

Date: October 5th, 2021

Marketplace Lead

QUESTIONS AND ANSWERS MATRIX

No.	QUESTIONS	ANSWERS
1	Are the food chains selected previously by CI Mexico, I mean are some products defined? AgriFood, Handcraft, Forestry, Aquaculture, etc?	Value chains are not defined, but some have been prioritized. The idea behind this is to be able to support the economy of the landscapes we are working in, and support value chains with the highest market potential that have not been supported (such as hibiscus, passion fruit, ramon nut, and others). That said, only Ecotourism and Aquaculture are excluded.
2	Should the offeror propose the Value Chains, if yes, how many?	The offeror should propose their initial vision with the publicly available information on which value chains might be interesting. As many as the offeror considers important to present a sound offer. We are more interested in your proposals for buyers and markets that match well with the sustainable products in these landscapes.
3	Are there some pre-selected producers or social communities with whom we have to work?	Yes. The project started the implementation phase in May. At this moment, we are already working with producer organizations in different value chains such as cattle, pine resin, sesame, coffee, cacao, passion fruit, and hibiscus.
4	Are there producers associations specific requirements? Size, number of producers, associative profile (SPR, SAPI, etc)	SLV's objective is to strengthen producer organizations (of 500+ members) to help develop financial and entrepreneurial capacities in organizations with sustainable practices and/or transition to sustainable practices. Ideally SPR (or other legal structures chosen by the producer organizations) which will allow for equity debt from the Blended Finance Members.
5	Could the budget integrate a Life insurance for experts?	If all the employees within your organization have this benefit, then the expense can be included in the budget, if this is not the case, it cannot be included.
6	What is the current status of the 12 Collective Business Entities (CBEs)? Are they already organized and operating/selling?	The CBE's design phase will start from October to December and the goal for the Fiscal year 2022 is to have 8 CBEs created and starting their operations. Currently, we are working with several producer organizations which vary in number of producers from 50 to 500 producers in each landscape that could evolve to CBEs.

7	<p>What is the current status with prospective buyers or investors? Are there any negotiations in progress or will that activity begin from scratch through the marketplace lead?</p>	<p>With prospective buyers we are currently in conversations with The Green Corner, an organic market with several stores across Mexico City, to work hand-in-hand with them and with different producer organizations, to supply them with sustainably produced products.</p>
8	<p>Could you describe and clarify briefly the SLV project structure? (Components, mechanisms, tables, positions, roles, etc.). What are the key roles and responsibilities of CI Mexico, SLV staff and the SLV project partners?</p>	<p>CI is the prime recipient and is tasked with managing the partners and fulfilling the cooperative agreement with USAID and implement the activity bringing their +30 years of experience working in Mexico. SLV staff, which is part of CI Mexico, oversees the day-to-day operations of the project and developing the implementation strategy alongside with the consortium partners.</p> <p>SLV consortium partners were part of the co-creation process for SLV and each one has a defined role and responsibilities depending on their area of expertise, with every organization committed to bridging rural enterprises in the four selected landscapes with financiers and responsible buyers.</p>
9	<p>Where is the marketplace component located within this project structure?</p>	<p>The marketplace is one of the services the Blended Finance Engine (component 2) will be providing producer organizations, CBEs, and buyers.</p>
10	<p>Where is the expert table mechanism located within this project structure?</p> <p>What kind of actors are there in the expert table?</p>	<p>The expert table mechanism is within the Blended Finance Engine, component of the project.</p> <p>Initially, consortium partners and as we progress in implementation expert tables will be define by subject matter of expertise.</p>
11	<p>Are there resources within the SLV structure that we can use, for the benefit of the marketplace component? (ex. coordinators, local or regional facilitators, etc.)</p>	<p>Yes, project staff can be leveraged for the benefit of the marketplace.</p>
12	<p>Is there a place or city where the main activities of the project take place? Have you already scheduled meetings on a regular basis? (in-person, virtual?)</p>	<p>We have weekly: 1 hour consortium meeting, 1 hour weekly Blended Finance Engine meetings and 1:30 weekly meetings between Landscape Managers, CBE Manager and the Blended Finance Partners. Due to Covid-19 most of them are still taking place online. We expect more in person activities in the next year in Mexico City and the landscapes described in the RfP.</p>
13	<p>Are there any mechanisms/tables/committees already in place? Where and how often do they get together?</p>	<p>Already answered in question 12 above.</p>
14	<p>Have you faced any important or major challenges that we should be aware of?</p>	<p>As with many other projects, we started implementation 8 weeks later than planned due to</p>

		Covid-19 restrictions, that said, the project is progressing well and adjusting to the constantly changing “new normal”.
15	Could you provide more information about the terms and conditions of the contract? (ex. Type of contract, commercial conditions, payment frequency, etc.)	The contract are standard CI contracts, payment frequency is against deliverables, and it can be monthly, bimonthly etc.
16	What would monthly progress reporting on the marketplace consist of (calls, written reports, etc)?	A standard written report and updated calls.
17	What is the status of the BFE (aside from the marketplace) and who are the BFE partners?	The current BFE partners are the consortium members, but we already have several other investors and financiers interested in joining the BFE. The BFE already has its main documents developed, is fine tuning the finance curation process and we are expecting to be operational by January 2022.
18	We would like to submit an offer alongside a local partner. Would that be possible? We assume that we would need to designate a lead to manage reporting, funds receipt, etc?	Yes. A project manager will need to be designated and working with a partner or another organization is allowed.
19	We are working on a proposal for the project in reference and would like to know if we can submit it in consortium with another organization?	Yes, proposals can be submitted in consortium with another organization.