

**Annual Program Statement (APS)**

**For Establishing of Modern Dairy Farm Facilities in Georgia**

***Safety and Quality Investment in Livestock (SQIL) Project* \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

1. **Introduction**

The Safety and Quality Investment in Livestock (SQIL) project funded by the United States Department of Agriculture (USDA) and implemented by Land O’Lakes Venture37 in partnership with Georgian Farmer’s Association aims to improve productivity and trade in the beef and dairy market systems in Georgia. This program is funded under Agreement No. FCC-114-2018/004-00.

|  |  |
| --- | --- |
| **APS Number**: | APS-GFP-2023-03 |
| **Issuance Date**: | **October 02, 2023** |
| **Deadline for Submission**: | **Rolling deadline through December 29, 2023, 18:00** |
| **Anticipated Award Mechanism:** | In-Kind |
| **Selection Committee review:** | Submitted applications will be reviewed monthly |
| **Eligibility**: | Registered Local food business operators operating in dairy farming in Georgia. |

**Purpose**

The SQIL project invites registered Georgian dairy farms to submit applications for co-investment in the establishment of modern dairy cattle housing facilities. Under this grant opportunity, SQIL will provide in-kind grants for equipment (including but not limited to milking equipment, milk cooling tanks, animal feed mixers, manure handling technologies, headlocks, mattresses, harvesting, baling, forage mowing, sprayer, and seeding machines) to applicants that construct modern dairy farm facilities intended to house 30, 50, 60, or 100 cattle in accordance with blueprints developed by SQIL and are in line with international best practices.

The SQIL project envisions funding a **maximum of 5 awards.** Grants under this award will be funded for a **maximum duration of 15 months**, during which successful applicants must finalize the construction of the dairy cattle housing facility and other additional co-investment activities.

In order to provide detailed information regarding the APS and to facilitate the application process, the SQIL project will hold an information session via Zoom **tentatively on October 11, 2023.** Interested applicants should send their interest in attending to [nkeshelava@landolakes.com](mailto:nkeshelava@landolakes.com) and [SQILbizops@landolakes.com](mailto:SQILbizops@landolakes.com) to receive a meeting link. Meeting information will be also published in SQIL project Facebook page <https://www.facebook.com/SQILGeorgia>. The recorded video of the online information session will be uploaded on the same Facebook account. The information session will allow eligible and interested applicants the opportunity to ask questions about the APS and to receive transparent guidance on how to complete the concept note template provided in Section II. Applicants will be able to ask questions via email [nkeshelava@landolakes.com](mailto:nkeshelava@landolakes.com) and [SQILbizops@landolakes.com](mailto:SQILbizops@landolakes.com) until **December 15, 2023** and related feedback will be responded on regular bases as well as questions and answers will be shared on [www.jobs.ge](http://www.jobs.ge).

**Please note that to ensure the transparency of the competition, meetings at the office or telephone calls will not be accepted.**

Complete concept notes should be submitted in electronic format via e-mail to [nkeshelava@landolakes.com](mailto:nkeshelava@landolakes.com) and [SQILbizops@landolakes.com](mailto:SQILbizops@landolakes.com) in form of Annex A attached below and **must be submitted both in Georgian and English languages. Handwritten, incomplete and applications received after the closing date will not be accepted for evaluation.**

**SECTION I. Program Description**

**A. Background**

The Safety and Quality Investment in Livestock (SQIL) project is an eight-year demand-driven project funded by the United States Department of Agriculture (USDA) that will improve food safety and quality along Georgia’s dairy and beef value chains. From farm-to-fork, SQIL aims to reduce losses, improve food safety and quality, boost competitiveness, productivity and trade within the Georgian dairy and beef market systems. The project achieves these goals through an integrated approach of expanding market access, improving sanitary standards, strengthening postharvest handling and storage, increasing productivity, improving access to finance, and promoting regulatory reforms. The objectives of the project are to:

* Increase agricultural productivity in the dairy and beef sectors by disseminating farm management best practices and expanding private sector input and extension models through catalytic capital and business development support, and;
* Expand trade of agricultural products in the dairy and beef sectors by improving food safety and quality, product innovation and marketing across both public and private sector market participants.

**B. Overall Objective of Grant Opportunity**

Within this APS, the SQIL project aims to support **registered Georgian dairy farms** to establish new, modern dairy cow housing facilities based on international best practices that will support improved on-farm productivity.

**C. Scope of Grant Activity**

Under this APS, the SQIL project aims to support improved on-farm productivity through offering equipment to support newly constructed dairy cow housing facilities. To receive in-kind support under this APS, **applicants must commit to independently funding the construction of one new dairy farm facility** in accordance with the blueprints developed by SQIL, found at <http://bit.ly/3ZfKVwC>) during the period of performance of the grant. This is considered the applicant’s co-investment. Then, the SQIL project will make its co-investment by providing equipment in-kind to help furnish the newly constructed facility. Examples of equipment that may be requested by the applicant include, but are not limited to: milking equipment, milk cooling tanks, animal feed mixers, manure handling technologies, headlocks, mattresses, harvesting, baling, forage mowing, sprayer, and seeding machines).

**D. Funding**

The maximum award ceiling per recipient is determined by the type of the barn and described in the table below and the maximum grant duration is **15 months.** The applicant is expected to contribute a minimum **50%** of the amount requested from SQIL. The grantee’s contribution should be in the form on the construction costs related to the chosen dairy housing facility and any additional equipment that the grantee will purchase to support the dairy farm’s operations. Estimated construction costs for each type of dairy housing facility based on the model blueprints is provided in Appendix A.

The maximum value of SQIL’s in-kind support that may be requested is dependent upon the type of dairy housing facility that the applicant proposes to construct as their co-investment. The maximum in-kind value that may be requested is:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Dairy Housing Facility Type** | **Estimated No. of Dairy Cattle** | **Maximum Grant Amount** | | **Grantee Contribution Requirement** |
| Tied-up Dairy Barn | 30 | $50,000 | | Minimum 50% of requested grant amount |
| Deep Litter Barn | 50 | $75,000 | | Minimum 50% of requested grant amount |
| Free Stall Barn | 60 | $75,000 | | Minimum 50% of requested grant amount |
| Free Stall Barn | 100 | $75,000 | Minimum 50% of requested grant amount | |

**E. Eligibility Criteria**

All applicants must meet the following minimum conditions:

1. Legally registered as a dairy farm with a **minimum of** **20 heads of animals in their reproductive age of their life cycle, excluding calves.**
2. At the time of application and during the grants period, be registered business entities under Georgian law (LTD, JSC, Cooperative, P/E, etc.). The applicant must be registered at Registry of Economic Activities (Food Business Operator), identifying milk production as business activity.
3. Have been in operation in **Dairy farming** for a minimum of **two years prior to the date of application**, which must be verifiable through financial and/or other records.
4. Proposed activities must respond to the goals and objectives of the SQIL project described above.
5. Committed to and demonstrate the capacity, including human and financial resources, to fully implement the grant project within a maximum of **15 months** from initiation of the project.
6. Are not, at the time of application, receiving business expansion support from any other donor or Georgian Government organization, either financial or in-kind (not including loans i.e. preferential agricultural credit or leasing from commercial financial institutions) that can be a part of co-investment obliged by the applicant envisaged in the application.
7. Propose and demonstrate capacity to meet the co-investment requirement (during the grant process) of at least 50% of the value of the requested in-kind grant support. Existing facilities, labor and assets do not count.
8. Applicant should own appropriate size and relief/terrain of land for constructing the selected model of the dairy farm, as well as considering dairy housing and other necessary farm auxiliary buildings (feed/fodder storage, silage pits/bunkers, administration building etc.).

**F. Ineligible Applicants and Activities**

The following organizations are not eligible for funding under this grant opportunity:

Any government organizations or entities fully or partially owned by government.

Faith-based organizations whose objectives are for discriminatory or religious purposes, and whose main objective for the grant is of a religious nature.

Any entity that is debarred, suspended, or otherwise excluded or disqualified from participation in Federal programs or activities. Data regarding excluded individuals and entities can be found online in the System for Award Management at [www.sam.gov](http://www.sam.gov).

An entity owned by or whose key staff is a direct relative (spouse, child, parent, or brother/sister/sibling) of SQIL project or Georgian Farmers’ Association (GFA) staff and board members.

The following activities cannot be financed through SQIL’s contributions:

1. Materials for construction of any kind, including new physical facilities (note that the required farm construction must be financed fully by the grantee as their co-investment)
2. **Live animals**.
3. Costs deemed unallowable according to the Cost Principles at Electronic Code of Federal Regulations [(2 CFR 200 Subpart E).](https://www.ecfr.gov/cgi-bin/text-idx?SID=60623b20e6213558b4aa6ab7eb76b619&node=2:1.1.2.2.1.5&rgn=div6)
4. Agricultural commodities, tractors, motor vehicles, pharmaceuticals, pesticides, and other crop protection products, used equipment, U.S. Government-owned excess property, and fertilizers.
5. Items deemed ineligible by the U.S. Government, including military equipment, surveillance equipment (equipment such as microphones, transmitters and recording devices not including general use audio-visual equipment, as long as there is a clear purpose and need for that equipment in the investment), commodities and services for support of police or other law enforcement activities; abortion equipment and services, luxury goods and gambling equipment (including alcoholic beverages, jewelry, expensive textiles, etc.), and weather modification equipment.

**SECTION II. Application Submission and Award Information**

1. **Application Information Session and Question Submission Requirements Instructions**

To provide additional information regarding the APS and respond to any questions for clarification from prospective applicants, SQIL will conduct online information session (via ZOOM) for interested and potential applicants. **The session will be tentatively held on October 11 at 14:00.** The links will be posted on the project’s Facebook page: <https://www.facebook.com/SQILGeorgia>. The recorded video of the online information session will be uploaded on the same Facebook account.

Any questions related to this APS must be submitted in writing via email **no later than December 22, 2023** to [nkeshelava@landolakes.com](mailto:nkeshelava@landolakes.com) and [SQILbizops@landolakes.com](mailto:SQILbizops@landolakes.com). related feedback will be responded on regular bases as well as questions and answers will be shared on www.jobs.ge. Only written answers issued by the SQIL project will be considered official and carry weight in the evaluation process. Any verbal information besides received during informational meeting (see Introduction above) received from employees of the SQIL project, or any other entity should not be considered as an official response to any questions regarding this APS. For frequently asked questions please see related section at the end of **Annex A.**

1. **Application Submission Requirements**

Applications should be submitted electronically in both English and Georgian to [nkeshelava@landolakes.com](mailto:nkeshelava@landolakes.com) and [SQILbizops@landolakes.com](mailto:SQILbizops@landolakes.com) n**o later than December 29, 2023.**

In addition to the **Application Form (Annex A)**, the applicant is requested to submit the following documents as attachments to the application:

* Application form (Annex A) with selected (ticked) model dairy farm under the applicant’s co-investment.
* Balance sheet and income statement documents for 2021 and 2022 fiscal years.
* Registration documents of land and buildings (if any) of an entity.
* Document from the National Food Agency regarding number of the of the cattle owned (including ear tag numbers).
* Detailed technical specifications of requested goods, services, equipment/items and an approximate market price (either through pro-forma invoice or by other means) of each requested SQIL contribution If a pro-forma invoice is presented by the reputable company.

1. **Evaluation and Selection Process:**

The APS provides prospective applicants with a fair opportunity to submit applications to SQIL on a rolling basis throughout the APS period. The monthly application evaluation and selection process will occur in three stages:

**Stage 1:** Initial review of applications by SQIL selection committee focusing on eligibility of the applicants and scoring the applications according to the selection criteria detailed in Table 1 below. Applications receiving a score of 60 and above will be invited to Stage 2. Applications receiving a score of 60 and below will be provided written feedback on their application and will be eligible to improve and re-apply until the APS deadline for application submission (please note that in total only 8 applications are anticipated to be financed and will be awarded on a rolling basis. Early submission of applications is encouraged).

**Stage 2:** Those applications that scored 60 or above will engage in co-design with the SQIL project. During the co-design process, SQIL and the applicant will refine their proposal and budget, agree on milestones, implementation timeframe and expected impact targets. The SQIL project will also conduct on-site verification and collect additional information as needed by the SQIL project to achieve a comprehensive understanding of the applicant and the proposed project’s feasibility and sustainability. A decision by the SQIL project to engage in a co-design process is not a commitment for funding, rather it is a decision to move forward collaboratively to develop an impactful grant project. If the co-design process does not result in the development of a grant activity worthy of further pursuit, the SQIL project will inform the applicant that it is no longer interested in advancing the grant project.

**Stage 3:** The SQIL selection committee will make a final recommendation for funding of applications based on the outcomes of the verification, due diligence, and proposal refinement completed in Stage 2. Applications recommended by the selection committee for funding will enter the grant negotiation process.

**Table 1. Evaluation Criteria**

|  |  |
| --- | --- |
| **Project Goals and Business Sustainability (45 points)** | **Score** |
| 1. Quality of the application and its description of how the new investment will improve the long-term viability and sustainability of their dairy farm (20 points). |  |
| 1. Budget calculations for necessary materials, inventory, or equipment are realistic and match existing market prices (10 points). |  |
| 1. Applicant has a good track record in dairy farming and demonstrates the sustainability of their dairy operations. (15 points). |  |
| **Applicant Capabilities (45 points)** | **Score** |
| 1. Applicant has the managerial capacity potential to properly develop and implement the grants project including technical knowledge and experience in dairy value chain (20 points). |  |
| 1. Applicant has demonstrated the financial resources to construct the modern dairy cowshed and make the other necessary investments in the timeframe required by the grant project (20 points). |  |
| 1. Applicant is providing 50% or more of the total cost of the grants project (5 points). |  |
| **Other Considerations (Gender, Youth) (3 points)** | **Score** |
| 1. Applicants represent women and/or youth-owned agribusinesses (at least 51% owned, managed, by one or more women). Women and young people are included as managers and technical specialist level employees. |  |
| **Innovative Approach (7 points)** | **Score** |
| 1. Applicant presents innovative approaches as part of their application for expanding their dairy farm which will have direct impact on productivity, revenue, or profitability. |  |
| **Total Score (max 100)** |  |

**Disclaimer**

* Participation by an applicant in any stage of the selection process does not guarantee that a grant will be made to the applicant. Grants will be made at the sole discretion of SQIL and the SQIL project. SQIL reserves the right to make a single award, multiple awards, fund parts of an application, or not make any awards. Issuance of this APS neither constitutes an award commitment on the part of SQIL, nor does it commit SQIL to pay for costs incurred in the preparation and submission of any application, which shall be borne solely by the applicant.
* All equipment purchased by the project will be procured through open call and transparent competition based on detailed specifications of equipment indicated in the agreement. **NO specific brand is guaranteed.**
* The project is not liable to provide information to applicants on the selection process beyond what is described above.

**Grantee Responsibility**

In the event that the applicant is selected to receive a grant under this APS, in accordance with their grant agreement, the applicant will be required to:

* Adhere to all Georgian legislation and regulations pertaining to the grantee business operation.
* Adhere to all commitments and items in the grant agreement including the commitment to provide SQIL with regular written quarterly technical reports in Georgian or in English language following the format presented in the Grant agreement.
* Within **3 months** of signing of the Agreement grantee should provide official permit for construction of the selected farm barn.
* Construct farm barn in strict accordance with selected farm stall model and in strict accordance with agreed drawings (certain adjustments may be made in drawings with prior agreement with SQIL) See <http://bit.ly/3ZfKVwC>.

Failure to adhere to any of the clauses in the grant agreement may lead to termination of the agreement by Land O’Lakes Venture37.

**Annex A (Application Form)**

**For Establishing of Modern Dairy Farm Facilities in Georgia**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

*Please fill out this application form electronically (handwritten applications will not be accepted) and send electronic documents (listed in Section D part h) to the following addresses:* [*nkeshelava@landolakes.com*](mailto:nkeshelava@landolakes.com) *and* [*SQILbizops@landolakes.com*](mailto:SQILbizops@landolakes.com)*. Applications must be submitted no later than* ***December 29, 2023, 18:00****. Attach required and any other additional documents that you believe will help in reviewing your application.*

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| --- | --- | --- | --- | --- |
| **1** | **Name of the Enterprise/Entity** | | |  |
| **2** | **Enterprise Physical Address** | | |  |
| **3** | **Enterprise Legal Address** | | |  |
| **4** | **Enterprise Legal Status** | | |  |
| **5** | **Enterprise/Organization Registration number and type of business** | | |  |
| **6** | **Full name and contact information for farm owner or executive director** | | |  |
| **7** | **Enterprise/Organization Key Contact person (name and position)** | | |  |
| **8** | **Key Contact Telephone and Email Information:** | | |  |
| **9** | | **Number of current (in the moment of application) regular employees[[1]](#footnote-2) in the Enterprise disaggregated by gender** | | |
| **9.1** | | **Female** |  | |
| **9.2** | | **Male** |  | |
| **9.3** | | **Total** |  | |
| **10** | | **Number of part time/seasonal workers in 2022 (Full Time Equivalent[[2]](#footnote-3))** |  | |
| **11** | | **Ongoing and upcoming projects those already funded or the ones planned to be funded** |  | |
| **12** | | **Company’s total sales in GEL[[3]](#footnote-4)**   |  |  | | --- | --- | | Year | Sales in GEL | | 2021 |  | | 2022 |  | | 2023 Projection |  |   **Provide additional info if applicable:** | | |
| **13** | | **Sales in the value chain related to this project (milk, dairy products, livestock)[[4]](#footnote-5)**   |  |  | | --- | --- | | Year | Sales in GEL | | 2021 |  | | 2022 |  | | 2023 Projection |  |   **Provide additional info if applicable:** | | |
| **14** | | **Company’s geographical sales:**   |  |  | | --- | --- | | Market Level | % Of sales in 2022 | | Regional (within the region where company is located) |  | | Georgia (outside the region where company is located) |  |   **Provide additional info if applicable:** | | |
| **15** | **Brief Enterprise development history including company’s experience of participation in the donor or government of Georgia funded projects, technical assistance, etc. The proposal must include the short description of existing clients. If applicable, please provide information whether the project plans to introduce innovative approaches to business, new technologies and business practices as part of the project (One page maximum):** | | | |
| **16** | **Describe financial capacity of the enterprise to implement this grants project (Half page maximum):** | | | |
| **17** | **Describe marketing plan for the improved quality milk (Half page maximum):** | | | |
| **18** | **Please describe potential risks which can be considered as an obstacle during project implementation and does company requires any training or technical advice for achieving the project’s milestones. (Half page maximum):** | | | |
| **19** | **Please describe if any innovation in planned to be implemented within the grants project (Half page maximum):** | | | |
| **20** | **Project duration (max 15 month):**  **Project Proposal Anticipated Start Date \_\_\_\_\_\_**  **Anticipated Completion Date \_\_\_\_\_\_\_** | | | |

**21. Implementation Timeline Gantt Chart**

Complete the table below and indicate when each key activity and sub-activities will be implemented. Please adjust the table as needed.

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Activities and sub-activities** | **Month** | | | | | | | | | | | | | | |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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**22. Anticipated Budget**

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| --- | --- | --- | --- | --- | --- |
| **No.** | **Cost item** | **Unit Price** | **Number of Units** | **Estimated Cost (Gel)** | **% of Co-investment** |
| **Applicant investment options (GEL)[[5]](#footnote-6)** | | | | |  |
| **1** | **Farm Barn for 30 Cow**  **Farm Barn for 50 Cow**  **Farm Barn for 60 Cow**  **Farm Barn for 100 Cow** |  | | |
| **2** |  |  |  |  |
| **3** |  |  |  |  |
| **Add rows as needed** |  |  |  |  |
| **Total Applicant** | | | |  | **%** |
|  | **Requested support from SQIL (GEL)[[6]](#footnote-7)** | | | |  |
| **1** |  |  |  |  |
| **2** |  |  |  |  |
| **3** |  |  |  |  |
| **4** |  |  |  |  |
| **5** |  |  |  |  |
| **Add rows as needed** |  |  |  |  |
| **Total SQIL** | | | |  | **%** |
| **Grand total GEL:** | | | |  | **100%** |

**List of Required Documents:**

* Application form (Annex A) **with selected (ticked) model dairy farm under the applicant’s co-investment.**
* Balance sheet and income statement documents for 2021 and 2022 fiscal years.
* Registration documents of land and buildings (if any) of an entity.
* Document from the National Food Agency regarding number of the of the cattle owned (including ear tag numbers).
* Detailed technical specifications of requested goods, services, equipment/items and an approximate market price (either through pro-forma invoice or by other means) of each requested SQIL contribution If a pro-forma invoice is presented by the reputable company.

**CERTIFICATION**

**I understand that the Land O’Lakes Venture37 grant component is an open and transparent program and submission of a grant application is free of charge. I also understand that my/our application will be reviewed only on the potential of the proposed project to address the objectives of this APS and USDA Safety and Quality Investment in Livestock (SQIL) project objectives.**

**I have not and will not make any compensations, payments or gifts or any offers or promises of compensation, payments or gifts of any kind, directly or indirectly, to any person in connection with the application. I understand that the making of any such act shall entail the disqualification of the application.**

**I undertake to disclose to SQIL office any information promptly and fully about the situations listed above should they occur in connection with the application.**

**I confirm that neither I, nor my immediate family (or other owners) are related to any employees of GFA, USDA, Land O’Lakes International Development Georgia (Venture37) and SQIL. If a potential conflict of interest or appearance of impropriety exists, I undertake to discuss with SQIL the situation and how it can be resolved.**

**Applicant Signature**

**Enterprise Stamp (if applicable)**

**Date**

**Q&A related to Request Form of Applications (APS)**

**Project: Safety and Quality Investment in Livestock (SQIL) Project**

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| ***Question:*** *According to the application form, applicants must have at least 2 years of experience. How do they prove it if majority of farmers aren’t registered as business operators and don’t have any records?* |
| **Answer:** The applicant’s responsibility is to prove his/her experience through various ways including record documentation, receipts from sales or feed procurement, animal identification / registration, vaccination records carried out by National Food Agency, etc. If an applicant is not registered in any form as per the Georgian regulations (sole proprietor, LLC, share holding company, cooperative etc.) then the applicant is not eligible to apply for this opportunity. |
| ***Question:*** *Is agricultural cooperative eligible to participate in the APS and are there special conditions or incentives for them?* |
| **Answer:** According to the Georgian legislation, a cooperative is a business entity, and it is eligible to participate in the APS. However, the grant project does not have different conditions or special incentives for cooperatives. |
| ***Question:*** *Is a non-commercial legal entity eligible to participate in the APS?* |
| **Answer:** Only registered for profit-oriented business entities under Georgian law (LTD, JSC, Cooperative, P/E, etc.) at the time of application and during the grant period are eligible to participate in the APS. Moreover, an applicant must be registered as a food business operator as (at economy jobs registry). |
| ***Question:*** *If an applicant is renting a property (i.e. land, building), will he/she be eligible to participate in the grant?* |
| **Answer:** Applicant will not be eligible for this grant all if he/she does not own appropriate size and relief/terrain of the land for constructing the selected model of the dairy farm. |
| ***Question:*** *An applicant has a bad bank history or problems with the revenue service, is he/she eligible to participate in the grant project?* |
| **Answer**: An applicant participating in the grant project must have a clean bank history in good standing and should not have any problems with the revenue service (tax authorities) either. This will be investigated as part of the formal pre-award due diligence process. |
| ***Question:*** *At what time does an applicant’s investment is considered as his/her financial contribution?* |
| **Answer:** Investment made by an applicant will be considered as his/her contribution only after the final evaluation of the application and after signing the relevant grant agreement. Investments made before the date of signing the sub-award are not counted toward the applicant’s co-investment (contribution). |
| ***Question:*** *How should an applicant determine the expected start and end dates of the project?* |
| **Answer:** An applicant proposing the business expansion proposal is expected that he/she can realistically anticipate the required timing for implementation. To determine the project timeframe, it is essential to consider the evaluation process of the proposed application (1.5 months) and approximate timeframe of procurement of the in-kind items on both applicants and Land O’Lakes International Development (Venture37). |
| ***Question:*** *How often are applicants required to travel to Tbilisi during stages of a grant process?* |
| **Answer:** The SQIL project requires applicants to submit all documents electronically. Therefore, an applicant will not be required to visit SQIL project office in person. In addition, during the second stage of the selection process, the information will be collected and verified at the applicant's place of business. However, successful applicants are considered as project partners and SQIL encourages the applicants to visit the SQIL offices in Tbilisi as often as they can and participate in and obtain training, capacity building, and other business development support benefits from the project which are beyond the scope of grant. |
| ***Question:*** *Will SQIL fund procurement of live animals or cover costs related to farm construction/expansion?* |
| **Answer:** No, SQIL will not fund procurement of live animals or cover any costs related to construction or expansion of a facility. However, these costs may be counted as part of the applicant’s co-investment contribution. |
| ***Question:*** *Will an already existing farm and other assets count as part of my co-investment?* |
| **Answer:** **No,** an already existing farm and other assets may not be counted as part of co-investment contribution. |
| ***Question:*** *Can an applicant mobilize his/her part of co-investment through other funds such as grants from other donors, etc.?* |
| **Answer:** An applicant is not eligible to use other grants as his/her co-investment in the project in the moment of signing the grant agreement with SQIL that can be a part of co-investment obliged by the applicant envisaged in the application. This restriction does not apply to loans or leases from financial institutions (including “preferential agricultural loan”). The applicant is responsible to inform Land O’Lakes International Development Venture37 of such grants from other donors existing in the moment of application. |
| ***Question:*** *Is it necessary for the applicant to be registered as legal entity?* |
| **Answer:** Only registered for profit-oriented business entities under Georgian law (LTD, JSC, Cooperative, P/E, etc.) at the time of application and during the grant period are eligible to participate in the APS. Moreover, an applicant must be registered as a food business operator at economy jobs registry. |
| ***Question:*** *Who purchases the goods, services, equipment, etc. that are part of SQIL’s contribution?* |
| **Answer:** Because this is an in-kind grant mechanism, all requested contributions from SQIL must be purchased by the SQIL project itself based on open call and transparent competition after applicant provides detailed specifications of equipment, goods, items, etc. An applicant is required to provide SQIL detailed specifications of all requested equipment without revealing specific manufacturer brand names. The ownership of the physical items and equipment delivered to the sub awardee remains property of Land O’Lakes International Development (Venture37) through the final disposal to the grantee upon successful completion of the grant, including provision of quarterly and final report. |
| ***Question:*** *Will SQIL fund a second hand or used items/equipment?* |
| **Answer:** No, SQIL will not procure second hand or used equipment. |
| ***Question:*** *Are there any pre-selected brands of equipment that SQIL funds?* |
| **Answer:** No, all equipment purchased by the project will be administered through open call and transparent competition based on detailed specifications of equipment agreed with an applicant. NO specific brand is guaranteed. |
| ***Question:*** *Are the SQIL project previous grantees eligible to apply for new grant application?* |
| **Answer:** Yes, if candidate was SQIL grantee and successfully completed the co-investment grants project they are eligible for applying in this call for application. |

1. Please provide staff organizational chart and key staff CVs [↑](#footnote-ref-2)
2. One Full Time Equivalent (FTE) employment is to be calculated by dividing the total number of days seasonal workers were hired for by 220. Example: 3 seasonal employees worked for: 112, 90 and 98 days during the year. Number of FTE is therefore (112+90+98)/220 = 1.36 full time equivalent employee. [↑](#footnote-ref-3)
3. All Enterprise incomes [↑](#footnote-ref-4)
4. Income of the Enterprise only from business related to this project. [↑](#footnote-ref-5)
5. Applicant should enter selected proposed model dairy farm with prior anticipated cost of the construction by the SQIL project, as well other anticipated investment (if any).

   SQIL proposed farm barns and anticipated cost of construction are following:

   * Tied-up dairy farm barn for 30 cattle - 135,000 Gel.
   * Dip-Litter loose dairy farm barn for 50 cattle - 279,000 Gel.
   * Free-stall dairy farm barn for 60 cattle - 570,000 Gel.
   * Free-stall dairy farm barn for 100 cattle - 767,000 Gel.

   For models of the farm and anticipated detailed cost of the construction please see following link <http://bit.ly/3ZfKVwC>. [↑](#footnote-ref-6)
6. SQIL requested cost items should be closely linked with dairy farming (examples include but are not limited to milking equipment, milk cooling tanks, animal feed mixers, manure handling technologies, etc.) and total cost of the requested items should not be more than anticipated cost of the selected model farm. [↑](#footnote-ref-7)