



USAID | SERBIA

FROM THE AMERICAN PEOPLE

U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

ANNOUNCEMENT

CALL FOR PARTNERHIP CONCEPT PAPERS FOR WORKFORCE DEVELOPMENT IN SERBIA

USAID SERBIA SOL-169-14-000001

UNDER EXISTING

GLOBAL DEVELOPMENT ALLIANCE ANNUAL PROGRAM STATEMENT

APS No.: APS-OAA-14-000001

PLEASE NOTE: This is an addendum to an existing announcement. All interested organizations should carefully review both this addendum AND the full announcement, which can be found at <http://www.usaid.gov/work-usaid/get-grant-or-contract/opportunities-funding/global-development-alliance-annual-program>. Important information contained in the full worldwide announcement is not repeated in this Serbia-specific addendum.

This program is authorized in accordance with Part 1 of the Foreign Assistance act of 1961 as amended.

Through this Addendum to the FY2014 Global Development Alliance (GDA) Annual Program Statement (APS) No. APS-OAA-14-000001 (the GDA APS), USAID/Serbia is making a special call for the submission of Concept Papers focused on specific activities related to workforce development (WFD) in Serbia. Through this solicitation, USAID/Serbia is looking for proposals that describe and develop approaches that encourage innovative, substantial, and sustainable improvements in the quality and relevance of skills in the workforce. USAID/Serbia is interested in addressing workforce development challenges in ways that advance the respective interests and objectives of both USAID/Serbia and the private sector.

USAID may allocate up to \$300,000 over the course of the next fiscal year to fund a partnership. Priority will be placed on supporting the most promising approach. Unless otherwise specifically stated herein, all terms and conditions of the worldwide FY2014 GDA APS apply

BACKGROUND

The U.S. Agency for International Development (USAID) is committed to partnering with the private sector. Strategic and proactive engagement of the private sector improves the identification and definition of critical economic and social development problems, and partnerships increase the Agency's ability to maximize the development impact of USAID programs.



USAID | SERBIA

FROM THE AMERICAN PEOPLE

In order to address emerging concerns regarding economic growth in Serbia, USAID/Serbia seeks to engage private sector partners in joint activities intended to accelerate the transition of the Serbian economy and support the EU integration process, in addition to related activities already being implemented in Serbia. In particular, USAID would like to identify ways in which collaboration with the private sector can improve workforce development in Serbia and provide the country with the mix of human capital needed to promote broad-based economic growth, accelerate the transition of the Serbian economy and support the EU integration process.

We are soliciting concept papers from for-profit private companies, qualified civil society organizations (CSOs), non-profit or voluntary organizations, academic institutions, and consulting firms. Prospective applicants should be willing and able to devote financial and in-kind resources to identify and suggest ways we can work together to address key workforce development challenges in Serbia.

SOLICITATION

Relative to other Balkan countries, Serbia lags the furthest behind in regaining its 1989 GDP level, a common litmus test for economic performance throughout the region. Serbia's continued constraints to growth include an unacceptably high rate of long-term unemployment; a substantial share of the economy under state ownership; a large current account deficit; poor growth in output from the manufacturing sector; and, a high level of foreign debt. Serbia's unemployment rate exceeds 20% and for youth, the numbers are far worse, reaching nearly 50 percent nationwide on average, with many communities noting levels far higher than this. At the same time, there is an evident gap in workforce skills that contributes to unemployment in Serbia. Currently, there is a mismatch between private sector needs and the capacity of the existing workforce, which continues to contribute to the high unemployment rate, especially among youth.

Therefore, USAID/Serbia has identified workforce development as a means to address the broader problem of unemployment. Through this solicitation, USAID/Serbia is looking for proposals that describe and develop approaches that encourage innovative, substantial, and sustainable improvements in the quality and relevance of skills in the workforce. Our goal is to establish alliance(s) that have potential to yield sustainable solutions to the workforce development challenge in Serbia. Proposals may address the wide range of skills needed by the private sector, including technical skills in sectors with export potential. USAID/Serbia encourages a comprehensive approach to this economic growth challenge. Integration of elements that contribute to export promotion, and/or that engage women and youth, would be an asset to proposals.

The result(s) that the alliance will support must be explicitly stated in the submitted Concept Paper. USAID will prioritize innovative, cost-effective, and sustainable private-sector driven concepts which may include the illustrative types of interventions and activities outlined below. These interventions are illustrative only and are not meant to limit applicant creativity--however, any proposed intervention or

activity must have an explicit and direct link to the achievement of USAID/Serbia's programmatic objectives as stated in this addendum.

Illustrative Results

- Technical skills in sectors with export potential improved;
- Increased job placement, and / or creation of full time jobs;
- Improved production through adoption of EU and international best practices;
- Introduction of new production technologies;
- Introduction of internationally-recognized quality standards;
- Support for a sustainable public-private framework for continuous skill improvement.

EVALUATION CRITERIA

Proposed alliances will be evaluated based on the general criteria set forth in the GDA APS in Section VI: Concept Paper Evaluation Criteria and Considerations. As stated in APS No. APS-OAA-14- 000001, proposed alliances must mobilize private sector contributions and resources on **at least a 1:1 basis**; that is, for every dollar of US Government (USG) funding invested in an alliance, the array of contributions and resources provided by the private sector partners must have a value equal to - and will preferably have a value greater than - the funding provided by the USG. Generally, a minimum of 25% of the private sector contributions and resources should be in the form of cash. Proposals that do not meet the 1:1 private sector resource requirement will not be considered under this announcement. The worldwide FY2014 GDA APS announcement contains a description of and the criteria for what may be considered as private sector resource contributions.

Preference will be given to alliances that include private sector partners who demonstrate long term commitment to the targeted region, communities or populations and a recognized business interest in the proposed concept. If USAID Serbia requests a full proposal, applicant(s) will be given additional, specific evaluation criteria that speak to the subject matter of the concept.

Proposed alliances should be consistent with USAID legal and policy restrictions, including those set forth in USAID's Automated Directives System (ADS) and in the Foreign Assistance Act of 1961.

APPLICATION INSTRUCTIONS AND REVIEW PROCESS

USAID/Serbia will be responsible for the review process and management of any awards issued under this addendum. Applicants are required to follow the Concept Paper instructions set forth in the GDA APS and submit Concept Papers using the [Concept Paper Template](#). Information provided in Section I.E of that Template should address the objectives and criteria presented above.

The completed Concept Paper Template (including the Concept Paper and required Supporting Information) should be sent to USAID/Serbia through Aleksandar Djureinovic (adjureinovic@usaid.gov), and Branislav Bulatovic (bbulatovic@usaid.gov) with a copy to gda@usaid.gov.

After review by USAID/Serbia, applicants will receive instructions from the USAID/Serbia on whether to proceed with a full application. Concept Papers must be submitted by May 26, 2014 COB CET.

For information regarding guidelines and procedures to submit a Concept Paper, please refer to the GDA APS, which can be found at the following website: <http://www.usaid.gov/work-usaid/get-grant-or-contract/opportunities-funding/global-development-alliance-annual-program>. Additional information on alliances can be found at <http://www.usaid.gov/work-usaid/get-grant-or-contract/opportunities-funding/global-development-alliance-annual-program-0>.

Before submitting a Concept Paper, prospective applicants should contact Aleksandar Djureinovic, named above as the Point of Contact (POC) at adjureinovic@usaid.gov. The USAID POC can discuss the extent to which a proposed idea is appropriate and aligns with USAID's goals.

In addition, prospective applicants must connect the prospective applicant's private sector partners to Aleksandar Djureinovic as well. Under the GDA APS, the USAID POC can have robust and extensive discussions with prospective private sector partners with regard to potential alliance ideas and activities, so long as that private sector partner is not seeking to receive and manage award funding from USAID.¹

Questions regarding this addendum may be directed to Aleksandar Djureinovic at adjureinovic@usaid.gov.

Questions regarding the terms of the 2014 GDA APS may be directed to Ken Lee at kenlee@usaid.gov.

¹ Note: If the private sector partner is seeking to receive and manage USAID funding, the discussions will need to be more limited. Questions regarding the nature and scope of partner discussions prior to the submission of a concept paper, as well as any questions regarding the terms of the Global Development Alliance Annual Program Statement, can be directed to gda@usaid.gov or Ken Lee at kenlee@usaid.gov.