
WORK PROGRAMME FOR GRANTS
of the Deputy Regional Authorizing Officer (DRAO)
for the Overseas Countries and Territories (OCTs) in the Caribbean Region -
Anguilla, Aruba, Bonaire, Cayman Islands, Curaçao, Montserrat, Saba, St.
Barthélemy, St. Eustatius, St Maarten, the British Virgin Islands, and the
Turks and Caicos Islands

1. Basic act and/or Financing source

10th European Development Fund, based on the ACP-EU Partnership Agreement signed on 23 June 2000 as amended in 2005 and in 2010. Programme for Strengthening the Development of Small and Medium Enterprises of the Overseas Countries and Territories in the Caribbean Region (COSME), Ref. EDF/2012/022-912

2. Objectives of the programme, priorities for 2015 and expected results

The overall objective is to contribute to the sustainable and climate-resilient economic diversification and prosperity of Caribbean OCTs, by improving the competitiveness of Small and Medium-sized Enterprises (SMEs).

Types of action eligible for financing (This list is not exhaustive):

- Business diagnostic studies
- Business plan development and implementation
- Development and implementation of ITC solutions (e.g. website, e-commerce and multimedia)
- Market research, identification and testing
- Marketing services and activities
- Development and implementation of market intelligence and/or information platforms
- Promotional material (e.g. brochures, catalogues, CDs and videos)
- Product and service development
- Packaging design
- Product diversification
- Equipment modernization
- Safety standards, certification and regulations
- Quality and environmental systems
- Advisory services
- Advocacy
- Improvements in innovation and technology
- Research, Development and Innovation
- Intellectual Property activities (e.g. brand registration and patents)
- Coaching and mentoring services
- Development and implementation of training schemes and tool-boxes
- Creation of clusters and other collaborative platforms

The expected impacts of the grants to be awarded are:

- Opening and/or penetrating new markets (locally and internationally)
- Identifying and/or accessing new sources of supply for raw materials or other inputs
- Improved efficiency and productivity
- Lowering production costs
- Enhanced Trade Mark, Intellectual Property and Copyright Protection
- Reduced environmental impact
- Increased cooperation amongst BSOs and SMEs
- Creating and capitalizing on economies of scale
- Promoting productive activities through actions that will impact on disadvantaged groups (e.g. women, youth, disable people...) or underdeveloped areas (e.g. rural area development) within the region.

3. Eligibility conditions

In order to be eligible for a grant, the applicant must:

- i. Be a legally registered Business Support Organization (BSO)¹ in a Caribbean OCT partnering with at least four (4) private sector firms.
- ii. Be operational for at least one (1) year, supported by last one (1) year financial statements/accounts (no start-ups);
- iii. Be able to finance and sustain their projects at the beginning of the action implementation and up to their 30% contribution of the total cost of the action.
- iv. Be producing goods and/or services at the time of application².

4. Selection and award criteria

The evaluation will be carried out in accordance with the procedures set out in the Practical Guide.

5. Maximum rate of European Union financing

Any grant requested under this Call for Proposals must fall between the following minimum and maximum amounts:

- Minimum amount: EUR 2,000
- Maximum amount: EUR 12,000

Any grant requested under this Call for Proposals must fall under the following maximum percentage of total eligible costs of the action:

- Maximum percentage: 70% of the total eligible costs of the action

¹ In the context of this Call for Proposals, a BSO is a form of local business network whose goal is to further the interests of SMEs by providing support services to its constituency (SMEs).

² BSOs should demonstrate their production and/or provision of support services for SMEs.

6. Indicative time-schedule of calls for proposals

Phases / Activities	Date (estimated)
Publication of Guidelines for Applicants	1 st April, 2015
Deadline for reception of Full Proposals	1 st June, 2015
Evaluation of Proposals (Adoption of Report and information to applicants in award decision)	1 st September, 2015
Contract preparation (signature of Grant Contracts)	15 th September, 2015

7. Indicative amount of calls for proposals

EUR 200,000