



MILLENNIUM
CHALLENGE CORPORATION

UNITED STATES OF AMERICA

Annual Program Statement (APS)
Tanzania Trade Facilitation Partnership
Pre-Application Teleconference
January 9, 2025

Agenda

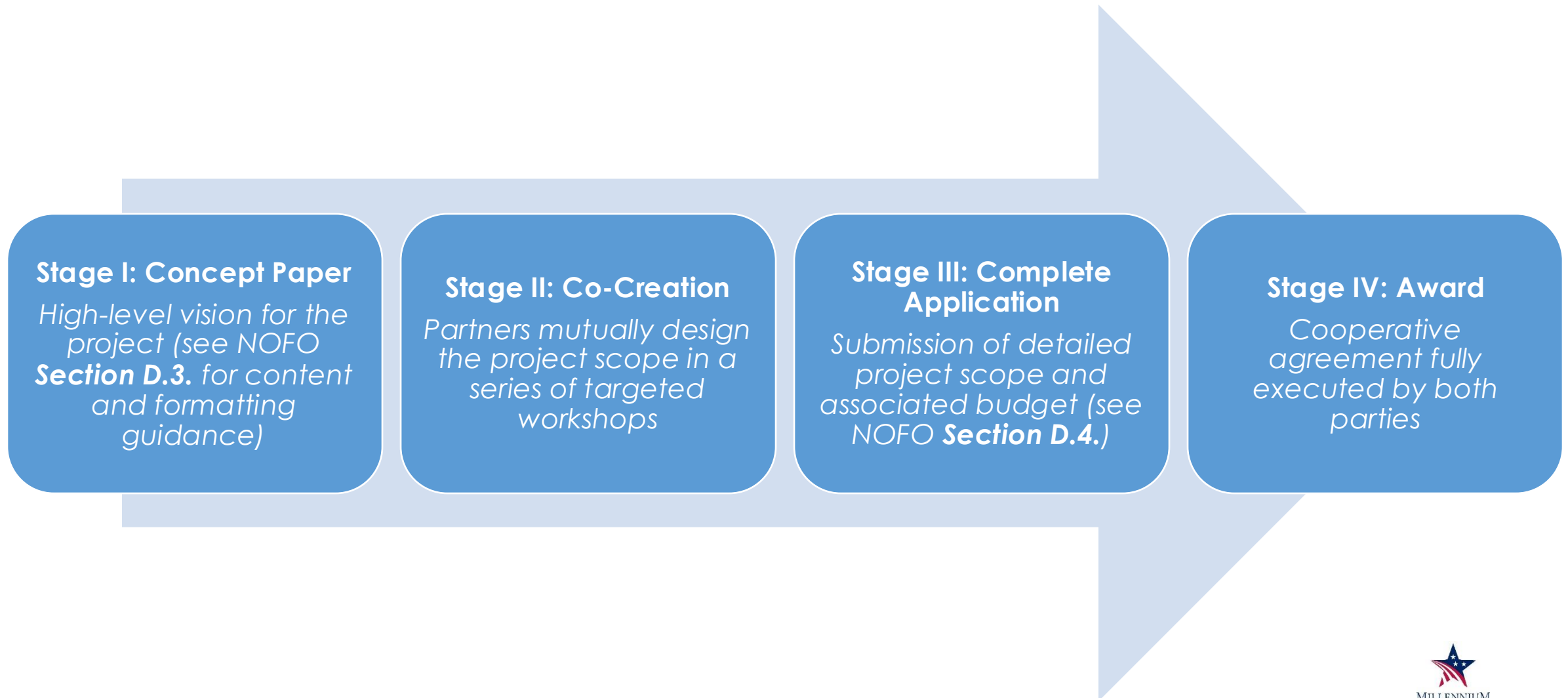
1. Introductions
2. APS Highlights & Evaluation Process
3. Contracts vs. Partnerships
4. Tanzania Context
5. Opportunity: *Tanzania Trade Facilitation Project*
6. Timeline & Next Steps
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Annual Program Statement (APS) Highlights

The APS is MCC's mechanism for fostering innovative partnerships with organizations that share a common goal/mission with MCC programs

- Published as a “Notice of Funding Opportunity” (NOFO) on [Grants.gov](https://www.grants.gov) on March 26, 2019 for an initial two-year period; has since been extended through the current end date of March 31, 2027.
- Fifteen (15) opportunity statements have been issued under the APS to date. Information about *past* partnership opportunities can be found at <https://www.mcc.gov/work-with-us/partnerships/annual-program-statement>.
- Intent is to award grants or cooperative agreements for each of the opportunity statements to organizations that offer a promising partnership opportunity.
 - **Eligibility:** The APS is open to U.S. and non-U.S. based organizations, NGOs, foundations, educational institutions, civic groups, etc.
 - **Anticipated number of awards:** MCC expects to issue one cooperative agreement award as a result of the Tanzania Trade Facilitation Partnership opportunity.
 - **Anticipated period of performance:** Four (4) years
 - **USG involvement:** Substantial MCC involvement is expected, but recipient will have significant autonomy.

APS Evaluation Process



*See Section A.5 of the NOFO for more details on each stage.

Contracts vs. Partnerships: Why a Partnership Approach?

Contracts

vs.

Partnerships

- Used to **acquire** goods/services for MCC's direct benefit
- **Buyer-seller** relationship
- High level of **MCC direction/specification**

- Used to support or stimulate activity with a **public purpose**
- MCC *not* the primary beneficiary
- **Substantial MCC involvement** in carrying out the agreed-upon project
- Effort to **sustain progress** after the conclusion of the MCC program

What is MCC?

Millennium Challenge Corporation: Poverty reduction through economic growth; key features: competitive selection; country-led solutions; country-led implementation; focus on results

Threshold Programs:

- Allow MCC to engage with countries that come close to passing MCC's eligibility criteria & show a firm commitment to improving their policy performance.
- Opportunity for countries to demonstrate commitment to partnership with MCC.
- Focused on policy and Institutional reforms that address constraints to economic growth and poverty reduction.
- Typically have a duration of 4 years vs. 5 years for compact programs.
- MCC's Board of Director selected Tanzania for a threshold program in December 2023.

Tanzania Country Context



Largest and most populous (~67.5M) East African country, which includes the partially autonomous region of Zanzibar



Under current President Samia Hassan's administration, stakeholders reported **changing sentiments toward private sector and increasing political momentum for reform**



Graduated to lower middle-income status in 2020; but recent growth drivers are unsustainable as poverty elasticity is effectively zero and 47.2% of Tanzanians are multidimensionally poor



GoT Chosen Constraint: high cost of conducting international trade



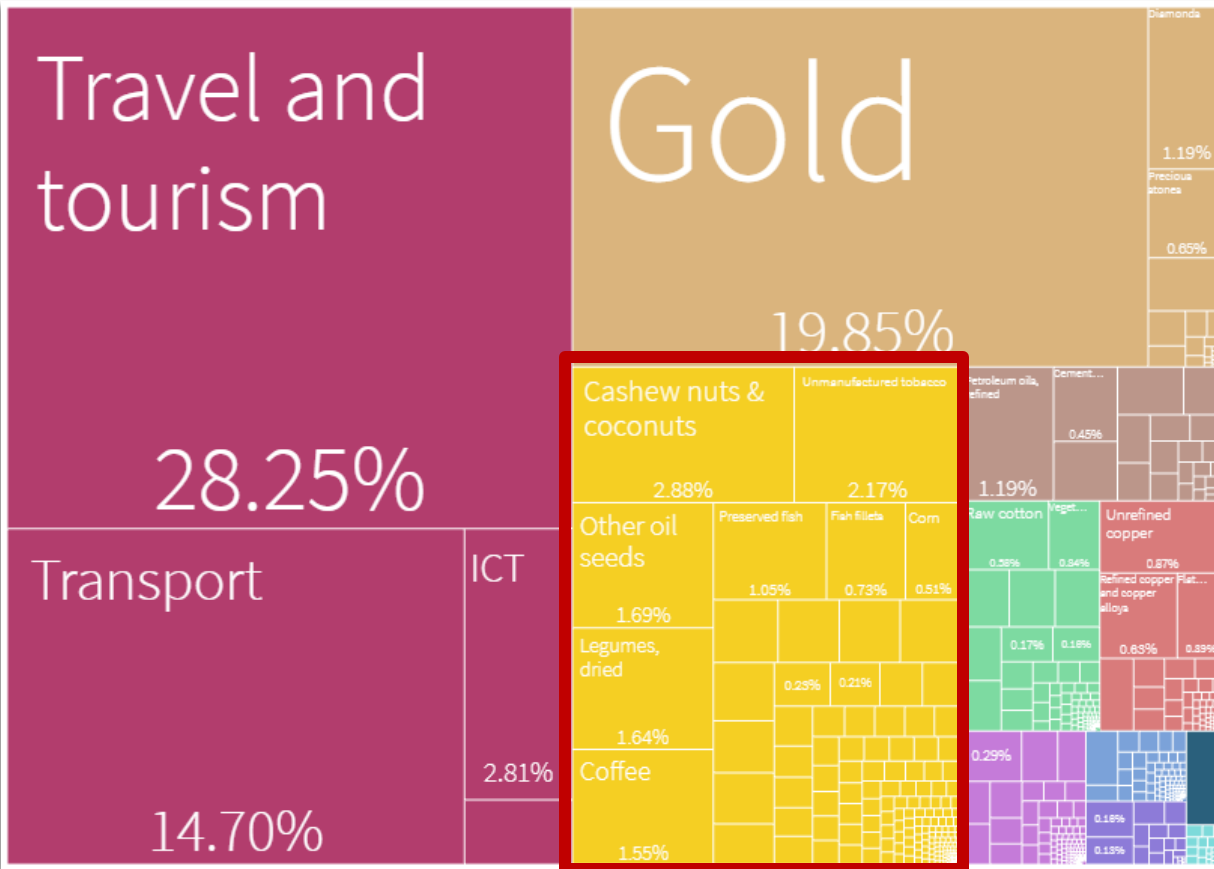
Exports as a percent of GDP have steadily declined from their peak in 2012; among the lowest of comparators



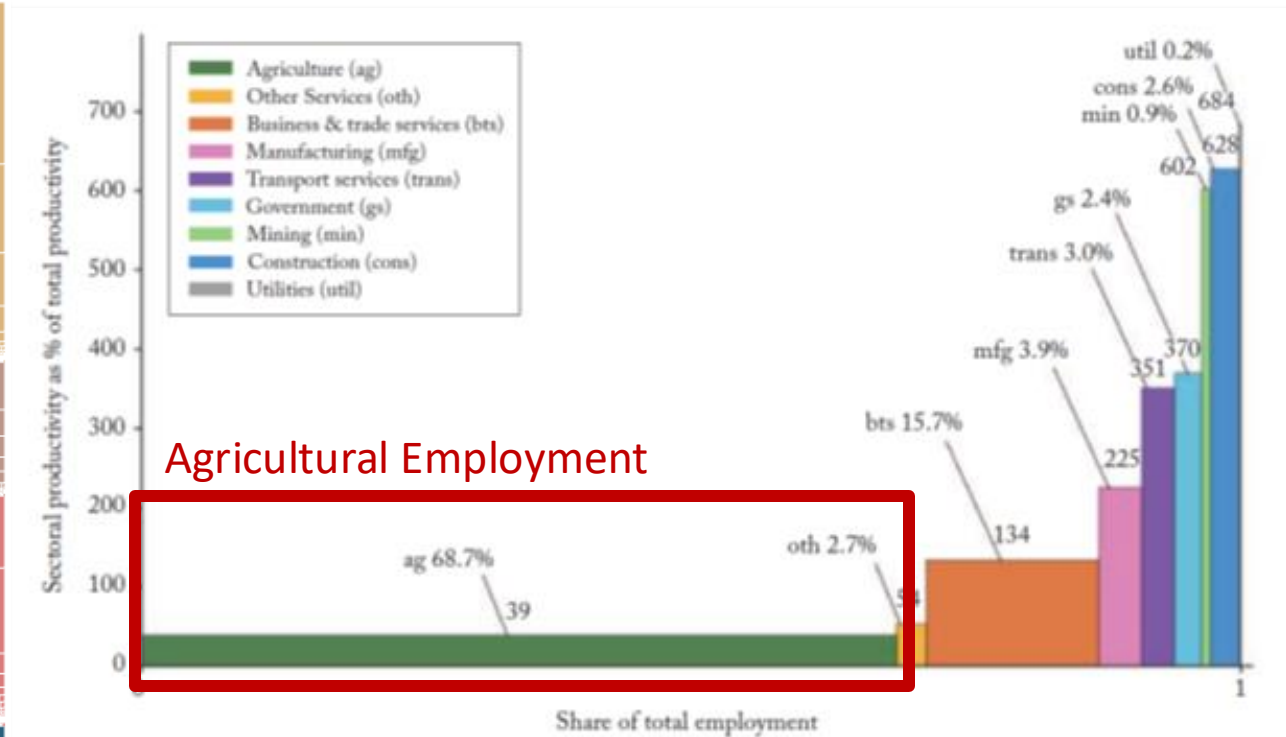
Private investment has remained stagnant in the past two decades and begun to decline, while public investment has become the predominant driver of growth, increasing from 9 percent of GDP in 2010 to 20 percent in 2020, the highest in the region.



Tanzania Trade Context



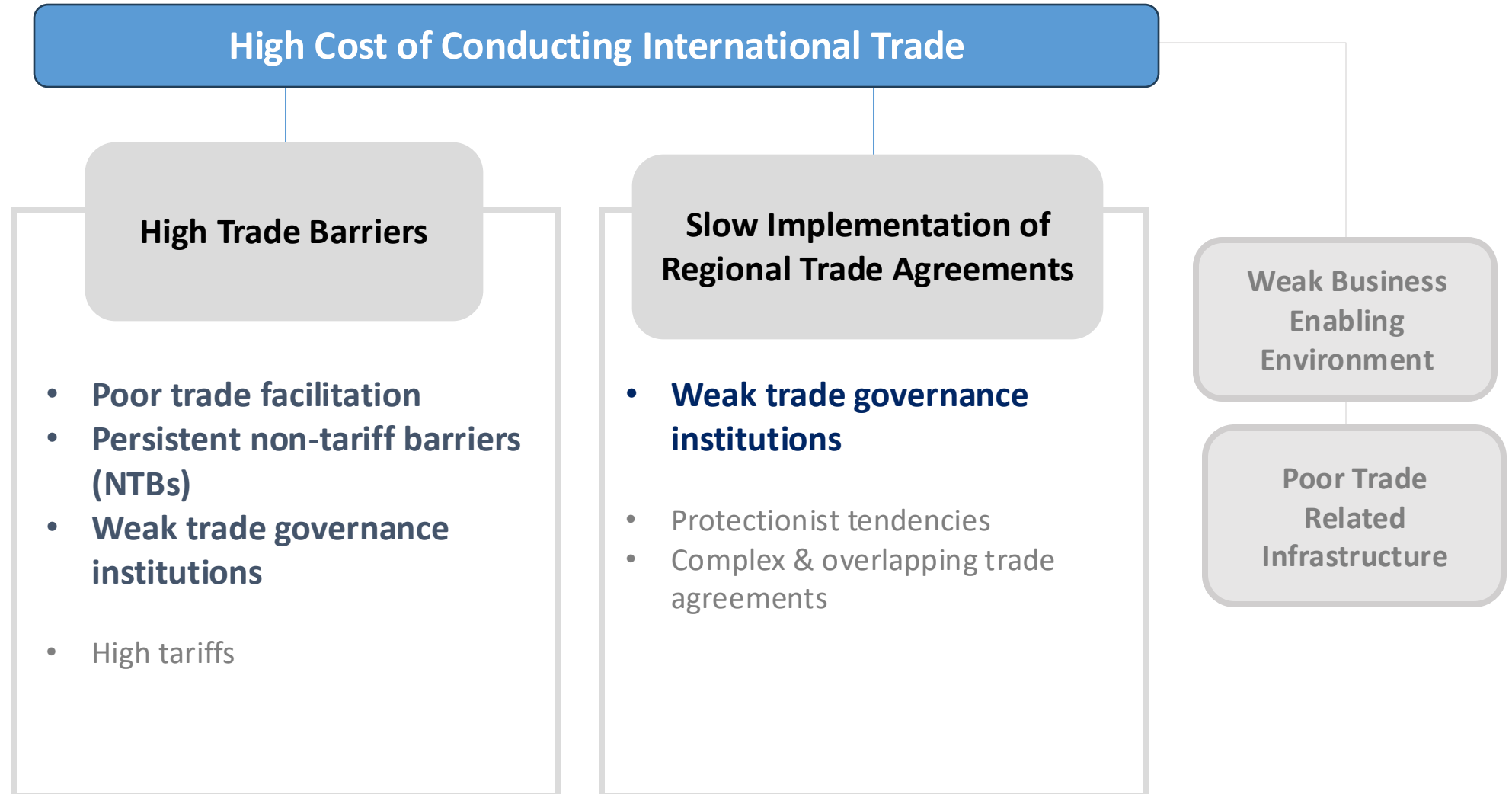
Agricultural Exports



Agricultural Employment

Source: Labor Force Survey (LFS) and National Statistics of Tanzania.

Trade Facilitation Project-Root Cause Analysis



Trade Facilitation Project: Recommended Concepts

Objective: *To reduce trade barriers and accelerate regional integration.*

Strengthen Trade Governance & Policy

- **Strengthen inter-governmental coordination** through national committees for improving trade facilitation and reducing non-tariff barriers
- **Support implementation of international trade agreements** with capacity building

Implement Trade Facilitation Measures

- Assist ongoing efforts to **digitize the regulatory approvals process for businesses**
- **Improve conformity assessment procedures** by supporting accreditation & certification of labs

Strengthen Business & Civil Society Engagement

- **Strengthen public private dialogue** to increase private sector capacity
- **Increase women and youth's influence in trade policy** by improving access and capacity of excluded groups

Opportunity: *Tanzania Trade Facilitation Project*

Objective: Develop and implement a project to reduce trade barriers and unlock sustainable trade and export led growth opportunities in Tanzania.. MCC and the GoT intend for the partnership to support the successful implementation of Tanzania's National Trade Policy (NTP, see pp. 13-14 of the NOFO).

Budget: ~\$16 million over four years

Implementation location: Tanzania – MCC expects the partner to have an office and staff in Tanzania.

Implementation approach: Partnership via the APS – close collaboration with MCC throughout implementation, including co-governance. MCC, partner(s), and key stakeholders will convene for a co-creation session to design the program.

What MCC is looking for?

Capabilities of applicants

- Staff bandwidth to devote consistent effort to an ambitious four-year program, including an in-country presence
- Track record of reducing trade barriers in Tanzania specifically, and strong existing relationships with key implementing partners and other donors working in the trade sector.
- Ability to continue the work after the MCC Threshold Program ends with support from other development partners, increasing the chances that the MCC-supported work is sustainable.
- Means to incorporate the GoT in the governance and oversight structure of the proposed project.
- Ability to contribute **20% leverage** (not audited, not part of the award budget)

Other key point

- Partners **can form a consortium or team arrangement**, combining their capabilities

Notional Timeline & APS NOFO

Notional Award Timeline:

The following table reflects milestones and anticipated timeframes for the award process related to this opportunity (timeframes are subject to change):

Milestone	Estimated Timeframe
MCC issues Opportunity Statement #14	December 13, 2024
Pre-application conference call	January 8, 2025
Questions or clarifications deadline	January 13, 2024
Issuance of responses to questions or clarifications	January 21, 2025
Concept note submission deadline	February 3, 2025
Notification to applicants following MCC review of applications	March 3, 2025
Co-creation	March 2025
Request for full technical and financial application	May/June 2025
Technical and financial application deadline	July 2025
Application clarifications/negotiations	July/August 2025
Selection notification	August 2025
Award notification and signing (after MCC and GoT sign the Threshold Program Grant Agreement)	TBD

APS Notice of Funding Opportunity (NOFO):

- Click [link](#) (NOFO #95332419N0001)
- Click *Related Documents*
- Scroll to download Amendment 0018 conformed copy dated 12/31/24
- Go to pages 12-16 for the Tanzania Trade Facilitation Partnership (and other sections for guidance as needed)

Q&A



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