



Funding Opportunity Title: Strengthening and transforming the economy of eastern Ukraine (Donetsk, Luhansk and southern Zaporizhia oblast) supporting the sustainable growth of small and medium enterprises

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Questions for First Round of Evaluations Due By:	Rolling basis: 1st of each month
Deadline for Submission of Concept Papers:	Monthly rolling basis
Submit Concept Papers online at:	https://www.dai-global-grants.com/UkraineERA

SECTION I. PROGRAM DESCRIPTION

The purpose of this Annual Program Statement (APS) is to share information about the United States Agency for International Development (USAID) Economic Resilience Activity ERA (ERA; “the Activity”) and how it identifies, selects, and awards funding to partners. DAI Global LLC implements ERA, a five-year program (2018-2023) that supports the development of a resilient, inclusive, growth-oriented economy in eastern Ukraine by strengthening both market systems and social networks. Interventions funded by ERA are implemented in partnership with local non-governmental organization (NGO), government, and private sector actors. Interventions under the Activity contribute to the economic stabilization of the region by supporting vulnerable populations’ participation in the economy, and by providing relevant resources and training to improve human capital. ERA also facilitates co-investments with small and medium enterprises (SMEs) to build technical skills, reach new markets, and grow through sustainable and inclusive business models.

ERA works to mitigate disruption from the conflict by empowering eastern Ukrainians to rebuild and grow promising enterprises, especially those in targeted sectors, and integrate them into value chains across Ukraine, the European Union, and other international markets. ERA supports the resilience of eastern Ukrainians as they look toward a more stable and prosperous future. The Activity provides additional support to internally displaced persons, women, young adults and other under-represented groups to ensure that they also share in the economic success of the region.

Funding awarded under the APS is authorized pursuant to the Foreign Assistance Act of 1961, as amended and is subject to 2 CFR 700 and 2 CFR 200 – Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards.

I.1 PROGRAM OBJECTIVES

ERA interventions are organized around three objectives: i) economic stabilization; ii) sustainable SME growth; and iii) building confidence in eastern Ukraine’s economy.

OBJECTIVE 1. ECONOMIC STABILIZATION

ERA targets quick response, high-impact interventions that address the immediate economic needs of businesses and their communities while laying the groundwork for long-term investment. Objective 1 partnerships will strengthen existing businesses and help to create new enterprises, with a special focus on working with the private sector and the Government of Ukraine (GOU) to restore lost inventory and equipment.

People with disabilities (PWD), Internally Displaced Persons (IDPs), returnees, host communities, elderly women of 55+ years old, elderly men of 60+ years old, non-educated youth (youth with incomplete secondary and secondary education), women, single headed household women, Lesbian, Gay, Bisexual, Transgender and Intersex (LGBTI), anti-terroristic operation (ATO) and joint-force operation (JFO) veterans, laid-off workers, youth from non-government controlled areas (NGCAs) enrolled to/graduated from the educational institutions located at government-controlled areas (GCAs) of target regions, parents of families with many children and/or children with disabilities, Roma people are considered to be vulnerable and hard- to- reach population for the purposes of Objective I.

Illustrative interventions under Objective I:

- Infrastructure grants that benefit vulnerable or conflict-affected communities (excluding construction);
- Small rapid-response grant support to micro, small and medium enterprises (MSMEs), microenterprises with up to 10 employees, small enterprises with 10 to 50 employees, and in some cases, medium enterprises up to 250 employees, which have successfully operated in Donetsk and Luhansk blasts and have the potential to benefit vulnerable populations. For
 - grants to co-fund community market infrastructure and/or equipment;
 - alternative energy pilots;
 - small-scale production, processing, storage or aggregation equipment;
 - agriculture production equipment (focus is on vegetables and honey, but others may be considered where there is strong justification); and
 - other technologies, goods or services needed for business growth and development of MSMEs that demonstrate benefits to the local economy and community.
- Grants to NGOs and private sector to lead capacity building for MSMEs in rural and urban areas, targeting those areas most affected by the conflict with vulnerable populations.
- Grants to NGOs, education and training institutions, and other private sector actors to lead local workforce and skills development initiatives (e.g. IT mothers and model pathfinder farmers; grants for vocational educational training institutions).
- Technical support to lyceums for targeted skills development.
- Grants to replace conflict-affected equipment and inventory.

OBJECTIVE 2. SUSTAINABLE MSME GROWTH AND INTEGRATION

Under Objective 2, ERA is developing partnerships with the private sector and local organizations that will de-risk and catalyze market-led growth in eastern Ukraine. In Year I, key growth sectors include intensive vegetables, honey, tourism, IT with cross-cutting support for investment in innovative manufacturing, and energy saving technologies.

. ERA will also work with its partners to improve the business enabling environment and will support access to finance through bank and non-bank financial service providers throughout its interventions. Applicants are encouraged to review the initial Rapid Assessment Synthesis Report published by ERA (Annex B).

ERA also seeks to develop partnerships with business support centers and universities seeking to improve MSME and industry operations, the business enabling environment, private sector access to new markets, and workforce skills, including career centers, co-working spaces, incubator or accelerator models, as well as innovative and sustainable on-line learning platforms. Organizations displaced as a result of conflict are encouraged to apply.

Illustrative interventions under Objective 2:

- Co-investment with SMEs in technical assistance, capacity building, and new technologies. For example:
 - Grants that facilitate market linkages and improve quality at aggregation, sorting and packaging to meet market requirements and obtain certifications;
 - Grants to develop business plans, financial models and feasibility studies;
 - Grants that enable SMEs to invest in new technologies that improve: processing, value addition, cold storage, aggregation, market access, productivity-enhancing technologies and services (excludes seeds, chemicals, fertilizers); apiary equipment; greenhouse technologies, energy-efficiency, etc.
- Investment in workforce development.
 - Grants that support curriculum development across a range of universities and private training programs;
 - Grants that support the establishment career centers, co-working spaces, incubators and accelerators;
 - Grants that increase student access to improved curricula and English language skills;
 - Grants that support platforms that share information between market actors (ex. beekeeper coordination with farmers, IT resources, agriculture production and market information.
- Support for SME access to finance and de-risk investments to meet loan requirements.
- Support Business Service Providers to upgrade skills and facilities to meet market demand.
- Build new evidence-based advocacy skills for improving the SME business-enabling environment.

OBJECTIVE 3. BUILDING CONFIDENCE IN EASTERN UKRAINE'S ECONOMY

ERA works with a spectrum of stakeholders – from business and government to communities and NGOs, from teachers and high school students to journalists and local business leaders – to develop a shared optimistic vision of eastern Ukraine's economic future. ERA works at the community level – for example, with newly formed consolidated communities – to empower local stakeholders to imagine and build a path to a viable economic future as an integral part of the Ukrainian economy.

- ERA will support cities and consolidated communities to develop strategic plans under non-grant partnerships (i.e. memoranda of understandings) (see Section 2.2).

- ERA also seeks to support projects that fall under cities' and consolidated communities' strategic implementation plans where there is a strong economic benefit to the local economy (e.g. business-related infrastructure and technology).

ERA supports local, traditional, and social media to share success stories and recognize community and business leaders who are making a positive difference. More broadly, ERA assists eastern Ukraine to share news of positive developments with the rest of the country and abroad, helping to brand the region as open and ready for business. ERA is especially interested in highlighting the successes of young people and displaced persons returning to the region in order to retain and attract skilled workers to support a growing economy.

Illustrative interventions under Objective 3:

- Support for public and private sector projects co-financed by cities and consolidated communities that have a transformational economic benefit and align with city and consolidate community strategic implementation plans.
- Engage local NGOs to support convening activities.
- Software solutions that monitor and share with the public the progress in implementing city council and other government initiatives.
- Disseminate ERA messages via local media and communications partners.
- Communications and marketing activities in support of partners under Objective 1 or 2.

I.2 PURPOSE OF ANNUAL PROGRAM STATEMENT (APS)

The ERA 2019-2020 Annual Program Statement (APS) seeks applicants to propose creative and effective approaches to stabilize and grow the economy of eastern Ukraine, especially the oblasts of Donetsk and Luhansk. Applicants may choose among a range of initiatives or scale up small projects that have demonstrated success. Awardees will be expected to share evaluation results and key lessons and disseminate outcomes with the broader community.

ERA may fund technical assistance, de-risk and/or provide co-investments in business models that align with the ERA objectives. Partners are selected through an open and competitive process. The APS process enables partners to propose solutions that are partner-driven and sustainable past the life of ERA. It is a two-stage process:

1. **Concept note evaluation stage:** ERA competitively evaluates concise concept notes based on selection criteria (see Section V); and
2. **Full application stage:** applicants have the opportunity to collaborate ERA to co-design and submit a final application to be evaluated and considered for funding approval.

DAI may also decide to sign a non-grant partnership agreement (such as a memorandum of understanding) with partners who respond to the APS.

SECTION II. AWARD INFORMATION

DAI will provide support to its partners under grant and non-grant partnerships.

2.1 GRANTS AWARDS

DAI Global LLC expects to award multiple grants and may choose to fully fund or incrementally fund the selected application(s). DAI Global LLC anticipates awarding grants for up to one year. Grants are awarded in UAH with the exception of U.S.-based organization. Grant awards will generally range the UAH equivalent of \$5,000 to \$500,000 USD. Negotiations will be conducted with successful applicants only. DAI Global LLC reserves the right to award any or none of the applications submitted. There is no limit on the number of applications an applicant may submit.

Anticipated Start Date of Grants Award: April 2019

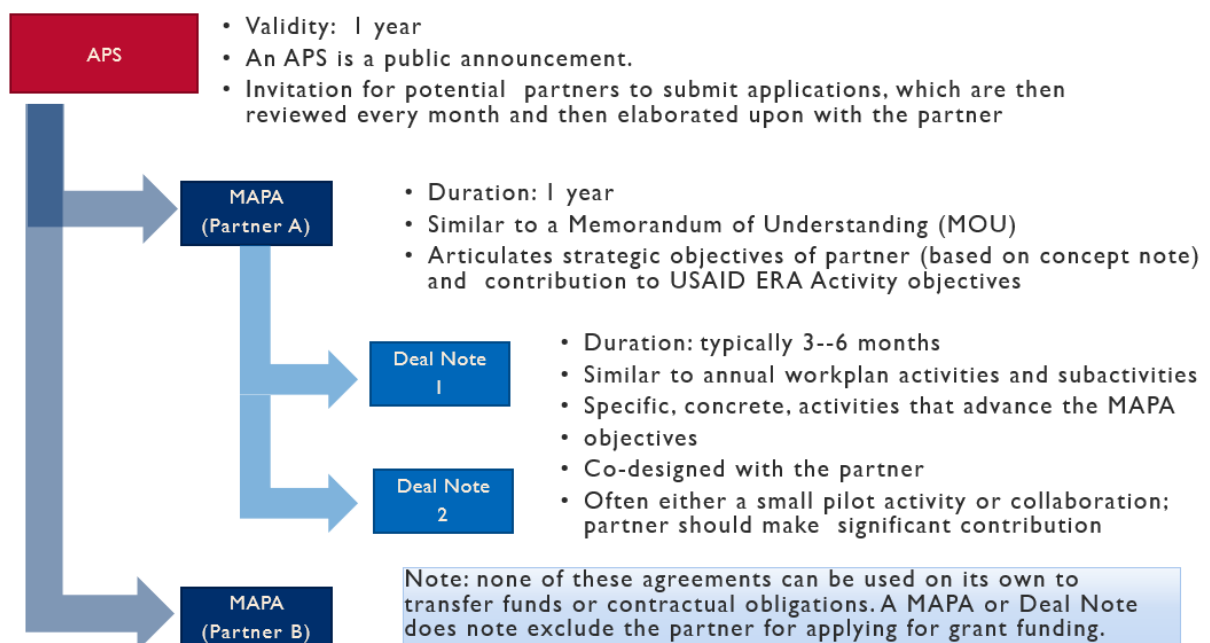
Performance Period. DAI anticipates the start date upon award with a performance period of up to one year. Longer periods may be considered on a case-by-case basis.

Award Type: (1) funds are disbursed based on specified “milestones” or deliverables (FAA – Fixed Amount Awards) (2) Cost Reimbursable Grant (Simplified or Standard Grant), or (3) direct procurement and provision of materials/equipment and/or services (In-Kind Grant).

The ERA team completes a pre-award determination process to determine the value, duration and type of grant based on the nature of the grant activity and the financial and management capacity of the applicant. See Section IV for information on federal requirements and standard provisions.

2.2 NON-GRANT PARTNERSHIPS

DAI Global LLC may determine that some organizations do not qualify for grant funding or proposed interventions are better suited to a non-grant partnership. ERA may instead negotiate partnership agreements, whereby ERA and the partner each commit to specified interventions and support but no funding or goods are transferred from ERA to the partner. For example:



- Memorandum of Understanding (MOU) or Market Actor Partner Agreement (MAPA) may be signed to facilitate coordination and support under specified terms and expectations.
- Deal Notes may be signed that more specifically identify time-bound activities, resource requirements, and performance metrics that inform subsequent deal notes (see figure).

Support for strategic planning with amalgamated communities in Donetsk and Luhansk oblasts will be supported under non-grant partnerships.

SECTION III. ELIGIBILITY

This APS is issued as a public notice to ensure that all interested and qualified organizations have a fair opportunity to submit applications for funding. Organizations registered in Donetsk and Luhansk oblasts are particularly encouraged to apply.

3.1 ELIGIBILITY CRITERIA FOR GRANTS AWARDS

Grants may be awarded to:

- MSMEs, private firms, financial institutions, private associations;
- Civil society partners, registered host country and private sector organizations, non-government organizations (international, national, and local), training and educational institutions, and universities;
- Grants may be awarded to government entities only when the grant is in-kind;
- Organizations registered with the applicable local authorities.

Organizations excluded from federal procurement and non-procurement programs:

- Any entity whose name appears with an Active Exclusion on www.sam.gov;
- Any “Public International Organization” (PIO);
- Any entity affiliated with DAI Global LLC or any of its directors, officers, or employees.

Cost share is not required for eligibility purposes. Partner contributions, co-financing or “leverage” are encouraged and a competitive advantage as detailed in the selection criteria in Section V.

3.2 ELIGIBILITY CRITERIA FOR NON-GRANT PARTNERSHIPS

DAI may enter into non-grant partnerships with any organization whose mission and objectives aligns with ERA and is not excluded on www.sam.gov.

Support for the development of strategic plans for cities and consolidated communities will be restricted to cities in Donetsk and Luhansk oblasts and eligible communities will be determined through a separate survey mechanism administered by ERA. The survey will identify cities and consolidated communities who are not already receiving support on the development of their implementation plans and those where there is strong leadership, capacity, and commitment behind strategic plan design and implementation.

Note that ERA may also support the implementation of strategic plans in other cities and consolidated communities, which already have well-prepared strategic plans, under grants. Interested applicants **must** submit competitive concept note grant requests for the support on implementation of the strategic plans.

SECTION IV- APPLICATION AND SUBMISSION INFORMATION

DAI will review proposals using a two-stage process.

STAGE I CONCEPT NOTE SUBMISSION

All applicants are required to submit a short technical concept note that is specific, complete and concise and a summary budget. The concept note should demonstrate the applicant's capabilities and expertise with respect to achieving the goals of this program, the objectives and anticipated results of the partnership. The length of the concept note is restricted within the online form and is approximately 3 pages. Applicants must register online at <https://www.dai-global-grants.com/UkraineERA/> and submit concept notes through the application platform, which includes additional guidance and instructions.

Concept note evaluation is a competitive process. Concept notes will be reviewed and evaluated by a technical committee based on the selection criteria in Section V.

Concept notes are reviewed on a rolling basis. DAI will evaluate the concept note within 60 days of receipt.

Notification

Applicants will be notified whether:

- a. They are successful and requested to submit a full application I;
- b. They are rejected;
- c. The concept note was not aligned with or eligible for funding; or
- d. ERA would like to negotiate a non-grant partnership under MOU.

Unsuccessful applicants may request feedback, but ERA is not required to provide detailed feedback on the Concept Note and may do so on a case-by-case basis.

STAGE 2 SUBMISSION OF FULL GRANT APPLICATION

Successful grant applicants who were notified and asked to submit a Full Application will need to complete the application online. The Full Application includes a more detailed technical proposal, work plan, detailed budget and budget backup documentation and signed Representations and Certifications (additional information included as Annex A). All application forms and templates will be made available online to notified applicants. DAI will host regular conferences to provide additional guidance on the full application process.

¹ Note in some circumstances, successful applicants may be put on a wait-list and asked to submit an application at a later date; potential non-grant partnerships will be notified and contacted separately by DAI.

Do not submit a full application unless requested by DAI. Only upon receipt of positive DAI feedback on the concept paper will the applicant be requested to put together a full proposal for DAI consideration, using the criteria below.

Non-grant partnerships do not require a full grant application. DAI will contact potential non-grant partners after evaluating the concept note to negotiate and finalize the partnership agreement (MOU or MAPA).

Co-Creation Process

A member of the ERA team will be assigned to successful applications. This ERA “Partnership Manager” will contact successful applicants to provide feedback on the concept note and support the development of the final application.

The development of the full application and grant budget must be driven by the applicant. ERA staff will not write or submit the application on behalf of the partner. During this phase, applicants may discuss:

- The applicant’s goals and strategies to achieve these goals whether for-profit or non-for-profit;
- Which proposed interventions are most aligned with the objectives described in the APS;
- Strategies to ensure the long-term sustainability of the intervention;
- Intervention budget and the applicant’s financial and/or in-kind contribution to the funded intervention;
- The specifications of technologies or services that the partner proposes to use;
- Backup-documents required to verify the market costs of items in the budget.
- Target results of the partnership and monitoring and reporting requirements.
- Gaps in technical knowledge and capacity that ERA may be able to support with technical assistance and training;

Format of Application Submission

The chart below summarizes each element required for submission of a complete application.

What to Submit	Required Content	Required Format
1. Technical Application	Narrative based on online form and guidance; includes more specific objectives, detailed activities, projected results and budget narrative.	Online Form
2. Cost Application <ul style="list-style-type: none"> • Budget Excel File (template provided) • Supporting Documentation 	Budget guidance and template will be provided online. Applicant will upload: <ul style="list-style-type: none"> • Excel Budget based off template provided; • Budget backup documentation 	Excel PDFs
3. Certifications, Assurances, Other Statements of the Recipient and Solicitation Standard Provisions	Per required form provided online (see Annex A for more details).	Signed PDF copy

Final Determination

The Grant Committee will review the Full Application and supporting documents and determine the final candidates for funding.

All applicants are subject to a pre-award financial and management review before final approval and award of grant funding. If selected, ERA may decide to fund all or part of the full application.

Submission Instructions

DAI uses an online platform to post documents, templates, and other resources. Applicants apply online using forms available in Ukrainian, English and Russian.

Applicants are encouraged but not required to submit technical applications in English.

OTHER IMPORTANT INFORMATION

Branding and Marking

All USAID-sponsored assistance awards are required to adhere to branding policies and revised marking requirements for grants and cooperative agreements in accordance with ADS 320. This includes visibly displaying the USAID Standard Graphic Identity that clearly communicates assistance is, “From the American people” on all programs, projects, activities, publications, public communications, and commodities provided or supported through USAID assistance awards. ADS 320 requires that included in the grant is a branding strategy that describes how the program, project, or activity is named and positioned, how it is promoted and communicated to beneficiaries and cooperating country citizens and identifies all donors and explains how they will be acknowledged. DAI will provide a template branding strategy that will be adapted in consultation with the applicant. ADS 320 may be found at the following website: www.usaid.gov/policy/ads/300/320.pdf.

Environmental Procedures

The Foreign Assistance Act of 1961, as amended, Section 117 requires that the impact of USAID’s interventions on the environment be considered and that USAID include environmental sustainability as a central consideration in designing and carrying out its development programs. This mandate is codified in Federal Regulations (22 CFR 216) and in USAID’s Automated Directives System (ADS) Parts 201.5.10g and 204 (<http://www.usaid.gov/policy/ads/200/>), which, in part, require that the potential environmental impacts of USAID-financed interventions are identified prior to a final decision to proceed and that appropriate environmental safeguards are adopted for all activities. No intervention funded under this grant will be implemented unless an environmental threshold determination, as defined by 22 CFR 216, has been reached for that activity.

Prior to award, the DAI Global LLC screens all prospective grant interventions for potential environmental and social impacts and strives to incorporate gender and equity issues as a cross-cutting theme in its grant program. If there is a potential for environmental impacts, DAI Global LLC will conduct an Environmental Review in accordance with ERA’s work plan environmental compliance section and in coordination with the USAID Mission Environmental Officer (MEO).

In addition, the contractor/recipient must comply with host country environmental regulations unless otherwise directed in writing by USAID. In case of conflict between host country and USAID regulations, the latter will govern.

Data Universal Numbering System (DUNS)

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. 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. Instructions for Obtaining a DUNS Number can be found here: <https://www.grants.gov/applicants/organization-registration/step-1-obtain-duns-number.html>

DUNS number submission is not required as part of the application process, but, if required, will need to be provided before DAI will sign a grant agreement. Please notify DAI if you have any problems applying for or receiving the DUNS number.

Certifications, Assurances, Other Statements of the Recipient and Solicitation Standard Provisions

Awards to U.S. organizations will be administered in accordance with 2 CFR 200 Subpart E, ADS 303 and USAID Standard Provisions for U.S. nongovernmental organizations. For non-U.S. organizations, USAID Standard Provisions for non-U.S. non-governmental organizations would apply. See Annex A.

SECTION V – APPLICATION REVIEW INFORMATION

Selection Criteria for Concept Notes

Concept papers will be reviewed in terms of responsiveness to the APS, appropriateness of subject matter, and creativeness. Applicants are encouraged to demonstrate how their proposed work will contribute to ERA goals.

1. Strength of technical approach and responsiveness to APS objectives (30%)

- 1.1. Alignment with and contribution toward ERA Objectives;
- 1.2. Collaboration with and strengthening of local partners, successful projects or models;
- 1.3. Creativity and innovation of proposed ideas.

2. Sustainability (20%)

- 2.1. Strategy for how business model or institution will continue or scale interventions after funding ends;
- 2.2. Feasibility that interventions will succeed and attract additional funding to reach scale.

3. Management & Institutional Capacity (20%)

- 3.1. Demonstrated institutional capacity (technical, administrative and financial);
- 3.2. Demonstrated experience in same or relevant industries or sectors;
- 3.3. Past performance managing interventions of similar scope, complexity and size.
- 3.4. Demonstrated long term experience by key staff in capabilities where appropriate.
- 3.5. Established and successful institutional presence in Luhansk, Donetsk and southern Zaporizhia oblast;

4. Inclusion (30%)

- 4.1. Extent to which interventions benefit firms and communities in Donetsk, Luhansk and southern Zaporizhia oblast;
- 4.2. Extent to which vulnerable or conflict affected communities benefit from proposed interventions;
- 4.3. Extent to which youth, women and persons with disabilities benefit from proposed interventions.

Selection Criteria for Full Grant Application

ERA will make awards to applicants whose applications offers the best value to the U.S. Government, considering both technical and cost factors. All 4 evaluation factors other than cost are of equal importance, and, when combined, are significantly more important than cost. Applicants should note that these criteria: (1) serve as the standard against which all applications will be evaluated, and (2) serve to identify the significant matters that Recipients should address in their applications. The criteria set forth below are of equal importance and the sub-criteria within each criterion are of equal importance.

- 1) Alignment to ERA Objectives and projected key results in relation to intervention cost; illustrative criteria that may be considered (not all criteria apply to every intervention):
 - a. Number of jobs created (individuals with new or better employment);
 - b. Value of new investments (excludes grant-funded investments);
 - c. Amount of Government of Ukraine and other donor funds leveraged by ERA;
 - d. Value of increased sales;
 - e. Number of people trained;
 - f. Beneficiaries with improved infrastructure services;
 - g. Beneficiaries using new practices, techniques, or business management skills.
- 2) Sustainability of the interventions beyond the life of ERA; the committee may consider:
 - a. Capacity and past performance of applicant, its key personnel and leadership;
 - b. Feasibility and/or business case;
 - c. Bank or private financial leverage;
 - d. Likelihood that project will crowd in additional investment and improve confidence in the economy of eastern Ukraine.
- 3) Partner contribution and commitment:
 - a. Financial commitment from all grantees will be expected with few exceptions; at least 10-15% contribution for MSME equipment investments will be requested; larger grants to support businesses' capital investments will require higher percent contribution.
 - b. Partner leadership commitment to the project and its long-term sustainability.
- 4) Inclusion and social impact
 - a. Impact on vulnerable and conflict-affected communities and firms;
 - b. Participation and leadership positions for women, youth and persons with disability.

SECTION VI – AWARD AND ADMINISTRATION INFORMATION

Competition for this APS will be open for one year. At the discretion of DAI, applications received after the first round of evaluations may be considered on a rolling basis or as part of another round of evaluations.

(1) Post- Selection Information

Following selection of an awardee, DAI will inform the successful applicant concerning the award by email. DAI also will notify unsuccessful applicants concerning their status after selection has been made.

(2) General Information on Reporting Requirements

Program implementation reporting will be determined based on the outcome of the collaborative finalization of the planned program and the delineation of roles and responsibilities. An annual performance monitoring and evaluation plan, using established baseline data and specific, measurable targets and indicators will also be agreed upon. Financial reporting will be in accordance with the requirements of the obligating document.

SECTION VII- DAI CONTACTS

The points of contact for grant-related questions is: grants_era@dai.com.

Point of contact for other inquiries related to general ERA activities: info_era@dai.com.

Prospective applicant may submit questions on www.dai-global-grants.com/uktraineoe. DAI will also host events where prospective partners may come and ask questions. Oral explanations or instructions given before award of a grant will not be binding. Responses to questions will be posted on the online forum. Any information given to a prospective applicant concerning the APS will be share promptly with other prospective applicants as an amendment of this APS, if that information is necessary in submitting applications or if the lack of it would be prejudicial to any other prospective applicants.

SECTION VIII - OTHER INFORMATION

Issuance of this APS does not constitute an award or commitment on the part of DAI, nor does it commit DAI to pay for costs incurred in the preparation and submission of an application.

DAI reserves the right to fund any or none of the applications submitted. Further, DAI reserves the right to make no awards as a result of this APS.

Annexes:

- Annex A. Representations and Assurances
- Annex B. Rapid Assessment Synthesis Report

ANNEX A REPRESENTATIONS AND ASSURANCES

Applicants may obtain copies of the referenced material at the following websites:

- 2 CFR 200: <http://www.ecfr.gov/cgi-bin/text-idx?SID=0a5b7fee6378930cce72564449dd8bb7&mc=true&node=sp2.1.200.d&rgn=div6>
- Standard Provisions for U.S. Nongovernmental Recipients:
<https://www.usaid.gov/sites/default/files/documents/1864/303maa.pdf>
- Standard Provisions for Non-U.S., Nongovernmental Recipients:
<https://www.usaid.gov/sites/default/files/documents/1868/303mab.pdf>

In accordance with ADS 303.3.8, DAI will require successful grant applicants to submit a signed copy of the following certifications and assurances, as applicable:

- Assurance of Compliance with Laws and Regulations Governing Non-Discrimination in Federally Assisted Programs.
- Certification Regarding Lobbying.
- Certification Regarding Terrorist Financing, Implementing Executive Order 13224.
- Certification of Recipient.

ANNEX B RAPID ASSESSMENT SYNTHESIS REPORT

From September 26 through November 23, 2018, the USAID Economic Resilience Activity (the Activity) carried out a rapid assessment to provide foundational learning for the Activity's strategy and workplan. The rapid assessment carried out research to ensure that interventions are data-driven and evidence-based to maximize our impact. We found that there are many areas of engagement that have promise to stabilize the region, grow sustainable small and medium enterprises (SMEs), and ultimately transform the Luhansk and Donetsk Oblast economies.

Key findings include:

- There is great potential to achieve scale and have a broad impact with more than 16,000 beekeepers, more than 50,000 vegetable growers and more than 6,000 information technology (IT) professionals and students in the three value chains analyzed in Luhansk and Donetsk Oblasts.
- The preparation of an IT savvy workforce is particularly important to the Activity IT value chain development strategy; we must cast the net wide and include more women, who tend to be more likely to remain in the region.
- There is an opportunity in the IT sector to stimulate an ecosystem for entrepreneurs to develop innovative, and integrated, physical and software products, shifting away from the less profitable outsourcing model.
- There is important marketing work to do in the vegetables value chain linking producers to new market channels to stabilize greenhouse and intensive production vegetable growers who have seen their traditional markets disrupted.
- There is potential to increase the incomes of beekeepers by increasing production, reducing the 20 percent rejection level for antibiotics found in honey, and tapping into higher value export market channels such as certified organic and monofloral honey.
- There are several damaged sites that are interesting for renovation as doing so will alleviate bottlenecks and create jobs. This includes infrastructure such as a bridge, a waste sorting line, and a market as well as strategic business compounds and buildings.
- The access to finance assessment, the initial labor market assessment, and the business service provider gap analysis each identified entry points for helping to strengthen all three value chains.

The Rapid Assessment Synthesis Report synthesizes the results of the rapid assessment and recommends activities that will achieve ERA's objectives. It is available through the DAI Global grants platform: <https://www.dai-global-dai.com/UkraineERA> or through the USAID Development Experience Clearinghouse <https://dec.usaid.gov/dec/content/search.aspx>.