

Questions and Answers

This document will be regularly updated to address all received questions.

Last update: July 09, 2021

ARE - Annual Program Statement (APS)

1- It was mentioned in the presentation that ARE activity is planning a marketing linkage to the farmers in Lebanon. What does this mean? Locally or abroad? What do you mean by branding and packaging?

Answer: Chemonics will be providing marketing assistance to the farmers to increase their sales, teach them several ways of marketing locally and abroad, including packaging and branding which is very crucial for the international and Gulf markets. This will include informing them as well on the specific criteria for packaging and what information to mention.

2- How can we operate or benefit from this program in the Bekaa?

Answer: To benefit you must apply, the APS is open to everyone on daleel madani. Come up with new, creative ideas that your company is doing and share them using the templates Annexed with the APS.

3- Annexes C1 “Mandatory Standard Provisions- FAA”, and C2 “Mandatory Standard Provisions- Other Grant Type”, what is their purpose, and which needs filling?

Answer: Annexes C1 and C2 are shared for the applicant’s information only. These documents include information and requirements that will be applied as regulations later in the agreement if the application is accepted.

They will be signed when application is accepted.

4- As some activities or project suggestions will require pre-production and to avoid any delays. Is there a timeline for when we will receive feedback if the application is accepted or rejected?

Answer: The review of each application will take the normal time for analysis and follow up if any additional information is needed and it the time required will be related to the applicant’s time to respond.

Noting that concept note reviews are done on a rolling basis. Followed by partnership planning process, opportunity to meet the accepted applicant and design the project together to ensure that needs for implementation are taken under consideration.

For Any time sensitive issues related to the implementation of the project suggested please include it in the concept note.

5- How can we know get the details of the next session that will take place in the North?

Answer: Chemonics will share an invitation about all the information sessions and all the details via email. Till now, it is planned that these sessions will be through physical meetings. For the North, it will take place maybe in Tripoli or later in Akkar. But we are still waiting on the progress of the COVID-19 lockdown. If the lockdown continues, the sessions will be delivered remotely and details with the link will be shared via email.

6- Is the next step after this presentation the session that will take place in the different areas?

Answer: Different information sessions will be delivered; however, the APS is already published on Daleel Madani for you to apply to. Link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

7- Can the project idea be about training and building the capacity of an informal group of farmers and would that be considered as a champion firm? As there is a lot of farmers in the North that sell to traders and need capacity building.

Answer: Of course, you can apply for the APS. It all depends on the concept note that will be submitted, E.g.: How the beneficiaries will benefit from the trainings. How will it be assessed. And specifically, how your support will be of an added value for them.

8- What is the cost share for small companies?

Answer: We did not specify cost share yet; this will be determined in the co-creation phase. You can include the cost share of covered by your organization or a third party. Most probably it will be in the currency of the grant itself. Nonetheless, further details cost share percentage, documentation required, and applicable currency will be agreed upon in the co-creation phase as it will depend on the organization type, the type of grants and its value.

9- Can municipalities participate in this APS?

Answer: Municipalities cannot apply as champion firms as they do not meet the eligibility criteria listed in the APS. However, municipalities can play an important role as a stakeholder within the partnership framework agreement. Illustrative examples of the role that municipalities might offer include but are not limited to coordinate and organize farmers at the local level, provide venue for trainings and/or other business development services, organize local markets, etc.

10- If the concept note of an applicant has been rejected, does he/she have the right to re-apply?

Answer: Any applicant whose concept note has been rejected can re-apply to the APS by submitting a new concept-note that takes into consideration the adjustments and clarifications highlighted by ARE in the rejection letter. The applicant can send an official request for ARE assistance in case the adjustments and clarifications needed are not clear.

11- Is it eligible for a primary partner (champion firm) to be a sub-partner to another Champion Firm under a different intervention/proposal under this APS?

Answer: This will be assessed by ARE team on a case-by-case basis, whereby ARE will reserve the right to accept or not a primary partner (Champion firm) as sub-partner under a different intervention/proposal.

In case of refusal, ARE could suggest other potential sub-partners providing the same required services or lead the process of selecting one.

However, a primary partner (champion firm) cannot submit another concept note as primary partner under this APS.

12- Can the same sub-partner be part of 2 different PFAs?

Answer: This will be assessed by ARE team on a case-by-case basis, whereby ARE will reserve the right to accept or not having the same sub-partner under 2 different PFAs.

In case of refusal, ARE could suggest other potential sub-partners providing the same required services or lead the process of selecting one.

13- Since the grant is asking the budget and costs in USD. Please confirm that we should use a conversion rate of 1,507 LBP for the 1\$ for costs in LBP.

Answer: Yes, Applicants should use the currency conversion mid-rate as set by Lebanon's Central Bank.

14- We are a dairy. Dairy is heavy on investment when it comes to launching new products, more specifically when it comes to manufacturing products for export, you need to follow international standards for production and packaging. In order to produce 1 new item, the cost of equipment would range between 350 and 450 K USD at least. Not covering technical assistance for product development, nor training for the farmers. It's noteworthy to mention that now there is a window of opportunity for new products in the dairy sector to replace imported products and to allow export, which falls under the Objectives of ARE (other than the traditional products that everyone does such as laban, labneh with little shelf life ...) Can we submit a proposal in the range of 400 or 500 K USD? To what limit you accept?

Answer: Concept notes received will be evaluated and rated based on a set of criteria including Budget and timeline. The budget evaluation will be based on "The degree to which budgeting is clear, reasonable and reflects best use of time, organizational and grant resources". Concept Notes do not have a pre-set budget ceiling amount. The estimated average value of all ARE assistance (one or more grants) provided under a single PFA should range between \$130,000-\$150,000 but it may be more or less than this average range depending on negotiations with each individual Champion Firm. Under each PFA, which may include one or more grants, it is anticipated that a single grant award made may range between \$10,000 USD and \$150,000 USD. The final amount will be dependent upon grant interventions and determined during the final negotiation process and may be higher or lower than these amounts. ARE expects that concept notes that propose an ARE investment under the PFA that is significantly higher than the expected average range to include substantially higher levels of partner/champion firm co-investment into the PFA as well as exceptional outreach to and/or impact on other actors working within the value chain.

15- Will you consider Technical assistance and Farmers support outside this equipment budget?

Answer: PFAs may consists of one or multiple grants, that may be awarded to more than one party. Accordingly, if the technical assistance component is expected to be delivered by a party other than the equipment provider, then both components will have separate budgets.

16- Another question is about submitting the proposal. Can we submit the request for 2 new product ideas? How the selection process will be done? Is it by product idea? or as a total value for the grant?

Answer: Yes, applicants may submit two concept notes to two intervention ideas. ARE will evaluate both concept notes and will award the higher graded one assuming it has been awarded a passing score as set by the review committee. Each concept note or intervention will be evaluated and assessed based on its separate merit. Alternatively, applicants may submit concept notes that include more than one intervention/product idea provided that the concept note meets the evaluation criteria enumerated in the APS.

The selection process is detailed in Section V. Concept Note Merit Review Criteria.

17- A copy of the Applicant's valid legal registration —> is this for the registration of the firm/ organization? And what if I do not have a registered organization, am I not allowed to submit?

Answer: Under this APS only registered organizations are eligible to apply. Please refer to the published APS document – section III.A. for more details on Eligibility of Applicants.

18- Do I have to fill the annex a - in the same format?

Answer: Yes; and refer to the instructions provided.

19- In annex a, item 6 and 7: it is not clear for me what is required here?

Answer:

Item 6: Partnership activity title—The title given to the activity should relate to the partnership activity objective.

Item 7: Background—Identify the problem that the partnership activities propose to address. This section must not exceed two (2) pages in length.

20- In annex b, should all the certifications be signed?

Answer: Yes.

21- Clarification on “ARE will assist applicants in understanding the application process and can provide coaching in application development at the request of applicants.” stated in the APS.

Answer:

ARE team is available to assist in understanding the goals and objectives of the APS and how to complete the application but not the content of the concept note. Therefore, specific questions or areas for clarification regarding the assistance needed must be sent to grants@lebanonare.org and accordingly answers will be provided.

22- Can a champion firm include supermarket as sub-partner?

Answer: Champion firm can specify one or several private sector sub-partners (supermarkets, NGOs, service provider, Farmer Outreach Partners, etc.) to benefit from various grant awards that will contribute towards achieving the champion firm objective(s).

23- As ARE is a private sector activity, are NGOs included?

Answer: NGO(s), private business and others that fulfill(s) the eligibility criteria are considered as potential applicants.

24- In the APS, "Problem" refers to a current problem in Lebanon or a problem facing the company? So, for example,

a. Unemployment of Lebanese and the inability of the farmers to sell their products

b. Devaluation of the currency which prevents purchasing equipment from abroad

Answer: A problem is referred to any challenge that hinders MSMEs and relative sub-partners to increase their sales, preserve/create jobs, enhance their productivity and access to finance.

25- Are the following objective considered under this APS: construction of a production facility for a certain product or employing high level university graduates?

Answer: Creating and preserving jobs is one of ARE objectives. However, Construction or infrastructure activities of any kind is not eligible for reimbursement under grants resulting from this solicitation.

Construction also includes improvements, renovation, alteration, and refurbishment.

For more information about the ineligible expenses, please refer to SECTION IV. CONCEPT NOTE AND SUBMISSION INFORMATION of the APS.

26- What are the documents to submit in response to this APS?

Answer: the documents to submit under this APS are the following:

- The concept note as per the annex a (Concept-note-Template)
- All the certifications in annex b (required certifications)
- A copy of the applicant's valid legal registration

27- Is individual farmer/producer eligible to apply as champion firm?

Answer: Eligible applicants must be a registered Lebanese company/organization/association/cooperative (or other legal entity) formally constituted, recognized by and in good standing with appropriate Lebanese authorities, and compliant with all applicable civil and fiscal regulations.

Individual farmer/producers that do not meet the above eligibility requirements, are invited to share with us their details (name, family name, mobile, email(if any), crop, farm location and type of assistance needed) for potential future linkages if and when applicable.

28- Even though the activity and expected results are clear from our point of view, the key point here is to link this to the Merit Review Categories. Depending on how this section is written the linkability to the Merit Reviews will be different. One step would be to detail the overall process from our point of view and link each step of it to the categories it addresses. Or we can start from the categories and point out to where and how each is addressed.

Answer: The above is not a question or request for clarification but rather a statement of opinion. We therefore cannot provide a response and the party responsible for the statement may considering resubmission of a question in lieu of such a statement if they have an actual question or require clarification on some portion of the APS.

29- Requested clarifications on whether proposed projects are considered part of APS scope for 2020 / 2021.

Answer: The submitted concept notes must meet the requirements and conditions of the APS and contribute to the expected results listed in Section I.D- ARE EXPECTED RESULTS AND RELATIVE INDICATORS.

Applicants are also encouraged to review

- 1- the merit review criteria listed in Section V as those criteria make up the basis of the evaluation and scoring that the review committee will adopt.
- 2- the ineligible expenses in SECTION IV. CONCEPT NOTE AND SUBMISSION INFORMATION
- 3- the Q&A document annexed to the APS on daleel-madani

30- Building a cooling facility, could it be funded by ARE?

Answer: As per SECTION IV. CONCEPT NOTE AND SUBMISSION INFORMATION, "construction or infrastructure activities of any kind is not eligible for reimbursement under grants resulting from this solicitation. Construction also includes improvements, renovation, alteration, and refurbishment". Please refer to SECTION IV for more information about ineligible expenses. ARE may finance the cooling equipment (refrigerators, compressors, sandwich panels, etc. but the construction of the facility itself would not be eligible.

31- Establishing a greenhouse falls under construction activity and therefore is considered as ineligible expense?

Answer: It would depend on the type of greenhouse. Simple metal-framed, plastic covered greenhouses would be eligible. Large-scale industrial sized greenhouses (whether glass or plastic) would not be as they require engineering.

32- In section IV motor vehicles are restricted goods. Does that include mobile cooling units/trucks that might be used in the business?

Answer: Under section IV, 3rd point, there are two types of goods to differentiate

- **Restricted goods:** these goods are restricted, however if suggested, these will be evaluated on a case-by-case basis by the project's committee and will need USAID approval.
- **Prohibited goods:** these goods are not accepted under no circumstance.

33- Who will be responsible of the equipment procurement? the champion firm or the project?

Answer: We anticipate that ARE will be responsible for the procurement process through issuing in-kind grants, but we do not exclude the possibility of issuing cost-reimbursed grants.

34- Does the grant cover agri-business (flowers and herbs such as sage - rosemary lavender and thyme) or is it limited to agri-food business? Herbs are mentioned in the concept note yet it is not very descriptive

Answer: The prioritized value chains and sub-sectors that fall under the FOCUS category can be supported on all levels of the value chain upstream and downstream.

35- If the organization is newly registered (تقيد الإنشاء), are we allowed to submit to this APS?

Answer:

Please note that under this APS only registered organizations are eligible to apply. Please refer to the published APS document – section III.A. for more details on Eligibility of Applicants.

36- Is ready to eat package, vegan snack, eligible to the project?

Answer: Section I.C of the APS entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlights the value chains and sub-sector prioritized for support under this APS.

37- Do you cover salaries?

Answer: Administrative & Operational salaries cannot be covered by the program. These could be considered as champion firm's co-investment.

Salaries relative to technical assistance needed for the implementation of the proposed interventions may be considered. This will be assessed on a case-by-case basis.

38- Do you cover ISO 22000 certification expenses?

Answer: Intervention(s) to suggest in the concept note should help in overcoming constraint(s) that is/are enabling the champion firm, sub-partners and other relative stakeholders from achieving their goals and ARE's especially in terms of sales increase (locally and internationally), improve productivity/quality of products and job creation/preservation.

39- Is there any specification limitation for the budget? (for ex 10% on equipment, 40% on marketing etc.)

Answer: For the concept note submission, please refer to point 14 in part "A.3. Partnership Concept Paper Form" of the APS which highlights how the approximate cost of the interventions should be submitted

40- Do you cover food expos expenses (travel hotel/ Booth expenses/ expos)?

Answer: For the concept note submission, please refer to point 14 in part "A.3. Partnership Concept Paper Form" of the APS which highlights how the approximate cost of the interventions should be submitted.

41- If the bee/honey activity is included under the ARE program section: Produce, Fresh & Processed (Vegetables, Legumes, Herbs, & Processed plant-based foods and ready-to-eat meals)?

Answer: Honey value chain is not considered under the Produce, Fresh & Processed (Vegetables, Legumes, Herbs, & Processed plant-based foods and ready-to-eat meals), and therefore under this APS 001.

Honey is a value chain that will be supported under another APS and through specific interventions related to water management & use, Post-harvest interventions, packaging material and access to finance. The relative APS will be published in due time.

42- Can a firm submit more than one concept notes as follow: a CN on a specific value chain (ex: table grape) and another CN on another value chain (ex: stone fruit)?

Answer: Yes, applicant may submit two concept notes. The review committee will evaluate each of concept notes on its separate merit criteria and will award the higher graded one assuming it has been awarded a passing score as set by the review committee.

43- Can an AUB faculty or center or unit directly submit a concept note to this call?

Answer: Any applicant that respects the eligibility criteria listed in section III.A (ELIGIBLE APPLICANTS) of the APS is eligible to apply.

44- Annex A, clause.11: with regards to beneficiary, please advise if this shall include: company partners, list of employees, list of landowners (in case of shop or land rental), list of suppliers.

Answer: In that specific clause, the applicant should highlight how many sub-partners (suppliers, farmers, trading partners, etc.) will benefit from the interventions suggested in the concept note and how will they benefit of it, especially that the APS gives the opportunity for the champion firm to benefit from several grants that could and should target several sub-partners and not only the champion firm

45- Annex A, clause.14: with regard of applicant employee salaries and resources, shall we include it in the activity cost even its paid by the applicant?

Answer: Administrative & Operational salaries cannot be covered by the program. These could be considered as champion firm's co-investment.

Salaries relative to technical assistance needed for the implementation of the proposed interventions may be considered. This will be assessed on a case-by-case basis

46- Is there any restriction as to the nationality of the employees and contractual modality?

Answer: No there are no requirements related to the number of employees or restrictions on nationality. ARE expects that any firm with whom it may partner shall be in compliance with the Labour Code of Lebanon and any other relevant national legislation as regards employee nationality.

For more information about the merit review criteria based on which all the applications will be assessed, please refer to Section V of the APS.

47- Can a startup Cie apply without a JV with a champion firm?

Answer: A start-up or established firm that respects the eligibility criteria listed in section III of the APS can apply as champion firm.

For more information about the eligibility criteria, please refer to the Section III of the APS.

48- Are lands and properties owned by the applicant, considered as co-investment? If we are going to submit a concept note related to agriculture, do we have to mention in the application that the lands and properties that we are going use, are a co-investment? Or only the financial contribution is considered as co-investment?

Answer: Owned land is not considered co-investment (as in cost share), highlighting the ownership of the properties and land is part of understanding the submitted concept note and its sustainability/feasibility plan.

Cost of rented/ leased land (value paid) could be considered as cost share, if validated (allocable, allowable, and reasonable) and if rental costs are new and additional for the project proposed and not ongoing rental expenses.

49- Does the APS cover wine and arak produced from other fruits besides grapes?

Answer: For those who wish to apply they may do so, though support will require additional USAID approval and will be evaluated on a case-by-case basis.

50- Our project is not an agricultural project; it is an industrial process. Please clarify if this process is under the APS 001?

Answer: Please refer to the published APS document, under this link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

You can refer to section I.C entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlighting the value chains and sub-sector prioritized for support under this APS, and to section III.A. of the APS for more details on Eligibility of Applicants.

51- Can we order used machinery or consider them as co-investment?

Answer: No, USAID funds cannot be used to purchase used or secondhand equipment of any sort for any project. note that applicants may include used equipment within their co-investment.

52- If we want to develop our own capacities, which application should we submit? APS#001 or RFA#002? And what is the difference between the two publications.

Answer: The most appropriate partnership opportunity for development of business capacity at this stage would be APS #001.

However, the evaluation criteria for APS #001 are very specific and entail the submission of a concept note that presents a specific challenge facing the applicant and their value chain writ large. Concept notes should demonstrate how ARE support will not only benefit the "Champion Firm" but also other stakeholders within the value chain. For more information regarding APS #001 we highly recommend that interested applicants complete the request to join a group or individual coaching session is through filling the questionnaire under this [link](#).

As for RFA# 002 is targeting organizations who may assist ARE to implement the ARE Grand Challenge Intervention, which will be a competition to support innovation in the agri-food industry around theme(s)

to be determined at a later date following selection of the implementing partner. Once the implementing partner for the ARE Grand Challenge has been selected, two annual competitions (2021 and 2022) will be held for innovations within the designated theme(s). Firms who then meet the eligibility criteria for the competitions will be encouraged to apply through a separate call for proposals that will be launched at a later date by the selected implementing partner.

53- Is the RFA#002 more for "Lebanese Partner Org such as Cluster, Incubator, Business Support Contractors? Kindly confirm. If YES, then when the application will be open? And If the APS is the application, is it related to RFA?

Answer: Correct – Refer back to the question above for additional clarification.

No, APS #001 and RFA #002 are separate solicitations that are independent of one another, each with their own goals and objectives as well as eligibility requirements for interested applicants.

54- Is the deadline for APS001 Nov 18, 2021?

Answer: Yes, APS #001 will be accepting applications through November 18, 2021 however, concept notes will be evaluated as they are received. Concept note that are evaluated favorably shall move forward to the Partnership Frame Agreement Co-Creation Stage that is the basis for financing the partnership. The APS may be closed prior to November 18, 2021 if all funding allocated to the APS (approximately \$2.8 million) shall be committed via Partnership Framework Agreements prior to that date and/or at the discretion of ARE and/or USAID. ARE encourages interested firms to submit concept notes to APS #001 as soon as possible to ensure that there are greater chances for financing partnership ideas which meet the eligibility requirements.

55- If the company is registered in mount Lebanon, and its concept note is for Akkar, is this accepted, or both should be in the same area?

Answer: geographical coverage/location is not relevant as long as the applicant (champion firm) respects the eligibility criteria Section III.A.

56- Construction materials are excluded from financing by your NGO; however, during the Q&A session in Zahle, I posed the question of including construction material and the answer was positive as it is related to building eco-friendly entities that revive tourism sector. Can you please confirm?

Answer: We cannot finance the construction - so any costs associated with building infrastructure (labor for example) would be excluded.

Construction materials may be considered on a case-by-case basis according to the nature of the intervention(s) proposed and therefore might imply the respect of USAID's quality Construction Quality Control Protocol and Standards during the construction.

57- We shared details about some machines and grape seedlings/grape vines that we are seeking to have to expand our production. We would like to know If it could be funded or no.

Answer: Ineligibles expenses are listed in section IV CONCEPT NOTE AND SUBMISSION INFORMATION. Equipment and machinery that aim to improve production and productivity may be included in the

concept note. Whether these will be fully funded/partially funded or not will be discussed on a case-by-case basis especially at the co-creation phase.

58- We are a micro winegrower in mount Lebanon (Kfardebian), we already have a vineyard and a micro home winery, looking to enlarge and develop my business. Kindly inform us if we can apply to this program, and how.

Answer: We currently have one open call for proposal, APS#001 that you can find by clicking on this link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

Please check the details of this call and the eligibility requirements and if your entity and project fall within the eligibility criteria and the scope of the call, then you are welcome to apply.

Then we will be ready to conduct a one-to-one information session with you to take through the APS and that could be following by a coaching session on concept note writing that we can guide you through in time.

Note that all details regarding submission, templates, Q&A documents are all available on daleel madani in the "Related Documents" section.

59- We are a group of Four Engineers with pioneer Shell Egg processing project to produce Liquid Egg (Chilled and Frozen) to Fulfil the sizable local demand and Develop National Productivity while providing Agri-jobs opportunities. Does the project falls within the ARE support program?

Answer: Egg is not a prioritized value chain to support under ARE. Section I.C entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlights the value chains and sub-sector prioritized for support under this APS.

60- Plant's primers (أماية الشتلة) and the 300 micron plastic are eligible as a in kind grant?

Answer: Ineligibles expenses are listed in section IV CONCEPT NOTE AND SUBMISSION INFORMATION. Expenses that aim to improve production and productivity may be included in the concept note. Whether these will be fully funded/partially funded or not will be discussed on a case-by-case basis especially at the co-creation phase.

61- We are working on another proposal that has an agrotourism aspect that fits better into the APS001 since it involves non-agricultural value chains. I would ask you to advise me on where to apply the second proposal (eco/agrotourism/gastronomy).

Answer: Yes, applicants may submit two concept notes to two intervention ideas. ARE will evaluate both concept notes and will award the higher graded one assuming it has been awarded a passing score as set by the review committee. Each concept note or intervention will be evaluated and assessed based on its separate merit. Alternatively, applicants may submit concept notes that include more than one intervention/product idea provided that the concept note meets the evaluation criteria enumerated in the APS.

The selection process is detailed in Section V. Concept Note Merit Review Criteria.

62- we had the idea of developing the farm into the agrotourism sector to which would be added a social component. Is our project eligible?

Answer: Agrotourism is a value chain that is supported by ARE.

Please check the eligibility criteria of the applicants, the ineligible expenses are detailed in sections III.A ELIGIBLE APPLICANTS and SECTION IV.CONCEPT NOTE AND SUBMISSION INFORMATION in the APS document and finally the Q&A document available on daleel-madani <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement> and that will provide you with additional valuable information.

You can join an APS information session to take you through the APS. This session could be followed by a coaching session on the concept note writing upon your request.

63- Ehden Mountain Activities - provides outdoor activities in the town of Ehden, in the North of Lebanon. Main offerings include camping areas, a zipline, a 'monkey bridge', rock climbing courses, paragliding etc.

Although Ehden Mountain Activities does not operate in the Agricultural sector, would you consider it eligible to participate in the programme given that it operates and creates employment in a rural area?

Answer: Please refer to Section I.C entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlighting the value chains and sub-sector prioritized for support under this APS. In addition, please refer to the eligibility criteria of the applicants in section III.A ELIGIBLE APPLICANTS, the ineligible expenses are detailed in SECTION IV.CONCEPT NOTE AND SUBMISSION INFORMATION in the APS document on daleel-madani: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

You can refer as well to the Q&A document available on the same above link and that will provide you with additional valuable information.

64- Do you support fresh mushroom project to produce the (compost) locally in Lebanon.

Answer: Mushroom Value Chain falls within the value chains ARE is supporting.

Please refer to Section I.C entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlighting the value chains and sub-sector prioritized for support under this APS. In addition, please refer to the eligibility criteria of the applicants in section III.A ELIGIBLE APPLICANTS, the ineligible expenses are detailed in SECTION IV.CONCEPT NOTE AND SUBMISSION INFORMATION in the APS document on daleel-madani <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

65- Will ARE be providing in-cash as well as in-kind donations or only in-kind?

Answer: With reference to APS001, the type of grant that will be awarded and support mechanism (whether in-kind or through cost-reimbursement) to the successful applicants is dependent on the proposal provided and outcome of the co creation phase.

66- We are not a registered company. I am wondering if there is any other program that does not require this condition.

Answer: Under ARE only registered Lebanese company/organization/association/cooperative (or other legal entity) formally constituted, recognized by and in good standing with appropriate Lebanese authorities, and compliant with all applicable civil and fiscal regulations, are eligible to apply. Regarding other projects or activities, please check directly with them what are their conditions to apply.

67- as PRIME ENERGY CORPORATION S.A.R.L are looking forward to manufacturing a fertilizer made with non-imported raw materials bought from local suppliers after identifying a problem faced by farmers since they are using exported fertilizers bought in USD causing for then a financial burden leading them either to leave the sector or to reduce their productivity. Producing a such product will help the whole community to financially sustain in the current economic situation. The saturation of fertilizers market will benefit different sectors such as agricultural, livestock and poultry ,trading sectors and more.

Is this idea supported by your program?

Answer: Under this APS, ARE primarily aims to support champion firms within the focus value chains listed in Section I.C. While the below suggested intervention to support the local development of input supplies (fertilizers) might not be the primary target beneficiary of this APS, we acknowledge the need for this cross-cutting component that would be eligible for support if integrated under a framework agreement with clear linkages, benefits and impact to stakeholders within the aforementioned value chains.

Please refer to Section I.C entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlighting the value chains and sub-sector prioritized for support under this APS. In addition, please refer to the eligibility criteria of the applicants in section III.A ELIGIBLE APPLICANTS, the ineligible expenses are detailed in SECTION IV.CONCEPT NOTE AND SUBMISSION INFORMATION in the APS document on daleel-madani <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

68- Processing of Pomegranate into Pomegranate molasses is included into ARE APS?

Answer: Pomegranate is not a value chain ARE is supporting under APS 001. For more information about the value chains ARE is prioritizing for support under APS 001, please check section I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED of the APS available on daleel-madani by clicking the following link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

ARE will continue to research, analyze and explore potential support to actors in emerging value chains not listed under APS001. If identified, the concerned value chain to support will be subject to another APS.

69- In the case we were able to identify potential market in the UK and in Europe, would there be a possibility that ARE will support promotional activities outside Lebanon targeting consumers and or distributors in the countries of export destination, and in what form? (Free Promotional product samples, tasting activities, e-campaigns, promotional material as brochures, subscription in catalogs,....).

Answer: The described activities should be part of a detailed marketing campaign and planning (with expected results and costs) and will be assessed as part of the submitted proposal in line with the evaluation criteria listed in Section V. CONCEPT NOTE MERIT REVIEW CRITERIA.

70- انا عندي مصنع صغير لا تصنع البيوت البلاستيكية وبتمننا تتدعموني بل مشروع اذا في مجال انا انسان طموح بس ال مادة ضعفي اكتب

I have a small factory to produce plastic houses, can you support me through this project.

Answer: Greenhouse production is not a sector we are supporting under ARE. Individual farmers are not our direct beneficiaries. Our direct beneficiaries are legal and registered entity active within our prioritized value chains.

Please refer to Section I.C entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlighting the value chains and sub-sector prioritized for support under this APS. In addition, please refer to the eligibility criteria of the applicants in section III.A ELIGIBLE APPLICANTS, the ineligible expenses are detailed in SECTION IV.CONCEPT NOTE AND SUBMISSION INFORMATION in the APS document on daleel-madani <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

You can refer as well to the Q&A document available on the same above link and that will provide you with additional guidance.

71- Are Carob trees a part of the value chain supported by USAID?

Answer: Carob trees are not part of the value chains we are supporting under APS001. For more information about the value chains supported by ARE under APS001 please refer to Section I.C.I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED of the APS that you can access by clicking on the following link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

However, ARE is researching, analyzing and exploring potential support to actors in emerging value chains not listed under APS001. If identified, the concerned value chain(s) to support will be subject to another APS, through which you might be able to apply.

72- I want to know if wheat is included in the ARE program.

Answer: Thank you for your interest in ARE Activity. Wheat could be considered under ARE as an intercropping crop to be used for forages to be planted alongside other focus crops and value chains that are supported by ARE keeping in mind that all other ARE eligibility and evaluation criteria will still apply. For more information about ARE, the process to apply, the eligibility criteria and the value chains supported by ARE under APS001 (please refer to Section I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED) please check the Annual Program Statement (APS) #001 available on the following link <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

73- We would like your feedback on the below WINERY equipment(s) that will be part of our PLAN, and whether these equipment(s) are covered or not in the GRANT initiative: (Should you need any further information or details on any of the below please let us know).

- **Chillers:** to cool the water of the distillery and control the temperature in the fermentation tanks.
- **Sorting belts:** to enable us to remove unwanted grapes before they reach the destemmer and press.
- **Destemmer:** to separate the stems from the fruit.
- **Conveyor belt:** to transport the destemmed fruit to the tanks without any crushing or bruising.
- **Stainless steel tanks**

- **Press**
- **Reverse Osmosis Machine:** to remove some of the alcohol from finished wines.

Answer: The requested list is still under review before we identify if or which of the requested items would be considered eligible. This may take a few weeks to get the response from USAID.

74- In the concept note we needed to include further details but since we have reached the limit for the number of pages, we will put them in the appendices. Therefore, is it better to have the appendices in a separate document or it is okay to put them in the same document with the concept note?

Answer: As stated in the APS concept notes **may not be more than 10 pages**. Any other documents should be used as annexes.

75- We have included our co-investment in dollars with the BDL exchange rate of 1515 LBP as mentioned in the Q&A document. I just want to make sure that this is what is required.

Answer: Amounts should be included in USD following the conversion rate set by Lebanon's Central Bank that is 1507.5.

76- concerning the equipment that could be fund in the "Wine and Arak" value chain, could you please advice which items from the following are included?

Equipment for a Winery

- **Destemmer/Crusher (Egrappoir)**
- **Peristaltic Pumps with Tremie**
- **Pneumatic Press**
- **Wine and Arak Bottling Line**
- **Filtering Machine**
- **Arak Distillator (Karake)**
- **Stainless steel tanks for wine and Arak all sizes (500, 1000, 2000, 5000, 10000 L)**
- **Glass bottles and Accessories (bottle stickers, cork, capsules...)**

Answer: The requested list is still under review before we identify if or which of the requested items would be considered eligible. This may take a few weeks to get the response from USAID.

77- Could we participate through our beekeeping or queen breeding activity? If not, what program can we participate in? And how can we get notifications when a program that meets our activity is launched?

Answer: Beekeeping or queen breeding are not part of the value chains we are supporting under APS001. For more information about the value chains supported by ARE under APS001 please refer to Section I.C.I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED of the APS that you can access by clicking on the following link

Annual Program Statement (APS) #001: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

However, ARE is constantly researching, analyzing, and exploring potential support to actors in emerging value chains (including honey) not listed under APS001. If and when identified, the concerned value chain(s) to support will be subject to another APS, through which you might be able to apply.

All upcoming solicitations under ARE will be published on Daleel Madani (<https://daleel-madani.org/calls-for-proposal>) for everyone to apply as long as they meet the listed requirements.

78- I noticed that renovations are not included in the ARE program but that you give grants for wineries and tourism.

Knowing that we will only need the grant from ARE to renovate and furnish the rooms and kitchen, does our demand fall under the scope of ARE?

Answer: As per SECTION IV. CONCEPT NOTE AND SUBMISSION INFORMATION, "construction or infrastructure activities of any kind is not eligible for reimbursement under grants resulting from this solicitation. Construction also includes improvements, renovation, alteration, and refurbishment". Please refer to SECTION IV for more information about ineligible expenses.

79- TARGET FOOD Co is one of the leading Lebanese importers and distributors of major renowned brands FOOD and NON-FOOD, which are occupying important market and shelf shares in Lebanon, some of which are leaders.

As your program is supporting the Lebanese agricultures, we believe that our project will give the local agricultures an opportunity to grow and increase his yearly harvest. However, we are wondering if the purchase of Lebanese wheat fits under the value chain that you are supporting.

Answer: Wheat are not part of the value chains we are supporting under APS001. For more information about the value chains supported by ARE under APS001 please refer to Section I.C.I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED of the APS that you can access by clicking on the following link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

80- Would you finance equipment “badly” needed for land reclamation, (استصلاح أراضي زراعية) or land quality enhancement, which will increase the agricultural production (need is for 11 million square meters)? “compost” equipment needed to produce local fertilizer production and limit the expensive import ? cannabis fiber extraction and production?

Answer: Ineligibles expenses are listed in section IV CONCEPT NOTE AND SUBMISSION INFORMATION. Equipment and machinery that aim to improve production and productivity of the value chains prioritized in the APS, may be fully or partially funded, or not. These should be part of a complete concept note you have to submit and that will be assessed. If the concept note is approved to move to the due diligence phase and later to the co-creation phase, the funding mechanism of the required equipment/machinery will be discussed with the applicant during that phase (co-creation).

81- would you finance an artificial pond designed for grape production?

Answer Standalone infrastructure works, including artificial ponds, are ineligible expenses. However, if submitted as part of a concept note that reaches the co-creation phase, the evaluation committee might exceptionally consider funding (partially) such infrastructure works. This will be decided on a case-by-case

basis and will be the sole decision of the evaluation committee. The ineligible expenses are detailed in SECTION IV.CONCEPT NOTE AND SUBMISSION INFORMATION in the APS document on daleel-madani <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

82- Any budget limitation on a per project basis, although it may serve an entire region?

Answer: Concept Notes do not have a budget ceiling amount. The budget evaluation will be based on "The degree to which budgeting is clear, reasonable and reflects best use of time, organizational and grant resources". Please bear in mind that a champion firm can benefit from one or several grants for a budget varying between US \$10K and US \$ 150K per grant.

83- Is Garlic verticle included in this APS or in any potential new one.

Answer: Garlic is not part of the value chains we are supporting under APS001. For more information about the value chains supported by ARE under APS001 please refer to Section I.C.I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED of the APS that you can access by clicking on the following link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>.

Potatoes, potato-based products, honey, alliums (including garlic) and citrus are value chains that will be supported via cross-cutting themes (water management and use, packaging materials, post-harvest and access to finance) subject to another APS that will be published in due time for potential applicants to apply to.

84- Saliba Sons mills works on a procedure of buying wheat from farmers in Bekaa valley and other suppliers and manufacturing it into a product called buorgul, it is involved in the manufacturing process to production to market distribution . Is our production included in the ARE program taking into consideration of developing the process of the product?

Answer: While wheat is not among ARE's FOCUS Value chains, it might have a potential in an intercropping system in orchards or alongside other crops that are within the focus Value Chains and that are listed in the APS.

Another value chain with the potential to include wheat would be under the forages value chain. Please note that all other ARE eligibility and evaluation criteria will apply in case either of the aforementioned approaches are adopted.

For more information about ARE, the process to apply, the eligibility criteria and the value chains supported by ARE under APS001 (please refer to Section I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED) please check the Annual Program Statement (APS) #001 available on the following link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

85- NatBio project aims:

- A. To plant 200,000 m2 of farmers' land with alfalfa, branded as NAT BIO superior fodder, and this will result in 600 tons of alfalfa fodder that will be sold SOLELY to Lebanese farmers.**

- B. To plant over 100,000 m2 of EINKORN organic Wheat and organic Barley, and this will lead to an outcome of 40 Tons of Einkorn Organic wheat and Organic Barley, and 60 Tons of organic Hay (forage).**

Answer: *Alfalfa* is one of the value chains covered by ARE, however, *Wheat* is not among ARE's FOCUS Value chains. Wheat might have a potential in an intercropping system in orchards or alongside other crops that are within the focus Value Chains and that are listed in the APS. Another value chain with the potential to include wheat would be under the forages value chain. Please note that all other ARE eligibility and evaluation criteria will apply in case either of the aforementioned approaches are adopted.

As for equipment and machinery, note that, the ones aiming to improve production and productivity of the APS prioritized value chains, may be included in the concept note. Whether these will be fully funded/partially funded or not will be discussed on a case-by-case basis after the submission of the concept note and especially at the co-creation phase.

For more information about ARE, the process to apply, the eligibility criteria and the value chains supported by ARE under APS001 (please refer to Section I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED) please check the Annual Program Statement (APS) #001 available on the following link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

86- I am looking to expand this business and contribute to create job opportunities for my village as well as personal benefits. My plan is to increase the number of goats to be at least 100 (from different types of goats such as Saneen, Alpine, etc.). Noting the fact that 100 goats of the above mentioned types will result in proper milk quantity in order to start producing dairy products. To achieve that, I need to build an appropriate farm in my own land in Akoura along with necessary equipment for the production. Kindly be noted that i do not have any registered organization. Awaiting your guidance to proceed with my application.

Answer: Please note that under ARE only registered Lebanese company/organization/association/cooperative (or other legal entity) formally constituted, recognized by and in good standing with appropriate Lebanese authorities, and compliant with all applicable civil and fiscal regulations, are eligible to apply.

87- Do you cover: 1) Salaries, 2) Generator, 3) Air conditioner for the central kitchen, 4) Any type of machine we need to scale the production, 5) Business consultant for export, 6) Booth expenses during an event, 7) Raw materials, packaging cost, 8) Trademark registration.

Answer For more information about the APS please check annex are_aps_001_mod1.pdf through the following link. <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

For more information about the applicant's eligibility criteria, please check section III.A-ELIGIBLE APPLICANTS of are_aps_001_mod1.pdf

ARE covers eligible expenses that are in-line with USAID's cost principles (reasonable, allowable, and allocable).

Ineligible or restricted expenses are listed in Section IV CONCEPT NOTE AND SUBMISSION INFORMATION of the annexed document "are_aps_001_mod1.pdf". Equipment and machinery that aim to improve production and productivity of the value chains prioritized in the APS, may be fully or partially funded, or not. These should be part of a complete concept note you have to submit and that will be assessed. If the concept note is approved to move to the due diligence phase and later to the co-creation phase, the funding mechanism of the required equipment/machinery will be discussed with the applicant during that phase (co-creation).

Budgets are evaluated in line with point G of Section V. Merit Review Criteria of the APS of the annexed document "are_aps_001_mod1.pdf". More specifically the degree to which budgeting is clear, reasonable and reflects best use of time, organizational and grant resources. Up to three points out of the total 10 points will be awarded based on the applicant's financial contributions and leveraging of private or third party funds.

88- Do you support in funding dried food for dogs or cat or fish or canary. I have tractor so I might need some equipment to produce feed. And other equipment to process milk. As equipment to process waste of goat or sheep to make it good fertilizer.

Answer: Pet food can be covered under ARE if the pet food ingredients consist primarily (more than 50%) of vegetables, and even meat or milk, and this would benefit and impact stakeholders within the prioritized value chains.

For additional information please refer to the published APS under this link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement> You can refer to section I.C entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlighting the value chains and sub-sector prioritized for support under this APS, and to section III.A. of the APS for more details on Eligibility of Applicants.

For Equipment and machinery that aim to improve production and productivity of the value chains prioritized in the APS, they may be fully or partially funded, or not. This will be part of a complete concept note you have to submit and that will be assessed. If the concept note is approved to move to the due diligence phase and later to the co-creation phase, the funding mechanism of the required equipment/machinery will be discussed with the applicant during that phase (co-creation).

For Ineligible or restricted expenses please refer to Section IV CONCEPT NOTE AND SUBMISSION INFORMATION of the annexed document "are_aps_001_mod1.pdf".

89- Our project addresses several challenges facing our community and country, most notably in the fish feed value chain. We will be collecting organic waste from our community and farms. Processing it using live entities (that we already have) and machines (that we need you to purchase for us) in a prime location (that we currently have, which is ready for immediate use), effectively turning garbage into 100% organic, various grade fish feed. To be sold to farmers of the various types of fish present in our country, exporting the excess.

Answer: Pet food can be covered under ARE if the pet food ingredients consist primarily (more than 50%) of vegetables, and even meat or milk, and this would benefit and impact stakeholders within the prioritized value chains.

For additional information please refer to the published APS under this link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement> You can refer to section I.C entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlighting the value chains and sub-sector prioritized for support under this APS, and to section III.A. of the APS for more details on Eligibility of Applicants.

For Ineligible or restricted expenses please refer to Section IV CONCEPT NOTE AND SUBMISSION INFORMATION of the annexed document "are_aps_001_mod1.pdf".

90- We are planning to submit a proposal for increasing production and export of Avocado fruits would ARE support in providing: avocado seedlings, land rehabilitation and preparation for planting (deep plowing), irrigation system.

Answer: Avocado seedlings and Land rehabilitation and preparation for planting (deep plowing) are ineligible expenses. For more information about the Ineligible or restricted expenses please refer to Section IV CONCEPT NOTE AND SUBMISSION INFORMATION of the annexed document "are_aps_001_mod1.pdf"

Equipment and machinery that aim to improve production and productivity of the value chains prioritized in the APS, these may be fully or partially funded, or not. This will be part of a complete concept note you have to submit and that will be assessed. If the concept note is approved to move to the due diligence phase and later to the co-creation phase, the funding mechanism of the required equipment/machinery will be discussed with the applicant during that phase (co-creation).

91- Would it be possible to include the following types in our proposed project idea: chestnut trees, walnut trees, Olive trees (new Spanish type).

Answer: Chestnut trees, Walnut trees, Olive trees (new Spanish type) are not with the prioritized value chains supported by ARE.

For more information about ARE, the process to apply, the eligibility criteria, ineligible expenses and the value chains supported by ARE under APS001 (please refer to Section I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED) please check the Annual Program Statement (APS) #001 available on the following link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-ruralempowerment-are-activity-aps001-annual-program-statement>

92- Regarding the "wine and arak " value chain, could you please advise if the equipment of alcohol production is now considered eligible? Example: press, stainless steel tanks ...

Answer: Yes, the equipment of alcohol production for the wine and arak are now considered eligible expenses. This is reflected in an amended version of the APS "ARE_APS_001_MOD2" that is published on daleel Madani following this link: <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement-mod002-now-available>.

93- Could you please inform us if Sour Grapes is one of the products supported by ARE Project?

Answer: Sour grape is part of the table grape value chain we are supporting under APS001. For more information about the value chains supported by ARE under APS001 please refer to Section I.C.I.C. ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED of the APS that you can access by clicking on the following

link Annual Program Statement (APS) #001: <https://daleel-madani.org/civil-society-directory/chemonicsinternational-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-programstatement>

For more information on how you could benefit from ARE's support, we kindly invite to attend an information session on ARE. Please confirm if you are interested to attend one.

94- We have a big land with lemon, avocado and all type of citrus trees planted in Sarafand , in South Lebanon. Due to extended electric cut and the stealing of electric lines, the land is left with no water. Are we eligible to apply for the ARE grant ?

Answer: In the APS document (are_aps_001_mod2) available on daleel-madani <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agricultureand-rural-empowerment-are-, ctivity-aps001-annual-program-statement>, please refer to:

- Section I.C entitled "ARE VALUE CHAIN AND SUB-SECTORS PRIORITIZED" highlighting the value chains and sub-sector prioritized for support under this APS.
- Section III.A ELIGIBLE APPLICANTS regarding the eligibility criteria of the applicants

If the value chains you are working in fall within the prioritized value chains and you meet the applicant's eligibility criteria, then you will be eligible to apply to ARE and submit your concept note.

95- Does the project finance the installation of electricity transformers and stages of industrial wastewater treatment plants?

Answer: Equipment and machinery that aim to improve production and productivity of the value chain you are operating in, or equipment that will allow to take advantage of emerging green technologies that have a neutral impact on the environment may be included in the concept note. Whether these will be fully funded/partially funded or not will be discussed on a case-by case basis especially at the co-creation phase.

96- When is the expected release date of the APS related to the Garlic/Onion vertical? (no need for a specific date, a estimated month is enough).

Answer: The relative APS could be developed in the coming 3 months. Rest assured that we shall notify you once the relative APS in published.

97- Does this financial support includes the APPLE agriculture ?

Answer: Under APS 001, Apple value chain is not part of the prioritized value chains.

Please note that we have the below funding opportunity for which Apples (Pome fruits) are covered, posted on Daleel Madani that you can apply to. Kindly refer to the link related to each funding opportunity for details on eligibility requirement, scope of work, and application details. Request for Applications (RFA) #003:

<https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-request-application-rfa-003>

98- Can an individual person apply to this program or it's for only NGO and organizations?

Answer: Under APS001 only registered company/organization/association/cooperative (or other legal entity) formally constituted, recognized by and in good standing with appropriate Lebanese authorities, and compliant with all applicable civil and fiscal regulations, are eligible to apply.

For more information on eligible applicants please check SECTION III. ELIGIBILITY of are_aps_001_mod2_0.pdf available of daleel-madani <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

99- If we have 3 cows and 20 sheep , does this program help us to improve and build a small dairy industry ?

Answer: Dairy industry is covered under Annual Program Statement (APS) 001. Kindly refer to the link related to each funding opportunity for details on eligibility requirement, scope of work, and application details. <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

For the APS, ARE is rolling out group information sessions (one-hour duration) for interested applicants to provide a detailed walkthrough of the project and principles behind ARE's programming. If you are interested, please let us know to schedule the group session.

100- We have 2 land lots, one is 25,000 sqm and the other is 60,000 sqm. Each has its own water well. This year the 60K lot got rented out by someone and planted it with wheat. The 25K lot is still free and I was planning on planting it Alfalfa but it costs too much and our economical situation isn't that good, so I'm probably going to leave it empty, unless you can help us plant it grapes to make Arak and Wine, which was what my father was doing 15 years ago. Is there still any support program we can apply to? Or can you direct me to whom I should contact in case you are not concerned about this?

Answer: Both Alfalfa and Wine/ Arak are covered under APS001. We have the below funding opportunity. Kindly refer to the link related to each funding opportunity for details on eligibility requirement, scope of work, and application details. **Annual Program Statement (APS) #001**

<https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>

For the APS, ARE is rolling out group information sessions (one-hour duration) for interested applicants to provide a detailed walkthrough of the project and principles behind ARE's programming. If you are interested, please let us know to schedule the group session.

101- Is it possible to apply to APS 001 for a dairy project that is still in startup phase and not yet registered ? Because if I do not get the grant and the financial support from your side, I will not continue with the project of "producing powdered milk" due to the economic crisis and lack of funds.

Answer: The Dairy Sector is one the value chain that ARE is supporting. However, whether being a startup or an established business, one of the eligibility criteria to apply to the APS001 is that the applicant should have a legal entity.

For more information on eligible applicants please check SECTION III. ELIGIBILITY of are_aps_001_mod2_0.pdf available of daleel-madani <https://daleel-madani.org/civil-society-directory/chemonics-international-inc/calls/agriculture-and-rural-empowerment-are-activity-aps001-annual-program-statement>.

ARE is rolling out group information sessions (one-hour duration) for interested applicants to provide a detailed walkthrough of the project and principles behind ARE's programming. If you are interested, please let us know in which area your business is located to schedule the group session.

102- *Is the purchasing back of the farmers' vegetable crops production an activity that we can include in the APS 001 grant proposal?*

Answer: Input supply cannot be covered by ARE contribution but could be considered as part of the applicant's contribution.

103- *Can we include the employees' or farmers' salaries?*

Answer: Salaries cannot be covered by ARE contribution but could be considered as part of the applicant's contribution.

104- *Can we include the purchase of a refrigerated truck?*

Answer: Refrigerated trucks are restricted, however if suggested, these will be evaluated on a case-by-case basis by the project's committee and will need USAID approval.

105- *If the concept note includes activities related to crop production improvements and other activities related to processing, in this case, is it considered as two interventions or only one (i.e. If they are considered as two interventions, in this case, the single grant can exceed 150000 \$??).*

Answer: One concept note could include several related interventions. Concept Notes do not have a budget ceiling amount. The budget evaluation will be based on "The degree to which budgeting is clear, reasonable and reflects best use of time, organizational and grant resources". Please bear in mind that a champion firm can benefit from one or several grants for a budget varying between US \$10K and US \$ 150K per grant.

106- *Does your program support a small Cattle farm with a hydroponic fodder system, this farm is not intended to produce milk, but to purchase cattle's and feed them in a cheap way, so that we can produce cheaper meat during this bad economic crisis?*

Answer: Meat is not supported within the Dairy value chain covered under APS 001. The prioritized value chains we are supporting under APS 001 are:

- 1-Produce, Fresh & Processed (Vegetables, Legumes, Herbs, & Processed plant-based foods and ready-to-eat meals)
- 2-Dairy and Fodder/Forage (Small Ruminant Focus)
- 3-Stone Fruits (inc. Avocado)
- 4-Table Grapes
- 5-Wine and Arak
- 6-Tourism (Gastronomy & Wine Tourism, Agro/Eco-Tourism Focus)

107- *Does ARE support the implementation of a "plant and trees nursery"?*

Answer: Any activity that aims to improve production and productivity of the value chains prioritized in the APS, may be fully or partially supported, or not. However, this/these activity/activities should be part of a complete concept note to submit bearing in mind to always refer to the eligible expenses that are in-line with USAID's cost principles (reasonable, allowable, and allocable) and ineligible or restricted expenses which are listed in Section IV CONCEPT NOTE AND SUBMISSION INFORMATION of the annexed document "are_aps_001_mod1.pdf".