



Small and Medium Enterprise Assistance for Recovery and Transition (SMART) Project

Hotels Recovery Program

Issuance Date: November 4th, 2021

Closing Date: June 2022

Closing Time: 5:00 pm

Closing date of requesting applications: December 15th, 2021

Subject: Request for Applications (RFA) Number SMART-RFA-001

"SMARTs" Hotels Recovery Program"

Reference: Issued Under <u>SMART Project</u> USAID Cooperative

Agreement No. 72029421CA00001

The Small and Medium Enterprise Assistance for Recovery and Transition (SMART) Project is a four year, USAID funded program implemented by DAI. SMART aims to rapidly recover Palestinian small and medium enterprises (SMEs) and put them on a path to revitalization following unprecedented crises e.g., COVID-19. SMART will help SMEs regain productivity, grow, and expand. It will promote economic growth and self-reliance in the West Bank and Gaza.

SMART will support the hotel industry through two activities, the Local Market Development Recovery Program. This RFA is for the Hotels Recovery Program.

Under the Hotels Recovery Program USAID SMART Project will assist hotels on getting "back to business" by providing partial funding through an In-Kind Grant to cover;

- Capital expenditures required to upgrade, renovate and refurbish hotel facilities.
- Repair and replacement of critical equipment and systems.
- Technical Assistance: critical training for new and existing staff, particularly, on COVID-19 protective protocols per regulations issued by Ministry of Health and Ministry of Tourism.

The hotels taking part in the Hotels Recovery Program will benefit from the "Local Market Development Activity" which will be designed to support the tourism industry, and particularly the hotels. Subject to fund availability, SMART anticipates to grant 40 awards resulting from this RFA.

SMART, through an In-Kind Grant, will cost share up to 50% of capital expenditure, 100% of online trainings and 70% of any additional certification trainings with a grant ceiling of USD 70,000. The term of any award shall not extend beyond 6 months.

SMART reserves the right to fund any or none of the applications submitted. Applications will be considered on a first-come first-serve basis.

For the purposes of the Hotels Recovery Program, this RFA is being issued and consists of this cover letter and the following:

Section A – Application Instructions

Section B – Selection Process

Section C – Special Award Requirements

Section D -Annexes

Applications must be received by the closing date indicated at the top of this cover letter. Award(s) will be made to the responsible applicant(s) whose application(s) offers the best value (i.e., strongest business case).

Issuance of this RFA does not constitute an award commitment on the part of SMART, nor does it commit SMART to pay for costs incurred in the preparation and submission of an application. Further, SMART reserves the right to reject any or all applications received. Applications are submitted at the risk of the applicant. **All preparation and submission costs are at the applicant's expense.** Any questions concerning this RFA should be submitted in writing not later than the closing date shown above to ApplicationSMART@dai.com

Thank you for your interest in SMART's Hotels Recovery Program.

Sincerely,

Said Abu Hijleh, Chief of Party

SMART- RFA -001





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SECTION A APPLICATION PROCEDURE

COMPLETION AND SUBMISSION OF APPLICATIONS

ELIGIBILITY REQUIREMENTS

The Hotels Recovery Program target hotels in West Bank, Gaza and East Jerusalem that are;

To be eligible for support under this program, the hotel must:

- **Registered** by the Ministry of Economy and **Licensed** by the Ministry of Tourism and Antiquities. (Or commits to register and license Annex 4) to operate in West Bank, Gaza, and East Jerusalem.
- Have an **annual revenue of less than USD three million** per year for the last two years.
- **Comply** with Ministry of Tourism and Ministry of Health requirements.
- Willing to **undergo an assessment, engage** with the SMART project, and **commit** to make change.

SELECTION CRITERIA

Eligible applicants must meet and/or demonstrate the following selection requirements:

- Operational or committed to start operations before grant signed date
- Sound Financial Planning and Management
- Demonstrate clear growth potential including market expansion and job creation.
- The actions in the proposal can be executed within the expected timeframe of six months.
- Demonstrate positive impact of the fund on growth, resilience, sustainability, and staff retention
- Ability to secure necessary cost share
- Present a clear recovery plan with clear activities, timeline, target markets, and budget
- Compliance with USAID environmental and social regulations
- Have valid workmen compensations insurance, fire insurance, and liability insurance.

Applicants will be given additional consideration during evaluation if:

- The hotel is owned or managed by a female.
- The ability of the hotel to accommodate for staff and visitors with disability.

COST SHARE

Following a competitive selection process, financial support will be provided as an In-Kind grant with an award ceiling per hotel of USD 70,000, based on hotel size and ability to manage risk. After careful review of Hotel requested interventions, hotel operating expenses, cost structure and historical data, SMART proposes a cost share of up to 50% of capital expenditure, 100% of online trainings and 70% of any additional certification trainings.

APPLICATION SUBMISSION REQUIREMENTS

Applications shall be submitted online The **Application Form** is located at https://fs20.formsite.com/DAIForms/wbam8xbpsl/form_login.html.

Upon receipt, SMART will review the hotel's application to determine that:

- All information has been provided on the application form;
- All the documents requested in the application form and tis RFA have been submitted.
- Requested assistance is consistent with the strategic objectives of the program.
- Statement of liability (part of application form)

If the application does not meet the submission requirements outlined above, the hotel will be notified of the program's decision to deny the requested assistance and the application will not be moved forward in the review process.

If the application meets the submission requirements, the hotel be will contacted to arrange a site visit by the SMART Team (refer to Section 4 below)

DEADLINES

Online applications must be submitted by the closing date and time indicated in the cover letter.

LATE APPLICATIONS

All applications received by the deadline will be reviewed for responsiveness and programmatic merit according to the specifications outlined in the RFA. Section B addresses the selection process for the applications. Applications which are submitted late or are incomplete run the risk of not being considered in the review process.

MONITORING (RESULTS AND BENCHMARKS):

The applicant should define, to the maximum extent possible at the application stage, results and benchmarks for monitoring the performance towards attainment of program objectives.

Preparation Instructions – Financial and Administrative Documentation

Before signing the grant agreement, the following documents should be submitted:

- Documentation that the applicant has the ability to comply with the award conditions, taking
 into account all existing and currently prospective commitments of the applicant.
- Documentation that the applicant has a satisfactory record of integrity and business ethics.
 Documentation may include references from other donors or clients and a summary of previous awards, including type of funding, value, client, etc.)
- Copies of the last 2 years' financial statements (preferably audited)
- Data Universal Numbering System (DUNS) (described below)

Data Universal Numbering System (DUNS)

There is a mandatory requirement for the applicant to provide a DUNS number to DAI. The Data Universal Numbering System is a system developed and regulated by Dun & Bradstreet (D&B) that assigns a unique numeric identifier, referred to as a "DUNS number" to a single business entity. Without a DUNS number, DAI cannot deem an applicant to be "responsible" to conduct business with and therefore, DAI will not enter into an agreement with any such organization. The award of a grant resulting from this RFA is contingent upon the winner providing a DUNS number to DAI. Organizations who fail to provide a DUNS number will not receive an agreement and DAI will select an alternate awardee.

All U.S. and foreign organizations which receive a grant with a value of \$25,000 and above are required to obtain a DUNS number prior to signing of the agreement. Organizations are exempt from this requirement if the gross income received from all sources in the previous tax year was under \$300,000. DAI requires that grant applicants sign the self-certification statement if the applicant claims exemption for this reason.

For those required to obtain a DUNS number, see Annex 4- Instructions for Obtaining a DUNS Number - DAl'S Vendors, Subcontractors and Grantees.

For those not required to obtain a DUNS number, see Annex 5- Self Certification for Exemption from DUNS Requirement

The Site Visit

Upon notification, SMART will conduct a site visit to the hotel. The purpose of the visit is to discuss and clarify the proposed program description and verify and complete all submitted document. In addition, SMART will conduct an assessment of the hotel during the site visit to build a business case for the proposed intervention and to ensure that the hotel is ready to engage and committed to combining their resources with SMART assistance to achieve sustainable results.

SECTION B - SELECTION PROCESS

SMART will convene a review panel to review all applications that meet the submission requirements outlined above. The review panel will include technical and non-technical members of the SMART project. Throughout the evaluation process, SMART shall take steps to ensure that members of the review panel do not have any conflicts of interest or the appearance of such with regard to the organizations whose applicants are under review. Members of the panel shall neither solicit nor accept gratuities, favors, or anything of monetary value from parties to the awards.

If suitable applications are received, one or more awards will be made provided that the awardee(s) furnish SMART with the required documentation

The applications will be evaluated according to the evaluation criteria set forth below. To the extent necessary (if award is not made based on initial applications), negotiations may be conducted with each applicant whose application, after discussion and negotiation, has a reasonable chance of being selected for award. Award will be made to responsible applicants whose applications offer the best value (i.e., strongest business case).

Awards will be made based on the ranking of applications by the review panel according to the evaluation criteria and scoring system identified below.

Evaluation Criteria

Evaluation Criteria	Max Score	Score	Comments
Operational or committed to start operations before grant signed date	5		
Sound Financial Planning and Management	5		
Demonstrate clear growth potential including market expansion and job creation.	20		
The actions in the proposal can be executed within the expected timeframe of 4-5 months.	10		
Demonstrate positive impact of the fund on growth, resilience, sustainability, and staff retention	15		
Ability to secure necessary cost share	10		
Present a clear recovery plan with clear activities, timeline, target markets and budget	15		

Compliance with USAID environmental and social regulations	5	
Have valid workmen compensations insurance, fire insurance and liability insurance.	5	
The Hotel is owned or managed by a female.	5	
The ability of the hotel to accommodate staff and visitors with disability	5	
TOTAL SCORE	100	

SIGNING OF AWARD

Upon USAID concurrence of the applicant, an In-Kind Grant Agreement will be prepared. After SMART and the successful applicant have signed the Agreement, SMART will provide training on financial management and reporting, if necessary. All reporting and contractual obligations will be explained to the successful applicant at a kick-off meeting.

SMART and USAID reserve the right to fund any or none of the applications received

SECTION C - SPECIAL AWARD REQUIREMENTS

The applicant shall bear in mind the following special requirements may be applicable to any award resulting from this RFA:

Permitted Uses of Program Income: The beneficiary will inform SMART of any program income generated under the award and agrees to follow USAID's disposition requirements for such program income, which is in accordance with 2 CFR 200.307. Program income earned under this agreement shall be applied and used in the following descending order:

- I. Added to funds committed by USAID and the recipient to the project or program, and used to further eligible project or program objectives.
- 2. Used to finance the non-Federal share of the project or program; and
- 3. Deducted from the total project or program allowable cost in determining the net allowable costs on which the federal share of costs is based.

If the terms and conditions of the award do not specify how program income is to be used, then number 2) shall apply automatically. Awardees who are commercial organizations may not apply Option I) to their program income.

Reporting Procedures: A description of reporting requirements will be included in the Grant Agreements. The types of reporting required, along with the schedule of reporting, will depend on the grant type and project duration. Reporting forms will be provided to grant recipients. Types of reporting will include the following:

- **Final program report** (Close-out Report) will describe how the project objectives and goals were reached, results of the project, and problems and solutions during implementation. This information should be presented in a manner suitable for presentation to the public.
- **Financial reports** will be submitted to DAI according to a schedule described in the grant agreements. Types of financial reports, as well as the schedule of reporting, will depend on the type of grant, length of project, and amount of grant funding. Financial reports will be required in order to receive grant installments. These reports will describe the amount of grant funds spent during the previous period, total amount spent to date, and amount remaining in each budget line item. In addition, all grant recipients are required to submit a detailed Final Financial Report.

Issuance of the final installment of grant funds is contingent upon DAI's receipt and acceptance of Final Financial and Final Program Reports.

Project Monitoring: DAI staff will monitor projects in terms of both programmatic and financial aspects. Grant recipients will be expected to facilitate monitoring by making relevant information available to DAI staff.

Restrictions: Funds provided under any resulting agreement shall <u>not</u> be used to finance any of the following:

- I. Goods or services which are to be used primarily to meet military requirements or to support police or other law enforcement activities,
- 2. Surveillance equipment,
- 3. Equipment, research and/or services related to involuntary sterilization or the performance of abortion as a method of family planning,
- 4. Gambling equipment, supplies for gambling facilities or any hotels, casinos or accommodations in which gambling facilities are or are planned to be located
- 5. Commodities and services for support of police or other law enforcement activities
- 6. Activities which significantly degrade national parks or similar protected areas or introduce exotic plants or animals into such areas, or
- 7. Establishment or development of any export processing zone or designated area where the labor, environmental, tax, tariff, and/or safety laws of the country in which such activity takes place would not apply.
- 8. Weather modification equipment
- 9. Pharmaceuticals.
- 10. Pesticides,
- 11. Logging equipment,
- 12. Luxury goods (including alcoholic beverages and jewelry),
- 13. Establishing or expanding any enterprise that will export raw materials that are likely to be in surplus in world markets at the time such production becomes effective and that are likely to cause substantial injury to U.S. producers,
- 14. Activities which would result in the loss of forest lands due to livestock rearing, road construction or maintenance, colonization of forest lands or construction of dams or other water control structures,
- 15. Activities which are likely to have a significant adverse effect on the environment, including any of the following (to the extent such activities are likely to have a significant adverse impact on the environment):
 - i. Activities which may lead to degrading the quality or renewability of natural resources;
 - ii. Activities which may lead to degrading the presence or health of threatened ecosystems or biodiversity;
 - iii. Activities which may lead to degrading long-term viability of agricultural or forestry production (including through use of pesticides);
 - iv. Activities which may lead to degrading community and social systems, including potable water supply, land administration, community health and well-being or social harmony.

- 16. Activities which are likely to involve the loss of jobs in the United States due to the relocation or expansion outside of the United States of an enterprise located in the United States, or
- 17. Activities which the awardee is aware are reasonably likely to contribute to the violation of internationally or locally recognized rights of workers,
- 18. Activities to support the production of agricultural commodities for export from when such commodities would directly compete with exports of similar United States agricultural commodities to third countries and have a significant impact on United States exporters.
- 19. Used equipment
- 20. U.S. Government-owned excess property





SECTION D - ANNEXES

ANNEX I: USAID STANDARD PROVISIONS

Pursuant to 2 CFR 700.13, it is USAID policy not to award profit under assistance instruments such as grant awards. However, all reasonable, allocable, and allowable expenses, both direct and indirect, which are related to the grant program and are in accordance with applicable cost standards (2 CFR 200 Subpart E for all US-based and for non-US based non-profit organizations, and the Federal Acquisition Regulation (FAR) Part 31 for for-profit organizations), may be paid under the grant.

For non-US organizations, the Standard Provisions for Non-US Nongovernmental Recipients will apply. https://www.usaid.gov/sites/default/files/documents/303mab.pdf

For US organizations, 2 CFR 200 and the Standard Provisions for U.S. Nongovernmental Recipients will apply. https://www.usaid.gov/sites/default/files/documents/1868/303maa.pdf

ANNEX 2: CERTIFICATIONS, ASSURANCES, OTHER STATEMENTS OF THE RECIPIENT

In accordance with ADS 303.3.8, DAI will require successful grant applicants to submit a signed copy of the following certifications and assurances, <u>as applicable:</u>

- I. Assurance of Compliance with Laws and Regulations Governing Non-Discrimination in Federally Assisted Programs (Note: This certification applies to Non-U.S. organizations if any part of the program will be undertaken in the United States.)
- **2. Certification Regarding Lobbying** (This certification applies to grants greater than \$100,000.)
- 3. Prohibition on Assistance to Drug Traffickers for Covered Countries and Individuals (ADS 206)
- 4. Certification Regarding Terrorist Financing, Implementing Executive Order 13224
- **5.** Certification Regarding Trafficking in Persons, Implementing Title XVII of the National Defense Authorization Act for Fiscal Year 2013 (Note: This certification applies if grant for services required to be performed outside of the United States is greater than \$500,000. This certification must be submitted annually to the USAID Agreement Officer during the term of the grant.)

6. Certification of Recipient

In addition, the following certifications will be included **Part II – Key Individual Certification Narcotics Offenses and Drug Trafficking (***Note:* <u>Only as required per ADS 206 for Key Individuals or Covered Participants in covered countries.</u>)

Part III – Participant Certification Narcotics Offenses and Drug Trafficking (Note: Only as required per ADS 206 for Key Individuals or Covered Participants in covered countries.)

Part IV – Representation by Organization Regarding a Delinquent Tax Liability or a Felony Criminal Conviction

Part V – Other Statements of Recipient

Part VI - Standard Provisions for Solicitations

(Note: Parts V & VI – Are included in the grant file as part of the grant application.)

ANNEX 3: INSTRUCTIONS FOR OBTAINING A DUNS NUMBER

Note: There is a Mandatory Requirement for your Organization to Provide a DUNS number to DAI

- I. SUBCONTRACTS/PURCHASE ORDERS: All domestic and foreign organizations which receive first-tier subcontracts/ purchase orders with a value of \$30,000 and above are required to obtain a DUNS number <u>prior</u> to signing of the agreement. Your organization is exempt from this requirement if the gross income received from all sources in the previous tax year was under \$300,000. Please see the self-certification form attached.
- **II. MONETARY GRANTS:** All foreign entities receiving first-tier monetary grants (standard, simplified and FOGs) with a value equal to or over \$25,000 and performing work outside the U.S. must obtain a DUNS number <u>prior</u> to signing of the grant. All U.S. organizations who are recipients of first-tier monetary grants of any value are required to obtain a DUNS number; the exemption for under \$25,000 applies to foreign organizations only.

NO SUBCONTRACTS/POs (\$30,000 + above) or MONETARY GRANTS WILL BE SIGNED BY DAI WITHOUT PRIOR RECEIPT OF A DUNS NUMBER.

Note: The determination of a successful offeror/applicant resulting from this RFP/RFQ/RFA is contingent upon the winner providing a DUNS number to DAI. Organizations who fail to provide a DUNS number will not receive an award and DAI will select an alternate vendor/subcontractor/grantee.

Background:

Summary of Current U.S. Government Requirements- DUNS

The Data Universal Numbering System (DUNS) is a system developed and managed by Dun and Bradstreet that assigns a unique nine-digit identifier to a business entity. It is a common standard world-wide and users include the U.S. Government, European Commission and the United Nations. The DUNS number will be used to better identify related organizations that are receiving U.S. federal funding, and to provide consistent name and address data for electronic application systems.

Instructions detailing the process to be followed in order to obtain a DUNs number for your organization begin on the next page.

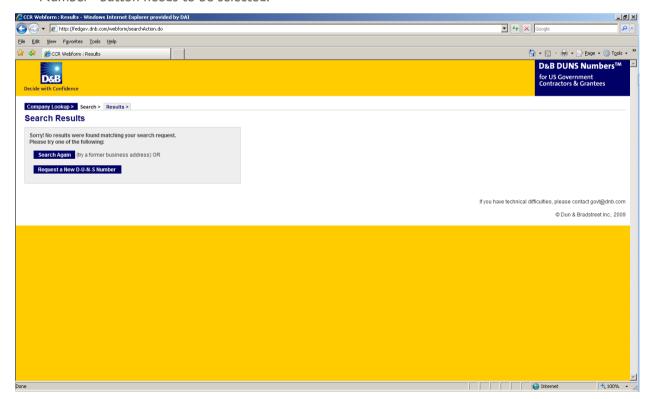
THE PROCESS FOR OBTAINING A DUNS NUMBER IS OUTLINED BELOW:

I. Log on to the D&B (Dun & Bradstreet) DUNS registration website to begin the process of obtaining a DUNS number free of charge.

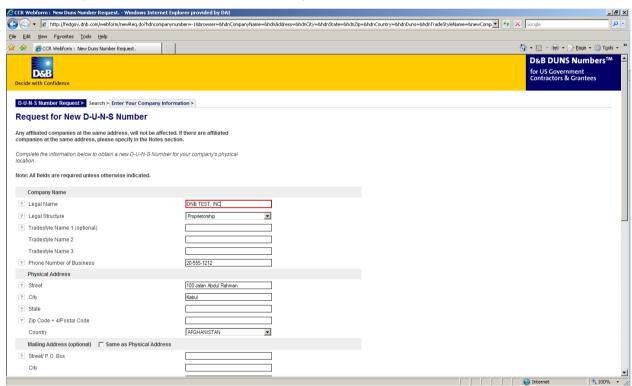
http://fedgov.dnb.com/webform/index.jsp

Please note there is a bar on the left for Frequently Asked Questions as well as emails and telephone numbers for persons at Dun & Bradstreet for you to contact if you have any questions or difficulties completing the application on-line. DAI is not authorized to complete the application on your organization's behalf; the required data must be entered by an authorized official of your organization.

- 2. Select the Country where your company is physically located.
- 3. You will first be asked to search the existing DUNS database to see whether a DUNS number already exists for your organization/entity. Subcontractors/grantees who already have a DUNS number may verify/update their DUNS records.
- 4. Potential DAI subcontractors/vendors/grantees who do not already have a DUNS number will be shown the screen below. To request a new DUNS Number, the "Request a New D-U-N-S Number" button needs to be selected.



- 5. Enter the information regarding your organization listed on the next three screens. (See screen shots below.) Make sure you have the following information available (in English) prior to beginning the process of entering this section in order to ensure successful registration.
 - Legal Business Name (commas are allowed, periods are not allowed)
 - Address
 - Phone
 - Name of Owner/Executive
 - > Total Number of Employees
 - > Annual Sales or Revenue (US Dollar equivalent)
 - Description of Operations
- 6. Note that some fields are Optional, however all other fields must be completed to proceed further with the application process. For example, all applicants must complete the Organization Information sections. The Company Name and Physical Address fields are self-populated based on information previously entered during the initial DUNS search. The question marks to the left of the field provide additional information when you click on them.

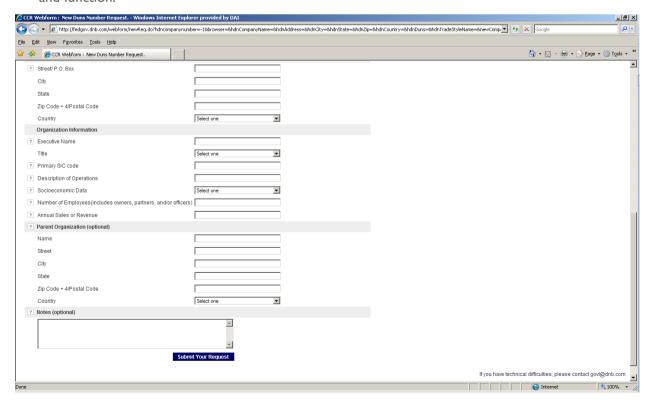


- 7. You must select the legal structure of your organization from the pull down menu. To assist you in selecting the appropriate structure that best represents your organization, a brief description of the various types follows:
 - **Corporation** A Hotel that meets certain legal requirements to be chartered by the state/province in which it is headquartered by the filing of articles of incorporation. A corporation is considered by law to be an entity separate and distinct from its owners. It can be taxed; it can be sued; it can enter into contractual agreements.

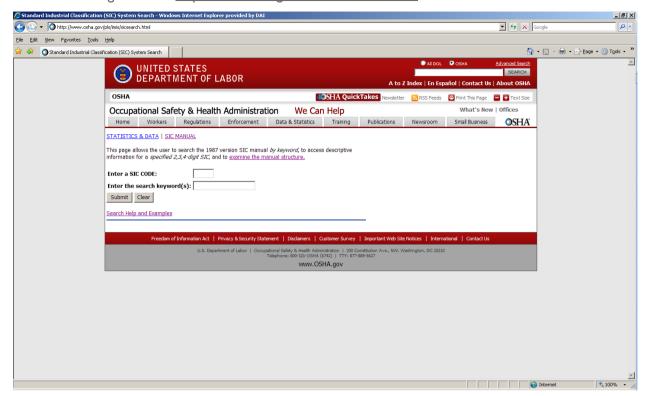
- Government central, province/state, district, municipal and other U.S. or local government entities. Includes universities, schools and vocational centers owned and operated by the government.
- Limited Liability Company (LLC) This is a type of business ownership combining several features of corporation and partnership structures. It is designed to provide the limited liability features of a corporation and the tax efficiencies and operational flexibility of a partnership. Its owners have limited personal liability for the LLC's debts and obligations, similar to the status of shareholders in a corporation. If your Hotel is an LLC, this will be noted on the organizations registration and licensing documents.
- **Non-profit** An entity which exists for charitable reasons and is not conducted or maintained for the purpose of making a profit. Any <u>money</u> earned must be retained by the organization, and used for its <u>own expenses</u>, <u>operations</u>, and <u>programs</u>. Most organizations which are registered in the host country as a non-governmental organization (NGO) rather than as a commercial business are anon-profit entities.

Community based organizations, trade associations, community development councils, and similar entities which are not organized as a profit making organization should select this status, even if your organization is not registered formally in country as an NGO.

- **Partnership-** a legal form of operation in which two or more individuals carry on a continuing business for profit as co-owners. The profits and losses are shared proportionally.
- **Proprietorship**-These Hotels are owned by one person, usually the individual who has day-to-day responsibility for running the business. Sole proprietors own all the assets of the business and the profits generated by it.
- 8. One of the most important fields that must be filled in is the Primary SIC code field. (See screen shot below.) The Primary Standard Industrial Code classifies the business' most relevant industry and function.



9. If you are unsure of which SIC Code your organization's core business falls under, please refer to the following website: http://www.osha.gov/oshstats/sicser.html



You will need to enter certain keywords to bring up the potential SIC Codes. In the case above, "Research" was entered as the keyword, and resulted in the following:



PLEASE NOTE: Many of the DAI subcontractors and grantees fall under one of the following SIC codes:

8742 Management Consulting Services

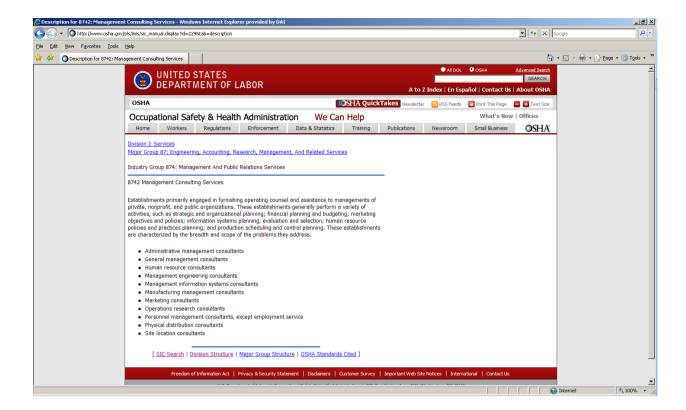
1542 General Contractors-Nonresidential Buildings, Other than Industrial Buildings and Warehouses or one of the codes within:

Industry Group 357: Computer and Office Equipment

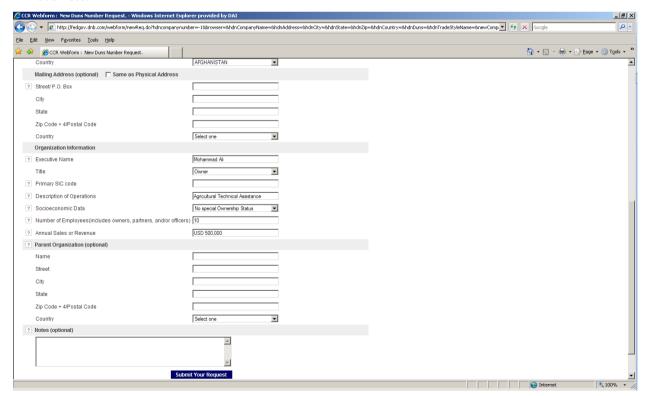
Industry Group 355: Special Industry Machinery, Except Metalworking

Industry Group 356: General Industrial Machinery and Equipment

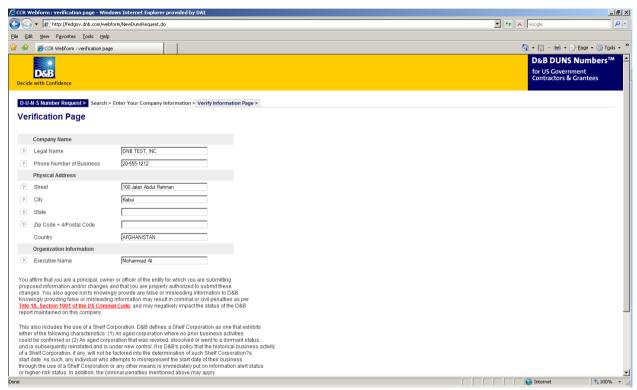
Industry Group 359: Miscellaneous Industrial and Commercial



10. Description of Operations- Enter a brief description of the primary services you provide the example below, "agricultural technical assistance" was chosen as the primary function of the business.



- 11. The Annual Sales or Revenue figure should be provided in USD (US Dollar) equivalent.
- 12. Once all of the fields have been completed, click on "Submit Your Request" to be taken to the Verification page.
- 13. Note: Representative (Principal, Owner or Officer) needs to verify and provide affirmation regarding the accuracy of the data under criminal or civil penalties as per Title 18, Section 1001 of the US Criminal Code.
- 14. Once "Yes, Continue" button is clicked, the registration application is sent to D&B, and a DUNS number should be available within 24-48 hours. DUNS database can be checked in 24-48 hours by entering the Business Information in the Search window which should now display a valid result with the new DUNS number for the entity.



ANNEX 4: SELF CERTIFICATION FOR EXEMPTION FROM DUNS REQUIREMENT

Legal Business Name:	
Physical Address:	
Physical City:	
Physical Foreign Province (if applicable):	
Physical Country:	
Signature of Certifier	
Full Name of Certifier (Last Name, First/Middle Names):	
Title of Certifier:	
Date of Certification (mm/dd/Yiyi):	

The sub-contractor/vendor whose legal business name is provided herein, certifies that we are an organization exempt from obtaining a DUNS number, as the gross income received from all sources in the previous tax year is under USD \$300,000.

*By submitting this certification, the certifier attests to the accuracy of the representations and certifications contained herein. The certifier understands that s/he and/or the sub-contractor/vendor may be subject to penalties, if s/he misrepresents the sub-contractor/vendor in any of the representations or certifications to the Prime Contractor and/or the US Government.

The sub-contractor/vendor agrees to allow the Prime Contractor and/or the US Government to verify the company name, physical address, or other information provided herein. Certification validity is for one year from the date of certification.