

Questions and Answers

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

Last update: May 05, 2021

ARE – Request for Application (RFA004)

1. Regarding the lands that are going to be planted, can these lands be owned by faith-based organizations (monasteries)?

Answer: Lands to be planted can be owned by Faith – Based organization. Bearing in mind that if the application is accepted and moved to the due diligence stage, ARE will be requesting legal documentation showing the ownership of the land and delegation document will be requested from the monastery allowing the selected company/ organization to operate and work within the lands mentioned.

2. Can the lead applicant be a non-for-profit organization while the co-applicant is a for-profit organization?

Answer: As per the eligibility criteria mentioned in **Section III, IIIA Eligible recipient**, Applicants must be a registered Lebanese non-government or private organization formally constituted, recognized by and in good standing with appropriate Lebanese authorities, and compliant with all applicable civil and fiscal regulations. Private companies must be majority Lebanese owned and operated (minimum 51% Lebanese ownership). Bearing in mind that if the application is accepted and moved to the due diligence stage, formal agreement between the applicants will be requested to identify their relationship.

3. Can the same applicant apply to RFA003 AND RFA004 at the same time?

Answer: Yes

4. In the RFA, expected role, ARE may support in, you mentioned additional support, so my question regarding that support is whether it will be part of the grant or not.

Answer: Technical support provided by ARE is considered as part of the grant and should be included in the budget. The budget template is included in the application package.

5. You mentioned the minimum requirement is to produce 4 to 6 tons. This quantity should be produced per season or during the whole intervention timeline which is 24 months?

Answer: This is per season. Please note that there are assets equivalents to the production tonnage either 2 mid-tech double span or tunnel greenhouses or 5 donums for open field (Bekaa only) Minimum requirements per pilot site should be sized to ensure the equivalent of 4 to 6 tons total yield for green-house vegetables or at least 2 mid-tech double span or tunnel greenhouses (depending on crop), or 5 dunums of open field production.

Pre-Application Workshop Q&A – May 4, 2021

1- In the application Sub Awardee are mentioned, does that mean that we are supposed to list the name of the growers?

Answer: No need to list the name of the growers but at least list the number of the growers, where they are, what kind of land they have and their farm size. If you have their names, you can list them.

2- In the RFA, additional support from ARE is mentioned. Does this support come on top of the grant, or should we calculate them in the budget of the grant?

Answer: As per the format of the budget, you will need to include the applicant's resources in a column and proposed ARE resources in a different column, the applicant will need to assess his contribution and ARE's expected contribution.

3- The minimum production requirement of 4 to 6 tons, is it per season or the full cycle. How should we calculate it?

Answer: Per season.

4- Will ARE cover part of the operation cost or only the training activities? For example, we have our facility so we will be producing the vegetables and inviting the growers to be trained in our facility, will you cover the training activity such as seminars and operation cost in our pilot?

Answer: It is a competitive call, and we went through the scoring for each component. It is important to note that the more resources you bring to the activity the better and it will higher the score. If you have a trainer among the staff, a facility and willing to cover the cost it is better. Yet, you have to include what you need to implement the activity.

5- Is 2,000-meter square covered greenhouse enough for this type of crops?

Answer: Production per season which is 4-6 tons is included in the RFA, if you are able to achieve that kind of production per season than 2,000 meters should be okay. You can tell us how much you will produce with the infrastructure you have.

6- One company will win? it will not be divided?

Answer: It is a competition, but we can have multiple awards. For example, someone can take on certain type of crops in the coast and if someone else wants to do crop in the Bekaa on open field that could be interesting. It is multiple awards, and we will see how it scores.

7- A- For the implementation plan, should we include all activities sowing, plantation ... and in addition include the training activities. What is expected for the plan?

Answer: you can make it as detailed as you want. Noting that the training part is the most important component in this activity, so it is important to be as detailed as possible.

We expect to understand what the training looks like in terms of timeline.

B- And for the training we do not have the complete curriculum ready.

Answer: No need to put the complete curriculum, you can incorporate Gant Chart, including for example: training for X number of farmers and for X period.

8- It is mentioned in the RFA, a number of farmers is mentioned, since the period is 24 months, can we increase the number of farmers?

Answer: Yes. What is listed in the RFA is the minimum expected to be achieved, if the applicant can do more it is better.

9- To be able to convince the farmers, you mentioned that after two years, maybe you will be able to give grants to farmers. What is the meaning of grants, is it as seedlings, fertilizers, green house or only meet exporters?

Answer: Could be greenhouses mainly assets and infrastructure, probably will not be seedlings and fertilizers as it is difficult to ARE to cover them.

10- During the first year, is it okay to count only on the production of the pilot or the applicant is supposed to expand with growers, they will have to start at a certain extent to produce themselves?

Answer: just for the pilot.