



Shaping a more livable world.

Date: April 18, 2022

Subject: RFA-CAM-002 Questions and Answers

Questions and answers have been listed in the order they were received.

Questions Received at the Applicant's Conference held April 5, 2022

1. One of the objectives is to increase export of Cambodian produce. This requires participation in global international expos. Will these costs be eligible?

Yes, costs associated with introducing and promoting a new product line, including prospective customer outreach, are eligible.

2. Competition with US exports is seen as a negative / risk, would having a US importer / customer for the proposed finished product be seen particularly favorably?

Export to the US is not a specific objective of this funding, so an applicant would not be giving priority for having a US importer as a partner.

3. Are there any priority target agriculture commodities?

No.

4. If costs during implementation don't match the budget, how do we proceed?

All cost must be justified and verified up front and we do not typically revise budgets during implementation. We will review multiple quotes and conduct market research to mitigate the risk of price fluctuation during implementation. MSP implements fixed amount awards (FAA) that defines performance-based results-oriented milestones agreed to before signing. Grant payments are made based on the completion of these milestones.

5. Can this support agricultural products such as cashew or mango?

Yes, assuming the proposed activities meet one of the objectives outlined in the RFA.

6. Can we buy Chinese equipment?

There are restrictions on certain equipment from certain Chinese manufacturers. More information may be found [here](#). During co-development and award negotiation, the MSP team can provide additional guidance on relevant costs.

7. Are these grants open to all projects based in Cambodia and/or benefitting Cambodia or ONLY to Cambodian projects and/or companies.



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Any company legally eligible to operate in Cambodia may apply.

8. Does the MSP allow private companies to link with international buyers?

Yes, a company looking to increase sales through identifying international buyers would be considered an eligible activity.

9. Will the cost of training farmers to enhance the promotion of the selected objectives be eligible for cost inclusion?

Yes, farmer training is an eligible cost.

10. What are the grant procedure and reporting requirements?

MSP implements fixed amount awards (FAA) that defines performance-based results-oriented milestones agreed to before signing. Verification documentation to demonstrate that a milestone has been completed will be defined in the FAA and must be submitted to receive payments. Formal reporting outside of milestone submission requirements are limited and MSP gathers most information via verbal check-in calls.

11. Do these grants support quality and safety certification costs?

Yes, assuming these costs are critical to meeting the objectives outlined in the RFA.

12. Do the grants support the cost of travel?

Yes, assuming these costs are critical to meeting the objectives outlined in the RFA.

13. Do these grants support the cost of value adding instead of exporting raw products, e.g. extracting lemon grass oil instead of exporting lemon grass?

Yes, value addition processing would meet the objectives of the RFA, assuming the proposed activities also introduced new technologies or practices.

14. Can grantees include training costs and human capacity in the budget?

Yes, assuming these costs are critical to meeting the objectives outlined in the RFA.

15. What is the total funding amount for these grants, and can new businesses apply?

Applicants may request between \$250,000 and \$1,000,000 in funding. There is a total of \$2.1 million available to award. There is no requirement regarding the maturity of a business and new businesses are encouraged to apply, as long as it can meet the required one-to-one cash investment match.

16. Are unallowable costs eligible in the grants?

No, MSP follows USAID cost principles for restricted goods and unallowable costs.

17. Could you provide the contact information for the MSP Cambodia team?

As a DC-based project, MSP does not have full time staff in Cambodia.

18. Can small tax player apply?

Companies of any size are encouraged to apply, as long as they can meet the required one-to-one cash investment match.

19. Can an applicant submit more than one application on different objectives?

Yes, an applicant can submit more than one application for different activities, but it is unlikely that a single applicant would be awarded more than one partnership.

20. What percentage do we need to contribute to the partnership?

There is a one-to-one co-investment requirement, meaning for every dollar requested the applicant must also contribute a dollar.

21. Would MSP support an export plan for a company that does not currently do exports?

Yes, expansion into exports would meet the objectives of the RFA, assuming the proposed activities also introduced new technologies or practices.

Questions received by April 13, 2022

1. Can a company that produces liquor or wine apply for this grant?

There is no restriction to the company itself, but MSP cannot fund activities related to the production of alcohol.