

QUICK REFERENCE

EXPLORING USAID FUNDING OPPORTUNITIES

Follow these steps to discover funding opportunities and explore ways to work with USAID.

1

UNDERSTAND USAID PRIORITIES

USAID develops strategies and approaches for different countries and technical sectors. These public documents are important resources to help you begin exploring funding opportunities.

2

FOLLOW USAID'S FUNDING CYCLE

Remember that USAID plans activities as much as two years in advance. Start exploring opportunities 6 to 12 months before your organization plans to submit a proposal or application.

3

KNOW WHERE TO FIND CURRENT AND UPCOMING OPPORTUNITIES

Follow these steps to explore USAID funding opportunities:

- Review Mission websites and relevant Country Development Cooperation Strategies (CDCSs) to learn about Agency priorities.
- Follow USAID's Business Forecast monthly, attend quarterly webinars, and submit questions.
- Explore "rolling" opportunities that focus on broad areas of interest, such as Annual Program Statements (APS) and Broad Agency Announcements (BAAs).
- Track "open" or more narrowly defined opportunities on Grants.gov for grants and cooperative agreements (assistance opportunities), and beta.SAM.gov for contracts (acquisition opportunities).

4

IDENTIFY THE BEST OPPORTUNITY FOR YOUR ORGANIZATION

To be in a strong position to compete on USAID funding opportunities, identify those opportunities that align with your organization's expertise, experience and strategic priorities.

5

FIND WAYS TO PARTNER WITH OTHERS

Depending on the funding opportunity, USAID awards may be given to consortiums of organizations. Such teaming arrangements enable smaller organizations or those newer to USAID to work with more experienced partners and learn about USAID programming.

6

INTERACT WITH USAID

Take advantage of different opportunities to partner with USAID. Participate in Requests for Information (RFIs), stakeholder consultations, and co-creation activities. Stay connected through Agency newsletters and social media.

7

MAKE STRATEGIC CHOICES

Be prepared to make a strategic decision on whether to respond to a funding opportunity. Consider key factors, such as your ability to meet deadlines for concept notes, applications or proposals, and your capacity to manage a USAID award.

8

LEARN AND IMPROVE

If you are unsuccessful with a funding opportunity, do not give up. Take steps to build your expertise, improve your organizational systems, and reassess your alignment with USAID priorities and types of awards.

RESOURCES:

- **Learn about USAID strategies and priorities:** Country Development Cooperation Strategies, Mission Websites, Technical Sectors
- **Track planned activities:** USAID Business Forecast
- **Explore rolling funding opportunities:** New Partnerships Initiative, Local Works, Development Innovation Ventures, Global Development Alliances
- **Follow open funding opportunities:** Grants.gov (for grants and cooperative agreements); beta.SAM.gov (for contracts)
- **Learn more about working with USAID:** WorkWithUSAID.org and on LinkedIn: Work with USAID.

For questions related to this resource, contact USAID's Industry Liaison at: IndustryLiaison@usaid.gov.