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Expression of Interest Due Date/Time: November 24, 2020 at 1:00 PM EST

**The United States Agency for International Development  
Broad Agency Announcement (BAA-OAA-GCC-2020)**

**“Achieving Sustainable Landscape Goals Via Reducing Deforestation in Commodity Supply Chains and Promoting Landscape Restoration”**

**1. PURPOSE/SUMMARY**

Through this Addendum to the [Broad Agency Announcement \(BAA\)](#) ([also here](#)) for Sustainable Landscapes, USAID seeks partners and opportunities to co-create, co-design, co-invest, and collaborate in the research, development, piloting, testing, and scaling of innovative, practical and cost-effective interventions for reducing land-based greenhouse gas (GHG) emissions and increasing medium- and long-term carbon sequestration. Cross-sectoral and integrated approaches that address other development challenges together with reducing GHG emissions are encouraged, as they are often critical to scaling up climate mitigation outcomes.

**2. PROBLEM**

As Business for Nature recently observed, “There is mounting evidence that the health of our planet is declining at a rate never seen in human history and putting the global economy at risk.” Land use plays a major role in regulating climate, and wise land use planning and management is therefore critical to sufficiently reduce the rate of climate change. In addition to reducing emissions of greenhouse gases, improved land use provides numerous economic, social and environmental benefits<sup>1</sup>, many of which address immediate needs in developing countries.

To realize these benefits, USAID Sustainable Landscapes (SL) programs work with a broad set of partners at global, regional, national and local scales to promote sustainable, low-emission land use while also protecting natural ecosystems and improving management of production landscapes. SL programs encompass a variety of approaches including policy reform, coalition-building, market development, innovative technology and capacity building.

Deforestation and forest degradation are major sources of GHG emissions, but do not occur independently from other land use activities such as agricultural production that can drive deforestation and be a direct source of GHG emissions. Improving land management is also an important global approach to removing carbon dioxide from the atmosphere by increasing carbon storage in vegetation and soils. Restoration of natural and managed landscapes represents a significant portion of the estimated role that natural climate solutions can play in reducing global emissions. Forest restoration and increased tree cover represent a major portion of this carbon storage potential, but other activities including regenerative agriculture can also increase carbon storage particularly by increasing soil carbon.

Achieving sustainable landscape management requires a broad range of approaches with the involvement of many stakeholders interacting via public-private coalitions, broad participation, and extensive consultation and collaborations. For elaboration of this point and a more comprehensive

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<sup>1</sup> IPCC 2019: Climate Change and Land: an IPCC special report on climate change, desertification, land degradation, sustainable land management, food security, and greenhouse gas fluxes in terrestrial ecosystems. Shukla, P.R. et al. (Eds.). Link: <https://www.ipcc.ch/srcccl/>

discussion of challenges and solutions sought for achieving sustainable landscapes please review the initial Sustainable Landscapes [Broad Agency Announcement \(BAA\)](#).

For additional information about USAID's Sustainable landscapes work please see this link: <https://www.climatelinks.org/sustainable-landscapes>.

### 3. CHALLENGE STATEMENTS

#### *Objective:*

This global addendum will focus on addressing two key challenges (see below) where USAID believes that the BAA co-creation process has the potential to identify innovative approaches and partnerships. In particular, USAID seeks to use this co-creation process to identify opportunities to apply USAID's [private sector engagement policy](#) to help countries [achieve self-reliance](#) in the context of achieving sustainable landscape objectives. Potential approaches and partnerships arising from this BAA are expected to include new analysis and/or research that can inform solutions, as well as the development, testing and piloting of approaches and leveraging of resources that have potential for scaling up impact.

This collaborative process could result in one or more activities that address one or both of the solutions sought noted below. We strongly encourage concepts that address multiple development goals, but all should clearly lead to reduced emissions and/or increased carbon sequestration related to land use. Proposed solutions may include activities that achieve impacts on GHG emissions/carbon at multiple scales from global to local, but activities focused at the local or national level should link to global or regional efforts and demonstrate potential for replication or scaling up, including new approaches to speeding and scaling up replication of successful pilots.

USAID is interested in ideas that might be relevant for tropical countries globally, but we are particularly interested in ideas applicable to the countries and regions where USAID has active Sustainable Landscapes programming<sup>2</sup>.

#### *Solutions Sought:*

##### **A. Reducing commodity-driven tropical deforestation: addressing private and public sector barriers to sustainable supply chain management**

Agricultural, tree crop, livestock, timber and wood pulp commodity production are major drivers of deforestation and degradation in many tropical countries. Many companies, both international and national, have recognized the importance of improving their supply chains for long-term sustainability, and have made public statements and pledges to remove deforestation from their supply chains. Despite these pledges, and some evidence that companies are making progress towards meeting their sustainability goals, commodity production continues to be a major driver of tropical forest conversion<sup>3</sup>. Reducing deforestation and degradation associated with commodity supply chains will likely require integrated approaches that address many factors affecting the sustainability of supply chains, including production, processing, trade and consumption<sup>4</sup>.

No single approach can address all of the potential factors needed to alter supply chains for multiple commodities. Thus, solutions sought under this BAA Addendum should target at least one aspect of

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<sup>2</sup> Colombia, Ecuador, Guatemala, Mexico, Peru, South America Regional, Madagascar, Malawi, Zambia, Central Africa Regional Program, West Africa Regional, Bangladesh Cambodia, India, Indonesia, Papua New Guinea, Philippines, Vietnam, Asia Regional (RDMA) - See <https://www.climatelinks.org/where-we-work#/sustainable-landscapes/map> for additional information

<sup>3</sup> See, for example: (1) Lambin et al. 2018, <https://www.nature.com/articles/s41558-017-0061-1>; (2) Forest Trends. 2020, <https://www.forest-trends.org/publications/commitments-in-action-corporate-tells-for-financing-forest-conservation-restoration-2020/>; and (3) Forest 500. 2019. <https://forest500.org/publications/forest-500-annual-report-2019-companies-getting-it-wrong-deforestation>.

<sup>4</sup> A simplified situation analysis produced by USAID, accessible here ([placeholder link](#)), reinforces this point and may help stimulate innovative, integrative approaches.

the supply chain that will reduce associated deforestation and degradation while also identifying assumptions which must hold in order for the proposed solution to deliver the outcomes sought.

Potential solutions could include a focus on: 1) increasing financing for sustainable, low carbon production of commodities; 2) reducing the cost and/or improving transparency, traceability, and sustainability of monitoring and verification mechanisms that could support reducing deforestation throughout commodity supply chains; 3) increasing sustainable commodity production in existing cultivated areas or in degraded production areas as an alternative to expanding production on forested lands; 4) increasing supply chain efficiency, including decreasing food loss; 5) increasing opportunities for SMEs and small-scale farmers to participate in, and benefit from, deforestation-free supply chains; 6) increasing demand for sustainably produced commodities; and 7) increasing jurisdictions' support of policies and regulatory frameworks for deforestation-free commodity production, including on land tenure and resource governance, and 8) novel approaches to scale and accelerate adoption of solutions that overcome existing barriers, including through alliance building, awareness-raising and communications, knowledge management, and/or incentives for behavior change.

## **B. Achieving large-scale landscape restoration and rehabilitation<sup>5</sup>**

In the last decade, landscape restoration and rehabilitation have received significant attention because of their large climate change mitigation potential.<sup>6</sup> Restoration and rehabilitation of forest landscapes also can contribute to other major global development goals including: improved natural resource management, enhanced resilience, biodiversity conservation, and more broad-based economic growth. International attention, research, and advocacy have resulted in significant public and private sector pledges<sup>7</sup> to restore or rehabilitate large areas of land, but information on the specific goals associated with the pledges has been lacking, the definitions of restoration have also frequently been vague, and actual results have been slow to develop and difficult to sustain<sup>8</sup>.

Challenges to expanding the spatial scale and benefits of restoration include high cost and long time frame of many restoration and rehabilitation activities, low long-term success rate of restoration efforts, and policy and legal frameworks that discourage restoration efforts, such as lack of clear land tenure. Efforts to increase restoration and rehabilitation have also raised questions regarding potential trade-offs between efforts spent on restoration versus protection of existing high carbon and biologically diverse ecosystems.

Solutions sought under this BAA Addendum may consider a range of restoration and rehabilitation approaches<sup>9</sup>. However, proposed approaches should clearly define the goals, and include a clear outcome of increased carbon storage, among other outcomes. Solutions may consider restoration and rehabilitation efforts that do not focus solely on forests or restoration of natural ecosystems, but all approaches should address and avoid negative impacts on existing natural ecosystems and the people dependent on them.

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<sup>5</sup> Following FAO's definitions, in this Addendum, the purpose of **restoration** is to re-establish the pre-degradation structure, productivity and species diversity of ecosystems, whereas the purpose of **rehabilitation** is to increase the capacity of degraded lands to deliver products and services. See <http://www.fao.org/sustainable-forest-management/toolbox/modules/forest-restoration-and-rehabilitation/basic-knowledge/en/>

<sup>6</sup> As degraded ecosystems are restored, they sequester carbon in vegetation and the soil. See, e.g., Chazdon and Brancalion 2019, <https://science.sciencemag.org/content/365/6448/24>; Bastin et al. 2019, <https://science.sciencemag.org/content/365/6448/76>; and Griscom et al. 2020, <https://royalsocietypublishing.org/doi/10.1098/rstb.2019.0126#d3e1351>.

<sup>7</sup> See, for example, The Bonn Challenge <https://www.bonnchallenge.org/>; The New York Declaration on Forests <https://forestdeclaration.org/>; the Trillion Trees Initiative at <https://www.trilliontrees.org/> and the World Economic Forum Trillion Trees platform at [1t.org](http://1t.org).

<sup>8</sup> NYDF Assessment Partners. (2019). Protecting and Restoring Forests: A Story of Large Commitments yet Limited Progress. New York Declaration on Forests Five-Year Assessment Report. Climate Focus (coordinator and editor). Accessible at [forestdeclaration.org](http://forestdeclaration.org)

<sup>9</sup> A simplified situation analysis produced by USAID, [accessible here](#), reinforces this point and may help stimulate innovative, integrative approaches. (Link: [https://drive.google.com/file/d/19rqTnVz69R\\_yEyK4EglYFzEEOrkBDdxl/view?usp=sharing](https://drive.google.com/file/d/19rqTnVz69R_yEyK4EglYFzEEOrkBDdxl/view?usp=sharing)).

Potential solutions could include a focus on: 1) improving cross-sectoral coordination to identify and achieve specific restoration and rehabilitation objectives; 2) improving methods for prioritizing forest landscape areas to target for restoration or rehabilitation that include quantification of multiple potential benefits; 3) developing innovative approaches to increasing financing to support restoration, including connecting to carbon markets; 4) models for addressing land tenure, resource use rights, and governance issues; 5) increasing economic and ecological benefits provided by restoration and rehabilitation; and (6) increasing jurisdictions' support of policies and regulatory frameworks that promote forest landscape restoration and rehabilitation; 7) novel approaches to scale or speed up solutions that overcome existing barriers through alliance building, communications, knowledge management and/or incentives for behavior change.

#### **4. INSTRUCTIONS FOR SUBMITTING EXPRESSIONS OF INTEREST**

USAID will review Expressions of Interest (EOI) in accordance with the instructions and evaluation criteria set forth in this Addendum. EOIs must indicate the development idea(s) that will deliver potential solutions in Section 3 - Challenge statements. Organizations are encouraged to collaborate with peer organizations that bring differing perspectives and/or comparative advantages. USAID supports approaches that value collaboration as a component of the co-creation process. Organizations are also strongly encouraged to review the original [Broad Agency Announcement \(BAA\)](#) ([also here](#)) for Sustainable Landscapes for additional information about the process and relevant information about USAID sustainable landscapes goals to which this is an addendum to.

**USAID will accept up to three EOIs from a single organization. U.S. based, international and local organizations are encouraged to submit an EOI.**

##### **A. Submission Instructions**

Please submit an Expression of Interest that clearly describes how your approach contributes to the need(s) outlined above. The Expression of Interest must be submitted **no later than 1:00 PM EST on Tuesday, November 24, 2020**. No late Expressions of Interest will be considered.

Submissions of Expressions of Interest will:

- Be in English
- Be submitted electronically to [SustainableLandscapesBAA@usaid.gov](mailto:SustainableLandscapesBAA@usaid.gov)
- Be up to four (4) pages in length. Any additional pages will not be reviewed.
- Be in .pdf or .docx format
- Be A4 (8.5 by 11 inch) page, single spaced, Times New Roman 11 point font, and have margins no less than one inch on the top, bottom, and both sides. Each page must be consecutively numbered.
- Contain a header with the following information (not included in the page count):
  - Respondent Name/Group and Contact Information
  - Title
  - BAA Addendum Name/Number

Questions in regard to this Addendum must be submitted via email only to [SustainableLandscapesBAA@usaid.gov](mailto:SustainableLandscapesBAA@usaid.gov) with the subject "SL Addendum Questions". **The deadline for submission of questions is 5:00 PM EDT on Friday, October 23, 2020**. USAID will respond to all questions received by the deadline through an amendment to this BAA Addendum.

## **Informational Industry Day event**

USAID plans to hold an informational meeting for industry and organizations interested in submitting an EOI approximately 2 weeks after the posting of this addendum. This meeting will provide an opportunity to hear from stakeholders involved in the themes covered by this BAA and learn about the BAA process. Information about this meeting will be posted at [grants.gov](https://grants.gov) and [beta.sam.gov](https://beta.sam.gov) as well as at [usaid.gov/climate](https://usaid.gov/climate) and at [climatelinks.org/events](https://climatelinks.org/events). Participation in the Informational Industry Day event is not required for submission of an EOI.

## **B. Content of the EOI**

1. Provide a brief description of your idea/approach as it applies to Section 2 of this Addendum.

Be sure to address:

- a. Which area(s) of interest in section 2 you are addressing
  - b. How your idea or approach will advance the goals of sustainable landscapes, as it applies to one or more of the Areas of Interest found in Section II,
  - c. The potential impact your idea will have and in what potential geographies, and
  - d. The manner in which your idea will be implemented in the identified geographies and by potential partners;
2. Provide a brief description of your organization's experience and/or expertise in the idea/approach you are proposing. Address your ability to harness the comparative advantages of other parties and collaborate with other organizations in your brief description. Address your ability to contribute cost sharing or other exchange of resources (in-kind contributions, intellectual property, brand value, etc.) and suggest creative approaches to resourcing projects.

## **C. Expressions of Interest Criteria**

The following criteria will be applied to in selecting EOIs:

1. **Idea/Approach:**  
EOIs will be evaluated based on their overall soundness, including use of appropriate evidence; their potential to innovate solutions to the challenges and harness opportunities related to one or both of the areas of interest referenced above; and whether they reflect gender sensitivity and consider how to include women, youth, marginalized ethnic groups, and indigenous peoples.
2. **Impact:**  
How is the proposed solution expected to have a significant, sustainable, and measurable impact in meeting the Objective and Areas of Interest articulated in Section II?
3. **Partnership expectations and value:**  
Strengths of the applying organization as a partner, including its ability to make a unique contribution to the critical development challenge. USAID seeks the ability to connect disparate communities, i.e. academia, private sector, civil society, as well as connecting with experts in nontraditional and diverse sectors.
4. **Diversity of perspectives and capabilities:**  
USAID seeks to bring together a diverse set of co-creators in collaboration in order to enable broader thinking and innovation, which may include organizations and entities with which USAID does not typically partner. Additionally, USAID values experience implementing activities, developing successful business approaches, and catalyzing new ideas effectively.

## 5. PROCESS

Co-Creation Process The co-creation process for this Addendum to the Sustainable Landscapes BAA will occur in four stages.

**Stage 1:** USAID will review and select EOIs submitted in accordance with the guidelines and criteria set forth in this Addendum of the BAA for “Sustainable Landscapes.” USAID reserves the right to disregard any EOIs that do not meet the guidelines and is not obligated to issue a detailed justification for those not selected to move forward.

**Stage 2:** Selected groups will be invited to join the co-creation process which may consist of one or more potential co-creation events (which USAID anticipates will commence in January/February (dates TBD)) where USAID staff and participants from other potential resource partners, including private sector companies, other US agencies and other donors. Up to two experienced technical experts from each selected EOI must be available to participate in these events to develop the ideas presented while collaborating with USAID staff and other invited practitioners. Travel costs (if any) associated with the co-creation workshop will be borne by the invited groups, and they will not be reimbursed by USAID.

Following the co-creation workshop one or more concept papers of up to 10-15 pages will be co-designed with USAID staff. Concept papers will outline the programmatic plan, focus areas, goals, timelines, etc.

**Stage 3:** Final Concept Papers produced after the co-creation event will be submitted to USAID’s Peer and Scientific Review Board (PSRB). Approved Concept Papers for activities will be further refined and potentially implemented based on a decision at that time whether to proceed - and based on the availability of funds.

USAID is not obligated to issue a detailed justification regarding why an individual Concept Note was not selected to move forward.

**Stage 4:** Once USAID has selected a Concept Paper to develop into a funded program, it will work with the partner to determine the appropriate mechanism (i.e., contract, grant, cooperative agreement, etc.), and proceed with associated negotiations. USAID is not obligated to issue a financial instrument or award as a result of this Addendum. For more detail on the complete BAA process, please review the [blanket announcement](#) (also [here](#)) under which this addendum has been released.

### *Specific Rights Reserved for the Government under this BAA Addendum*

The Government reserves specific rights, in addition to rights described elsewhere in this document or by law or regulation, including:

1. The right to award multiple awards, a single award, or no awards.
2. The right to make award without discussions, or to conduct discussions and/or negotiations, whichever is determined to be in the Government’s interest.
3. The right to accept proposals in their entirety or to select only portions of proposals for award or co-investment.
4. The right to select for award an instrument type that is appropriate to the specific development context, partner relationship, and proposal selected for award. Instrument types include, but are not limited to, contracts, grants, cooperative agreements, public-private partnerships, Inter-Agency Agreements, Government to Government Agreements, Donor to Donor Agreements, and Memorandums of Understanding. In addition, the Government may craft a new instrument type to meet the needs of a specific relationship.

5. The right to request any additional, necessary documentation upon initial review. Such additional information may include, but is not limited to, a further detailed proposal, budget, and representations and certifications.
6. The right to fund or co-invest in proposals in phases, with options for continued work at the end of one or more of the phases.
7. The right to award instruments under this BAA Addendum that do not commit or exchange monetary resources.
8. The right to remove organizations from the BAA Addendum process if USAID determines it is no longer in the best interests of the Government to proceed with the organization.

### ***Protection of Information***

USAID's goal is to facilitate the research and development that will lead to innovative, and potentially commercially viable, solutions. Understanding the sensitive nature of submitters' information, USAID will work with organizations to protect intellectual property.

EOIs should be free of any intellectual property that the submitter wishes to protect, as the EOI may be shared with USAID partners as part of the review and selection process. However, once submitters have been invited to engage in further discussions, submitters will work with USAID to identify proprietary information that requires protection.

Therefore, Collaborators making submissions under each Addendum grant to USAID a royalty-free, nonexclusive, and irrevocable right to use, disclose, reproduce, and prepare derivative works, and to have or permit others to do so to any information contained in the EOI submitted under each Addendum. If USAID engages with the organization regarding its submission, the parties can negotiate further intellectual property protection for the organization's intellectual property.

Organizations must ensure that any submission under any Addendum is free of any third-party proprietary data rights that would impact the license granted to USAID herein.