

ANNOUNCEMENT

CALL FOR LOCALLY LED DEVELOPMENT SUBMISSIONS OF CONCEPT PAPERS THAT SUPPORT USAID'S DEVELOPMENT OBJECTIVES IN MALI

ADDENDUM #1

LOCALLY LED DEVELOPMENT ANNUAL PROGRAM STATEMENT

APS No.: 7200AA24APS00006

APPLICANTS - PLEASE NOTE: This is an addendum to an existing announcement. All interested organizations must carefully review both this addendum AND the full announcement, which can be found here: <https://www.grants.gov/search-results-detail/354285>

Important information contained in the full worldwide announcement is not repeated in this specific addendum.

This announcement complies with the Foreign Assistance Act of 1961, as amended.

USAID/Mali is inviting local actors to submit concepts that support USAID's Country Development Cooperation Strategy (CDCS) development objectives in Mali, as outlined in Section 2. **The submission deadline is August 16, 2024.**

USAID will prioritize concept paper responses which focus on the following sectors: **Peace, Democracy and Governance; Agriculture and Economic Growth; Health; and Education and Youth.** Interested parties are requested to focus mostly on the component and corresponding objectives that they have the expertise. USAID will work collaboratively with local partners to develop the technical approach, emphasizing the importance of reducing barriers to entry for new local partners. USAID/Mali intends to co-create one or more feasible and reasonable fixed-amount awards (FAAs) with local Malian entities for an award duration of 2 - 3 years, depending on the activity's objectives. Concepts will be considered for awards at a minimum of USD 250,000 and upwards.

The Mission may consider a renewal award. Should USAID pursue a renewal award, it will conduct a programmatic review in the final year of the initial period of award performance. Following the programmatic review, USAID will request a renewal application including a

technical and cost application. The total period of performance covered by both the initial award period and the renewal award period may be up to five years.

The Locally Led Development Annual Program Statement (APS) No.: 7200AA24APS00006 and this announcement has been translated into French at (<https://www.grants.gov/search-results-detail/354285>). If there are any differences between the English and French versions of either document, the English version will be the controlling version. Unless otherwise stated herein, all terms and conditions of the Locally Led Development APS apply (<https://www.grants.gov/search-results-detail/354285>).

Section 1: Background

Mali is facing several challenges that threaten its future stability, security, and sustainable development. These include weak governance structures, military coups, corruption, lack of accountability, abuses, high levels of chronic poverty, acute malnutrition, extremely high fertility rates, a very high disease burden, and maternal and child mortality rates. In addition, Mali is also grappling with the lingering effects of the emergence of pandemic threats such as Ebola and COVID-19, intercommunal conflicts, separatist movements in the northern part of the country, and extremist-inspired insurgencies. These factors combined make it difficult for Mali to overcome its challenges and take charge of its own development and future.

USAID's efforts in Mali focus on development and humanitarian support to improve governance and establish more robust democratic institutions. The goal of USAID/Mali's efforts is to help create a healthier, better-educated, and more prosperous population, empowered to meet basic emergency needs, reduce vulnerability, and build community capacity to respond to shocks and stresses.

Section 2: Objectives

USAID seeks new ideas and partnerships to support its ongoing efforts in Mali.

The addendum doesn't require local actors to present a fully designed activity. Instead, it requests a concept that proposes a process for identifying and acting on solutions from the local context. Interested parties can submit concept papers addressing one or more of the following components.

Applicants may select **one or more** of the following components to focus on. Once you have selected a component(s), please address **one or more** illustrative outcomes (the bullet points below) in your concept paper.

Component 1: Peace, Democracy and Governance

Mali has faced several complex crises over the years, including political instability, armed conflicts, and security challenges. These crises often involve multiple interconnected factors, such as ethnic tensions, territorial disputes, attacks by extremist groups, and weak governance. Applicants shall consider scalable approaches for better sustainability of proposed activities to contribute to **one or more** of the following illustrative outcomes:

- Communities strengthened through conflict prevention and resolution.
- Strengthened participation of communities in the PDSECs (Commune-Level Social, Economic, and Cultural Development Plans) development, social service delivery, and public accountability.
- Increased targeted populations' civic engagement, involvement, and sense of responsibility.

Component 2: Agricultural and Economic Growth

Obtaining financing for the private sector remains a critical constraint to Mali's economic growth. Two-thirds of Malian businesses cite access to finance as a major constraint, ranking just behind political instability. Financing disproportionately favors large, established businesses over micro, small and medium enterprises (MSMEs), and key sectors like agriculture remain underserved. Women and youth face higher barriers due to lack of collateral and gender-specific supporting financial products. Local businesses, especially those owned by women and youth, often lack the business and financial literacy to sustain and grow their businesses. Applicants shall consider scalable approaches for better sustainability of proposed activities to contribute to **one or more** of the following illustrative outcomes:

- Strengthen the business ecosystem for access to financing for local micro, small, and medium enterprises (MSMEs) in the agricultural sector, targeting women and youth through self-sustaining business associations that represent and advocate for the needs of local systems.
- Increase access to water and sanitation in underserved communities by increasing the capacity and sustainability of local partners to develop scalable initiatives.
- Partner with business associations, centers of excellence, and similar institutions to facilitate partnerships that improve the governance and management of water and sanitation systems in target communities.

Component 3: Education and Youth

Education is a pivotal foundation for an individual to further develop, have a prosperous future, and contribute positively to their community and country. With an estimated over 1.3 million children out-of-school in Mali, there remains a consistent urgency to address the educational needs of Malian children. In Mali, the primary school attendance rate has been stagnating for children ages 7-12 years and the completion rate has not reached 50% for the last decade. Several

factors explain these low rates among them the poor quality of learning leaving children without mastering basic competencies. Most of the teachers do not have required technical or professional qualifications which plays a significant role in the poor learning of children. Applicants shall consider scalable approaches for better sustainabilities of proposed activities to contribute to **one or more** of the following illustrative outcomes while improving learning outcomes:

- Improved equity and inclusion of students who are blind or deaf aligned with principles of Universal Design for Learning from pre-primary through secondary school.
- Improved access to physical or digital learning materials through community, school, mobile libraries, and reading corners.
- Improved digital literacy skills linked to employment for youth.

Component 4: Health

USAID has worked with Mali's Ministry of Health and Social Development for over 60 years to support health programs. The goal is to find innovative strategies and solutions driven by the local community to combat infectious diseases, reduce maternal, newborn, and child mortality, and strengthen health systems. The proposed activities should aim to achieve the following high level objectives:

1. Increase self-reliance and resilience of the community
2. Empower communities to hold health workers and local officials accountable for the availability and quality of health services
3. Improve accessibility, affordability, and quality of essential primary health services at the community level
4. Enhance community health platforms to increase engagement with and ownership of local health services
5. Reduce cultural barriers that hinder the adoption of healthy behaviors
6. Strengthen community-based surveillance systems to prevent, detect, and respond to infectious disease outbreaks and emerging health threats.

Applicants shall consider scalable approaches for better sustainability of proposed activities to contribute. **For this component, applicants must only respond to one (i.e. NOT more than one) of the illustrative outcomes.**

- Enhanced capacity of local partners to deliver community health interventions and improve maternal and child health nutrition, family planning/reproductive health and HIV services.
- Enhanced capacity of local partners to expand health care financing and governance options through health cooperatives (health mutuals) working in partnership with farm organizations and improving universal health coverage.

- Enhanced capacity of local partners to improve surveillance of and responses to disease outbreaks and antimicrobial resistance at health facility and community levels.

Local actors are **not** required to initially propose a fully designed activity for this addendum – a concept that suggests a process to identify and then design and implement solutions from the local context is fully within the intent of the Locally Led Development APS. Successful applicants will work with USAID/Mali to co-create a fully designed activity. Refer to **Section 8: Selection Process and Co-Creation**.

Section 3: Eligibility Criteria for Concept Submission

USAID welcomes concepts from a wide variety of local actors who understand the development challenges facing the Malian country, communities or region or demonstrate a way to determine local priorities in their approach. Eligible concept:

1. Must be local entities in **Mali**. When determining if an entity is a “local entity” for the purposes of this addenda, USAID will consider:
 - a. Whether the entity is legally organized under the laws of **Mali**;
 - b. Whether the entity has its principal place of business or operations in **Mali**;
 - c. Whether the entity is majority owned and controlled by individuals who are citizens or lawful permanent residents of **Mali**; and
 - d. Whether the entity is managed by a governing body, the majority of whom are citizens or lawful permanent residents of **Mali**.
2. Cannot have received more than \$5 million in direct funding (as a prime awardee) from USAID in the previous five fiscal years.
3. Cannot be a U.S.-based organization. U.S.-based organizations are not eligible as prime awardees, but can be considered as sub-awardees.

Note: For purposes of this definition, “majority-owned” and “-managed by” include, without limitation, beneficiary interests and the power, either directly or indirectly, whether exercised or exercisable, to control the election, appointment, or tenure of the organization's managers or a majority of the organization's governing body by any means.

Recognizing that individual organizations may not have every skill and capacity needed to achieve the full range of objectives, partnerships between multiple local organizations are encouraged. This could include the local prime partners collaborating with other local sub-partners.

Section 4: Locally Led Development Approaches

Applicants are encouraged to incorporate one or more of the following approaches in submissions or propose a different approach(es) that reflects the Applicant's own locally led development learning goals.

1. **Mechanisms** that improve the flow of information among the applicant and its constituents, its partners, and USAID to strengthen accountability to local constituents for achieving and sustaining results.
2. **Participatory analytical approaches**, which may provide a better understanding of the complex environments in which the program will operate and more contextually appropriate recommendations.
3. **Participatory decision-making**, which includes priority-setting by local actors, collaborative design processes with communities, and other means of shifting decision-making power and control to local actors, including people who have traditionally been marginalized, such as women, youth, religious and ethnic minorities, and other marginalized groups ensuring inclusive local leadership.
4. **Mobilizing local resources**, which includes local philanthropy; partnerships that leverage resources from the local private sector, faith-based organizations, government, civil society, and academia; and other sources of local skills and finances to replace those of international donors.
5. **Strengthening local networks**, which may include understanding and supporting existing and emerging networks of local actors, supporting the work of local organizations, market facilitation, collective action, collective impact, and other demand-driven approaches to connecting local needs with local resources.
6. **Locally/community-led approaches to design, monitoring, evaluation, and learning** that prioritize local/community definitions of success and enhance local actors' role in managing and using data and learning related to development solutions, the development process, and the sustainability of results achieved.
7. **Strengthening local capacity**, which includes strengthening the role of local institutions and actors to sustain development outcomes with an eye toward ending the need for foreign assistance.
8. **Adapting and problem solving in non-permissive environments**, where uncertainty, instability, inaccessibility, or insecurity constrain the ability to operate safely and effectively. This may include environments such as those affected by natural disasters, inaccessible physical geographies, active conflict, corruption, closing political spaces, criminality, and pandemics, where local approaches are essential for long-term resilience and sustainability.

For further information on USAID’s Locally Led Development Initiatives and locally led approaches, please visit the [Local, Faith, and Transformative Partnerships Hub website](#).

Section 5: Budget Considerations

As stated in its [Local Capacity Strengthening Policy](#), USAID must consider the potentially disruptive role that foreign assistance plays in local systems and support these systems to eventually move beyond the need for international donor funding. It is not USAID’s intention to temporarily flood a local organization with funding, artificially expanding its size beyond what can reasonably be supported through local resources after an award ends. As part of concept submissions, Applicants must propose a budget that reasonably reflects their existing resources and capacity to grow in a sustainable way (sometimes referred to as “absorptive capacity”).

Section 6: Merit Review Criteria

Concepts meeting the eligibility criteria (see Section 3, Eligibility Criteria) will be evaluated based on the merit review criteria below:

A. Locally Led Development

How well the proposed approach effectively shifts priority-setting and decision-making power to diverse local actors to implement and sustain efforts prioritized by communities themselves.

B. Locally Led Impact and Feasibility

How effectively and feasibly the proposed approach will achieve the outcomes for the selected component(s).

C. Organizational Capacity

How well the applicant demonstrates the organizational capacity needed to implement the proposed approach, including a staffing plan that includes a balanced mix of managerial, technical, and financial skills.

While merit criteria are paramount, cost considerations may also be a factor for award. The U.S. Government is not obligated to make an award on the basis of lowest proposed cost or to the Applicant with the highest merit evaluation score.

Section 7: Submission Instructions

Concepts are to be sent to USAID/Mali at Mali.OAA@usaid.gov. **Concepts must be submitted by August 16, 2024 to be considered.**

Concepts must be submitted as:

- A concept paper not exceeding three pages in length (excluding the summary page) signed by an authorized individual.
 - Concept papers must be submitted in French.
 - Concept papers should be organized with clear sections that address the merit review criteria in Section 6 -- see guiding questions and length requirements for each section in B. Narrative Description below.
 - For format, use standard 8 ½" x 11", single sided, single-spaced, 12-point Calibri font, 1" margins, left justification and headers and/or footers on each page including consecutive page numbers.
- Concept papers may focus on **one or more** of the components from Section 2 that represent the strengths of your organization. Please clearly indicate which component(s) you have selected in your concept paper. Within each component, applicants may select **one or more** of the illustrative outcomes to focus on from Section 2. Please clearly indicate which illustrative outcome(s) you have selected.
 - For the Health component specifically, **applicants must only respond to one (i.e. NOT more than one)** of the illustrative outcomes.
- If an applicant is submitting a concept addressing more than one component, it must submit the two pages for the Locally Led Impact and Feasibility criterion for each component separately. (i.e. if an applicant submits a concept paper addressing two components, the concept paper must not exceed **five** pages in total length, with a two-page section addressing Locally Led Impact and Feasibility for each component.)

Applicants must provide the following information in concept submissions:

A. Summary Information (not included in page limit)

1. Name and contact information of the Applicant
2. Organization type and country of legal registration
3. Statement that the Applicant is a "local entity" per the definition in Section 3, Eligibility Criteria.
4. Statement that the Applicant has not received more than \$5 million in funding from USAID in the previous five fiscal years as a prime recipient.
5. Title of proposed activity
6. Location of proposed activity
7. Name, contact information, and country of legal registration for other partner organizations collaborating on concept (if any)
8. Overall objective and locally led development approach of activity (2-3 sentences)
9. Amount of funding requested from USAID \$ _____ .

10. Explanation of how the requested funding amount reasonably reflects the organization's existing resources and capacity to grow in a sustainable way. (Consider: your organizations' current budget, existing human resources, whether/how you'd like your organization to grow over the next several years, and what local resources are available to support your growth after USAID funding ends). (2-3 sentences)

B. Narrative Description

Successful narrative descriptions will include a clear and logical overview of the applicant's proposed technical approach. They will include discussion of the criteria below. Please note that each criterion aligns with a specific merit review criteria in Section 6, Merit Review Criteria.

Criterion A - Locally Led Development (Half Page):

- How does the approach shift priority-setting and decision-making power to diverse local actors to implement and sustain efforts prioritized by communities themselves?

Criterion B - Locally Led Impact and Feasibility (Two Pages):

- What is the problem and what is your plan for tackling the difficulties or obstacles?
- How will the approach lead to the desired outcome(s) for the selected component(s)?
- How is the approach realistic and feasible, considering the time and resources available and any anticipated challenges in implementation?

Criterion C - Organizational Capacity (Half Page):

Please provide information on your organization's organizational capacity and any collaborating organizations (if applicable) that can carry out the proposed activities in Mali. This should include technical, managerial, and financial capabilities. Briefly describe any similar programs or projects the organization (and any collaborating organizations) have implemented. If proposing a partnership, please explain and define the role of other entities/organizations.

Section 8: Selection Process and Co-Creation

USAID/Mali is responsible for managing the selection process and awards issued under this addendum. Following the submission deadline, Mali will confirm receipt of the concept within one week.

The selection process for program funding aims to ensure that the most suitable applicants are awarded funding through a series of steps. The **first step** involves a review "pass or fail" of the eligibility criteria in Section 3, Eligibility Criteria. Concepts that do not meet these eligibility criteria will not be considered. The **second step** is a technical evaluation of each concept

submission by the component using an adjectival rating system where all merit review criteria will be given equal weight.

Following the evaluation process, the co-creation phase commences. This phase involves significant interaction between USAID/Mali and the selected applicant, conducted in person, via phone, and electronically. Upon selection to co-create an activity, an Agreement Officer (AO) from USAID/Mali will contact the applicant and provide instructions for the co-creation period and pre-award requirements. Notifications will also be sent to applicants who do not advance, ensuring transparency and clarity. USAID/Mali anticipates that the co-creation process will start on/about October 1, 2024 and last 9 weeks.

Based on the co-creation process and risk assessment results, USAID/Mali may issue a Request for Application to the accepted entity or decide to enter into an award directly.

Section 9, Federal Award Information of the Locally Led Development APS (link included below) includes the requirements that an applicant must meet if they are requested to co-create an activity and receive an award from USAID. **Please note that these requirements do not have to be met in order to submit a concept paper under the APS.**

Section 9: Sharing of Concepts

If USAID identifies opportunities to strengthen or fund a concept or application by connecting it with other USAID mechanisms, other potential funders, and/or external partners, USAID may make that concept or application available internally or externally for up to one year from receipt of the concept for appropriate consideration. USAID will notify and seek permission from applicants before sharing any concepts outside USAID.

Section 10: Questions and Further Assistance

Questions regarding this addendum may be directed to Mali.OAA@usaid.gov no later than **July 15, 2024**. Written responses to the questions will be shared publicly. USAID will inform interested parties if there will be Google Meet Call live to provide the answers. Before submitting a concept, applicants are encouraged to read through USAID's resources for organizations seeking funding and partnership opportunities, including [How to Work with USAID](#) and workwithusaid.org.

For additional information on the Locally Led Development APS objectives and requirements, please refer to the Locally Led Development APS, which can be found at the following website: <https://www.grants.gov/search-results-detail/354285>