Exploring Funding Opportunities to Partner with USAID

Exploring Funding Opportunities
to Partner with USAID

USAID
FROM THE AMERICAN PEOPLE

Exploring Funding Opportunities to Partner with USAID

< PREV   NEXT >

1. Introduction to Foreign Assistance & USAID
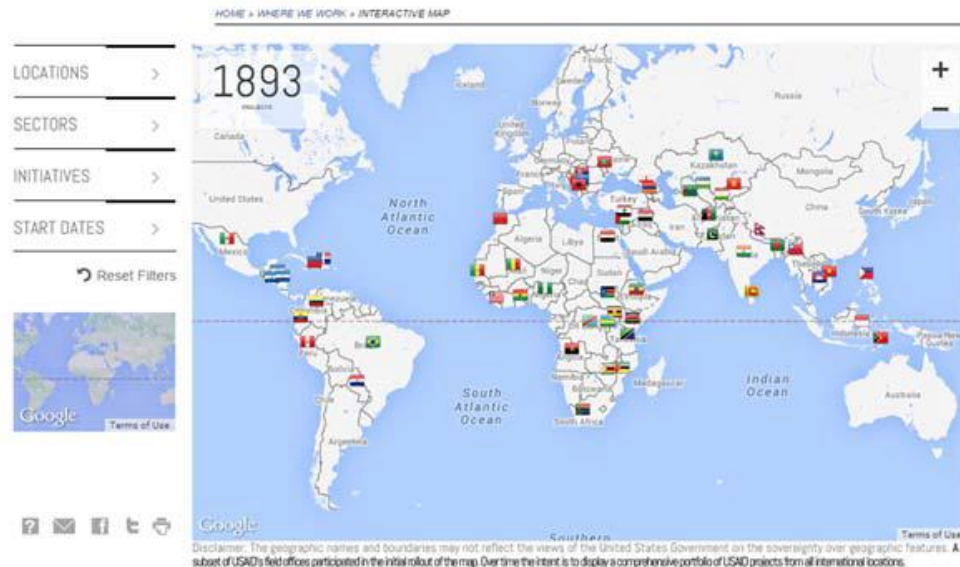
- U.S. foreign assistance has always had the twofold purpose of furthering America's interests while improving lives in the developing world.

- Spending **less than 1 percent** of the total federal budget

  - To have the biggest impact, USAID must have a **strategic focus.**

  - This strategy is made public through written requests to Congress and country strategies on USAID's website.

Where We Work

- USAID funds projects in five regions of the world: Sub-Saharan Africa, Asia, Latin America & the Caribbean, Europe & Eurasia, and the Middle East.
- USAID has missions in over 80 countries and works in more than 100 countries.
- Interactive map available at http://map.usaid.gov/

- USAID is an independent federal agency to which Congress gives federal funds ("appropriates").

- Each year, Congress sets the levels of spending for foreign assistance through an appropriation bill.

- Programs must be carried out overseas, not domestically.

- USAID works with Congressional committees to determine budget priorities.

- USAID does <u>not</u> have a large discretionary fund to finance all good ideas.

1. Mission Websites & Country Strategies

2. Business Forecast Reports

3. Annual Program Statements (APS)

4. Grants.gov and FedBizOpps.gov

- http://www.usaid.gov/where-we-work

- USAID Missions are required to develop and use Country Development Cooperation Strategies (CDCS).

- 5-year, country-based, mission-led.

- Incorporate Presidential Initiatives, U.S. government policies and strategies, and USAID policies and strategies and show how USAID assistance is synchronized with other agencies' efforts.

- List of Approved Country Development Cooperation Strategies (CDCS)

- <u>Business forecast reports</u> serve to:
  - Actively inform stakeholders of Agency competitive opportunities.
  - Attract new development partners, including small, minority, and disadvantaged business partners.
  - Showcase ongoing efforts in order to better inform the development community of the Agency's mission.

- USAID aims to update the Business Forecast quarterly.

- Split between Mission/Overseas Opportunities or Washington DC Opportunities

- Annual Program Statements (APS) allows USAID to make multiple awards over a period of time.

- APS may come from Global and Regional bureaus and be multi-country or global in nature, or from a single Missions focused on a specific topic.

- APS solicit and support creative approaches by the non-governmental community that will accomplish the stated objectives.

- APS may be found on grants.gov, and sometimes are included on Mission or Bureau websites.
  - Also, for information on broad agency programs managed from Washington DC, see Funding Opportunities.
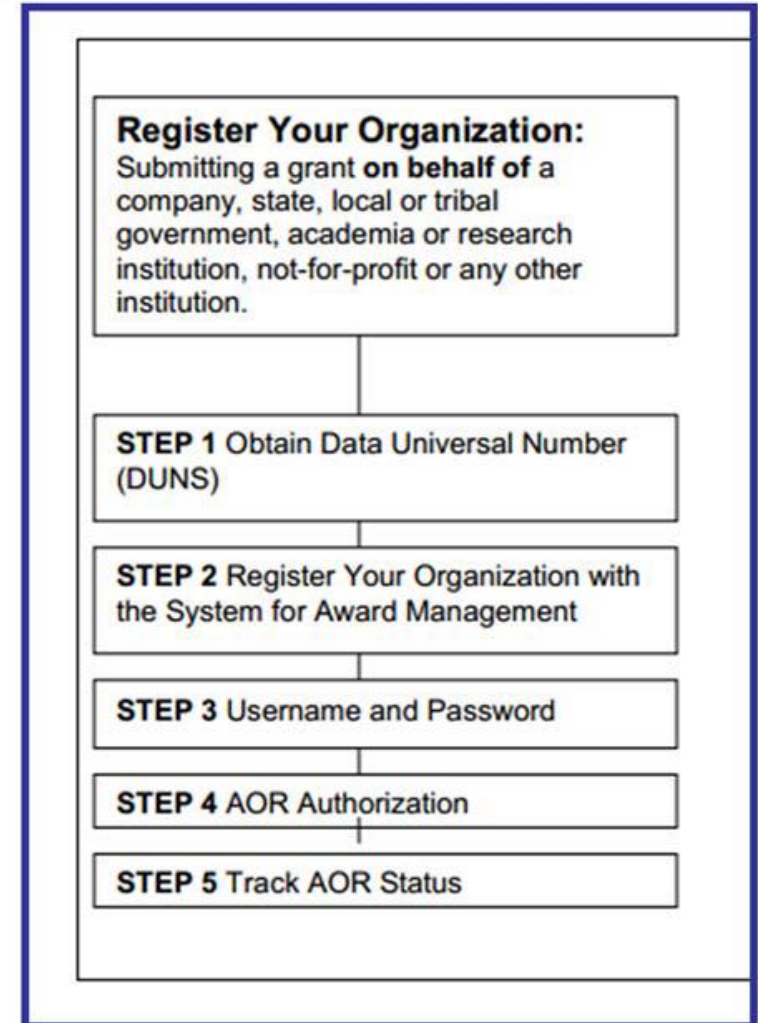
- Grants.gov and FedBizOpps.gov are where upcoming and active funding opportunities are listed for federal awards.

- Last step because other information available well in advance of appearing on Grants.gov or FedBizOpps.gov.

- Once other research complete, visit Grants.gov or FedBizOpps.gov.

- To register to apply for U.S. federal funding, entities need to register for:

  1. DUNS Number,

  2. CAGE or NCAGE Code, &

  3. SAM. See e-modules.

- <u>Link for Registration</u>

- You need to be registered in order to access the applicant system.

- One-time process that does not require renewal.

- Note: The registration process for an Organization or an Individual can take between <u>three to five business days or as long as four weeks</u>. Register early!

Register Your Organization:
Submitting a grant **on behalf of** a company, state, local or tribal government, academia or research institution, not-for-profit or any other institution.

STEP 1 Obtain Data Universal Number (DUNS)

STEP 2 Register Your Organization with the System for Award Management

STEP 3 Username and Password

STEP 4 AOR Authorization

STEP 5 Track AOR Status

- Notices of contract opportunities and corresponding solicitations are publicized at **FedBizOpps (www.fbo.gov)** for procurement opportunities over $25,000.

- At FBO.gov, click on "**Getting Started**" tab for information on how to register, demonstration videos, small business training videos, and frequently asked questions.

- **4-step registration process**:
  1. DUNS #
  2. Company Information
  3. Personal Information
  4. Review/Submit

1. Mission Websites & Country Strategies

Varies as to frequency of updates; most country strategies are for 5 years

2. Business Forecast Reports

Issued quarterly; opportunities listed a few months to a year in advance of issuance of a notice of funding opportunity

3. Annual Program Statements (APS)

Covers the current fiscal year

4. grants.gov and FedBizOpps.gov

Often < 1 month to respond to requests for proposals or applications

Sub-Partnerships

- **<u>Sub-Award</u>**: an award of financial assistance (money or property) made under a USAID grant or cooperative agreement by a recipient to an eligible sub-recipient. (ADS 303)

- **<u>Sub-Contract</u>**: when a USAID Prime Contractor awards a contract to another firm to assist them in performing on a USAID contract.
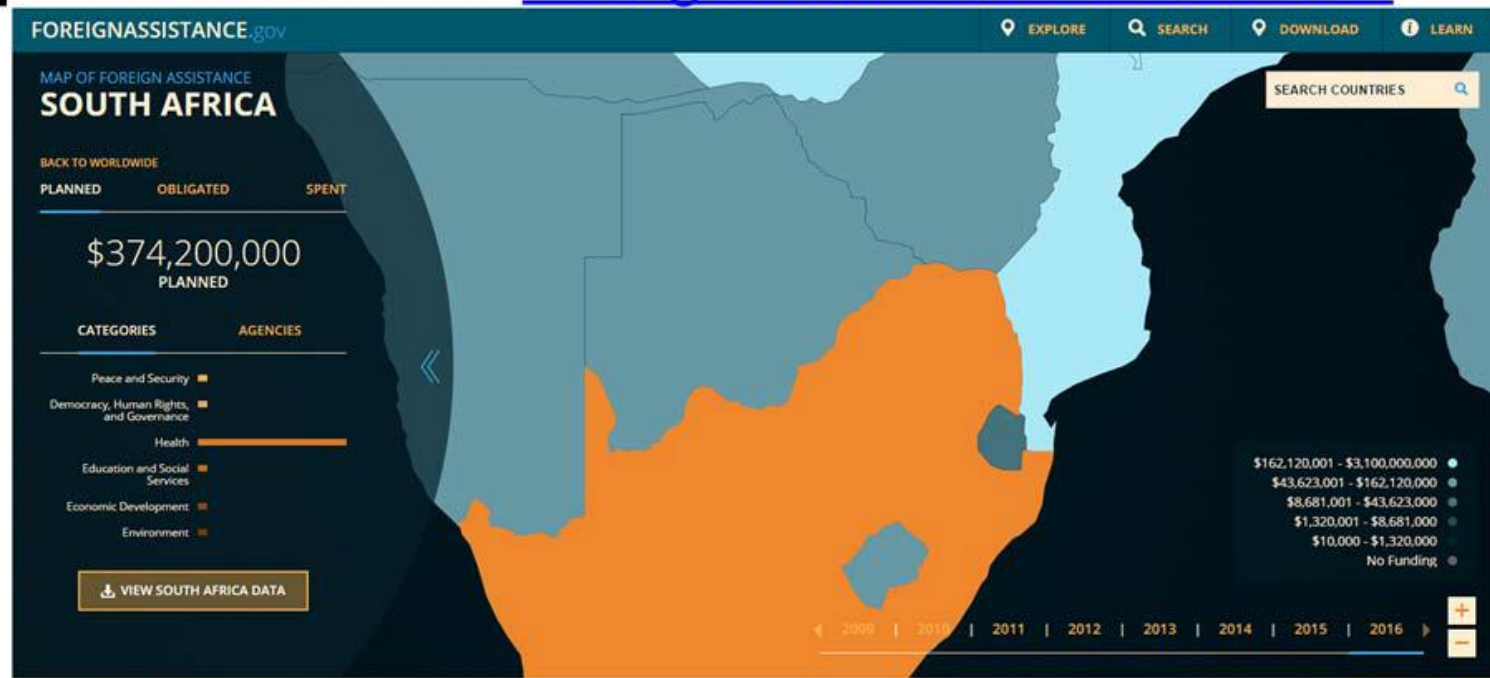   (ADS 302; FAR 19.701)

- E-module on Types of Awards

[E-Module](#) on Exploring Funding Opportunities to Partner with USAID

Step 1: Research organizations through their websites or newspaper announcements.

Step 2: Research the [Foreign Assistance Dashboard](#)

8

Step 3: Explore the Development Experience Clearinghouse website DEC. Perform an advanced search.

Step 4: Stay informed by signing up for notifications from Grants.gov, FedBizOpps.

Step 5: Research and sign up for other development-related list-serves (not sponsored by USAID):

- Devex
- MSI
- Professional Services Council
- Inside NGO
- Society for International Development
- InterAction

- **Primes select sub-partners that they know about.**

- **How to become better known?**

  - Market your organization, particularly for aspects the prime needs (e.g. cost share).

  - Check out the [business forecast report](#).

  - Ask around as to who is applying for a particular award.

  - Update capability statements and submit unsolicited ones.

14

1. Core Competencies

- Short introduction followed by key-word heavy bullet points.
- <u>NOT</u> everything your organization is able to do, but the core expertise of a firm

2. Past Performance

- List past organizations for whom you've done similar work.
- If the past projects do not relate to the targeted partner's needs, do not list it.
- May include experience with U.S. Government-funded projects or other donors, or if new, performance and experience of key personnel.

3. Differentiators

Succinct, clear, and customized statement that relates to the specific needs of the partner

4. Organization Data

Organization Description: ❑ Size of your organization ❑ Your revenue ❑ Number of employees ❑ Geographic area served **Contact Information:** ❑ Name (a specific person) ❑ Address ❑ Phone (main and mobile) ❑ Email (to a real person, not info@)	List **pertinent codes as applicable** to your organization: ❑ DUNS and (N)CAGE Code ❑ Socio-economic certifications: 8(a) (for small businesses), HUB Zone, SDVOB, etc. ❑ NAICS (just the numbers) ❑ GSA Schedule Contract Number(s) ❑ Other US federal contract vehicles ❑ BPAs and other federal contract numbers ❑ State Contract Numbers ❑ Whether you accept Credit and Purchase Cards

17

- Carefully consider the benefits and risks of partnering.

- Be proactive about marketing yourself and reaching out to organizations that interest you.

- Developing teaming agreements is an important step in the partnership formation process.

- Do not compromise your organization's needs!