



**USAID | SENEGAL**  
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**U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT**

**ANNOUNCEMENT**

**CALL FOR PUBLIC-PRIVATE ALLIANCE CONCEPT PAPERS RELATED TO  
USAID/SENEGAL'S RESILIENCE IN THE SAHEL ENHANCED (RISE) STRATEGY**

**UNDER EXISTING ANNUAL PROGRAM STATEMENT  
APS No.: APS-OAA-16-000001**

**PLEASE NOTE: This is an addendum to an existing announcement. All interested organizations should carefully review both this addendum AND the full announcement, which can be found here: <https://www.usaid.gov/gda/global-development-alliance-annual-program>. Important information contained in the full worldwide announcement is not repeated in this specific addendum.**

This program is authorized in accordance with Part 1 of the Foreign Assistance act of 1961, as amended.

Through this Addendum to the FY2016 – FY 2017 Global Development Alliance (GDA) Annual Program Statement (APS) No. APS-OAA-16-000001 (the GDA APS), USAID/Senegal is making a special call for the submission of Concept Papers for activities related to the Mission's Resilience in the Sahel Enhanced (RISE) strategy: to increase resilience of chronically vulnerable populations in agro-pastoral and marginal agriculture livelihood zones of the Sahel.

Applicants should ensure that proposals are aligned with USAID/Senegal's resilience priorities in Burkina Faso and Niger, including the Resilience and Economic Growth in the Sahel – Enhanced Resilience (REGIS-ER) and the Resilience and Economic Growth in the Sahel – Accelerated Growth (REGIS-AG) activities. Preference will be given to concepts that show impact in the following targeted geographic areas: Tillabery, Maradi and Zinder regions in Niger and Seno, Yagha, Komondjari, Gnagna, Namentenga, Sanmatenga, Bam and Lorou provinces in Burkina Faso.

Unless otherwise specifically stated herein, all terms and conditions of the FY2016 – FY 2017 GDA APS apply <https://www.usaid.gov/gda/global-development-alliance-annual-program>. As stated in APS No. APS-OAA-16-000001, USAID expects to receive alliance proposals that leverage private sector resources at a minimum of 1:1. Proposals that do not leverage private sector resources at a level that equals or exceeds the amount of funding requested from USAID will not be considered under this announcement.

## I. Background

### *USAID/Senegal's Sahel Regional Resilience Strategy*

The overarching goal of RISE is *to increase the resilience of chronically vulnerable people, households, communities and systems in targeted agro-pastoral and marginal agriculture livelihood zones in Niger and Burkina Faso*. This will be achieved through the pursuit of interwoven objectives: increased and sustainable well-being, sustainable management of natural resources and ecosystem services, strengthened institutions and governance, and improved nutrition and health.

**Increased sustainable economic well-being** - defined by household income, food access, livelihood asset, and adaptive capacity - will be achieved by scaling-up, deepening, and expanding upon resilient adaptations and innovations already underway. Facilitating the scale-up, deepening and expansion of these adaptations and innovations will also create an avenue for inclusive economic growth that will further increase sustainable economic well-being and further enhance the ability of people, households, communities, systems and countries to mitigate, adapt to and recover from shocks and stresses.

Stronger institutions and governance will provide a critical source of stability that both constitutes and creates resilience - be it in relation to natural resources, disaster, and conflict management or the interface between state and non-state actors. It will also provide the enabling environment needed to facilitate inclusive economic growth and increased and sustainable economic well-being.

Improved health and nutrition are also a critical dimension of and pathway to resilience. First, the impact of poor health and nutrition on human development, individual and aggregate productivity and household resources will constrain and ultimately undermine efforts to facilitate inclusive economic growth and increased and sustainable economic well-being. Second, unanticipated health and nutrition crises within households and the financial and other costs associated with them are, themselves, an idiosyncratic shock (and/or stress) that can initiate or exacerbate the downward spiral of divestment and indebtedness among chronically vulnerable households, leaving them even more vulnerable.

**Fundamental to achieving these interwoven objectives and central to the overall Resilience in the Sahel Enhanced (RISE) Initiative is the integration and management of water resources for: agricultural and other productive uses; environmental services; and domestic consumption.** Under the RISE initiative, USAID is keen to promote development strategies that foster sound hydrological and socioeconomic data in order to plan adequate water management and infrastructure to meet demand, ensure sustainability, and to improve users' resilience to future changes in water resources and supply in the face of climate change. In addition, improved information sharing and transparent data collection regarding water supply fluctuations or water safety issues can reduce mistrust and suspicion among and between groups. Improving water resource availability and management for productive and domestic use in the Sahel will be essential to achieving economic objectives and improving health and nutrition outcomes in the region. Major challenges in the water sector include addressing climate change adaptation needs and enhancing disaster risk management; developing and improving early warning of water-related stresses and disasters; water storage capacity for both on-farm and domestic uses; and capacity building efforts to ensure transparency and efficiency in water allocation, management and prioritization of water uses, as well as improved collaboration and sharing of best practices. Effective management of water resources and improvements in water infrastructure will depend on the generation and capacity to use hydrologic and climatic data and analysis to improve integrated water resource planning processes, and promote effective cooperation and collaboration to develop and implement management and infrastructure plans that achieve common objectives and ensure environmental sustainability.

Initiating and sustaining a positive dynamic of change requires working with and investing in entire communities from the most vulnerable to those who are already thriving. The prospects of all are connected. Fostering and supporting change also requires bolstering the resilience of the social, economic, and natural resource systems in which they reside. Finally, it requires an integrated and comprehensive approach to gender that recognizes women as innovative and dynamic change agents, and addresses gender disparities in access to resources, opportunities, and decision making.

**Value Chain Priorities:** The following value chains were selected for their associated high growth potential and scalability: cowpea, small ruminants, and poultry. However, other products, such as onion, may have strong potential to improve livelihoods for the most vulnerable populations. Therefore, while the above value chains are priorities under this addendum, applicants can propose other value chains so long as working on those value chains will achieve the objectives of the addendum.

**Regional Focus:** The resilience activities focus on the populations in specific areas of Burkina Faso and Niger, which are part of the Sahel climate zone that is prone to recurrent drought: Tillabery, Maradi and Zinder regions in Niger and Seno, Yagha, Komondjari, Gnagna, Namentenga, Sanmatenga, Bam and Lorou provinces in Burkina Faso. However, since value chain development is used to satisfy urban market demand, the impact will be broader than these targeted areas and beneficiaries. In fact, the most important markets for certain products, such as cowpea and small ruminants, may be in neighboring countries, such as Nigeria.

The RFP and RFA for the Sahel resilience programs REGIS-ER and REGIS-AG can be found as attachments.

## II. Solicitation

Through this Addendum to the GDA APS, USAID/Senegal's Sahel Regional Office seeks to develop new and innovative alliances with the private sector (including local and multinational corporations and grant-making foundations), NGOs, and academia to support the goal of increased resilience in the Sahel. USAID/Senegal will give priority to innovative projects that support one or more of the following results:

1. Diversified economic opportunity
2. Intensified production and marketing for livestock and high potential crops
3. Increased access to financial services
4. Strengthened natural resource management
5. Increased utilization of key health and nutrition services
6. Improved health and nutrition practices
7. Increased consumption of nutritious foods

The specific result(s) that the alliance will support must be explicitly stated in the submitted Concept Paper. USAID will prioritize innovative, cost-effective, private-sector driven concepts and proposals. However, any proposed intervention or activity must have an explicit and direct link to the achievement of USAID/Senegal's Sahel Regional Office programmatic objectives as defined herein. Alliances must also leverage private sector resources at a ratio of at least 1:1.

USAID/Senegal's Sahel Regional Office expects to make 3-5 awards with USAID contributions ranging from \$500,000 to \$2,000,000. However, USAID may make awards of larger amounts, depending on funds available, the private sector contribution and merits of the proposed partnership.

### III. Evaluation Criteria

Proposed alliances will be evaluated based on the general criteria set forth in the GDA APS in Section VI: Concept Paper Evaluation Criteria and how well the activities help the Sahel Regional Office accomplish its strategy and development objectives and advance the goals outlined in USAID/Senegal's RISE Initiative. As stated in APS No. APS-OAA-16-000001, USAID expects to receive alliance proposals that leverage private sector resources at a minimum of 1:1. In addition, preference will be given to alliances characterized by the following:

- **Long term commitment** – Does the alliance include private sector partners who demonstrate long term commitment to the targeted region and a recognized business interest in the proposed concept?
- **Contribution to RISE indicators** – Does the alliance generate results that can be measured by some of the following RISE indicators?
  - Depth of poverty
  - Global Acute Malnutrition (GAM)
  - Prevalence of households with moderate or severe hunger (Household Hunger Scale - HHS)
  - # people in need of humanitarian assistance
  - Number of vulnerable households benefitting directly from USG interventions
  - Average value of household assets
  - Prevalence of poverty: Percentage of people living on less than \$1.25/day
  - Number of people trained in skills relevant for local and migrant off-season labor
  - % of households reporting increase in off-farm income due to USG interventions
  - Number of farmers who have applied new technologies or management practices as a result of USG assistance
  - Number of hectares under improved technologies or management practices as a result of USG assistance
  - Value of incremental sales (collected at farm-level) attributed to program implementation by value chain
  - Value of agricultural and rural loans
  - Number of active savings and loan groups strengthened
  - Value of savings accumulated by the project beneficiaries
  - # of micro small and medium enterprises (MSMEs including farmers receiving USG assistance to access to loans
  - Prevalence of stunted children under 5 years of age
  - Prevalence of underweight children under 5 years of age
  - Women's Dietary Diversity: Mean number of food groups consumed by women of reproductive age
  - Prevalence of children 6-23 months receiving a minimum acceptable diet (MAD)
  - Number of people trained in child health and nutrition through USG-supported programs
  - Number of children under 5 reached by USG-supported nutrition programs during the reporting year
  - Number of households using an improved drinking water source
  - Number of households using an improved sanitation facility
  - Prevalence of exclusive breastfeeding of children under six months of age
  - Number of households with soap and water at a hand-washing station commonly used by family members

- **Innovation** – Does the proposed alliance concept present an innovative approach to addressing a significant development challenge that is replicable?
- **Capacity building of local organizations** – Does the partnership present an opportunity to assist in the capacity building of local organizations?

Reviewers will consider the extent to which the proposed activity and partners address these criteria. If USAID requests a full technical application, applicants will be given additional, specific evaluation criteria that will be used to review that application.

Proposed alliances should be consistent with USAID legal and policy restrictions including those set forth in USAID's Automated Directives System (ADS) and in the Foreign Assistance Act of 1961.

#### IV. Application Instructions and Review Process

USAID/Senegal's Sahel Regional Office will be responsible for the review process and management of any awards issued under this addendum. Applicants are required to follow the Concept Paper instructions set forth in the GDA APS and submit Concept Papers using the [Concept Paper Template](#). Information presented in the Concept Paper Template should address the objectives and criteria presented above.

Before developing or submitting a Concept Paper, prospective applicants should contact USAID/Senegal/Sahel Regional Office's Private Sector and Field Investment Officer, Ms. Jenna Diallo at [jdiallo@usaid.gov](mailto:jdiallo@usaid.gov). She will be available to discuss with prospective applicants the extent to which a proposed idea is appropriate and aligns with USAID's goals.

In addition, prospective applicants must also connect the prospective applicant's private sector partners to Ms. Jenna Diallo as soon as possible and well in advance of submitting a Concept Paper. Under the GDA APS, the USAID Point of Contact can have robust and extensive discussions with prospective private sector partners with regard to potential alliance ideas and activities, so long as that partner is not seeking to receive and manage award funding from USAID.<sup>1</sup>

The completed Concept Paper Template (including the Concept Paper and required Supporting Information) should be submitted in **English** and sent to USAID/Senegal's Sahel Regional Office through **Jenna Diallo** ([jdiallo@usaid.gov](mailto:jdiallo@usaid.gov)) with a copy to **Yves Kore** ([ykore@usaid.gov](mailto:ykore@usaid.gov)) **Abdullahi Sadiq** ([asadiq@usaid.gov](mailto:asadiq@usaid.gov)) and [gda@usaid.gov](mailto:gda@usaid.gov).

Concept papers will be accepted and reviewed on a rolling basis **until April 14, 2017**. However, given USAID's interest in addressing the above objectives as soon as possible, USAID encourages submissions well in advance of that deadline.

While applicants will receive notification that a concept paper has been received, **applicants will typically need to wait 60 days for substantive feedback on the concept paper**. USAID requests that applicants wait 60 days before seeking information on the status of the concept paper.

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<sup>1</sup> Note: If the private sector partner is seeking to receive and manage USAID funding, the discussions will need to be more limited. Questions regarding the nature and scope of partner discussions prior to the submission of a concept paper, as well as any questions regarding the terms of the Global Development Alliance Annual Program Statement, can be directed to [gda@usaid.gov](mailto:gda@usaid.gov) or Ken Lee at [kenlee@usaid.gov](mailto:kenlee@usaid.gov).

After review by **the Sahel Regional Office**, applicants will receive instructions from the Sahel Regional Office on whether to proceed with a full application. The Mission reserves the right to make a decision to request a full application or make an award at any time.

Concept papers must be submitted in **English by April 14, 2017** in order to be considered.

## **V. Questions and Further Assistance**

Questions regarding the substance and terms of the 2016 – 2017 GDA APS should be in **English** and directed to **Jenna Diallo** ([jdiallo@usaid.gov](mailto:jdiallo@usaid.gov)), a copy to Ken Lee at [kenlee@usaid.gov](mailto:kenlee@usaid.gov), and [gda@usaid.gov](mailto:gda@usaid.gov).

For additional information regarding guidelines and procedures to submit a concept paper, please refer to the GDA APS which can be found at the following website: <https://www.usaid.gov/gda/global-development-alliance-annual-program>. Additional information on alliances can be found at the same website.