

**Education Development Center (EDC)**  
**Announcing**  
**Potential Funding Opportunity: Youth Livelihoods Expansion – Somaliland, Puntland and**  
**South-Central Somalia Areas**  
**Request: Expressions of Interest (EOI) 2**

**Deadline for submission: February 21, 2010**

**Note: This announcement is 5 pages long- please read the entire instructions before considering how you will respond.**

**Request Purpose:** To inform interested parties about the anticipated expansion of a livelihoods program in Puntland, Somaliland and Somali south-central regions. To invite **Expressions of Interest (EOI) 2** from local or international NGOs, training institutions, and private sector businesses with on-the-ground operations and expertise in these regions. International NGOs will be considered if they operate through local partners.

**Expressions of Interest (EOI):** The EOI is a request for an entity to be considered as “qualified” to do specific types of work. It is not a proposal to do specific work, but it is about making the case for organizational capacity. More specific guidance on the application process is below.

**Qualified programs:** Only pre-qualified programs will then have the right to apply for funding under the full program description later in the calendar year. Being pre-qualified does not guarantee funding.

**Unqualified Programs:** This effort is for a particular program focus. Organizations that fail to meet the criteria under this announcement will be “unqualified” but are not prohibited from applying to future or other US government funded program solicitations.

**Background Information about EDC:** EDC is a 50-year old NGO based in the US with programs around the world. The U.S. Government has funded EDC’s Somali Interactive Radio Instruction Program (SIRIP) since 2005 and in October 2008 launched a youth livelihoods effort through EDC – Somali Youth Livelihoods Program / Shaqodoon. EDC has offices in Garowe, Mogadishu and Hargeisa. See: [www.edc.org](http://www.edc.org) and [www.shaqodoon.org](http://www.shaqodoon.org)

**Submitting an Expression of Interest (EOI):** Submission length- maximum 9 pages. Follow the Eligibility Criteria on page 5. Specify NGO and private sector key competencies to do work in two or more of the following core competency areas: **Vocational/technical skills, Work readiness skills , Self-employment skills , Literacy and numeracy skills, Youth Counseling , Accompaniment/Mentorship , Use of Communications Technology** for youth ages 16 - 24. Core competency areas:

**Core Competency Area 1 – Vocational/technical skills –** The goal of EDC projects in this area is to support training in specific technical/vocational skills as identified by the local private sector.

EDC is looking for partners who can adequately demonstrate the market need and gaps for private or public employment, has the ability to train young people in the technical concepts and connect them to host businesses to provide hands-on work experience through paid or unpaid apprenticeships and internships. EDC is interested that partners are capable of recruiting youth 16- 24 years of age who are not working and not in school to offer them quality skills training. In addition to vocational/technical skills training, literacy and/or numeracy skills may be suitable to recruited youth.

**Core Competency Area 2 – Work readiness skills** – The goal of EDC projects in this area is to find partners who have demonstrated competency to train youth in an array of skills that help them find and keep jobs. This includes but need not address all of the following: resume creation, interview preparation, communication skills (written and oral), problem-solving and conflict resolution, self-direction, leadership and team management, work ethics and values, accountability, business literacy, and computer literacy and use.

**Core Competency Area 3 – Self-employment skills** – The goal of EDC projects in this area is to find partners who have demonstrated competency in supporting youth to pursue self-employment interests. This may involve training in micro-enterprise, facilitating access to capital and skills training in related areas including: determining local market needs, production, costing and business bookkeeping, marketing, money management and computer usage for business purposes. EDC is looking for partners who have demonstrated the ability to provide people with access to loans or seed money/capital or who have successfully partnered with others to provide this access.

**Core Competency Area 4 – Literacy and numeracy skills** – The goal of EDC projects in this area is to find partners who have demonstrated competency to train youth with little or no literacy to grade 3 (primary) levels and those with basic literacy to grade 6 (primary) levels as part of a holistic program that will assist them to be a part of vocational skills training or to connect with vocational skills training as part of an integrated effort to strengthen workforce readiness and numeracy skills. The connection to skills training and workforce readiness is important. EDC is **only** looking for courses that teach literacy/numeracy with a clear connection to other training or opportunities.

**Core Competency Area 5– Youth Counseling.** The goal of EDC projects in this area is to find partners who have demonstrated competency to conduct individual and group counseling of youth 15-24 years of age that will help them learn how to acquire the skills needed to strengthen their employment and basic livelihood capacities.

**Core Competency Area -6 - Accompaniment/Mentorship.** The goal of EDC projects in this area is to find partners who have competency in the area of mentorship services for youth who are being connected to a job and/or finding a livelihood and entrepreneurship opportunity. They are to review and build skills that workers require such as communication, problem solving and conflict management skills. It should include a component of support to employers and work experience hosts.

**Core Competency Area 7 – Use of Communications Technology.** The goal of EDC projects in this area is to find partners who have competency in the area of technology use of computers, the internet, web pages, video, and cell phones. They are competent to train in the use of technology; they use the technology in education and training in other fields, use of technology as a tool for employment and placement, technology used in its own operations.

When you submit please also consider the following operational capacities that are of interest to EDC:

**Operational Strength and Durability:** Those submitting an EOI should include statements about how well they have and can sustain operations during volatile and difficult times, including any systems, structures and policies in place to support ongoing operations during conflict. Specific incidences of this will be important. International NGOs must include paragraph descriptions of local partners and these partners' capacities. EOIs will only be considered from international NGOs that are working through local systems/partners and from Somali NGOs.

**Management and Financial Expertise:** All organizations and businesses need to briefly present information on their established financial management and internal control systems. Describe how purchases are made, staff paid, accounts are maintained, money transfers and checking accounts managed. Does a treasurer oversee a cashier? Are there regular financial statements? Are they reviewed by management? Are they audited? How are decisions communicated?

**Cooperation:** Oftentimes work to promote and train young people and get them into jobs or help them find self-employment goes beyond the capacity or work of one organization. Cooperation among a few organizations or businesses can be key to success. If the applicant has entered into such relationships in the past, describe them in the EOI following the Eligibility Criteria set below.

**How the program will work: Round 1** - EDC selects qualified organizations and businesses (see section below on Eligibility) to which it may award grants depending on the availability of funding. Organizations that submit an **expression of interest** in response to this announcement will be reviewed and evaluated based on the criteria outlined below. EDC will notify those organizations that are evaluated as "qualified". **Round 2** – EDC will send criteria and instructions for a full proposal to the "qualified" entities. The organization is entitled to apply [not required] for funding through a complete proposal for specific work to be accomplished. This will be a limited competition among qualified entities.

EDC seeks to develop a strong group of implementing partners through this announcement and therefore requests submissions that outline key areas of competency, demonstrate organizational capacity and successful experience in the region (including work with local and regional networks and country specific expertise), and demonstrate experience implementing projects that can operate under a variety of conditions.

**Electronic Link to Full Announcement:** Go to [www.shaqodoon.org](http://www.shaqodoon.org) to view and download a copy of this announcement.

**Anticipated Total Program Funding:** It is anticipated that this year, those who qualify, will compete for approximately \$ 1.2 million of funds. The actual amount will be contingent upon the availability of funds. Awards may be a minimum of \$25,000 and higher for periods of 4-12 months. In addition, contingent upon the availability of funds, EDC may make additional awards in 2010 and 2011. EDC reserves the right to award less or more than the funds described as it receives funds for these purposes.

**Notification of Awards.** Those NGOs and private sector entities who qualify under this announcement will later receive information through email about the award focus and the award regulations.

**Expression of Interest Submission and Deadline:** Expressions of interest must not exceed nine (9) pages and must address the Eligibility Criteria stated below.

In addition to the 9 pages, applicant should also include the following 5 (five) items:

1. Cover page- a. name of organization, b. name of point of contact c. title d. email address, d. telephone numbers e. web site address for organization, f. year the organization was registered, g. income level in US dollars of the most recent fiscal year [estimates are accepted. example: if your organization has not completed its records, provide an amount equaling the total expenses and the period of time it covers]; h. physical location (village, town or city and region) of offices and program operations, h. Communications: Complete this sentence- I heard about this expression of interest announcement through \_\_\_\_\_ .
2. List of Board of Directors - names and titles on organization board and position or title of person's business or employment or other professional association
3. List of names and titles of all staff and the number of months the person has served in the organization. Also list relevant credentials of senior and technical staff.
4. Grants and awards list of previous U.S. Government and other international donor awards –a. name of agency or donor, b. the purpose of the award, c. name of the award or program, d. the amount of the award, e. the period of time for the award, f.name of the contracting officer within the agency.
5. A copy of the organizations most recent Annual Report. In the case of a business, a copy of a description of your work that is shared with owners.

**Please note:** Submission of a specific project proposal for funding will be considered non-responsive. It will **not be reviewed** and the organization will be categorized as “unqualified” under the terms of this Expression of Interest activity. Also, those who are qualified in Round 1 are not guaranteed awards in Round 2.

<b>Submission</b> Expressions of interest and all attachments must be submitted electronically to
---

Muna Said Warsame at EDC as attachments to e-mails sent to [msaidwarsame@edc.org](mailto:msaidwarsame@edc.org) . If the applicant has only hard copies of reports they must be electronically scanned and sent in as an attachment. To meet the announcement deadline, submissions must be made by **February 21, 2010, 4:00 pm local time.**

**Review and Selection Process:** Submissions under this announcement should include information addressing each of the eligibility criteria below. Each expression of interest will be evaluated and rated based on the criteria, which are designed to assess the capability or expertise and the organizational capacity of the applicant. The criteria are closely related and considered as a whole in judging the application. An expression of interest that contains a specific project proposal will not be considered responsive to this announcement.

**Eligibility Criteria:**

*Results or Benefits* – The organization must clearly describe expertise and capacity in relation to two or more of the program areas described above. See **Core Competency Areas 1-7**. The organization must describe its ability to implement and measure program success. (20 points)

*Responsive and Sustainable*– The organization must demonstrate the ability to design initiatives and programs responsive and feasible to local training and /or employment needs that also provides maximum impact. They also need to describe how they create local buy in and support for their work. (20 points)

*Identification and responsiveness to needs* – Youth are different and have different needs. Organizations must clearly describe their typical target youth audience and how they design the program to meet that groups' needs. (15 points).

*Durability* - The organization must demonstrate how it approaches its program work so it can sustain operations regardless of the volatility of the environment. See **“Operational Strength and Durability” above**. (10 points)

*Accountability* – The organization must demonstrate its ability for daily cash management, procurement procedures and ability to report on the use of the use of funds. See **“Management and Financial Expertise”**. (10 points)

*Organization Profiles* – The organization demonstrates that it has expertise in one or more key areas of competency within proposed program areas (or can engage the required expertise through partnerships) and demonstrates the ability to engage local and regional networks. The organization demonstrates a high level of regional and/or country expertise. Individual organization staffs, including volunteers, are well qualified and described. (25 points)