**Slide 1 – Opening**

Thank you to everyone joining us on the applicant conference for the Cambodia Agricultural Investment Activity applicant conference. My name is Laura Conn and I will be leading the presentation and discussion this evening. During this conference, we will ask that participants share any questions through the chat function of the webex. We will save all questions until the end of the presentation but feel free to share questions in the chat throughout the presentation.

I will now hand it over to our Chief of Party Bronwyn Irwin to welcome you all and provide a brief overview of the MSP project.

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**Slide 2 – Overview of Market Systems and Partnerships project, Bronwyn**

[Bronwyn]

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Slide 3 – The USAID Cambodia mission recently awarded the Cambodia Agricultural Investment Activity to the MSP activity in February of this year. Under this activity, the MSP project will be offering opportunities for co-investment with private sector actors in Cambodia. These activities will seek to improve:

1. The cold chain, all along the supply chain where temperature-controlled technology is used,
2. Agricultural storage capacity, including warehouses, deposits, or holdings of farm products,
3. And logistics, or improving connectivity between production and consumption centers, over space and time, in the agriculture sector.

The aim of this MSP activity is to address challenges in Cambodia’s storage and logistics capacity, currently impeding growth of the agriculture sector, which accounts for a quarter of the country’s GDP and employs approximately half of its rural population. By partnering with firms and investors—focusing strongly on entrepreneurs—to test innovative business models, pilot new technology, or expand into new high-risk markets and scale innovative agricultural storage, cold-chain storage, and logistics technologies, MSP will help to reduce post-harvest losses, increase smallholder incomes, and better integrate women and youth into supply chains. These new MSP partnerships will test and promote the uptake of successful storage and logistics innovations that will ultimately crowd in further private sector investment along Cambodia’s agricultural value chains and increase regional and international trade integration.

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**Slide 4 – co-investment parameters and application process**

MSP will issue performance-based grants ranging between US$100,000 - US$1,000,000 to establish partnerships with firms and investors. Please note that any US based applicants have a maximum grant ceiling of $500,000 USD. The period of performance for this call is 24 months. Payment under performance-based grants are made upon completion of predetermined results, referred to as milestones. Milestones are agreed between MSP and the partner prior to the grant being awarded.

The process to apply will have two stages. First, potential grantees should prepare and submit a concept paper in accordance with the APS that was published and is available on the MSP Grants website. Once concept papers are received, the selection committee will score each application individually and shortlist applications to proceed to the next stage.

The Second stage of the process is the co-development, due diligence and grant application stage. During this second stage, shortlisted applicants will participate in sessions to refine and co-develop their activities with the MSP team. This stage will also consist of due diligence vetting where the MSP grants team verifies legal, financial, and operational documents necessary to receive grant funds from USAID. Only applicants that complete the co-development process and the due diligence without significant negative findings will be eligible to submit a full application. Once full applications are received by July 15, the selection committee will reconvene to score and select final activities for award.

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**Slide 5 – Eligibility and selection criteria**

The eligibility requirements for potential grantees are the following:

1. Proposed activities must take place in Cambodia. Although applicants are not required to have current registration in Cambodia at this stage, it is required that firms be registered before the anticipated start of the grant in Fall 2021.
2. Concept papers must have a 1:1 matching cash contribution – USAID Cambodia is seeking to co-invest with a firm and therefore the requirement for matching cash contribution is critical. Unfortunately investment already undertaken will not be eligible or count towards the 1:1 contribution.
3. Finally, as mentioned before, activities must feature a private sector solution to address cold storage, logistics, or storage constraints in the agriculture sector.
4. Please note, we learned this week that construction costs, whether as part of the MSP or grantee contribution, cannot be included in this activity. Any cost related to construction—including building renovations—cannot be funded under this APS, whether through the grant or as part of the one-to-one cash contribution. DAI defines construction costs as the construction, alteration, rehabilitation, improvement, or repair (including dredging, excavating, and painting) of a variety of structures or facilities. This may include agricultural facilities, such as irrigation systems or other improvements, markets, warehouses, or other types of buildings, roads, bridges, and collection sites.

The selection criteria, as found in the APS are the following:

1. **The idea**: Describe the challenge the applicant seeks to address, the proposed partnership focal area or areas (as described on page 1), the novel idea and innovative business model to improve cold-chain, agricultural storage, and logistics in Cambodia. Explain what the applicant proposes to fund, what they are requesting MSP to fund, and how it is outside of business as usual or normal operating expenditures.
2. **The value of the partnership:** Explain how the proposed concept is a departure from regular business operations and how the MSP grant will be used to reduce risks that are stopping the businesses from trying the novel idea and innovative business model on their own.
3. **The future of the business:** Describe how the proposed novel idea and innovative business model can be sustained and expanded beyond the life of the partnership. Explain how the proposed partnership will attract additional private sector investment if relevant.
4. **The business and community impact:** Describe how this novel idea and innovative business model will benefit the applicant, create positive change in the industry beyond the partner’s immediate suppliers/consumers, and create additional benefits for other market actors.

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**Slide 6 – Timeline**

Finally, we wanted to quickly walk through the overall timeline for the grants call.

Issuance Date: February 24, 2021

Deadline for Questions: 8:00 ICT, April 9, 2021

(Please note that this has been changed so that we can answer questions on a rolling basis. Please continue to send questions up until April 9th and we will plan to publish responses weekly on the MSP grants webpage.)

Answers published: Every Tuesday until April 12, 2021

Closing Date Concept Papers: 8:00 PM ICT April 16, 2021

Co-Development Period: May-July

Closing Date Full Applications: 8:00 PM ICT August 31, 2021

Finalists Recommended for Award: No later than September 15, 2021

Estimated Start Date of Grants: November 2021

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Finally, we wanted to just remind participants that you may continue to submit questions through April 9th to the [grants\_nofo@ftf-msp.org](mailto:grants_nofo@ftf-msp.org) email address.

Full concept papers should be uploaded to the mspgrants.com/Cambodia page by April 16th.

Full applications, from grantees shortlisted and who have cleared co-development and vetting, can upload their full applications to the same website by August 31, 2021.

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With that, we will now open up the floor for questions submitted through the chat function.