

**Regenerative Fund for Nature
FAQs**

GEOGRAPHIES

1. What are the focal countries?

Argentina, Australia, China, France, Greece, India, Ireland, Italy, Mongolia, Morocco, New Zealand, Peru, South Africa, Spain, Turkey, the United Kingdom, the United States.

2. Can I propose a project that spans multiple countries?

Yes.

3. Will you consider projects outside of the focal countries?

We regret that we cannot fund activities outside of the focal countries. It is possible that we might add additional countries in the future based on new analyses of priority interventions.

4. Do particular materials align with particular focal countries?

Yes, please use this table, which matches materials to particular countries, as an indicator of key priorities for the Fund:

| Cattle leather | Cotton | Goat cashmere | Goat leather | Sheep leather | Sheep wool |
|----------------|---------------|---------------|--------------|----------------|--------------|
| New Zealand | United States | China | India | New Zealand | New Zealand |
| India | Peru | Mongolia | Spain | South Africa | South Africa |
| Ireland | India | | Morocco | Greece | Argentina |
| Argentina | Turkey | | | United Kingdom | Australia |
| Australia | | | | France | |
| France | | | | | |
| Italy | | | | | |

If you want to work on priority materials outside of the focal countries as listed in the above table, please be in touch first by sending an email to fund4nature@conservation.org to verify validity.”

TECHNICAL QUESTIONS

1. What is meant by “Regenerative Agriculture” under the Fund?

Regenerative agriculture is a system of farming that focuses on positive outcomes that ensure the long-term viability of land to sustain production by working ‘with nature’ rather than against it. Regenerative agriculture aims to go beyond simply doing ‘less bad’ and “do more good” by delivering many co-benefits for farmers, nature and climate. It is underpinned by the following core principles:

- Increase the capacity of soils to sequester carbon, hold water and improve other elements of soil functionality

- Protect, restore and enhance biodiversity (including native plant and animal species and their habitats), both on the farm and in the surrounding landscape. This includes avoiding any conversion or degradation of natural ecosystems
- Support the livelihoods of farmers
- Eliminate the use of synthetic agrochemical inputs by favoring ecological solutions that promote (not degrade) natural processes
- Enhance animal welfare of farmed livestock.

2. Your definition of “Regenerative Agriculture” (above) has a lot of principles. Do I need to address all of these principles in my intervention?

Yes. The Fund seeks projects that address multiple areas of regenerative agriculture, although the focus of the proposed program can emphasize specific principles more than others. There are many types of farm-based practices that can address the principles and outcomes of a regenerative system and applications for the Fund should articulate the types of practices being promoted and expected measurable outcomes.

3. What are the focal materials/supply chains?

Leather, wool, cotton and cashmere. We regret that we cannot fund interventions for other types of materials.

FUNDING CYCLE

1. What is the anticipated application timeline?

A call for proposals will be opened on an annual basis, allowing applicants to submit requests for funding during the timeframe of January 1st to April 30th.

Application period open: January 2021 – April 2021

Application deadline: Friday, April 30th at 11:59PM, Eastern Standard Time (EST).

Decision: Funding decisions will be made by early July, with funds available in August. Upon selection, applicants will be notified by the Fund. Conservation International will then reach out to applicants to inform them of next steps in the funding process.

AWARD DETAILS

1. What is the anticipated award size?

Applicants can request funding from €100,000 to €500,000 (for the life of the grant).

2. What is the tenure of the Fund support for the projects?

Applicants can request funding for 1 – 3 years (not to exceed €500,000 over the three-year period, if requesting the ceiling amount/duration).

3. Why is the award amount/duration given in ranges?

We understand that different projects will vary in terms of resource needs, timeline for delivery of outcomes, and time to maturation. Therefore, the Fund is set up to provide applicants the flexibility to suggest projects that align best with the timeline and funding needs of the proposed activities. Applicants need to be clear what measurable outcomes will be delivered by the project during the tenure of the grant – even if the project extends beyond the grant period.

4. If I receive an initial grant for 3 years, can I apply for another grant at the end of this term?

The short answer is yes. However, all 'phase 2' opportunities will not be prioritized and will be assessed based on the competitiveness of the proposal and the availability of funding at the time of the request.

ELIGIBILITY

1. What are the eligibility criteria?

All projects must meet the following eligibility criteria. Applicants must fall under one of the following categories:

- MSME farming companies*: Individual farmers or estates that are categorized as micro, small or medium enterprises.
- Farming groups: Cooperatives or associations, with legal status in the project country.
- Project developers: Not for profit organizations with a mission aligned to the purpose of the Fund. Other raw material aggregators that engage with farmers / farming groups.

*For the purpose of the Fund, CI will use IFC's definition of a micro, small or medium enterprise. The ranges are shown in the table below.

| ENTERPRISE TYPE | EMPLOYEES | TOTAL ASSETS US\$ | ANNUAL SALES US\$ |
|-----------------|-----------|----------------------------|----------------------------|
| MICRO | <10 | <\$100,000 | <\$100,000 |
| SMALL | 10 – 49 | \$100,000 - < \$3 million | \$100,000 - < \$3 million |
| MEDIUM | 50 – 300 | \$3 million - \$15 million | \$3 million - \$15 million |

Following the short-listing process, applicants will be screened to meet CI due diligence review, which are shared in greater detail via the grant application portal.

SUBMISSION REQUIREMENTS

1. What does my application need to contain?

Your submission package must contain:

- Completed application form in Word that includes an overview of the applicant, proposed project, KPIs, and workplan.
- Completed budget projections in Excel.

We also welcome the submission of select additional materials, such as photos and videos.

APPLICATION EVALUATION

1. How will applications be evaluated?

Applications will be evaluated based on the following criteria:

- **Alignment with Fund Objective:** The proposed projects is aligned with the outcomes the Fund is seeking, in the countries that have been prioritized.
- **Opportunity to Scale:** The concept shows the ability to scale. In this case, scale is taken to mean either spatially to new geographies, and/or scaling into multiple/additional principles of regenerative agriculture using the funding provided. Given that the Fund seeks to transition 1,000,000 hectares towards regenerative agriculture, we are interested in projects that can scale across wide areas.
- **Feasibility of Idea:** The proposed project with measurable outcomes is achievable within the project timeframe and budget, and there is a high likelihood of success.
- **Capacity of Partner:** The applicant has the proven capacity to implement, manage, communicate, and report on activities proposed in the project.
- **Relevance:** and the ability to deliver high quality raw materials into fashion and luxury supply chains.

MONITORING AND REPORTING REQUIREMENTS

1. If I am awarded a grant, what is expected in terms of reporting (financial, technical) and M&E?

Grantees will be expected to provide financial reports on a quarterly basis and technical progress reports on a semi-annual basis, utilizing a standardized reporting template. As part of the technical progress reports, the grantee will provide updates on progress against key performance indicators (KPIs). KPIs will be a mix of indicators prioritized by the Fund manager, as well as those proposed by the grantee.

GOVERNANCE

1. What is the governance structure of the Fund?

- Secretariat: *Conservation International* - responsible for day-to-day operations and coordination, financial oversight, grant-making and grant management.
- Technical Committee: *Experts from Kering and Conservation International* - charged with the process to select and approve grants, evaluate progress of grants and the Fund overall.
- Leadership Council: Composed of senior leaders from business and conservation and who provides general strategic advice and direction.

OTHER QUESTIONS

1. How will you perceive proposals which propose cost-sharing measures/in-kind contributions?

If you have additional funding sources, please let us know. While this is not a requirement, co-financing may indicate enhanced capacity to implement and deliver outcomes.

2. I have more questions about the grant application procedure and/or activity implementation. Who can I ask?

Please send an email to fund4nature@conservation.org

3. I am not planning to apply, but am keen to discuss a collaborative opportunity. Who should I contact?

Please send an email to fund4nature@conservation.org