



THE USAID ECONOMIC  
SECURITY PROGRAM

Issuance Date: December 1, 2021  
Closing Date: December 30, 2021 (4 weeks after issuance date)  
Closing Time: 6:00 pm Tbilisi time

**Subject:** Request for Applications (RFA) Number RFA-018  
“Improving Firm Productivity, Productive Capacity and Product Quality in Solid Waste Management (SWM) Sector in Ajara Autonomous Republic of Georgia”

**Reference:** Issued Under the Economic Security Program USAID Contract No. 72011419C00001

The USAID Economic Security Program (the Program) is a five-year, USAID-funded project implemented by DAI to accelerate broad-based growth of sectors that show strong potential to create jobs, to increase incomes, to increase micro, small, and medium enterprise (MSME) revenues, and to support diversification to more productive economic activities. Please refer to the Program Description for a complete statement of goals and expected results.

Pursuant to 2 CFR 700.13, it is USAID policy not to award profit under assistance instruments such as grant awards. However, all reasonable, allocable, and allowable expenses, both direct and indirect, which are related to the grant program and are in accordance with applicable cost standards (2 CFR 200 Subpart E for all US-based and for non-US based non-profit organizations, and the Federal Acquisition Regulation (FAR) Part 31 for for-profit organizations), may be paid under the grant.

For non-US organizations, the Standard Provisions for Non-US Nongovernmental Recipients will apply. See Annex I for Standard Provisions.

The Program intends to award multiple grants under this RFA for interested micro, small and medium enterprises (MSMEs), to provide financial support for improving productivity, increasing productive capacity and improving firm level operations in Solid Waste Management Sector for MSMEs registered and operating in Ajara Autonomous Republic of Georgia. The activity is intended to improve overall performance of companies, facilitate high(er) value job creation, increase in revenues, catalyze investment inflow in MSMEs and help to achieve their sustainable growth.

Subject to the availability of funds, DAI intends to provide multiple grants under this RFA to one or more entities listed in Section A “Eligibility requirements” up to the 200,000 GEL each. This amount is a ceiling for each grant application.

The expected duration of DAI support is from May 1, 2022 to December 31, 2022. DAI, as primary implementer of the Program, reserves the right to fund any or none of the applications submitted.

For the purposes of this program, this RFA is being issued and consists of this cover letter and the following:



THE USAID ECONOMIC  
SECURITY PROGRAM

Section A – Grant Application Instructions  
Section B – Special Grant Requirements  
Section C – Selection Process  
Section D – Program Description  
Annexes

Applications must be received no later than 6:00pm on December 30, 2021. Applications and modifications must be submitted in pdf (preferred) or other electronic format to the Program's grants staff at [GESP\\_Grants@dai.com](mailto:GESP_Grants@dai.com).

Issuance of this RFA does not constitute an award commitment on the part of DAI, nor does it commit DAI to pay for costs incurred in the preparation and submission of an application. Further, DAI reserves the right to reject any or all applications received. Applications are submitted at the risk of the applicant. All preparation and submission costs are at the applicant's expense.

Any questions concerning this RFA should be submitted in writing not later than December 10, 2021 to [GESP\\_Grants@dai.com](mailto:GESP_Grants@dai.com).

Response to the questions will be provided no later than December 15, 2021. **Please, note that responses to the question will be shared publicly hence do not submit the questions that may include sensitive information regarding your organization and/or application.**

Thank you for your interest in the USAID Economic Security Program.

Sincerely,  
The USAID Economic Security Program Team

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THE USAID ECONOMIC  
SECURITY PROGRAM

**RFA-018**

**“Improving Firm Productivity, Productive Capacity and Product Quality in Solid Waste Management (SWM) Sector in Ajara Autonomous Republic of Georgia”**

**Table of Contents**

Section A – Grant Application Instructions.....	4
I. Application Procedure.....	4
A. Completion and submission of applications .....	4
B. Preparation Instructions – Technical.....	6
C. Preparation Instructions – Financial and Administrative Documentation .....	7
Section B. Special Grant Requirements .....	9
Section C. Selection Process.....	11
Section D. Program Description.....	14
Annex 1: Mandatory Standard Provisions .....	16
Annex 2: Certifications, Assurances, Other Statements of the Recipient .....	16
Annex 3: Application Form .....	16
Annex 4: Workplan Template .....	16
Annex 5: Budget Template.....	16
Annex 6: Example of CV Form and BioData (EBD) Form .....	16
Annex 7: Financial Capability Questionnaire.....	16
Annex 8: Instructions for Obtaining a DUNS Number .....	16
Annex 9: Self Certification for Exemption from DUNS Requirement .....	16
Annex 10: Application Checklist.....	16

## **Section A – Grant Application Instructions**

### **I. Application Procedure**

#### **A. Completion and submission of applications**

##### **Eligibility Requirements**

###### **Types of Entities that are Eligible to Apply**

This RFA is issued as a public notice to ensure that all interested and qualified organizations have a fair opportunity to submit applications for funding. Grant support may be extended to firms if they are legally registered and recognized under the laws of Georgia. The Program may not award a grant to a U.S. organization.

Types of organizations who can apply for a grant may include:

The USAID/Georgia Economic Security Program in partnership with the Ministry of Finance and Economy of the Ajara Region designed a joint grant program to provide funding and technical support to companies and entrepreneurs operating/intent to operate in SWM sector:

- The MSMEs<sup>1</sup> (Micro, Small and Medium Enterprises) which are registered and have business operations in Ajara Autonomous Republic of Georgia can apply for a grant.

##### **Additional Eligibility Requirements**

The companies willing to receive a grant to set new and/or to upgrade the existing production lines, must operate/or start operation in solid waste management (SWM) sector. Operation in the Solid Waste Management sector includes engagement of MSME's in SWM sector from its inception to its final disposal. This includes the collection, transportation, treatment (reuse, recycling, separation) and disposal of waste, considering monitoring and regulation of the waste management process in accordance with the national legislation and accepted norms/standards:

- Only the MSME's which are registered and operate in Ajara Region can apply for a grant,
- The MSME's applying for a grant opportunity should operate on the market for at least 2 years

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<sup>1</sup> MSMEs are defined by GeoStat as such: Micro-Enterprises are those that satisfy 2 of the 3 following criteria: 1) company assets do not exceed GEL 1 million; 2) annual company turnover does not exceed GEL 2 million; and/or 3) the average number of employees does not exceed 10. Small enterprises are those in which employees do not exceed 50 and average turnover is more than GEL 2 million but less than GEL 12 million. Medium Enterprises are those with an employee range between 51/250 with an average turnover of more than GEL 12 million but less than GEL 60 million.

The MSME's operating in the SWM sector or applying for a grant to start operation in the sector, have to acknowledge that the relevant permission documents from the Ministry of Environmental Protection and Agriculture of Georgia and relevant agencies of Ajara Autonomous Republic have to be obtained in order to execute the grant agreement.

The selected value chains under the Solid Waste Management sector are following:

- Production of packaging, utilizing plastic and/or paper waste.
- Production of bio-fuel and/or waste to energy processes.
- Recycling of tire waste, waste oil, electrical waste, glass waste, metal waste, etc.

The Program **does not cover** the following value chains:

- Hazardous waste (such as asbestos, chemicals, print toner, solvents, pesticides, etc.)
- Medical and Healthcare waste
- Fecal waste and Sewage waste

The companies receiving grants must employ at least one intern on at least a 50% part-time basis.

Applicants must submit a brief description of the organization's profile, including work experience and achievements (including list of partner/funder organizations) in relevant sector and value chain.

### **Application Submission Requirements**

- Applications may be submitted only by email to [GESP\\_Grants@dai.com](mailto:GESP_Grants@dai.com)
- Applications must include:
  - Completed Application Form
  - Completed Project Workplan
  - Projected Grant Budget and Budget Notes
  - CVs and BioData (EBD) forms of all project team members (key personal only)
  - Completed Financial Capability Questionnaire and attachments
  - Statement of liability (part of application form)

### **Deadlines**

Applications must be received not later than 6:00pm Tbilisi time on December 30, 2021. Applications and modifications thereof shall be submitted in pdf (preferred) or other electronic format to the Program's grants staff at [GESP\\_Grants@dai.com](mailto:GESP_Grants@dai.com).

### **Late Applications**

All applications received by the deadline will be reviewed for responsiveness and programmatic merit according to the specifications outlined in these guidelines and the application format. Section C addresses the evaluation procedures for the applications. Applications which are submitted late or are incomplete run the risk of not being considered in the review process.

### **B. Preparation Instructions – Technical**

**Page Limitation:** Applications should be specific, complete, presented concisely and shall not exceed 20 pages (exclusive of annexes).

**Applications submitted in response to this RFA must include the following information:**

- 1. Project Description:** The applicant must provide a detailed description of the project, specifying its goal, activities and results.
- 2. Monitoring (Results and Benchmarks):** The applicant should define, to the maximum extent possible at the application stage, results and benchmarks for monitoring the performance towards attainment of program objectives.
- 3. Sustainability:** The applicant should describe how the project or its benefits will continue after grant funding ends.
- 4. Personnel.** Each applicant should provide, as part of their application, detailed curriculum vitae that demonstrate the Key Personnel's ability to perform the duties outlined in the statement of work and in accordance with the evaluation factors found herein. DAI expects key personnel to be individuals responsible for developing new products, services and technologies. DAI will evaluate the CV to determine the individual's knowledge, skills and abilities in the areas listed herein. More detail is provided in Annex 3 Section IV.
- 5. Organizational Capability:** Each application shall include information that demonstrates the applicant's expertise and ability to meet or exceed the goals of this program. Demonstrate resources to improving firm productivity, productive capacity and product quality.
- 6. Past Performance:** Applicants must present evidence of their past experience in subject field. Past performance should demonstrate how the applicant remains competitive in their respective market. These references should include three (3) clients' names and emails who will serve as references.
- 7. Budget:** All proposals must include a completed budget (exclusive of VAT), more details provided below in sub-section C (page 7).
- 8. Cost Sharing Contribution:** Details regarding the proposed cost sharing contribution by your organization must be included.

Grantees are required to contribute resources from their own private or local sources. The requirements are as follows:

- Grants provided to **MSMEs** must not exceed 70 percent of the total new estimated cash investment required for a new business start-up or the expansion of an existing business. Loans may be used to meet matching requirements; however, in-kind contributions will not be considered. **Grantee cost share is 30 percent minimum.**

Cost share should be cash, for example:

- **Cash Contribution:** If the applicant proposes cash as part of their cost-share, the awardee is expected to invest the cash in a manner that can be independently verified (through receipts, etc.). This may also include loans.

**9. Other materials:** Applicants may also want to submit other materials as attachments along with their applications such as letters of reference, newspaper clippings reporting on the organization's activities, brochures or other promotional material. Support letters demonstrating partnerships and cooperation with local government are of particular interest. However, attachments should be limited to 5 pages and they will not be returned to the applicants.

### **C. Preparation Instructions – Financial and Administrative Documentation**

**1. Completed Budget.** All budget lines must be clearly linked to specific project activities. DAI will support organization staff and operating costs that are necessary for reaching project goals, applicants should direct their resources primarily to project implementation, rather than organization operating costs. The format for the budget is included in the RFA: See attached Annex 5 for the budget form. Supporting information/budget narrative shall be provided, as necessary, in sufficient detail, **(including supporting documents such as proforma invoice or the relevant offer for the equipment requested in the application/budget, including transportation and installation costs)** to allow a complete analysis of each line item cost.

Taxes:

The prices proposed by the applicant should be net of VAT and customs duties. Under the terms of the 31.07.1992 Bilateral Agreement between the Government of the United States and the Government of Georgia, the awardees, as grantees to the USAID Economic Security Program, are exempt from VAT and customs duties. Accordingly, no such fees, charges, tariffs, duties or levies will be paid under any Grants awarded. The USAID Economic Security Program will facilitate VAT exemption for activities under that grant see Section C for more details.

**2. Completed Financial Capability Questionnaire**, which includes:

- a. **Audited Financial Reports:** Copy of the applicant's most recent financial report, which has been audited by a certified public accountant or other auditor satisfactory to DAI. If no recent audit, a "Balance Sheet" and "Income Statement" for the most current and previous fiscal year.
- b. **Incorporation Papers or Certificate of Registration and Statute**

c. **Organizational chart**

3. Documentation that the applicant has the ability to comply with the award conditions, taking into account all existing and currently prospective commitments of the applicant. The applicant must demonstrate its ability to segregate funds obtained from the award of a capital grant from other activities of the organization. A separate bank account is required should a grant award be made, depending on the award type. (Documentation may include certification from the applicant's bank or a summary of previous awards, including type of funding, value, client, etc.)
4. Documentation that the applicant has a satisfactory record of integrity and business ethics. (Documentation may include references from other donors or clients and a summary of previous awards, including type of funding, value, client, etc.)
5. *Depending on size, type, and complexity of the grant, the following may also specifically be requested at this stage:*
  - *if applicable* – NICRA, or if no NICRA, the profit and loss statements which include detail of the total costs of goods and services sold, by information of the applicant's customary indirect cost allocation method, together with supporting computations of the basis for the indirect cost allocation method
  - cash flow, description of management structure, and/or oversight procedures, if available
  - copy of applicant's accounting manual (if exists)
  - copy of applicant's operations manual (if exists)
  - copy of purchasing policies and description of the applicant's purchasing system (for large grantees) (if exists)
6. **Data Universal Numbering System (DUNS)** There is a mandatory requirement for the applicant to provide a DUNS number to DAI. The Data Universal Numbering System is a system developed and regulated by Dun & Bradstreet (D&B) that assigns a unique numeric identifier, referred to as a "DUNS number" to a single business entity. Without a DUNS number, DAI cannot deem an applicant to be "responsible" to conduct business with and therefore, DAI will not enter into an agreement with any such organization. The award of a grant resulting from this RFA is contingent upon the winner providing a DUNS number to DAI. Organizations who fail to provide a DUNS number will not receive an agreement and DAI will select an alternate awardee.

All U.S. and foreign organizations which receive a grant with a value of \$25,000 and above **are required** to obtain a DUNS number prior to signing of the agreement. DAI requires that grant applicants sign the self-certification statement if the applicant claims exemption for this reason.

For those required to obtain a DUNS number, see Annex 8- Instructions for Obtaining a DUNS Number - DAI'S Vendors, Subcontractors and Grantees. For those not required to obtain a DUNS number, see Annex 9- Self Certification for Exemption from DUNS Requirement.



- 7. Information about other grant programs:** The applicant should provide Information on any grant programs applied for /expecting funding (state or donor funded) within the period of submission documents for a grant opportunity.

## Section B. Special Grant Requirements

The applicant shall bear in mind the following special requirements for any grants awarded in response to this RFA:

**Separate Account:** A separate account must be established to house all funds provided under the grant, as well as all interest income, depending on the grant type.

**Permitted Uses of Program Income:** The Grantee will inform DAI of any program income generated under the grant and agrees to follow USAID's disposition requirements for such program income, which is in accordance with 2 CFR 200.307. Program income earned under this agreement shall be applied and used in the following descending order:

1. Added to funds committed by USAID and the recipient to the project or program, and used to further eligible project or program objectives;
2. Used to finance the non-federal share of the project or program; and
3. Deducted from the total project or program allowable cost in determining the net allowable costs on which the federal share of costs is based.

If the terms and conditions of the award do not specify how program income is to be used, then number 2) shall apply automatically. Grantees who are commercial organizations may not apply Option 1) to their program income.

**Use of Funds:** Funds provided under any grant awarded shall be used exclusively to the grant objectives. Specifically, for the RFA-018 activity, Improving Firm Productivity, Productive Capacity and Product Quality in Solid Waste Management (SWM) Sector in Ajara Autonomous Republic of Georgia. Diversion of grant funds to other uses will result in cancellation of award and retrieval of funds disbursed to the grant recipient.

**Reporting Procedures:** A description of reporting requirements will be included in the Grant Agreements. The types of reporting required, along with the schedule of reporting, will depend on the grant type and project duration. Reporting forms will be provided to grant recipients. Types of reporting may include the following:

- **Program report** to be submitted during project implementation according to a schedule determined by DAI. This report will include a description of project activities and progress

towards meeting the project goal; problems in project implementation; actions taken to overcome them; and plans on how the next phase of the project will be implemented.

- **Final program report** will describe how the project objectives and goals were reached, results of the project, and problems and solutions during implementation. This information should be presented in a manner suitable for presentation to the public.
- **Financial reports** will be submitted to DAI according to a schedule described in simplified and standard grant agreements. Types of financial reports, as well as the schedule of reporting, will depend on the type of grant, length of project, and amount of grant funding. Financial reports will be required in order to receive grant installments. These reports will describe the amount of grant funds spent during the previous period, total amount spent to date, and amount remaining in each budget line item. In addition, all grant recipients are required to submit a detailed Final Financial Report.

Issuance of the final installment of grant funds is contingent upon DAI's receipt and acceptance of Final Financial and Final Program Reports.

**Project Monitoring:** DAI staff will monitor projects in terms of both programmatic and financial aspects. Grant recipients will be expected to facilitate monitoring by making relevant information available to DAI staff.

**Restrictions:** The Grant Funds provided under the terms of this Agreement shall not be used to finance any of the following:

(a) Ineligible goods and services:

- (1) Military equipment
- (2) Surveillance equipment
- (3) Commodities and services for support of police and other law enforcement activities
- (4) Abortion equipment and services
- (5) Luxury goods and gambling equipment, or
- (6) Weather modification equipment.

(b) Restricted goods:

- (1) Agricultural commodities,
- (2) Motor vehicles,
- (3) Pharmaceuticals and contraceptive items
- (4) Pesticides,
- (5) Fertilizer,
- (6) Used equipment, or
- (7) U.S. government-owned excess property.

(c) Ineligible Activities and Unallowable Costs

- Private ceremonies, parties, celebrations, or "representation" expenses.
- Purchases of restricted goods and Prohibited goods under USAID regulations,
- Purchases of goods or services restricted or prohibited under the prevailing USAID source/nationality regulations per 22 CFR 228 and relevant Standard Provisions; or from countries or suppliers as may be identified by USAID's consolidated list of debarred, suspended, or ineligible subcontractors at [www.sam.gov](http://www.sam.gov).
- Any purchases or activities deemed unnecessary to accomplish grant purposes as determined by DAI, including any grantee headquarters expenses that are not directly linked to the implementation of the proposed program.
- Previous obligations and/or bad debts.
- Fines and/or penalties.
- Creation of endowments.
- Other costs unallowable under USAID and/or federal regulations, such as alcoholic beverages.

**Other:** As mentioned, grants will be made available to the eligible organizations in Georgian Lari (GEL) up to the 200,000 GEL each. This amount is a ceiling for each grant application. Payment will be made according to a monthly or installment schedule, and in no event will more than 90% of the total agreed budget be disbursed prior to receiving and approving the Final Financial and Final Program Report.

## Section C. Selection Process

After the deadline for submitting applications, a selection committee will convene. Throughout the evaluation process, DAI shall take steps to ensure that members of the selection committee do not have any conflicts of interest or the appearance of such with regard to the organizations whose applicants are under review. An individual shall be considered to have the appearance of a conflict of interest if that person, or that person's spouse, partner, child, close friend or relative works for or is negotiating to work for, or has a financial interest (including being an unpaid member of a Board of Directors) in any organization that submitted an application currently under the panel's review. Members of the panel shall neither solicit nor accept gratuities, favors, or anything of monetary value from parties to the awards.

All applications that meet the application requirements will be reviewed by the selection committee. Verification of the application submission requirements will be conducted at the Economic Security Program's office by the Program's grants staff.

If suitable applications are received, one or more awards will be made after the selection committee meeting within a reasonable amount of time provided that the awardee (s) furnish (es) DAI with all the required documentation as itemized in Section A of this RFA.

The applications will be evaluated according to the evaluation criteria set forth below. To the extent necessary (if award is not made based on initial applications), negotiations may be conducted with each applicant whose application, after discussion and negotiation, has a reasonable chance of being selected for award. **Award will be made to responsible applicants whose applications offer the best value.**

Awards will be made based on the ranking of applications by the selection committee according to the evaluation criteria and scoring system identified below:

<b>Evaluation Criteria for RFA</b>	<b>Points</b>
Impact of the proposed activity(s) on the objectives and outcomes of the Program (e.g. creation of high(er)-value jobs, investment, and/or sales/revenue increases)	30
Demonstrates clear understanding of the needs of its company regarding the upgrade/modernization of existing production line, set-up of new production line, development of new/expanded products and services.	20
Technical approach is feasible, achievable and demonstrates potential for sustainability.	10
Budget is reasonable and clearly defined	10
Applicant's capabilities, resources and past performance and expertise with respect to achieving the goals of the Program.	20
Provides opportunities for youth and women, as well as for economically and socially-disadvantaged groups.	10
Total	100

The application should pass the minimum required threshold of 70 points. Applications scored below this threshold will not be considered.

The above evaluation criteria are further explained here:

**Impact of the proposed activity on the objectives and outcomes of the Program.**

- **Economic growth and development impact:** How will the activity –
  - Catalyze local or international public or private investments
  - Increase sales and revenues
  - Improve profitability
  - Improve export potential and enter new EU and/or US market



## THE USAID ECONOMIC SECURITY PROGRAM

- Create high-value jobs for Georgian citizens (this refers to job creation that offers monthly wages higher, and in many cases significantly higher<sup>2</sup>, than the current average monthly wage in Georgia and/or will move the country's priority sectors up the value chain)
- Provide substantial return of Program investment<sup>3</sup>
- Impact on regional development and diversification

**Demonstrates clear understanding of the needs of its company/organization regarding the upgrade/modernization of existing production line, set-up of a new production line.**

**Technical approach is feasible, achievable and demonstrates potential for sustainability.**

- **Goals, objectives, activities, outcomes:** Does the applicant clearly present the idea?
- **Impact on regional development and diversification:** Does the idea further regional economic development in Georgia?
- **Technical approach:** Does the applicant demonstrate an understanding of what it takes to undertake the proposed venture?
- **Sustainability:** Does the applicant demonstrate potential for sustainability?

**Budget is reasonable and clearly defined:**

- **Reasonability:** Does the overall budget seems reasonable and realistic to implement activity?
- **Within Project Budget:** Budget fits within RFA grant ceiling.

**Applicant's capabilities, resources, past performance and expertise with respect to achieving the goals of the Program.**

- **Company information:** Brief description of organization's profile, including work experience and achievements (including list of partner/funder organizations).

**Provides opportunities for youth and women, as well as for economically and socially-disadvantaged groups.**

- **Impact on diverse groups:** Does the idea have the potential to empower youth and women, as well economically and socially-disadvantaged groups?

**DAI and USAID reserve the right to fund any or none of the applications received**

<sup>2</sup> "Higher" that the current average monthly wage in Georgia should be more than \$410, which is the average monthly wage in GeoStat. "Significantly Higher" should be at least 50% higher than the average monthly wage. If the wage rate is lower than the average, the applicant must make a strong case as to how this activity will benefit wages in the future OR how it increases the average monthly wage of a region (which may be below that national average).

<sup>3</sup> The term "substantial" means at a minimum of 2 times the Program investment.

## **Signing of Grant Agreements**

Upon USAID approval of the grant, a Grant Agreement will be prepared. After DAI and the successful applicant have signed the Grant Agreement, DAI will provide training on financial management and reporting on grant funds. All reporting and contractual obligations will be explained to the grant recipients. Before receiving the first grant installment, depending on the award type, some grant recipients must open a separate bank account, as this is the only means by which grant funds will be transferred from DAI to the grant recipient.

## **Section D. Program Description**

The USAID/Georgia Economic Security Program is pleased to announce a Request for Applications for interested micro, small and medium enterprises (MSMEs), to provide financial support for improving productivity, increasing productive capacity and improving firm level operations in Solid Waste Management Sector for MSMEs operating in Ajara Autonomous Republic of Georgia. The activity is intended to improve overall performance of companies, facilitate high(er) value job creation, increase in revenues, catalyze investment inflow in MSMEs and help to achieve their sustainable growth.

The USAID/Georgia Economic Security Program in partnership with the Ministry of Finance and Economy of the Ajara Region designed a joint grant program to provide funding and technical support to companies and entrepreneurs operating/intent to operate in SWM sector. The joint grant initiative will support the SWM sector in the region and have a significant impact on the local economy and environment by focusing on innovation and world-class standards and approaches into SWM MSME's. The joint program intends to support the initiatives for reducing solid waste accumulated in the region and doing so, along with supporting existing and new MSME's in solid waste management related businesses opportunities and invocations it also recognizes the benefit to the environment by reducing the impact of waste on land/soil, water, and air.

### **I. Project Background:**

The USAID Economic Security Program is a five-year, USAID-funded project implemented by DAI to accelerate broad-based growth of sectors that show strong potential to create jobs, to increase incomes, to increase revenues, and to support diversification to more productive economic activities through value chains under the tourism, creative industries, light manufacturing, solid waste management, and shared intellectual services sectors and e-commerce as a cross cutting interventions for all value chains. The Program lays the foundation for sustained growth through investment in the sectors and value chains that have the potential to produce employment that positively impacts the incomes, and quality of life of Georgian citizens.

The Program is comprised of four complementary components:

1. Strengthen cooperation in target sectors;
2. Support MSMEs to improve productivity, sales, quality, and develop new products and services;
3. Support industry-led workforce development;
4. Build public-private partnerships.

The Program will support companies to improve productivity, sales, and quality of products and services, develop new products and services. This includes support to company entrance into new markets, increased and expanded product offerings, stronger linkages between MSMEs and the enhancement of the overall value chain eco-system.

The USAID Economic Security Program is committed to diversity in its policies, initiatives, and relationships, as well as in its efforts to build, maintain, and promote a culture of equity and inclusion.

## II. Funding Opportunity Background and Description

One of the biggest challenges for Georgian MSMEs to increase the revenues and as well create high(er) value jobs is the low level of productivity and limited productive capacity. Lack of required capital to obtain new and/or upgrade the existing production lines are the main reasons behind a company's inability to improve the productivity, increase the profitability, and as a result improve the overall performance.

To address these challenges, the USAID Economic Security Program is issuing a public **Request for Applications (RFA)** to ensure that all interested and qualified organizations have a fair opportunity to submit applications for funding. The objective of this RFA is to invite applications from interested companies seeking co-funding opportunities to upgrade/modernize the existing production line and/or set-up new production lines. **The specific opportunities that the Georgian company will realize by receiving Program support must be identified within the application for funding.**

Within the framework of the present RFA, the interested companies can apply for a Program grant in the following areas: <sup>4</sup>

- **Upgrade/Modernization of Existing Production Line(s):** the overhaul of an entire production process. This may involve partial and/or full-scale upgrade of the production line.
- **Establishment of New Production Line:** the development of new production line which enable MSMEs to produce new products, to increase the production capacity, to increase the productivity and as well as improve the quality of the existing products.

The goods (and related services), procured through the Program's co-funding may support (but are not limited to, stemming from the specific needs of the applicant companies/organizations):

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<sup>4</sup> This is not an exhaustive list. Applications may request support for other non-construction/facility rehabilitation activities that are not listed as long as they will facilitate linkage to a specific opportunity(ies).

- Increasing production capacity and/or quality to link to a specific opportunity(ies) for sales/revenue and/or employment increases through exporting or domestic sales.
- Upgrading the quality of goods and/or services through modernizing the production line and/or setting up the new production line.
- Developing new products and services that link to a specific opportunity(ies) for sales/revenue and/or employment increases through exporting or domestic sales.

## **Annex 1: Mandatory Standard Provisions**

## **Annex 2: Certifications, Assurances, Other Statements of the Recipient**

## **Annex 3: Application Form**

## **Annex 4: Workplan Template**

## **Annex 5: Budget Template**

## **Annex 6: Example of CV Form and BioData (EBD) Form**

## **Annex 7: Financial Capability Questionnaire**

## **Annex 8: Instructions for Obtaining a DUNS Number**

## **Annex 9: Self Certification for Exemption from DUNS Requirement**

## **Annex 10: Application Checklist**

All annexes are attached as separate files to the RFA packages.