



USAID
FROM THE AMERICAN PEOPLE



THE **USAID** ECONOMIC
SECURITY PROGRAM

The USAID Economic Security Program:

Mechanisms to Support Opportunities in Targets Sectors and Value Chains



USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM

Program Demographics

- 5 years
- \$17.8 million
- Builds competitiveness and increases livelihoods through a focus on target sectors/value chains that have the most potential for growth of high(er)-value employment, investment, and sales/revenue increases
- Opportunity-Based
- Can engage in opportunities throughout the country
- Seeks to Promote Self-Reliance

Target Sectors and Value Chains

- Tourism (Mountain/Adventure; Gastronomic; Cultural)
- Creative Industries (Film/Television Production, Post-Production, and High-Value Artisans)
- Shared Intellectual Services (Business Process Outsourcing, ICT)
- Light Manufacturing (Furniture; Packaging)

ICT and Logistics/Shipping are cross-cutting sectors that will be supported based on their linkage to target opportunities.



USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM

Mechanisms for Participating in Opportunities

- Technical Assistance
- Partnership Development Fund
- Grant Program

Opportunities should focus on providing significant return on investment (ROI) in one or more of the Program's focal impact areas.



USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM

Technical Assistance

- Typically utilized when a client needs support in terms of expertise that can be sourced by or through the Program.
- May be utilized by public, private, and organizational entities.
- May involve consulting expertise, procured services, and/or institutional capacity building utilizing Program or third-party talent.



USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM

Partnership Development Fund

- The PDF is typically used for larger, more complex opportunities.
- The Program has \$1.5 million in this fund to leverage opportunities over the next 5 years.
- PDF opportunities are designed through co-creation
- Concepts for consideration under the PDF may be submitted on a rolling basis



USAID
FROM THE AMERICAN PEOPLE

THE **USAID** ECONOMIC
SECURITY PROGRAM

Partnership Development Fund Process

- Submission of Concept Note
- Evaluation of Concept Note
- Co-Creation Process
 - Negotiation of Specific Deal Points and Details
 - Due Diligence
 - Creation of a Deal Note
- Submission of Deal Note to USAID
- Decision by USAID
- Begin Relevant Contract and Implementation



USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM

Partnership Development Fund

• What Can Be Considered

- Workforce/Skills Development
- Marketing/Communications Opportunities
- Product Development
- Market Linkages
- Opportunities within the Program's Priority Sectors and Value Chains or Cross-Cutting Sectors
- Opportunities that Offer Significant ROI
- Opportunities that result in a PPP or GDA

• What Cannot Be Considered

- Construction/Refurbishment of Facilities
- Opportunities with Negative Environmental Impact
- Opportunities Outside the Program's Sector/Value Chain Priorities (e.g. Agriculture, Apparel, et al.)
- Opportunities that Would Likely Happen Without the Program's Support
- Opportunities that do not create a PPP or GDA.



USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM

Grants Fund

Under the first, second, and third components, the Program provides technical assistance and cost-share grants. The total value of the grants fund that supports the Program is \$4 million.

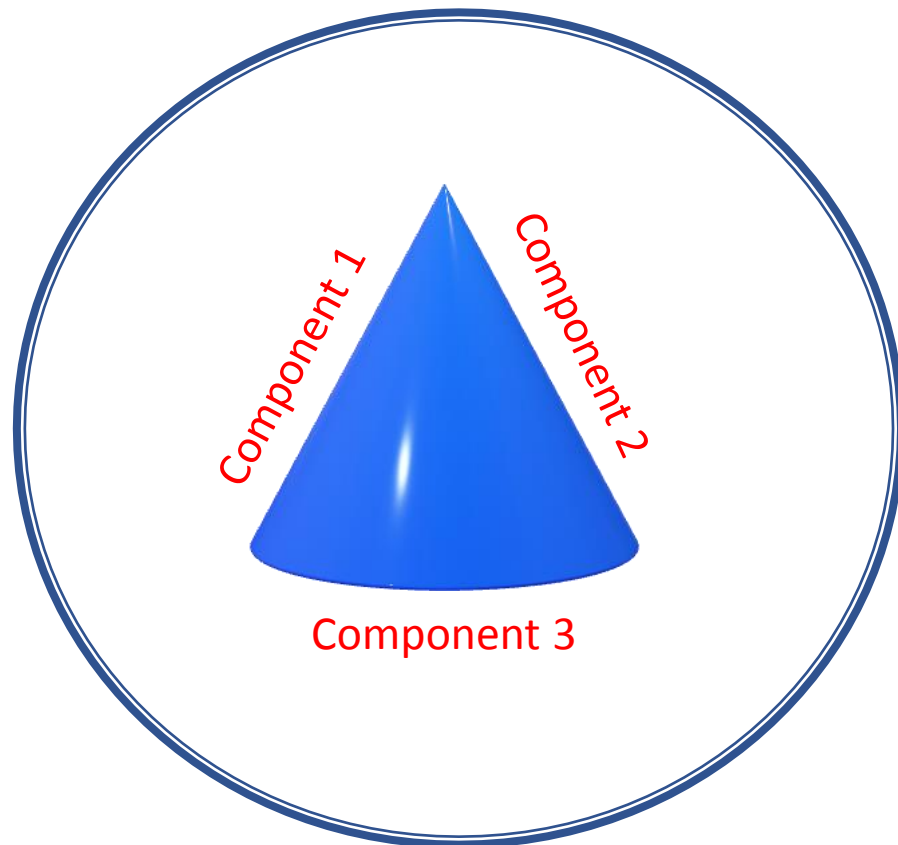


USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM



Grants Fund



The maximum **grant size must not exceed \$100,000** per recipient



USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM

Eligible Local Organizations (legally registered and recognized under the laws of Georgia)



NGOs



Private enterprises and entities (MSMEs)



Industry/sector, trade, or other private
sector associations



Local government or government entities
(state universities and research centers)



USAID
FROM THE AMERICAN PEOPLE

THE **USAID** ECONOMIC
SECURITY PROGRAM

Cost-Share Requirement



MSMEs

60% cash cost-share required
(loans may be used)

No in-kind contribution!

Non-profit entities, associations, cooperatives

30% cash cost-share required
(loans and in-kind contribution may be used)

Finance training and educational improvements

30% cash cost-share required
(loans and in-kind contribution may be used)

Third-party private sector contribution



USAID
FROM THE AMERICAN PEOPLE

THE **USAID** ECONOMIC
SECURITY PROGRAM

Grant Types

In-Kind
Grants

Fixed
Amount
Awards

Standard
Grants

Simplified
Grants



USAID
FROM THE AMERICAN PEOPLE

**THE USAID ECONOMIC
SECURITY PROGRAM**

Grants Types

Type of Organization	In-Kind Grant (GIK)	Fixed Amount Award (FAA)	Simplified Grant	Standard Grant
Local non-governmental non-profit organization (NGO)	✓	✓	✓	✓
Local government or government entities (including state universities and research centers)	✓			
Associations	✓	✓	✓	✓
Private sector micro, small and medium sized businesses/enterprises	✓	✓	✓	✓
Maximum value and limitations		Three year max period	Simplified Acquisition Threshold	



USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM

Current Grant Solicitations

- APS-001 Training for Life (T4L) Industry-Led Workforce Development
- RFA-001 Introduction of Quality and Safety Management/International Certification & Standardization Systems
- RFA-002 Improving Firm Productivity, Productive Capacity and Business Process Management



USAID
FROM THE AMERICAN PEOPLE

THE USAID ECONOMIC
SECURITY PROGRAM

Summary

- The Program welcomes concepts for consideration under any of its mechanisms.
- Each concept will be evaluated on its merits based on ROI in terms of high(er)-value employment creation, investment potential, and/or sales/revenue increases.
- The Program's available budget will also be a consideration for evaluation of opportunities.