

Subject: Amendment No. 1 to Annual Program Statement (APS) No. APS-WATIH-878
Solicitation Title: Covid-19 Rapid Response in Cabo Verde
Issue Date: December 16, 2020

Amendment No. 1

The purpose of this amendment is to:

1. Correct the deadline for questions
2. Correct the deadline for submitting EOIs
3. Clarify language regarding pre-award due diligence and leverage commitments
4. Modify the evaluation criteria

Specific changes are as follows:

1. Correct the deadline for questions

Pursuant to the cover page of the Annual Program Statement (APS), the Deadline for Questions is hereby CORRECTED to February 28, 2021 5:00pm Local Time in Cabo Verde.

2. Correct the deadline for submitting EOIs

Pursuant to the cover page of the Annual Program Statement (APS), the Deadline for EOI Submissions is hereby CORRECTED to March 31, 2021 5:00pm Local Time in Cabo Verde.

3. Clarify language regarding pre-award due diligence and leverage commitments

Pursuant to section B.1, Application Process, of the APS, this section is hereby DELETED in its entirety and REPLACED with the following:

1. Application Process

An applicant interested in this opportunity must submit an Expression of Interest (EOI) electronically to the Trade Hub using the form available at <https://smart.fluxx.io/apply/watihcovid>. The form requests the applicant to provide general information about its organization, contact details for its authorized representative and project point of contact, and a summarized description of its proposed project for initial consideration by the Trade Hub, including the estimated amount it is requesting from the Trade Hub and the amount it will co-invest in leverage/cost share.

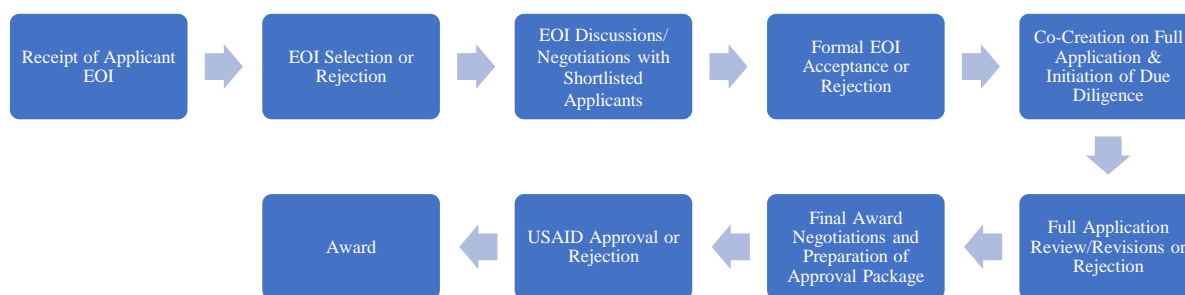
EOI submissions will be received on a rolling basis from the date of issuance up until the closing date stated on the cover page of this APS. The Trade Hub will only contact applicants who submit EOIs considered practical for further development/negotiation. Therefore, applicants should not contact the Trade Hub after their submission. Please note that EOIs submitted after the closing date will be marked “late”. See Section D.6 for the Trade Hub’s policy on late submissions.

EOI submissions will be evaluated by the Trade Hub against the objectives in Section A.3 and the evaluation criteria in Section E.1. If an applicant’s EOI is selected for further consideration, the Trade Hub will contact the

applicant to initiate negotiations and seek clarification on the proposed project. If, following these discussions, the Trade Hub determines that the project should be developed further, the EOI will be formally accepted and the applicant will begin co-creating a full application in collaboration with technical staff from the Trade Hub. Concurrently, the Trade Hub will request information (e.g., registration documents, audited financial statements) from the applicant(s) and require evidence (e.g., a fully executed loan agreement and/or an investment commitment) from the financial institution(s) or outside investor(s), including their contact details, to complete its pre-award due diligence process and determine the applicant’s viability as a grantee and co-investment partner. This will also help inform a final pre-award assessment that determines the appropriate award mechanism.

The commencement of co-creation and work on a full application does not constitute an award commitment on the part of the Trade Hub. Once a full application is received from the applicant, it will again be evaluated against the objectives in Section A.3 and the evaluation criteria in Section E.1. After evaluations and any necessary revisions to the application, the Trade Hub will work with USAID to make a final determination on whether to award a grant agreement.

The graphic below illustrates the Trade Hub’s pre-award process from EOI submission to award:



4. Modify the evaluation criteria

Pursuant to the evaluation criteria table in Section E.1 of the APS, this table is hereby DELETED in its entirety and REPLACED with the following:

No.	Description	Scoring
1	Relevant Investment Experience Points assigned will be based on the applicant’s demonstrable capacity to operate a business sustainably. The following will be taken into consideration: 1) financial health of the business prior to Covid-19, 2) years of experience and industry experience, 3) customer base (current and prior to Covid-19), and 4) number of investments made in the last 10 years.	0-10%
2	Readiness to Implement Points assigned will be based on the extent to which the co-investment project is practical and can be implemented rapidly to curb the impact of Covid-19, particularly as it relates to maintaining business operations, preserving jobs, and investing in activities that can generate new economic activities.	0-20%
3	Private Capital Mobilization Points assigned will be based on the amount of leverage proposed. All applicants must show substantial funding leverage of at least a 1:1 ratio. Activities with higher leverage ratios are strongly preferred. Cash leverage is preferred over in-kind leverage. Therefore, the higher the cash contributions, the higher the application will score on this criterion.	0-20%

4	<p>Job Retention and/or Creation Points assigned will be based on the impact the proposed co-investment project will have on jobs. The following key factors will be taken into consideration:</p> <ul style="list-style-type: none"> • Percentage of jobs retained • Percent of lost jobs recouped and time to reach pre-Covid-19 job levels • Number of jobs created • Applicant’s ability to describe the project’s anticipated impact on livelihoods 	0-20%
5	<p>Gender and Youth Approach Points assigned will be based on the extent to which women and youth, as direct and indirect beneficiaries, will be engaged/participate in the proposed co-investment project. Also, a target of at least 50% job creation for women and 50% for youth must be met.</p>	0-10%
6	<p>SME Business Resilience Points assigned will be based on the applicant’s ability to address as many of the following key factors as possible in its proposed co-investment project:</p> <ul style="list-style-type: none"> • Improvement in SME business operations resulting in sustainable free cash flows • Improvement in revenues to pre-Covid-19 levels • Promotion of climate resilience • Promotion of food and nutrition security • Provision of medical products and services in the context of Covid-19 	0-20%
Total Score		100%

[END OF AMENDMENT NO. 1 TO APS-WATIH-878]