



Request For Applications (RFA) no. Turizam-G002-RFA

USAID Turizam: Championing the Bosnia and Herzegovina Signature Experiences Request for Applications (RFA) No. 2

Issuance Date: February 15, 2022

Closing Date: March 18, 2022

Maximum grant amount: 85,000.00 BAM

Dear Applicant:

USAID Developing Sustainable Tourism in Bosnia and Herzegovina (Turizam), implemented by Chemonics International, is seeking grant applications for championing the Bosnia and Herzegovina Signature Experiences. The grant will be awarded and implemented in accordance with USAID and US Government regulations governing grants under contracts and USAID Turizam's internal grant management policies.

USAID Turizam will hold a pre-application workshop on February 25, 2022 via Zoom from 15:00 to 16:00. This workshop will allow eligible and interested applicants the chance to ask questions about the RFA and receive guidance on how to complete the application form. Interested applicants that meet the eligibility requirements defined in Section III below and would like to attend this workshop must confirm their attendance by sending the participant's name and the organization's name to grants@turizambih.ba. Up to three people may attend from each organization. When confirming attendance, please note if the person has any special needs to access the workshop facilities. No reimbursement for costs of attendance will be met.

Project and Chemonics employees may not ask for, and applicants are prohibited from offering, any money, fee, commission, credit, gift, gratuity, thing of value, or compensation to obtain or reward improper favorable treatment regarding this solicitation. Any improper request from a project employee should be reported to the chief of party or BusinessConduct@chemonics.com.

RFA issued	Tuesday, February 15, 2022
Questions submitted	Tuesday, February 22, 2022
Answers to questions shared with applicants	Friday, February 25, 2022
Pre-application workshop	Friday, February 25, 2022
Applications due	Friday, March 18, 2022
Decision made	Wednesday, April 7, 2022

Annexes included with this Request for Applications:

- **Annex A** – [Grant Application Form](#)
- **Annex B** – [Grant Application Budget Form](#)
- **Annex C** – [Applicant Self-Assessment Form](#)

- **Annex D** – [Required Certifications](#)
- **Annex E** – [Signature Experience Model – detailed description and rollout plan](#)
- **Annex F** – Mandatory and Required As Applicable Standard Provisions:
 - Standard Provisions for U.S. and Non-U.S. Nongovernmental organizations receiving a fixed amount award can be accessed through the following URL:
<https://www.usaid.gov/sites/default/files/documents/303mat.pdf>
 - Standard Provisions for Non-U.S., Nongovernmental recipients receiving all other types of grants can be accessed through the following URL:
<https://www.usaid.gov/sites/default/files/documents/303mab.pdf>

SECTION I. PROGRAM DESCRIPTION

IA. OBJECTIVE

USAID Turizam is soliciting Request for Applications (RFA) from qualified and legally registered organizations in Bosnia and Herzegovina (BiH) to apply for a grant to support efforts to lead the roll-out, launch and management of “Bosnia and Herzegovina Signature Experiences (BiHSEs)” brand that will showcase, promote and help sell a collection of complete end-to-end tourist world-class experiences that are indicative of and fully reflective of BiH’s cultural, natural, and historical heritage as well as its people.

IB. BACKGROUND

USAID Turizam is a five-year project financed by USAID and implemented by Chemonics International. The goal of the project is to support broad-based tourism-driven economic growth and promote social harmony by capitalizing on its rich cultural heritage and distinctive nature. In addition, the project seeks to support the Bosnia and Herzegovina tourism industry to quickly recover from the negative impacts of the COVID-19 pandemic and set it on a robust growth trajectory toward a sustainable tourism economy.

The project is built upon five objectives:

- Objective 1: Enabling environment with the harmonized policies and regulations necessary for noticeable growth in the tourism sector established
- Objective 2: Tourism quality, services, and branding strengthened resulting in improved BiH tourism industry
- Objective 3: Tourism service providers, agriculture, and other tourism-related SMEs gain improved access to finance resulting in a substantial increase in investment
- Objective 4: Tourism and local agriculture products gain increased access to regional and global markets
- Objective 5: Land classified as protected increased and environmental best practices in the industry promoted to conserve nature and the environment

As a cross-cutting objective, the project promotes inclusive tourism for youth, women, persons with disabilities, and other disadvantaged and underserved groups by: i) Expanding entrepreneurial opportunities in the tourism and agriculture value chains; ii) Promoting inclusive and safe working environments without occupational segregation; and iii) Improving the tourism offerings for tourists from those groups.

IC. DETAILED PROGRAM DESCRIPTION

Background on the Signature Experiences model

The Signature Experiences (SE) model was first introduced in Canada¹ and has since been replicated and remodeled by numerous other countries like Australia, Kenya and Japan. It was developed as a response to the growing global demand for experiential travel, and also for authenticity that is designed to enable more fulfilling interactions with the destinations' living culture, wondrous natural resources, and its historic heritage. According to the Adventure Travel Trade Association (ATTA) this growing demand for authentic, unique, and experience-based activities has been heightened as a result of the impact of the COVID-19 pandemic on consumer behavior and demand motivators.

Bosnia and Herzegovina Signature Experiences

Up until the COVID-19 pandemic, tourism played an increasingly significant role in the BiH economy, but remains in its initial stages of development compared to neighboring countries. The absence of a well-developed research-driven tourism development strategy has detracted from the country's ability to take advantage of its distinguished assets, leaving many product and experiences designers and developers not able to attract the right customers who are willing to spend more money and time – as can be seen in the exceptionally low 2.02 average length of stay in BiH and \$84 per person per night in visitor spending. The BiHSE model suggests a solution that will enable the country to make better use of the existing world-class and unique experiences, encourage the development of new ones, and puts forward an approach for a more effective private sector-led marketing approach under a unified brand and in partnership with public stakeholders. The SE model is introduced in support of the country's efforts to pivot into higher-yield tourism that capitalizes on the Bosnia and Herzegovina's unique tourism assets.

Definitions

What are Bosnia and Herzegovina Signature Experiences?

- Bookable visitor experiences that respond to travelers' aspirations to ***explore beyond classic tourist paths/experiences***.
- Unique or not easily replicable experience available for booking directly to an independent traveler or a group
- Can be sold through tour operators locally and/or internationally.

How are Signature Experiences different from ordinary ones?

In comparison to traditional options, Signature Experiences:

- Dive deeper into Bosnia and Herzegovina's natural settings and its authentic, local culture to connect travelers with places and people that enrich their lives
- Cause visitor engagement on an emotional, physical, spiritual, intellectual, or social level
- Provide for 'experiential' travel, designed for curious visitors who want to do more than 'see the sites.'

¹ See the attached Annex E

“Hero Experiences” are the first batch of Signature Experiences that will be selected by the Champion and Turizam that are determined to fit the criteria and are market ready without going through the application process.

Program Goals and Objectives

The *Bosnia and Herzegovina Signature Experiences* program aims to:

1. Help change international travelers' perceptions of BiH and generate demand for sales-ready Experiences that meet travelers' interests
2. Improve the profile, quality, and diversity of high-quality authentic BiH experiences
3. Drive international sales to BiH tourism businesses and raise the profile of the depth and breadth of quality visitor experiences in the country
4. Increase the yield and disbursement of tourism revenues to encompass less-visited places/attractions which have the highest potential for attracting high value experience-seeking travelers
5. Encourage development of innovative and high-value products and packaging within BiH's tourism industry
6. Stimulate innovative product development and packaging, and increase the number of Micro, Small and Medium Enterprises (MSMEs) selling in international markets and throughout the travel trade
7. Encourage selling directly (business-to-consumer) to Fully Independent Travelers (FITs), and/or through travel trade for the packaged independent or group travel market (business-to-business). The Signature Experiences should include companies of all sizes, as well as in remote (less-visited) communities, rural, and nature-based experiences that are offered to niche markets.
8. Increase of average length of stay of tourists, average per tourist spending, and increase the number of high-yield niche visitors
9. Through private-public endeavors, incorporate yearly marketing plans and strategies which are in line with FBiH (and various Cantonal) and RS international marketing efforts. The experiences should be made accessible online and provided as call-to-action points for targeted campaigns to identified demographics/market niches.
10. Inspire new product development and packaging within travel industry and to create travel experiences that respond to BiH's target travelers' motivations

Bosnia and Herzegovina Signature Experiences Champion Scope of Work

The successful Champion will be responsible for the launch, roll-out, management, and day-to-day operations of the brand. The first batch of Signature Experiences (Hero Experiences) will be preselected based on agreement between the Champion and Turizam and qualify as ready to market experiences according to the agreed upon criteria. The second batch will be selected based on an open call for participation, envisioned to start up to 12 months after, and evaluated as such. Successes achieved during the 12 months will be used as motivation for new experience providers to apply and be selected. As such, it is critical that the Champion will strive to achieve results during that period that will showcase the importance for such experiences to be included under the BiHSEs brand to be able to achieve notably improved revenue, bookings and guest satisfaction. Before, during and after this period, the Champion is expected to perform, at minimum, the following tasks, that will contribute to achieving the aforementioned goals and objectives with technical assistance provided by USAID Turizam:

- Finalize the business model for the BiHSE's brand that includes selection criteria, guidelines, and policies for continued quality assurance, marketing and communications strategy and action plans
- Lead the development of the BiHSE's brand and brand communications guidelines

- Identify and select the initial list of potential signature experiences to be included as the initial batch during the launch of the program
- Conduct a roadshow across Bosnia and Herzegovina to meet with stakeholders to present the model and secure their buy-in to support promotional and marketing activities
- Develop an online platform (back end and front end) to promote the qualified Signature Experiences
- Contract signing with Signature Experiences service providers to be promoted as part of the brand detailing roles and responsibilities of each party
- Kick-off marketing and communication activities
- Continue monitoring of the enrolled experiences to ensure adherence to guidelines and quality policies

BiHSEs Brand and Program Marketing Plan will have to be established as a brand, with its own name, identity, and an appropriate logo aligned with underlying values which reflect the expectations and promises for each arriving visitor. It should be registered with the BiH Institute for Intellectual Property Rights, and issued to selected organizations. This means that the selected local champion will have to work with a broader coalition of stakeholders to identify the set of values and define the promises of the developing brand. With no country-level brand or tourism board, the marketing message has, therefore, been fragmented and inconsistent. Instead of aligning the soon-to-be-created Signature Experiences brand with the existing inconsistent and fragmented brand, the local champion will have to develop a new separate Signature Experiences brand that will reflect the realities of what is on offer in BiH.

The BiH Signature Experiences brand is expected to lead to enhancing country image and building a more positive impression of BiH in the international marketplace, thus enhancing comparative country brand rank. A separate marketing strategy (which should include a communication strategy as well) is to be developed by the local champion considering the proposed traveler segmentation models which are to be applied both to marketing as well as to product development. Segmentation model is detailed in Annex E

The local champion and Turizam will help local providers make the switch and create truly remarkable Signature Experiences to be marketed separately to identified traveler segments and in relevant geographical markets.

The complete BiHSE model developed by USAID Turizam project is attached as Annex E for reference.

Deliverables

Initially, the Champion and Turizam will aim for an initial collection of 10 - 15 Signature Experiences to be curated and promoted in the first year. Towards the fourth quarter of year one, the local champion will launch a localized campaign to encourage other experiences to enroll in the program. A manual should be produced highlighting policy and guidelines, rules and regulations for participation and expulsion, and expulsion procedures.

During the first year, the winning applicant/champion is expected to complete the following activities according to the envisioned timeframe:

Quarter 1:

1. Finalized business model includes selection criteria, guidelines, and policies for continued quality assurance
2. BiHSEs marketing strategy based on existing FBiH and RS entities tourism development and marketing strategies created
3. BiHSE brand development and registration with the BiH Institute for Intellectual Property Rights

4. Development of the BiHSE marketing channels to include website/platform and social media channels required for the promotion and selling of the experiences Identified 10 – 15 ‘Hero’ Experiences and adopted into BiHSEs program
5. Proposed list of 10 – 15 hero candidates, with subsequent meetings with hero candidates held
6. Assessment of the capacities and readiness of final hero candidates
7. Product adjustment recommendations for final hero candidates (low-cost interventions with participation from providers and other stakeholders)
8. Draft profiles of at least 10 signature experiences built on online platform, according to SE standards
9. Base visual (video and photo) content produced
10. Marketing/communication work/training with providers implemented
11. Tactical marketing testing conducted of the content to gauge audience response

Quarter 2:

1. Event for formal preview of the BiHSEs program organized
2. Presentation materials created for preview event
3. Profiles of Hero Experiences created
4. Launch of the BiHSE brand with the Hero Experiences across multiple consumer and trade channels, offline and online
5. Familiarization and press trips, which include BiHSEs members as participants, organized
6. At least two BIHSEs specific campaigns targeting specific segments with multi-experience content and conversion links via BIHSEs landing pages implemented
7. Media planning and press releases prepared for formal launch event
8. Formal, in person, launch event managed and organized to include trade, media and relevant counterparts and stakeholders
9. Fully functional BIHSEs web sections developed and in use
10. Channel and distribution partnerships for promotions announced
11. SE content and listings published
12. SE campaigns rolled out in phases based on the agreed marketing plan

Quarter 3:

1. New applications for the next round of SEs received, evaluated, and decisions announced

Indicators and targets

This activity contributes to the specific indicators listed below. In the grant application form (Annex A – Grantee Monitoring and Evaluation Indicators and Results Form) the grantee should propose specific targets for each one of them, and propose the additional relevant indicators:

1. Number of tourism products, experiences, and/or enterprises launched or improved
2. Number of firms receiving technical assistance for improving business performance
3. Number of tourism, hospitality, and related value-chains entrepreneurs, operators, and employees trained in technical, quality, safety, supervisory and managerial disciplines as a result of Turizam assistance
4. Percentage of female participants in programs designed to increase access to productive economic resources (assets, credit, income, or employment)
5. Percentage of participants in programs designed to increase access to productive economic resources who are youth (15-29)
6. Number of innovations supported

7. Number of investments in the digital ecosystem
8. Number of international travel agents selling BiH itineraries
9. Number of local entrepreneurs, travel agents and tour operators trained on new/better destination and product marketing, digital media tools and strategies
10. Number of local agriculture/culinary/gastro/rural tourism events, products, and experiences promoted
11. Number of people reached through marketing and promotional activities
12. Percentage of increase in sales/revenue of BiHSEs enterprises

ID. AUTHORITY/GOVERNING REGULATIONS

USAID Turizam grant awards are made under the authority of the U.S. Foreign Affairs Act and USAID's Advanced Directive System (ADS) 302.3.5.6, "Grants Under Contracts." Awards will adhere to guidance provided under [ADS Chapter 303](#), "Grants and Cooperative Agreements to Non-Governmental Organizations" and will be within the terms of the USAID Standard Provisions as linked in the annexes, as well as the USAID Turizam grants procedures.

ADS 303 references additional regulatory documents issued by the U.S. Government's Office of Management and Budget (OMB) and the U.S. Agency for International Development:

- 2 CFR 200 [Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, Subpart E](#) (U.S. applicants are subject to 2 CFR 200 in its entirety)

Full text of 2 CFR 200 can be found at http://www.ecfr.gov/cgi-bin/text-idx?tpl=/ecfrbrowse/Title02/2cfr200_main_02.tpl and 2 CFR 700 at <http://www.ecfr.gov/cgi-bin/text-idx?SID=531ffcc47b660d86ca8bbc5a64eed128&mc=true&node=pt2.1.700&rgn=div5>. USAID Turizam is required to ensure that all organizations receiving USAID grant funds comply with the guidance found in the regulations referenced above, as applicable to the respective terms and conditions of their grant awards.

Under the USAID Turizam grant program, USAID retains the right at all times to terminate, in whole or in part, USAID Turizam grant-making authorities.

SECTION II. AWARD INFORMATION

USAID Turizam anticipates awarding up to BAM 85,000 through one award. The final amount will be dependent upon grant activities and final negotiation and may be lower than originally requested. The duration of any grant award under this solicitation is expected to be no more than 12 months. The estimated start date of a grant awarded under this solicitation is April 7, 2022.

The type of grant will be determined during the negotiation process.

SECTION III. ELIGIBILITY

IIIA. ELIGIBLE RECIPIENTS

The ideal candidate has significant experience in creating and selling tourist experiences and operates throughout BiH. The nominee is ready to take responsibility for running a digital platform, which can have

a commercial character and conduct the fieldwork that includes assessing applicants, verification of providers, and experiences offered, followed by their further selection and placement. To be considered for championing the BiHSEs brand:

- Applicants must be a registered Bosnia and Herzegovina legal entity formally constituted, recognized by and in good standing with appropriate Bosnia and Herzegovina authorities, compliant with all applicable civil and fiscal regulations, and functional and providing services for at least five years
- Applicants must have at least three years of proven practice in tourism development, with a focus on product and experiences development
- Applicants must be able to provide service at the country level following BiHSEs model objectives
- Applicants must have at least three full-time technical staff members, including Executive Director

- Applicants must demonstrate proven track record in receiving grants and support from donor agencies or government authorities (e.g., municipal, cantonal, entity, or national)
- Applicants may only submit one application per prime organization under this RFA.
- Applicants must be financially sustainable display sound management in the form of financial, administrative, and technical policies and procedures and present a system of internal controls that safeguard assets; protect against fraud, waste, and abuse; and support the achievement of program goals and objectives. USAID Turizam will assess this capability prior to awarding a grant.
- Applicants must sign certain required certifications prior to receiving a grant. The certifications are attached to this solicitation (Annex D) and USAID Turizam will review them with applicants.
- For any grant award(s) resulting from this solicitation that is other than in-kind, equivalent to \$25,000 or more, and has no anticipated subawards, grantees will be required to provide a Unique Entity Identifier (UEI) or Data Universal Numbering System (DUNS) number at the time of award. If the applicant already has a UEI or DUNS number it should be included in their application. Otherwise, applicants will be expected to get a UEI or DUNS number before an award is made. USAID Turizam will assist successful applicants with this process. DUNS numbers can be obtained online at <http://fedgov.dnb.com/webform/pages/CCRSearch.jsp>. More information on UEIs can be found [here](#).
- The project will work with the successful grantee to draft a marking and branding plan which will be annexed to the grant agreement.
- Faith-based and community groups will receive equal opportunity for funding in accordance with the mandated guidelines laid out in ADS 303.3.28 except for faith-based organizations whose objectives are for discriminatory and religious purposes, and whose main objective of the grant is of a religious nature.

SECTION IV – APPLICATION AND SUBMISSION INFORMATION

IVA. INSTRUCTIONS TO APPLICANTS

Applicants must propose strategies for the implementation of the program description described above, introducing innovations that are appropriate to their organizational strengths.

IVA1. PRE-AWARD RISK ASSESSMENT

All organizations selected for award are subject to a pre-award risk assessment conducted by USAID Turizam, to ascertain whether the organization has the minimum management capabilities required to handle US government funds. The applicant self-assessment is the first step in the pre-award risk assessment process. The Applicant Self-Assessment Form is contained in Annex C.

IVA2. GRANT APPLICATION

Templates to be utilized when developing the application are provided in Annexes A and B. Applicants shall present their technical application and budget in the formats provided and shall follow the instructions and guidelines listed in these annexes.

All grant activity costs must be within the normal operating practices of the Applicant and in accordance with its written policies and procedures. For applicants without an audited indirect cost rate, the budget may include direct costs that will be incurred by the Applicant to provide identifiable administrative and management costs that can be directly attributable to supporting the grant objective.

The application must be signed by an authorized agent of the Applicant.

IVA3. INELIGIBLE EXPENSES

USAID Turizam grant funds may not be utilized for the following:

- Construction or infrastructure activities of any kind.
- Ceremonies, parties, celebrations, or “representation” expenses.
- Purchases of restricted goods, such as: restricted agricultural commodities, motor vehicles including motorcycles, pharmaceuticals, medical equipment, contraceptive products, used equipment; without the previous approval of USAID Turizam, or prohibited goods, prohibited goods under USAID regulations, including but not limited to the following: abortion equipment and services, luxury goods, etc.
- Covered telecommunication and video surveillance equipment or services – per ADS 303.3.35.2 and as further explained in 2 CFR 200.216 for U.S. organizations and the standard provision entitled, “Prohibition on Certain Telecommunication and Video Surveillance Services or Equipment” applicable to non U.S. organizations, grant funds including direct and indirect costs, cost share and program income may not be used to purchase covered telecommunications equipment and services produced by or provided by the companies listed in the referenced provisions. The definition of “covered telecommunication equipment or services” is provided in the referenced provisions. Note that there is a temporary waiver in place that allows for the purchase of covered internet and phone service through September 30, 2022.
- Alcoholic beverages.
- Purchases of goods or services restricted or prohibited under the prevailing USAID source/nationality (Cuba, Iran, North Korea and Syria).
- Any purchase or activity, which has already been made.
- Purchases or activities unnecessary to accomplish grant purposes as determined by the USAID Turizam Project.
- Prior obligations of and/or, debts, fines, and penalties imposed on the Grantee.
- Creation of endowments.

IVB. APPLICATION AND SUBMISSION INFORMATION

Applications shall be submitted in English no later than 17:00 local time, on March 18, 2022. Applications should reference RFA No. 2 and must be submitted in electronic copy to the following USAID Turizam e-mail address:

grants@turizambih.ba

In addition to the application forms and budget, applicants should submit the following to USAID Turizam:

- Short description (2-page max) of experiences and references relevant for this activity
- Copy of the official registration (PDF version, not necessary to be notarized in the municipality)
- Statue, mission statement
- A brief (ideally not to exceed a page, consider a spreadsheet overview) on projects and activities funded by donor agencies or government performed during 2019, 2020, and 2021 that are related to tourism experiences development, to include:
 - Name of the project
 - Goals and objectives
 - Period of performance
 - Target groups/beneficiaries
 - Source of funding and budget
 - Key outputs and results
- Overview of staff – names and short description of for each of current positions and their key experience
- Balance Sheet and Income Statement for the last 2 years

Please submit all questions concerning this solicitation to the attention of Imano Panjeta, Grants and Procurement Manager, via email to grants@turizambih.ba. USAID Turizam will assist applicants in understanding the application process, and can provide coaching in application development at the request of applicants. All questions must be submitted in writing no later than 17:00 local time, on February 22, 2022.

SECTION V. APPLICATION MERIT REVIEW CRITERIA

Full applications will be evaluated against the merit review criteria in the table below

Merit Review Category	Rating (Points)
Feasibility of Design & Quality of the Technical Approach	20
Sustainability/Financial Self-Reliance/External Leverage	30
Management and Staffing Approach & Program Implementation Capacity	20
Outputs, Impact on Target Group, including gender awareness	20
Past Performance	10
Overall Rating (out of 100 points)	100

These merit review criteria elements are described more fully below.

- A. ***Feasibility of Design & Quality of the Technical Approach.*** The quality and feasibility of the application in terms of the viability of the proposed technical approach, (i.e., the proposed technical approach can be expected to produce the intended outcomes), appropriateness of the proposed methodology, innovativeness, and the work plan for achieving project objectives. The technical approach must directly contribute to the achievement of the BiHSEs program’s expected results and performance under the activity and must be measurable according to the indicators listed below. Evaluation of approaches may include either approaches proven to be effective or new untried approaches with promise. Proposed mechanisms for monitoring and evaluation with objectively measurable indicators will also be appraised.
- B. ***Sustainability/Financial Self-Reliance.*** The extent to which the funded activity will result in building and strengthening the capacity of the community and local organizations, and whether the activity itself is sustainable or will promote sustainability of the organization and sustain itself beyond the funding period. Applicant will need to explain how they will be able to generate revenue and income to sustain the operation of the activity and longevity of the brand. The degree to which budgeting is clear and reasonable and reflects best use of organizational and grant resources, including resources that will be used by the applicant and 3rd party contributions.
- C. ***Management and Staffing Approach & Program Implementation Capacity.*** Evidence of the capability to undertake and accomplish the proposed activities. The application should demonstrate the organization’s effectiveness in terms of internal structure, technical capacity, and key personnel, in meeting program’s goals and objectives. In addition, the organization must demonstrate adequate financial management capability. The evaluation will be based principally on the background, qualifications, reputation, appropriateness and skills of its key personnel; and the “track record,” reputation, and achievements (including development of self-sufficient, sustainable activities) of the organization.
- D. ***Outputs, Impacts on Target Group.*** The extent to which the proposed activity corresponds to the needs of target group(s) and will directly benefit them. Also, the degree to which it will directly or indirectly stimulate other organizations and resources to replicate, develop, or implement activities supporting the objectives of BiHSEs/BiH. This also considers Gender Awareness; the extent to which the proposed activity includes a gender component or represents a strong commitment to women as beneficiaries.
- E. ***Past Performance.*** Previous or ongoing experience implementing similar activities. This examines an Applicant’s references and experience, which is a critical factor in assessing the capacity of the organization to implement the activity.

Grant applicants should present their technical approach for the tasks and duties listed above and explain how they will implement it to achieve the proposed targets. To do so, application form included in Annex A – Grant Application Form and the grant budget form included in Annex B – Grant Application Budget Form should be filled carefully and per the instructions provided within.

Additionally, USAID Turizam will ensure environmental soundness and compliance in design and implementation as required by 22 CFR 216.

SECTION VI. AWARD AND ADMINISTRATION INFORMATION

The grant will be negotiated, denominated and funded in BAM. All costs funded by the grant must be allowable, allocable and reasonable. Grant applications must be supported by a detailed and realistic budget as described in Section IV.

Issuance of this RFA and assistance with application development do not constitute an award or commitment on the part of USAID Turizam, nor does it commit USAID Turizam to pay for costs incurred in the preparation and submission of an application. Further, USAID Turizam reserves the right to accept or reject any or all applications received and reserves the right to ask further clarifications from the offerors. Applicants will be informed in writing of the decision made regarding their application.