assigned costs must be reasonable and in accordance with prevailing open market conditions.

In-kind contribution:

Volunteer service – Rates for volunteer services must be consistent with those paid for similar work.

Donated employee time – Employee's regular rate of pay.

Donated supplies – Fair market value of the supplies at the time of the donation.

Donated equipment, building or land – Fair market value at the time of donation.

Question 5:

If total project budget is 93.000\$ (up to 50% of this, is covered by EDGE?)

Answer 5:

Yes, as long as the leverage is 1:1, i.e., 50% matching contributions to the funds requested from EDGE, at least 5% should be cash contribution but everyone (especially private sector firms) are encouraged to have a higher percentage.

Question 6:

Referring to this opportunity for application in this call our question in about the eligibility of our subject to apply. I can identify our eligibility at the fifth bullet point of Eligible Sector as "Private sector firms and consulting firms", but anyhow just wanted to make sure.

Answer 6:

Yes, you are eligible to apply, and your entity falls under bullet #5 below.

ELIGIBLE APPLICANTS

- Business Support Organizations (BSOs): chambers, clusters, associations, incubators, innovation centers that are locally registered
- Non-Governmental Organizations (NGOs) that are locally registered
- Government entities (local, regional, national, and parastatal)- Excluding Government entities from Belarus. (Please see below.)
- International Organizations (IOs)
- **Private sector firms and consulting firms**
- U.S. Organizations
- Public private partnerships
- Educational institutions and training centers; and
- Coalitions of these entities

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Question 7:

We would like to know if there are any previous success stories regarding the projects that you have founded in the tourism field, so we can be a little bit more informed.

Answer 7:

For more information, please visit the EDGE FB page, <https://www.facebook.com/edgeusaidproject>. We are also sharing the GUC Round I Report. This report showcases the success stories of our Round I GUCs.

Question 8:

Does we can repeat the same activities for different beneficiaries?

Answer 8:

Former and current EDGE Grantees may apply again in accordance with the stipulations of this RFA and can propose activities that will build on the results they achieved, without repeating the same activities for the same beneficiaries.

Question 9:

Can we submit two applications so that we can continue some of the activities implemented in the previous project?

Answer 9:

Yes, you can. See Answer 8 above as well.

Question 10:

Who can we contact for information and details about an application since this is our first experience?

Answer 10:

Please read the application carefully, all the necessary information and details you will find there.

Question 11:

Is the deadline for submitting the concept note December 30th, 2022?

Answer 11:

Yes, the deadline for submitting the Concept Note is December 30th, 2022 at 16:00 hours CET.

Question 12:

Is the concept note from the attachment a document that should be submitted, or we need additional docs, besides the Annexes required in the application (CVs, Financial data and registration certificate). Regarding registration certificate, will the latest change on National Company Register should be enough or we need to provide additional forms and certifications?

Answer 12:

For the Concept Note stage, applicants must submit the following documents:

- Application/Concept Note with the original stamp and signature in PDF and MS Word (Annex A);
- Copy of the organization's Annual Financial Report for the year 2021;
- Copy of the organization's registration document not older than six months;
- Copy of the project manager's CV;

Question 13:

We would like to know if we could include in our network **Azerbaijan**, as we have very good partnership with homologue organizations there

Answer 13:

You can include Azerbaijan in your network. The lead applicant and their partners can be from any of Western Balkan's countries of Albania, Bosnia and Herzegovina, Kosovo, North Macedonia, Montenegro, and Serbia; the Caucasus countries of Georgia, Armenia and Azerbaijan; and the countries of Ukraine, Moldova, and Belarus (UMB).

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Question 14:

We are planning to apply for development of Adventure Tourism and we have question: Is it possible that we organize education in EU country (Croatia, NP Paklenice)? Croatia is not included in this package, but for development of this type of adventure tourism NP Paklenica is very popular and organizes educations which we need.

Answer 14:

If you plan to apply as a lead entity from Croatia (NP Paklenice), you cannot be the lead applicant. You could possibly be a partner to the lead applicant, an entity from the 12 EDGE recommended countries, that already has at least one partner from the recommended EDGE regions. It is of utmost importance that the beneficiaries are from the 12 EDGE countries, while education courses, trips and study visits can be organized in third countries, like Croatia.

Question 15:

Do we need to provide these documents (Copy of the organization's Annual Financial Report for the year 2021; Copy of the organization's registration document not older than six months) for the lead partner only, or for the partners as well?

Answer 15:

For the Concept Note stage, only the **lead applicant** must submit the requested documents.

Question 16:

Can two NGOs one from Kosovo and one from Montenegro apply together?

Answer 16:

Yes of course. One of the NGOs either from Kosovo or from Montenegro will be lead applicant, and

the other one will be a partner. 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.

Question 17:

If a project deals only with result number 3, will it still be eligible and will it have a chance to win?

Answer 17:

Yes, you are eligible to apply.