

APS-ETA-2025-02 _ Questions and Answers Updated on September 1, 2025

S/N	Questions	Answers
Eligibility Considerations		
1	Can a single NGO apply to more than one Zone or region?	Yes, an organization can work with more than one zone or woreda so long as the activity is supporting and/or sourcing from one or more of the focus woreda listed in Annex B.
2	Is it possible to apply for silage production?	Please refer to Section 1 of the APS regarding eligible activities and eligible commodities in Annex A.
3	Can NGOs apply through a consortium, or is sub-granting to local NGOs possible?	The application should be done as a single partner. You cannot make a flow down subgrant to another partner for this APS application.
4	Should the application be done solely as a single partner or can it also be done as a consortium?	
5	Alignment of Ongoing Initiatives: We have an existing initiative that aligns closely with the objectives of the APS, particularly in the horticulture sector. Would it be acceptable to propose a collaboration that builds upon this ongoing initiative, leveraging its existing partnerships, infrastructure, and momentum, provided it meets the APS's objectives, eligibility requirements, and leverage expectations?	Yes, it is acceptable and encouraged to propose a collaboration that builds upon an existing initiative, as long as the proposal: <ul style="list-style-type: none"> • Aligns with the objectives of the Annual Program Statement, • Meets all eligibility requirements, • Satisfies the leverage expectations outlined in the APS, and • Does not duplicate funds between donors
6	Eligibility of Service-Based Firms: As a development consulting firm offering services (rather than tangible commercial products), we would also like to confirm whether such service-based offerings qualify under the criterion that asks for "a history of commercial product sales or services." If so, what form of documentation or description would be most appropriate to demonstrate this in the Initial Interest Application?	Yes, service-based firms can qualify under the criterion of having "a history of commercial product sales or services," if you can demonstrate a track record of offering services for a fee in a commercial or market-based context.
7	The eligibility criteria states that applicants must "be legally and formally constituted under the laws of Ethiopia at the time of application." Please clarify what this means. Is an international non-governmental organization that is registered locally with the Government of Ethiopia eligible to apply for this funding?	Non-governmental organizations (NGOs) that have a proven track record of supporting private sector partners, services, and agribusiness commercialization with smallholder farmers are eligible to apply. If your organization meets these requirements, it is eligible to apply for this APS solicitation. The applicant entity must have all required registrations in Ethiopia. NGOs must still be supporting agribusinesses with the provision of a commercial service/product in the market.
8	Are INGO's accepted to apply for this call? Our NRO has a branch in Ethiopia and is registered as a foreign organization there. Would this qualify as fulfilling the	

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	criteria of having a principal place of operations and being legally constituted under Ethiopian law?	
9	<p>In several sections, there are questions and formulations that are more applicable to a business rather than an NGO. Ex.</p> <ul style="list-style-type: none"> Is the organization currently profitable and financially secure (summary of turnover, key investments, loans)? Does the organization have a history of commercial product sales or services in Ethiopia for at least the past two years? <p>Can such questions be answered from a non-profit perspective? For example, addressing funding income rather than loans and investments, and supporting other entities in providing services and sales?</p>	Non-governmental organizations (NGOs) that have a proven track record of supporting private sector partners, services, and agribusiness commercialization with smallholder farmers are eligible to apply. You don't have need to be a private sector organization. What is proposed on the application should focus and supporting the private sector and the market system.
10	Our main interest if it prioritize is milk processing equipment, for how many capacity we can apply? For what kinds of equipment let to say, pasteurized milk, Yogurt, cream separator, butter churn, cheese, and packaging machinery for butter, milk and yogurt, it's possible to submit their proposal and for clarify how many capacity we can apply.	Eligible and interested parties will submit an Initial Interest Application form which includes a 300-to-500-word summary of the proposed partnership. If initial applications are successful, they will be invited to submit a concept note to flesh out all the details.
Interest Form Completion		
11	<p>Section 8.1 – Word Count Confusion</p> <p>The question instructs us to “write 300 words,” but the guideline directly underneath it says “Please provide not more than 500 words.” This inconsistency makes it unclear what the required or maximum word count is for this section. Could you kindly confirm the correct word limit?</p>	Within the APS, application process Step 1 states “Eligible and interested parties will submit an Initial Interest Application form which includes a 300-to-500-word summary of the proposed partnership.” Hence, you can write a maximum of 500 words.
12	<p>Section 15 – Revenue Input Error</p> <p>In Section 15, where we are asked to enter the total revenue reported in our most recent audit report (in ETB), we input a valid numerical value (e.g., “137000000”), but the system displays an error message: “Value not allowed.” We have attempted different formats (with commas, without commas, decimals, etc.) but continue to receive the same error.</p>	The Interest Form says “What is the total revenue reported in the most recent audit report? Amount in ETB.” Hence, there is no need to put ETB or another currency character in the cell.
Leverage		
13	Can the minimum of 20% cost leveraging come from current funding streams?	Leverage should be aligned with the current proposed activities and reasonably allocated. Leverage must come from non-US government resources, including cash and in-kind resources, that are expected to be mobilized for and applied

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		to a program that US government is supporting or advancing. Further, the applicant can propose mobilization of additional financial resources, such as equity or debt that will come from other sources including, formal financial institutions such as commercial banks, individuals, other companies, funds and foundations, and bilateral or multilateral organizations.