



Overview of the Direct Assistance Grants Scheme– Guyana Mission April 23rd , 2013

Presenter: Celestine Moe, Grant Advisor

What is a Grant?

- A grant is direct financial contribution
- A grant is not a guaranteed funding
- A grant is not a loan
- A grant is a specific type of financial assistance to firms/individuals/Business Support Organisations to finance projects/actions
- A grant may not be awarded retrospectively
- A grant requires 100% financing by the applicant

What is the Direct Assistance Grants Scheme?

- An EU funding facility specifically designed for Caribbean firms who are exporting or have the potential to export products and services.
- There are two grant funding facilities:
 - Accelerated Procedures (Maximum €5,000)
 - Regular Procedures (Maximum €30,000)
 - Maximum duration of six (6) months

What is the Direct Assistance Grants Scheme?

Procurement Rules – Goods & Services

- Prudent shopping – the most economical advantageous offer.
- All goods (e.g. equipment) and services (e.g. consultant) must be procured from service providers or suppliers that operate within African, Caribbean Pacific Member States (80) and / or European Union Member Countries (27).
- A financial contribution and not a loan. Beneficiaries incur the full 100% of their project costs and are eligible for reimbursement up to a maximum of 70% (€30,000.00).

How to Access The Direct Assistance Grants Scheme



Firms interested in accessing this facility must be:

- A legally registered firm/individual/Business Support Organisation in a CARIFORUM Country
- Exporting or have the potential to export goods and services
- Operational for at least two (2) years
- Able to provide two years financial statements
- Able to finance their projects 100%

Projects Funded

- International Food, Quality & Environmental Standards
- Gap Audits
- Standards Certification
- Retrofitting facilities to attain a specific standard
- Equipment upgrade / modernization
- Research, Development and Innovation
- Advisory services
- Product and service development
- Market research and testing
- Packaging and design

Projects Funded

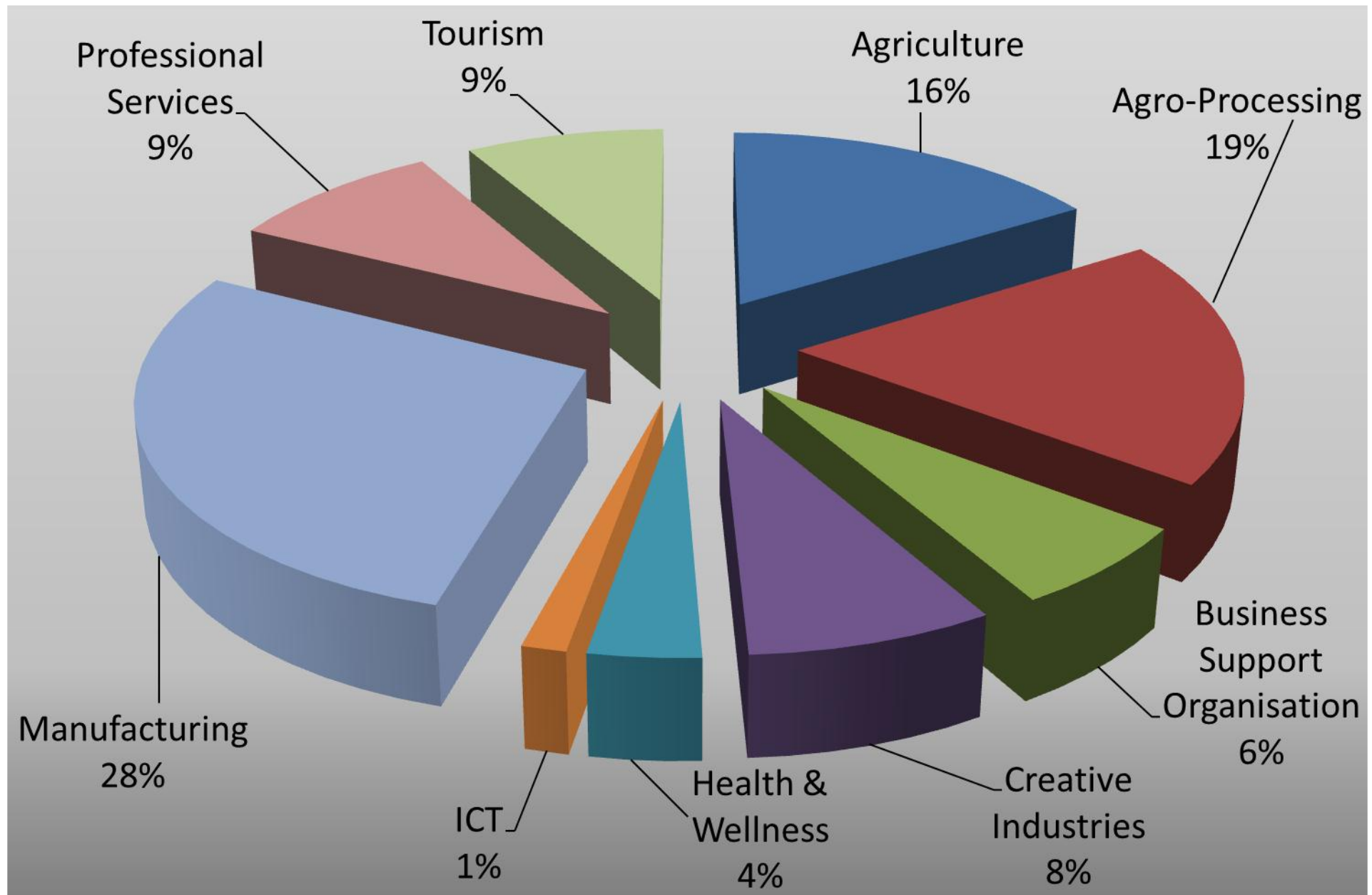
- Marketing services and activities (e.g. trade fairs participation, trade mission and in-market activities)
- Promotional materials (e.g. brochures, catalogues, CDs and video)
- Training programmes
- Implementation of IT solutions (e.g. website, e-commerce and multimedia)
- Intellectual Property activities (e.g. brand registration and patents)

This list is for guidance only and is not exhaustive.

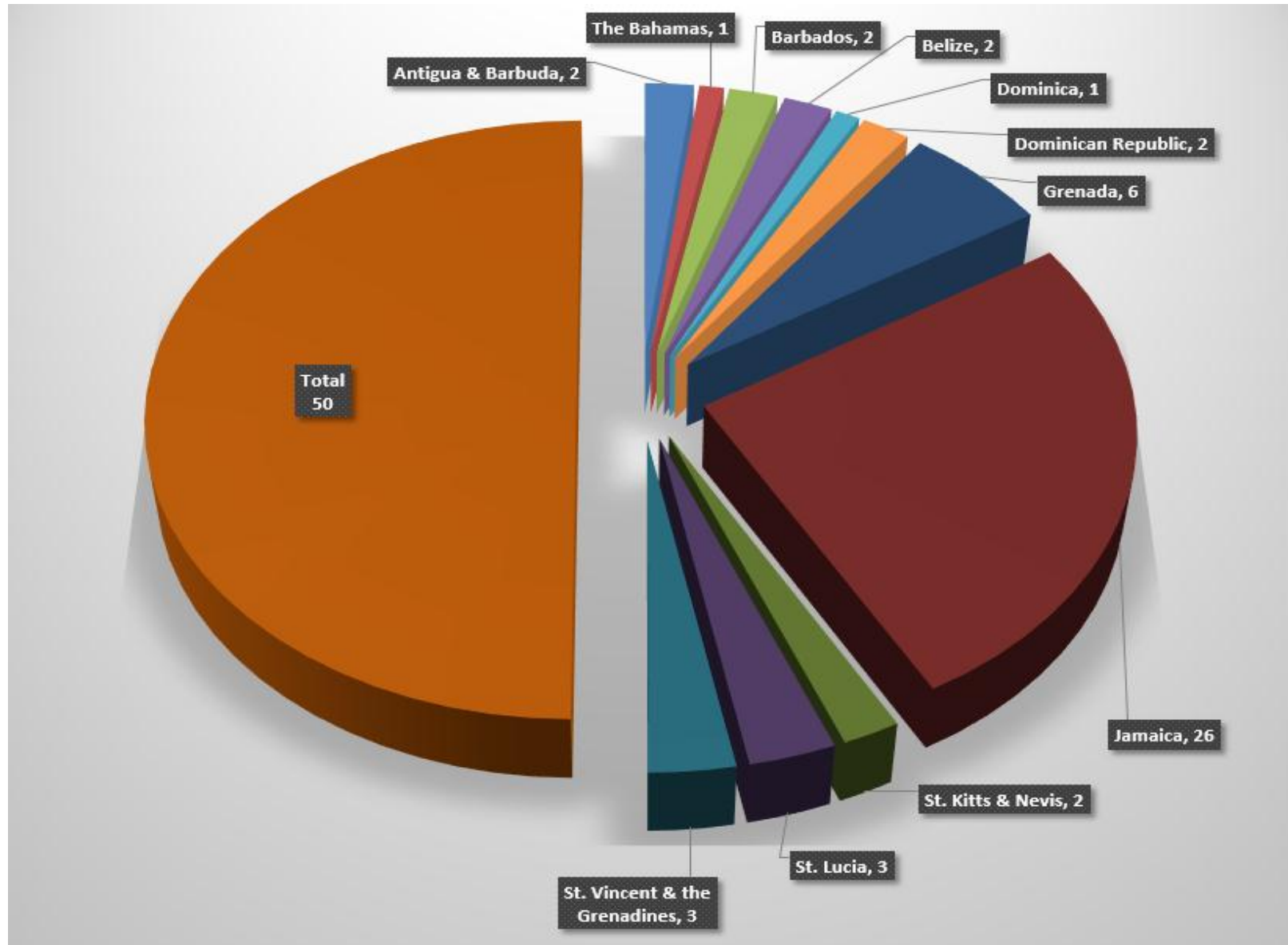
Success Stories

- Under 9th European Development Fund (EDF), 197 firms were beneficiaries of € 2.7 million over the period 2008 and 2010
- Under the 10th EDF, 50 out of 58 firms awarded Accelerated Grant Contracts totalling EUR 230,243.47
- Under the 10th EDF 92 out of 340 firms awarded Regular Grant Contracts totalling EUR 2,498,794.00

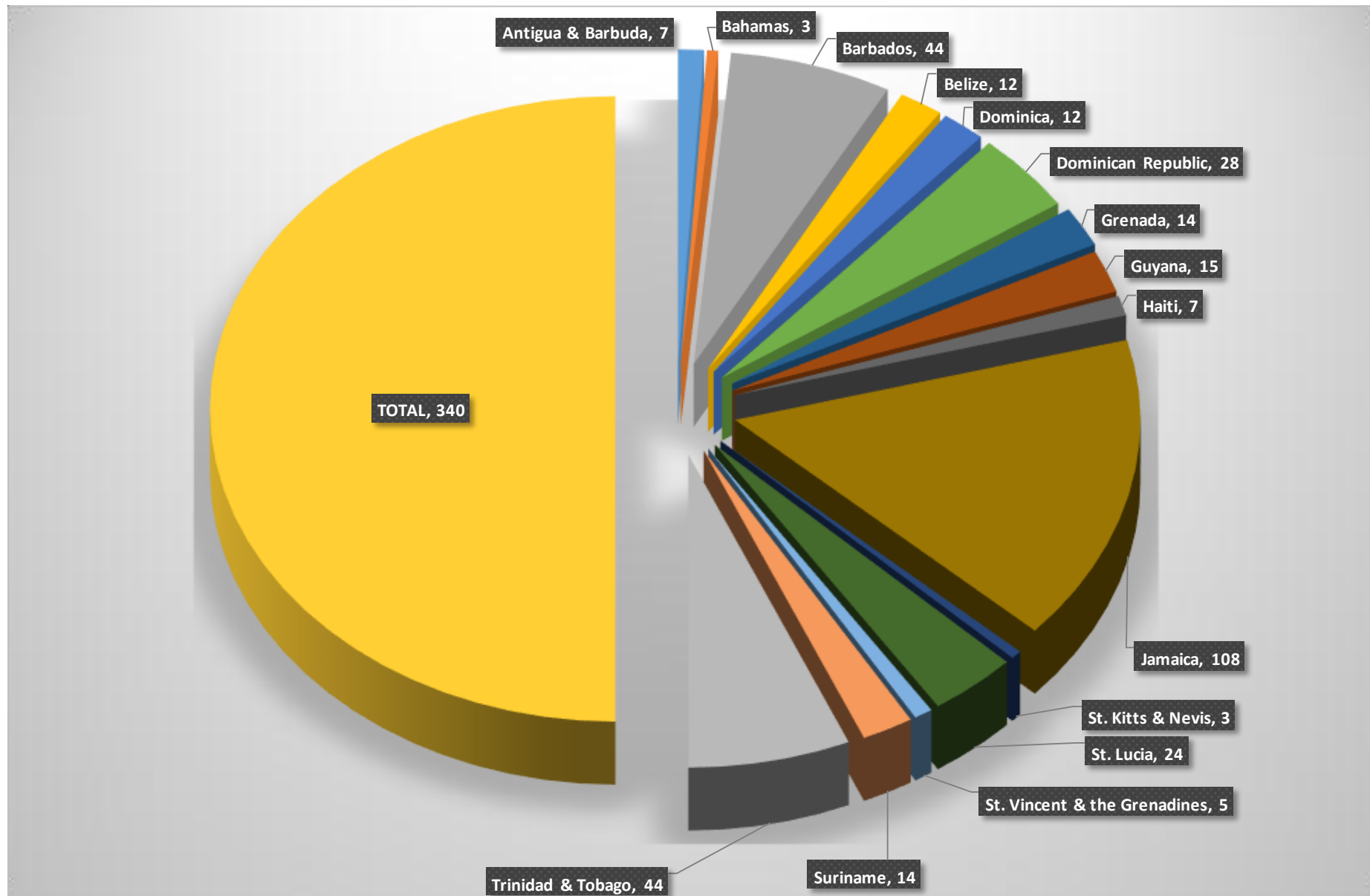
Grants per Sector



BENEFICIARIES PER COUNTRY FOR ACCELERATED PROCEDURES CALL – NOVEMBER 2011



APPLICATIONS PER COUNTRY FOR REGULAR PROCEDURES CALL – June 2012



Further Information on the Direct Assistance Grant Scheme

Visit Caribbean Export's website:

www.carib-export.com

On the Home Page Select Click on Grants

Search for:

- ▶ Eligibility Requirements
- ▶ Call For Proposals
- ▶ Application
- ▶ Evaluation Process
- ▶ Funding Amounts
- ▶ Guidelines
- ▶ Beneficiaries of Funding
- ▶ Exchange Rates & Per Diems
- ▶ ACP Member States & EU Countries States
- ▶ Presentations
- ▶ Success Stories
- ▶ FAQs

Eligibility Requirements

APPLICANTS ARE ELIGIBLE TO APPLY IF THEY ARE:

- i. A firm (i.e. entity, individual or company) legally registered and operating in a CARIFORUM member state; or
- ii. A legally registered Business Support Organization (BSOs) in a CARIFORUM member state such as trade association, chamber of commerce, industrial development corporation, other business support organisations which is undertaking an activity in partnership with at least two (2) private sector firms. **BSOs may ONLY apply to the Regular Procedures facility;**
- iii. Trading in the following Sectors: *Alternative Energy, Agriculture, Agro-Processing, Creative Industries (e.g. Fashion, audio-visual, music, artisans, etc.), Health & Wellness, Information Communication Technology, Manufacturing, Professional Services, Tourism*
- iv. Exporting or demonstrate their potential to export goods and services
- v. Operational for at least two (2) years supported by last two years financial statements/accounts; and
- vi. Able to finance and sustain their projects fully at the beginning, that is 100% financing is available prior to project initiation.

APPLICANTS NOT ELIGIBLE TO APPLY:

- a) Start-ups, firms, entities or individuals not financially operational for two (2) years;
- b) Educational institutions such as Universities, Schools, Vocational centres, etc.;
- c) Non-Governmental Organizations, including but not limited human-rights, social clubs, citizen associations and charity;

Eligible Projects/Activities

General Project Objectives:
Projects to be funded must be aimed at one or more of the following objectives:
Opening new markets, increasing exports to the Caribbean Region and/or other International Markets
Lowering production costs
Identifying new sources of supply for raw materials or other inputs
Enhancing productivity through training and personnel development
Facilitating Trade Mark, Intellectual Property and Copyright Protection
Reducing environmental impact
Capitalising on the benefits of the Economic Partnership Agreement (EPA), CARICOM Single Market Economy (CSME), CARICOM-Dominican Republic FTA or any other bilateral or multilateral arrangements signed by the region within the region or with ACP or EU partners
Fostering intra-regional cooperation to enhance productivity and capitalise on economies of scale
Promoting programmes which will impact on underdeveloped areas or disadvantage sectors within the region (e.g. rural area development and gender)

Types of Eligible Projects:

Food safety standards/certification/regulations
Research, Development and Innovation
Advisory services
Product and service development
Marketing services and activities (e.g. trade fairs participation, trade mission and in-market activities)
Quality and environmental systems
Promotional material (e.g. brochures, catalogues, CDs and videos)
Training programmes
Implementation of IT solutions (e.g. website, e-commerce and multimedia)
Market research and testing
Packaging, design
Intellectual Property activities (e.g. brand registration and patents)

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Types of ineligible projects:

- The following types of project are ineligible
- projects concerned only or mainly with individual sponsorships for participation in workshops, seminars, conferences, congresses;
 - projects concerned only or mainly with individual scholarships for studies or training courses;

The Duration of Projects:

The duration to execute the project may not exceed **six (6) months from the signing of the Grant Contract.**

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QUESTION & ANSWERS



THANK YOU



CONTACT:

Kirk Brown, Senior Grant Advisor, kbrown@carib-export.com

Celestine Moe, Grant Advisor, cmoe@carib-export.com

Sonia Bowen, Programme Assistant, sbowen@carib-export.com



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WHERE TO FIND US

We encourage small business owners, heads of Business Service Organizations and also investors with an interest in the Caribbean to contact us. You may reach us at:

HEAD OFFICE

1st Floor Baobab Tower, Warrens
St. Michael, BB22026
BARBADOS
Tel: (246) 436-0578 • Fax: (246) 436-9999
Email: info@carib-export.com

SUB REGIONAL OFFICE

Calle Carlos Lora No.9
Ensanche Los Restauradores, Santo Domingo
DOMINICAN REPUBLIC
Tel: (809) 531-2411 • Fax: (809) 473-7532
Email: c.export@codetel.net.do