EUROPEAN DEVELOPMENT FUND PRACTICAL RECOMMENDATIONS

PRAGUE - APRIL 14/15 - 2008

SUCCESSFUL IN GRANTING PROCEDURE..

AN INITIATIVE OF THE CZECH DEVELOPMENT AGENCY



(... and eventually getting subsidies for your project)

OBJECTIVES

- To demonstrate what is important to keep during procedures
- To specify key success factors to win grants
- Practical recommendations across the granting cycle

AGENDA

- Objectives
- about SOGEROM
- Key features of EuropeAid cooperation
- Strategic approach of EDF grants
- Preliminary
- Dealing with EDF Grants procedures
- Best practice

....SOGEROM

- Business management consultancy
- Areas: business, micro- macro-economics
- Regions: ACP, ALA, MEDA
- ST (design, evaluation), LT (implementation)
- Grant schemes design and implementation
- Based in Luxembourg and Brussels

EUROPEAID COOPERATION

WHO?

- EuropeAid
- Contracting Authority (CA): EC, ACP Sec. governments, ...
- Grantees (Civil society, int'l org.,), recipients and contractors

WHAT?

Delivering Aid => 6 financial instruments (EDF, ENPI, DCI, ..)

WHERE

- Worldwide (i.e. EIDHR)
- Regional level (all ACP 78 countries)
- Sub-regional/inter-regional level (ECOWAS sub-region)
- Country level

EUROPEAID COOPERATION

HOW

- Project approach
 - <u>GRANTS</u>: donations to third parties for an action / project that contribute to a EC policy aim (or to finance expenditures)
 - <u>CONTRACTS</u>: purchase of services, goods or works by a CA
- Sector-wide approach
- Budgetary support

GRANTS

- Does not mean free cash!!
- Based on eligible reimbursable costs
- In general on the basis of a co-financing scheme
- Don' miss the train: check the calls for proposals

10TH EDF

- 22.7 billion (from 15.2 billion). 50% to Projects
- CORE OBJECTIVES:
- poverty eradication (with more ownership, more/better aid)
- 9 FOCAL AREAS
- "trade for aid", regional integration;
- environment, natural resources;
- infrastructure, communications and transport;
- water , energy;
- rural dvpt, territorial planning, agriculture, food security;
- governance, democracy, human rights, support for reforms;
- conflict prevention and fragile states;
- human development;
- social cohesion and employment.
- CROSS-CUTTING ISSUES:
- Democracy, rights of children and indigenous people; gender equality; environmental sustainability; HIV/AIDS

10TH EDF

EXAMPLE OF PREVIOUS EDF PROJECTS

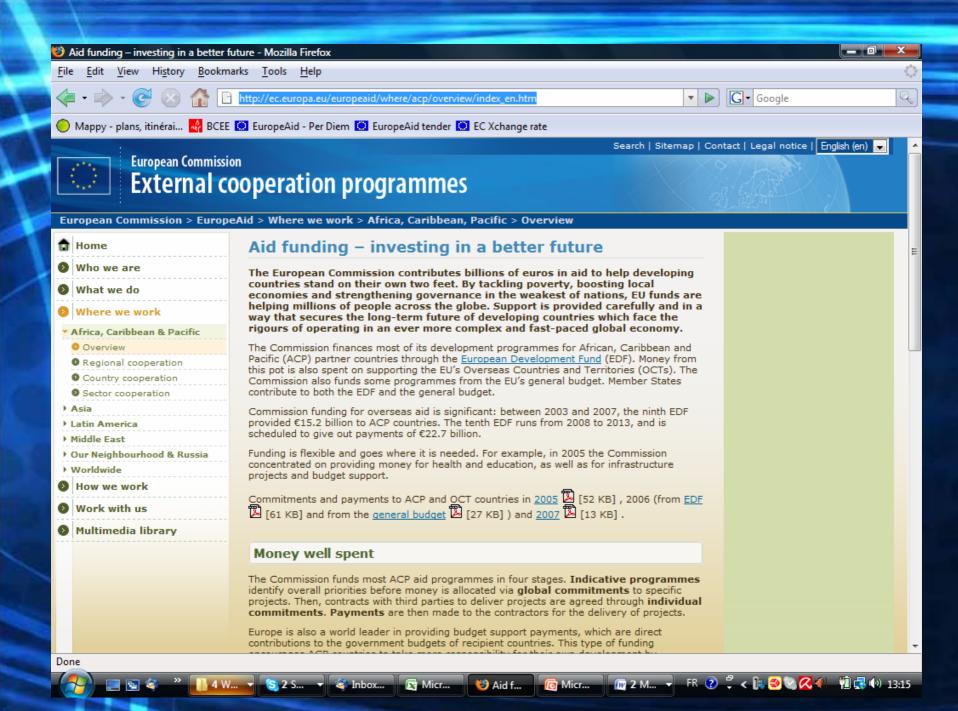
- Microfinance (6.5 billions, 1 call, 100 proposals, 11 grants)
- Water facility (750 millions, 2 calls, 800+550 proposals, ? grants)
- Energy facility (220 millions, 1 call, 300 proposals, 75 grants)
- ACP-EU Infrastructure Fund (60 millions Grants + EIB Loans)
- Pro-Invest (110 millions, rolling calls)
- Pesticide Integrated Programme (30 millions, rolling calls)
- EDULINK (fostering CB in education through networking)
- Support to the ACP movies industry
- CDE (PSD)
- CTA (Technical Centre for Agriculture/rural Development)

PARTICIPATION: A LEARNING PROCESS..

- EDF FUNDING IS AVAILABLE BUT...
 - You need ACP partners: you will not be beneficiary
 - Strict process (calls/tenders) and quiet heavy procedures (may be Open/restricted, int'l/national)
 - No quick-fix: from 3 to 12 months to get funded
 - Capacity building, micro-projects, std programmes
 - CA: EC (centralized) or decentralized (i.e.: NAOs)
 - Check also BUDGET funding such as "Non-state Actors and Local Authorities" (1.6 mio./year)
 - Competitive process → tough selection expected
 - Centralized (EC) versus decentralized (contracting authority/NAO)

PARTICIPATION: A LEARNING PROCESS..

- DEFINE A MEDIUM-TERM STRATEGY
 - Specify what your organisation has to offer
 - Define your areas of activities /geography
- FOLLOW-UP EDF STRATEGY AND PROGRAMMES
 - Not always easily identified....
 - CSP /NIP and RSP defining strategies /programming
 - Check also annual programmes for country / region
 - Search on EDF present/future programmes
 - Get info on programmes
 - Check your eligibility
 - Search personal contact with PMUs
 - Scrutinise call for proposals (one or multiple calls)



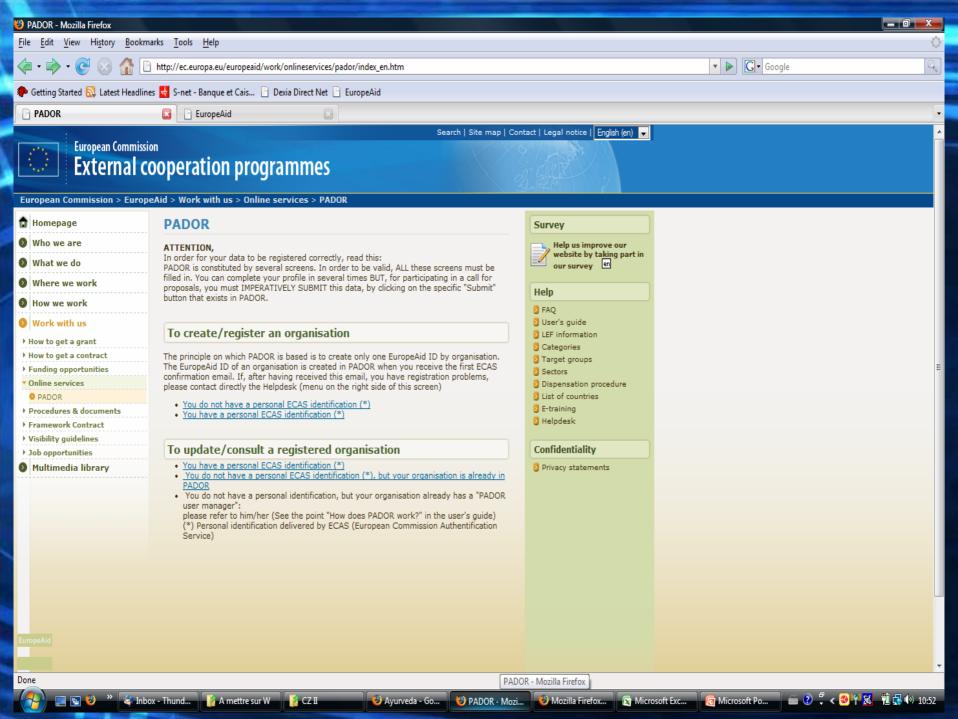
PARTICIPATION: A LEARNING PROCESS..

MAPPING LOCAL AND TARGET PARTNERS.. AND YOU

- Internet search on target countries
- Desk research (previous grantees)
- Get connected /Informed (i.e. EuForic, CONNECT mtgs)
- Check/visit trusted and eligible ACP partners
- Few solid NGOs: absorption capacity
- Get mapped: PADOR...

DEVELOP A PORTFOLIO OF POTENTIAL ACTIONS

- Meeting the NEEDS of local partners
- in line with your strategy and skills
-and for which you can identify a good EDF match
- Develop a concept note on your project
- Presenting project note to CAs and PMUs
- Identify the current/future funding opportunities



GRANT CYCLE AND PROCEDURES

EDF GRANTING STEPS

- CA: Publication / Presentation Meetings (optional)
- YOU: Questions period
- YOU: Preparation of concept note AND full application
- YOU: Deadline for submission (i.e. 90 days from publication)
- CA: Evaluation of concept note THEN full application(administrative, technical, financial)
- CA: Notification of applicants
- CA/YOU : Contract preparation
- CA: Payment: advance of 80% of contract or of year 1.
- YOU: Procurement of goods services: must follow rules
- YOU: Implementing your project!

GRANT CYCLE AND PROCEDURES

EDF GRANTING DOCUMENTS

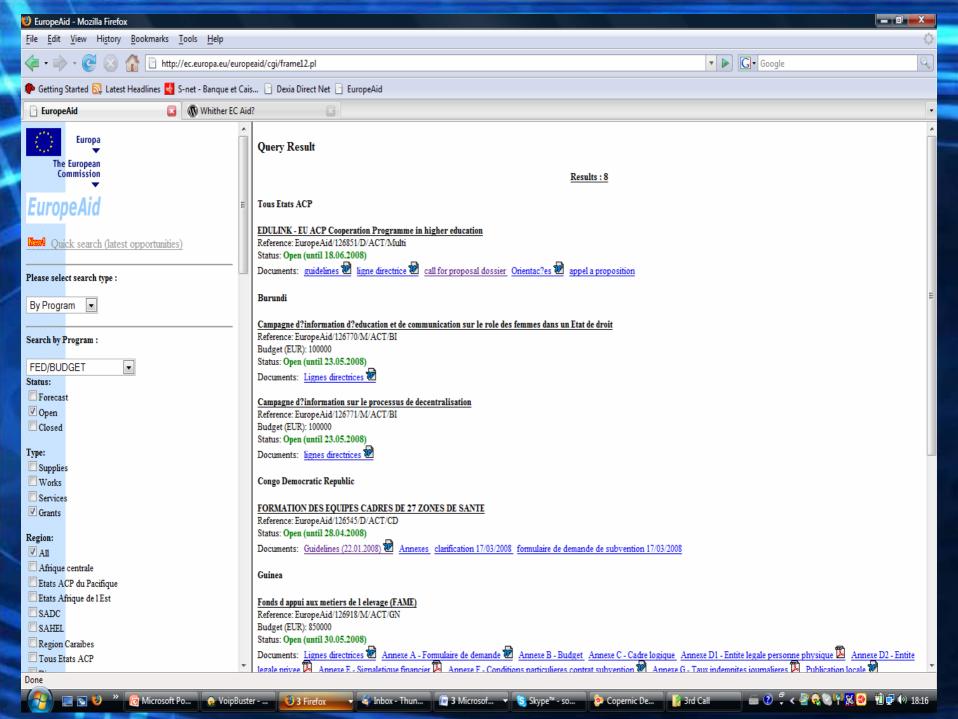
- Guidelines
- Application form
- Budget
- Logical Framework

KEY QUESTIONS TO ANSWER BEFORE WRITING

- Programme objectives against your project purposes
- Eligibility (yours and of your partners)
- Focus on selection criteria: you must fit your project to them
- Size of grants (and financial requirements)
- Feasibility of % of co-financing required

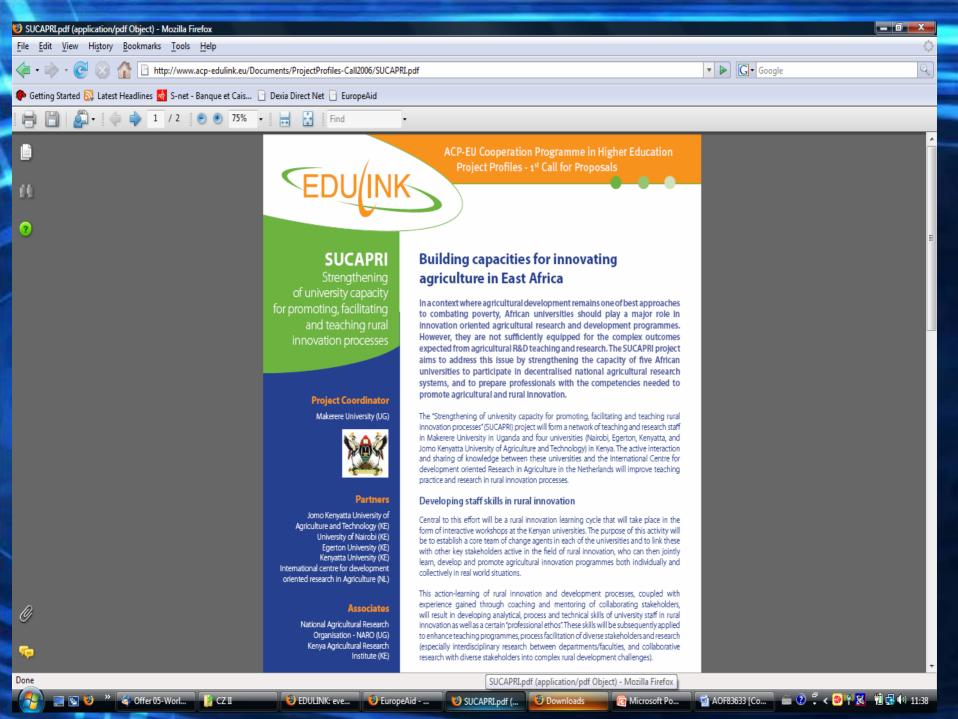
GRANT CYCLE AND PROCEDURES

- LET'S TAKE AN EXAMPLE
 - EDULINK 3rd Call









EDF GRANTS BEST PRACTICES

- DURING PREPARATION....
 - Take experienced partners on board
 - Choose your ACP partners with appropriate legal and financial standings
 - Sign agreement applicant/partner with role/budget
 - Invest in note/application writing
 - Study your cashflow in a conservative way
 - Be inventive in your budget (though realistic)
 - Avoid too many details: once signed, changes are complicated and require approval

Good bye and Good luck....

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