

Questions and Answers

This document will be regularly updated to address all received questions under RFA006.

Last update: October 25, 2021

ARE – Request for Application (RFA006): Building Business Resilience in Beirut (BBRB)

1. What are the difference steps for phase 1 and phase 2 of this RFA?

Answer: Phase 1, will be implemented by a Lebanese partner and will include community mobilization, MSMEs mapping and needs assessment, business prioritization and shortlisting, and training on business management, and food safety and hygiene for F&B-related businesses.

With reference to phase 2, it will be directly implemented by ARE and will consist of delivering material assistance and support to MSMEs in the blast-affected neighborhoods, and may include non-structural rehabilitation works, small equipment, alternative energy products (low cost) and/or furniture.

2. Does Chemonics have a specific timeframe for this project, and what would be the expected start date?

Answer: We anticipate Phase 1 to be awarded around end-November, while Phase 2 is anticipated to be launched in April 2022. As mentioned in the RFA, the period of performance of Phase 1 and Phase 2 is of 12 months.

3. The call for proposals indicates a ceiling budget of 100,000 USD for Phase 1, to be implemented by the local partner. Can you communicate the range of budget you have in mind for phase 2 for the provision of material support by ARE to the selected SMEs?

Answer: We anticipate Phase 2 budget to range between \$450,000 and \$500,000

4. Regarding the budget for Phase 1, are there specific criteria to take into consideration, such as percentage of budget per type of expenses? In terms of Human Resources for the project, are there specific requirements or can the local partner make suggestions for the project team and positions?

Answer: The applicant is expected to submit the design of the survey and technical approach (which is the first merit review criterion as listed in Section V) as they see fit based on the Program Description as provided by ARE.

5. Regarding the trainings on business management and food safety, does ARE have a specific framework of intervention, or is the local partner free to design the content and choose the implementing mode? For instance, can we suggest individualized training for the supported SMEs?

Answer: Please refer to previous answer.

6. Are you interested in using the local implementers experience and support for the second phase of the project? Training needs to be completed before material support?

Answer: Local implementers experience is very important and should be integrated in submitted proposals.

With reference to the training component duration it will depend on the suggested design and roll out.

- 7. You mentioned that you are targeting mainly SMEs in the food and beverage (F&B) industry but open as well to SMEs that are not in the F&B sector as well. This is important in the assessment phase; do you have a percentage?**

Answer: We do not have a pre-set split or percentage between the beneficiaries in the F&B vs non-F&B sectors.

We are targeting F&B MSMEs and other small workshops and/ or like manufacturing facilities that are typical in the neighborhoods affected by the blast. The approach and split will per targeted sector eligible for support will depend on the approach and vision of the applicant.

As mentioned in the RFA006 call – **Section IA.Objective** “*F&B-related and other MSMEs including fruit and vegetable shops, mini markets, bakeries, restaurants and cafes, and butcheries*” are eligible these fall under the F&B umbrella, in addition to “*small workshops and other manufacturing*” that are eligible as well.

- 8. Confirming the number of 200 to be selected and 300 to be surveyed?**

Answer: Yes

- 9. When surveying the 300 businesses they should not receive duplicative support from other donor funded initiatives. Since last year there was a lot of initiatives ongoing in the area of the Beirut Blast, is there a restriction for SMEs that previously received any support so they would not be surveyed?**

Answer: We are aware that the majority of SMEs in the blast affected area might have received assistance, accordingly, we need to look to complementary support not to repeat what has been done before and try to build on what has been done.

- 10. For example, some received coaching support and not material support, would that be more lenient in their selection? We have been exposed to over thousand SMEs in different places, and in particular in the Beirut Blast we have been working on different projects, some received coaching support others received coaching and material support. It would be a challenge to find SMEs that have not received any kind of support.**

Answer: This makes perfect sense and can be integrated in the approach that the applicant is suggesting and in the scoring matrix related to the business prioritization section.

- 11. Should the geographical area of the project be specified in the application?**

Answer: Yes

- 12. The support to 46 SMEs that took place last year, these are to be excluded or would they be included in a continuation phase?**

Answer: They should not be excluded. They’re inclusion and support will be depend on the approach and type of support suggested by the applicant. For example: if a shop is equipped with a fridge and POS system and is now suffering from power outages and the applicant’s approach includes the provision of UPS systems that would be a complementary support or intervention

13. When we are in the process of evaluation and scoring, there is an estimated support budget that we have to propose in the reporting, should it include the materials part? Each SME should have a BOQ for the materials needed?

Answer: Yes, applicants should include a tentative BOQ per MSME in addition to estimated budget based on their best judgment and information. During Phase 2 the first task will be to validate the BOQs and roll out the procurement of the suggested material supplies.

14. In the call for proposal, you are asking if a third party will be funding or if an NGO will be bringing in kind contribution. Is there an issue if the grant covers 100% the entire project? Is providing contribution mandatory?

Answer: Under **Section V** of the RFA006, we highlight the importance of cost effectiveness. Providing third party contribution would be an advantage and the applicant would score higher on that point if third-party fund are effectively leveraged..

15. About the transversal cost that include running cost and administrative services and human resources, is the applicant allowed to make their own propositions or is their specific guidelines and percentages?

Answer: We are not specifying any guideline related to such costs as it will depend on the scope and approach that the applicant is suggesting.

16. Can we share additional questions from the Pre application workshop and submission deadline?

Answer: The deadline to share questions was on October 20, 2021.

17. To what email the grant package should be sent?

Answer: All applications need to be shared with ARE electronically via email to grants@lebanonare.org

18. In the application it is requested from the applicant to mention that have other grants. Would that affect the selection is we are working with other NGOs with Chemonics on other grants.

Answer: No