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Call for Partnership (CFP)

ETHIOPIA CLIMATE RESILIENT WHEAT VALUE CHAIN DEVELOPMENT PROJECT - Technical Support for Climate Adaptation Solutions

CFP Ref.: CFP-0005

CLOSING DATE: 08 November 2024
CLOSING TIME: NOT LATER THAN 18:00, Central European Time (CET)

PROPOSALS RECEIVED AFTER THE CLOSING DATE AND TIME SHALL NOT BE CONSIDERED.



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1. Background

1.1. Introduction to this Call for Partnership (CFP)

The Global Center on Adaptation (GCA) invites registered non-profit organizations (local and international non-government organizations, community based organizations and companies limited by guarantee) to present proposals to support the ETHIOPIA CLIMATE RESILIENT WHEAT VALUE CHAIN DEVELOPMENT PROJECT - Technical Support for Climate Adaptation Solutions.

1.2. Introduction to the Global Center of Adaptation

The Global Center on Adaptation (GCA) is an international organization that works as a solutions broker to catalyze action and support for adaptation solutions, from the international to the local, in partnership with the public and private sector, to ensure we learn from each other and work together for a climate resilient future. Adapting to impacts of climate change provides a “win-win” for livelihoods, food security, water supply, health, security, and economic growth. The work of GCA elevates the visibility and political importance of climate adaptation and facilitates solutions, such as smarter investments, new technologies and better planning to become more resilient to climate related threats. GCA is a rapidly growing organization with offices in Abidjan, Beijing, Dhaka, Groningen, and Rotterdam.

GCA’s ambitious 2020-2025 business plan and strategy have three pillars:

- Programs: Food Security; Using Nature for more resilient infrastructure; Water for Urban Growth and Resilience; Climate Finance; Youth Leadership.
- Knowledge: Building adaptation knowledge globally through cutting edge products such as the State and Trends in Adaptation Report and the Adaptation Knowledge Portal.
- Advocacy and Awareness: Formulating policy messages to move the global, regional, and local adaptation agendas forward.

2. The Climate-Resilient Wheat Value Chain Development Project (CREW)

The following provides an overview of the project for which GCA is seeking a partner.

The Climate-Resilient Wheat Value Chain Development Project (CREW) is aimed at increasing wheat production and is a core part of Ethiopia’s Ten-Year Development Plan (2021-2030) to accelerate economic progress and ensure national food security. The African Development Bank (AfDB) and the Government of Netherlands are jointly financing this project to support the Government of Ethiopia’s wheat production strategy by financing interventions across the wheat value chain, including improved seed, fertilizer supply, mechanization on clustered wheat farms, and irrigation infrastructure in the Ethiopian lowlands.

At the same time, Ethiopia’s agriculture sector, particularly wheat production, is vulnerable to climate change. Under a 2 °C global warming scenario, models predict that wheat yields will increase in higher latitude areas such as Europe but drop by over 15% in lower latitude regions such as African countries. GCA is supporting the AfDB under this project to design climate adaptation measures, focusing on identifying, designing, and integrating digital adaptation solutions across the value chain.



2.1. Project Context & Overview

Agriculture is the dominant sector in the Ethiopian economy contributing 32.7% of Gross Domestic Product (GDP) and employing 65% of its 120 million population. The sector contributes 77% of export earnings. However, the country is faced with food insecurity due to low productivity caused mainly by climate change and low use of technologies (inputs and infrastructure), dysfunctional markets, limited access to finance, poor adoption of climate smart agricultural practices, and gaps in policy/regulations in the agriculture sector. Wheat is an important crop with a significant contribution to the development of the agriculture sector, in general, and to household income and food security, in particular.

The Government of Ethiopia announced its intention to become wheat self-sufficient by 2025 and be a net exporter by 2025/26. The objective of the Program is to produce an additional 4.2 million tons of irrigated wheat at an average productivity of 4.2 tons/ha. Bridging the demand and yield gaps will require enhancing sustainable wheat intensification on the existing 2.13 million ha on rain-fed production through the deployment of proven wheat technologies and innovations. This is expected to boost wheat production by 5.4 million tons with an average productivity of 3.0 t/ha under rainfed production and 4.2 t/ha under irrigation. The combined total wheat production by 2025/26 would be 9.6 million tons leading to 100 per cent self-sufficiency.

The Climate Resilient Wheat Value Chain Development Project (CREW) is a \$94 million, 5-year investment project by the African Development Bank (AfDB) in Ethiopia's agricultural sector. The project aims to produce an additional 4.2 million tons of irrigated wheat at an average productivity of 4.2 tons/ha, thereby increasing the incomes of small-scale farmers. This will be achieved through (i) accelerating the adoption yield-enhancing and climate-adapted innovations and extension services, (ii) enabling market linkages, agri-finance and private investments, and (iii) strengthening institutional capacity for results-based implementation. The project is expected to benefit 500,000 smallholder households (approximately 2,300,000 people) in Ethiopia. It also aims to contribute to gender equality by empowering women and youth in the wheat value chain.

The Global Center on Adaptation (GCA) is seeking to partner with a technically competent and reputable organization to provide technical support for climate adaptation measures in the Ethiopia Climate Resilient Wheat Value Chain Development Project. The implementing partner will focus on identifying, designing, and integrating digital adaptation solutions throughout the value chain.

The partner organization is expected to possess significant presence, experience and track record in the wheat sector in Ethiopia. It is also expected to possess strong analytical capacity with respect to climate change, climate adaptation and capacity building; convening capabilities and strong relationships with state and non-state stakeholders in Ethiopia; and deep understanding of the local terrain. **The activities will be implemented exclusively in Ethiopia for a period of 18 months.**

2.2. Project Objectives

GCA, together with a partner organization will work to enhance climate adaptation and resilience within the integrated wheat value chains in Ethiopia, particularly for smallholder farmers, through the integration of digital agricultural solutions.



2.3. Project Outputs/Activities

The implementing partner will implement the following activities and is expected to provide detailed timelines for each task in their proposed work plan.

1. Identify farmer profiles based on connectivity, literacy, and adaptation needs:
 - o Collect data on farmer demographics, including connectivity and literacy levels.
 - o Analyze adaptation needs and categorize farmers based on their capacity to adopt digital solutions.
 - o Develop detailed profiles for different farmer segments, highlighting specific needs and challenges.
 - o Compile findings into a comprehensive farmer profiles report.
2. Categorize providers and assess service relevance for farmer groups:
 - o Identify and categorize services and service providers relevant to the wheat value chain.
 - o Evaluate the services provided by each provider, focusing on their relevance to different farmer profiles.
 - o Assess the compatibility of services with the identified adaptation needs of farmers.
 - o Develop a matrix categorizing service providers and their relevance to farmer groups.
3. Determine digital service bundles based on user profiles and provider capabilities:
 - o Conduct a needs assessment to identify critical digital services required by different farmer profiles.
 - o Collaborate with service providers to design service bundles tailored to the needs of various farmer segments.
 - o Test and refine service bundles to ensure they address the specific needs and challenges of farmers.
 - o Carry out a prioritization analysis for digital service bundles.
4. Produce a feasibility study and blueprint for integrating digital adaptation solutions into the wheat value chain within Ethiopia's national agricultural extension services systems:
 - o Assess the current state of digital infrastructure within Ethiopia's agricultural extension services systems applicable to the wheat value chain.
 - o Integrate specific considerations to capture the voice of women and marginalized groups to understand their needs and priorities within project areas.
 - o Analyze the feasibility of integrating digital solutions into existing extension services systems.
 - o Develop a blueprint outlining the integration process, including technical requirements and implementation steps.
 - o Conduct a cost-benefit analysis to assess the economic viability of digital integration.
 - o Engage stakeholders to gather feedback and refine the feasibility study and blueprint.
5. Convene a workshop to gain consensus on priority digital extension mechanisms, integrating digital climate advisory services and adaptation solutions into the wheat farmer registration system:
 - o Identify key stakeholders involved in the wheat value chain and digital extension services.
 - o Plan and organize a stakeholder workshop to facilitate discussions on digital extension mechanisms.



- Present findings from previous analyses and studies.
 - Facilitate group discussions to prioritize digital extension mechanisms.
 - Collaboratively develop strategies for integrating digital climate advisory services and adaptation solutions into the wheat farmer registration system.
 - Document workshop proceedings and outcomes in a stakeholder workshop report.
6. Support capacity building for extension agents and stakeholders involved in deploying digital climate advisory services and adaptation solutions for the wheat value chain in project sites, leveraging existing digital technologies platforms:
- Identify training needs and gaps in knowledge and skills related to digital climate advisory services.
 - Create a training program that incorporates practical examples and strategies aimed at actively promoting gender equality and women's empowerment in the context of digital adaptation solutions.
 - Develop training materials and modules tailored to the needs of extension agents and stakeholders.
 - Deliver training sessions on the use of digital tools for climate advisory and adaptation.
 - Provide ongoing support and mentoring to extension agents and stakeholders as they implement digital solutions.
 - Monitor and evaluate the effectiveness of capacity-building activities.
 - Document capacity-building efforts and outcomes in a capacity-building support report.

2.4. Project Outcome/Results/Deliverables

The expected outcomes are as follows:

1. **Matrix of Providers and Profiles:** A detailed matrix identifying service providers and farmer profiles, highlighting the connectivity, literacy, and adaptation needs of different farmer segments.
2. **Prioritization Analysis:** An analysis report prioritizing digital service bundles for smallholder farmers based on user profiles and provider capabilities.
3. **Business Proposal:** A business proposal for a prioritized bundle, including action plans and gender equality considerations.
4. **Feasibility Study and Blueprint for Integrating Digital Adaptation Solutions:** A comprehensive feasibility study and blueprint outlining the practical steps and strategies for integrating digital adaptation solutions into the wheat value chain within Ethiopia's national agricultural extension services systems.
5. **Stakeholder Workshop Report:** A report detailing the discussions, insights, and consensus reached during the stakeholder workshop, providing a roadmap for integrating digital climate advisory services and adaptation solutions into the wheat farmer registration system.
6. **Capacity-Building Support Report:** A report documenting the capacity-building activities conducted for extension agents and stakeholders, outlining the training modules, outcomes, and recommendations for ongoing support and enhancement of their skills in implementing digital adaptation solutions within the wheat value chain.

Reports will be presented in a comprehensive format, encompassing detailed analyses, findings, and recommendations. Each report will include an executive summary to succinctly convey key insights and actionable recommendations. Additionally, the reports will be



submitted in both digital and print versions to the Global Center on Adaptation (GCA) and relevant stakeholders, ensuring broad dissemination and utilization of the findings.

Implementing partners are expected to include in their proposed work plan a more detailed breakdown of the timeline in weeks or days, as appropriate.

2.5. Alignment with GCA Values and Commitment & Experience in Partnership Engagement

- Demonstrated support of the core values of GCA and its commitment to climate action and adaptation;
- Active engagement in partnerships and initiatives with, inter alia, United Nations, intergovernmental, national, subnational, industry or sectoral, non-governmental and other related organizations in support of climate, environmental and/or social causes;
- Demonstrated support of the principles of sustainable development, including inclusion and social and environmental corporate responsibility;
- Compliance with recognized environmental and social standards.

3. Submission Guidelines

3.1. How to Apply

- Only **registered non-profit organizations (INGO, NGO, CBO, Company Limited by Guarantee)** are eligible to receive a sub-grant from GCA.
- The organizations responding to this call **must meet the minimum eligibility criteria** and demonstrate their capacity to **implement all the technical criteria**.
- The proposal and all supporting documents must be **submitted as a PDF**, no later than **08 November 2024, 18:00 Central European Time (CET)** to **subgrants@gca.org** and cc'd to **mercy.nyambura@gca.org**.
- The proposal **must include**:
 - **Annex 1**: Concept note template addressing the details outlined in this call.
 - **Annex 1a**: Integrated Workplan and Logframe Template.
 - **Annex 2**: Completed Partner Organization Information Template & Minimum Required Documents.
 - **Annex 2a**: Budget and Financial Report Template.
- **Important to note**:
 - All registered non-profit organizations are encouraged to respond to this call and complete the templates in as much detail as possible.
 - Responses to **Annex 1** will be considered even if there is a lack of detail or if the form is incomplete.
 - Responses to **Annex 2** will be considered even if some details are lacking, if justified.
 - The template serves as a tool for interested organizations to showcase their technical expertise and experience in response to the call.
 - Organizations need only meet the minimum eligibility criteria to be considered.
- Proposals received **after the closing** date and time **will not be considered**. Organizations will be notified once a decision about the Sub-Grant is made.
- For all questions or requests for additional information contact **mercy.nyambura@gca.org**, **within the first week of publication**. The email subject heading should be clearly marked with the following information: **CFP-0005 CREW**.



- If an interested organization has concerns about completing the template, please reach out.
- The proposal and all supporting documents must be drafted **in English**.
- GCA reserves the right to decline disclosure of the specificity of decision derived by GCA mission due to reasons related to confidentiality.
- GCA reserves the right to accept or reject any submissions, and to annul the selection process and reject all submissions at any time, without thereby incurring any liability to the affected implementing partners.

3.2. Process Overview

- After the deadline, all submissions will undergo an evaluation process.
- The most suitable partner will be selected based on the evaluation outcomes.
- The selected partner will be contacted to conduct a due diligence assessment through in-depth meetings.

4. Selection Criteria & Evaluation

The evaluation's purpose is to assess the organization's eligibility, and the technical expertise of respondents. The evaluation consists of two sets of selection criteria:

- (1) **Minimum Eligibility Criteria**
- (2) **Technical Expertise**

The first section specifies the minimum eligibility criteria that an organization must meet to qualify for the call. This set of criteria is evaluated on a pass/fail basis. Only organizations that pass this initial assessment will proceed to the next stage.

The technical expertise is evaluated based on the relevance and depth of experience and expertise in relation to the criteria outlined in the call, specifically how well these align with achieving the expected results.

4.1. Selection Criteria

Name	Description	Score
EC	Minimum Eligibility Criteria	Pass/Fail
EC1	Evidence of registered not-for-profit entity status with a legal presence and registration.	
EC2	Expertise in wheat research in Ethiopia and across Africa, contributing significantly to agricultural innovation, food security and climate resilience, plus an extensive experience in developing climate-resilient wheat varieties and implementing agricultural technologies.	
EC3	Experience working in Ethiopia and the project locations, and has maintained close collaboration with the Government of Ethiopia, working closely with the Ministry of Agriculture and other national institutions.	



EC4	Experience collaborating with the CGIAR to contribute to scaling-up adaptation technologies and innovations produced by the CGIAR in IFI projects.	
EC5	Minimum 10 Years of Experience.	
TC	Technical Expertise <i>Relevance of experience and expertise to achieve expected results</i>	Max Score: 100
TC1	<i>Relevance of technical expertise</i> TC1.1 Experience of project staff to deliver project objectives. TC1.2 General qualification. TC1.3 Suitability for the project.	30 10 10 10
TC2	<i>Relevance and level of expertise in proposed activities</i> TC2.1 Examples of similar activities successfully implemented	20 20
TC3	<i>Relevance of proposal to achieving expected results</i> TC3.1 Relevant successes from previous projects proofing ability to deliver similar outcomes.	20 20
TC4	<i>Specific relevant experience of the implementing partner</i> TC4.1 Experience in designing or implementing DCAS-related solutions or programs in the agricultural sector. TC4.2 Experience in providing capacity building or technical assistance for DCAS in agricultural sector in Africa. TC4.3 Experience in developing business models, sustainability strategies or commercialization strategies for products, services or interventions in the agricultural sector in Africa. TC4.4 Understanding of climate adaptation technologies and innovations relevant to the project.	20 5 5 5 5
TC5	<i>Alignment with GCA values and experience</i> TC5.1 Alignment to GCA values & commitments TC 5.2 Experience with partnerships engagement	10 5 5
	<i>Scoring for Criteria is based on maximum points. Grading for each criterion under technical expertise will be conducted using the following scale: 0 = not included, 2 = scarcely included, 4 insufficient, 6 good enough, 8 good, 10 excellent to above expectations</i>	



4.2. Exclusionary Criteria

GCA will not engage with any entity whose public image is severely compromised by past activity or advocacy in one of the categories below, or in other areas which may be deemed, at any given time, to reflect negatively on GCA.

Name	Description	Score
EXC	Exclusionary Criteria	Pass/Fail
EXC1	Systematic failure to demonstrate support of the core values of GCA and its commitment to climate action and adaptation.	
EXC2	The organization is not involved in illicit behavior, including organized crime, trafficking, corruption, terrorism or violations of internationally agreed sanctions.	

4.3. Evaluation

After assessing whether organizations meet the minimum eligibility criteria, the organization with the highest score in the technical evaluation **will be considered** for the sub-grant. The scoring allows GCA to identify the most suitable partner.

A preliminary capacity assessment will be conducted based on the information provided in **Annex 2**. This assessment aims to identify organizational and programmatic risks and **will not impact** the evaluation scoring or partner selection.

The insights gained from this assessment **will inform the comprehensive due diligence assessment that the selected partner will undergo**.



Annexes

Annex 1: Partner Proposal Template

This template provides a tool for interested partners to respond to the Call for Partnership. Interested Partners are encouraged complete the template in as much detail as possible. Partners are **not** excluded due to a lack of detail or an incomplete form.

1. Eligibility

- *Outline your organizations alignment with the eligibility criteria stated in the call.*

2. Project Interest & Organizational profile

- *Explain your interest in applying to the call.*
- *Describe what qualifies you to successfully implement the project: past experiences of implementing projects/conducting research in relevant region and/or in the key areas of GCA's program.*
- *Outline the organizations qualifications and competencies to implement this project.*

3. Experience with Project Activities as Outlined in Call

- *Outline how your organization proposes to conduct the activities outlined in the call.*
- *Highlight the outputs resulting from these activities.*
- *Provide examples of similar activities you have successfully implemented, highlighting any challenges faced and how they were overcome.*

4. Anticipated Outcomes

- *Briefly describe how your organization's experience and expertise will contribute to achieving the anticipated project results.*
- *Highlight relevant successes from previous projects that show your ability to deliver similar outcomes.*
- *Focus on the correlation between your experience and the anticipated results to build a strong case for your capability to meet project goals.*

5. Detailed Budget

Please provide a tentative detailed budget in the provided template in **Annex 2a**. The budget will not be considered for evaluation but will be the basis for discussion while setting up the sub-grant agreement. Please note that the budget should be in **Euros**.

6. Integrated Workplan & Logical Framework

Please provide a workplan & logical framework as outlined in the template in **Annex 1a**.



Annex 1a: Integrated Workplan and Logical Framework

Annex 1a - Integrated Workplan and Logical Framework

Partner Name:



Outcome/Goal	Output	Activity	Resources Needed	Milestones/Deliverables	Means of Verification (MOVs)	Indicators	Responsible Person/Team	Start Date	End Date



Annex 2: Partner Information Document

Please complete the following information to the best of your ability. GCA will use this information to perform a preliminary capacity assessment.

Section 1. Organizational Overview	
Name of prospective partner	
Call Ref. Number	
Type of Registration (INGO, NGO, CBO, Company Limited by Guarantee)	
Registration (Please provide proof of registration)	Certificate No.
	Date of first Registration
	Expiry Date
Official Address	Postal Address
	Website/s
	E-Mail
	Telephone
Number of staff (Female and Male)	
Number of interns & volunteers (Female, Male)	
Name, position, email and mobile number of secondary contact of organization	
Geographical coverage	<i>Country, province, district</i>
Is your organization affiliated to any political, ethnic, or religious group, or armed group?	Y/N
	<i>If yes, explain</i>

Section 2: Share project donors, interventions and target population, outreach and program area implemented in the past 3 years



Name of Donor	Role of Donor	Program Intervention	Program location (State/District/County)	Target Group	Outreach - # of beneficiaries

Section 3: Governance

Name your current Board members

Name	Sex M/F	Position on the Board	Date of joining	Profession	Contact (mobile and email)

Section 4: Senior Management Team Composition

Please provide names and qualifications of your senior management team

Name	Sex M/F/Prefer not to say	Position	Years in Position	Key Qualifications	Contact (mobile and email)



Please attach an organogram					

Section 5: Funding sources in the past 3 years

Please provide a list of all your funders in the table below

Name of Funder/Donor	Contact Person and Email Address	Year when funding started	Funding Period (Years)	Amount of Funding (Indicate Currency)
Please attach audited financial statements and project audits for the previous 3 years.				

Section 6: Policies & Procedures

Please provide a list of all your policies and procedures in the table below.

Policy/Document	Requirements	Policy Holder	Last Updated	Next Updated
Finance Policy				
Anti-Fraud & Anti-Corruption Policy				
PSEAH Policy				



Code of Conduct				
HR Policy				
Salary Scale and Fringe Benefits/Terms and Conditions of Employment				
Procurement Policy/Manual				
Cost Allocation Policy				
Internal Control Framework				
Risk Management & Risk Registration				
Monitoring & Evaluation				
Authorization Matrix				
Program Planning and Implementation Procedure/Policy				
Audited financial statement for past 3 years				
Project audits for the previous 3 years				
Organogram				
Partnership Policy				
Add other policies as necessary				
<i>Please attach copies of the policies listed above</i>				



Annex 2a: Budget & Financial Reporting Template

Annex 2a - Budget & Financial Reporting Template



Report Start Date
Report End Date
Indirect Cost

0

Partner Name:
Project Start Date:
Project End Date:
Sub-award Value:

Exchange rate:

Budget Line	Budget	Notes	Unit	Qty	LoE	Unit Cost (EURO)	# Units	Budget (EURO)	Budget %	Prior Actual (EURO)	Current Actual (EURO)	Cumulative Actual (EURO)	Variance (EURO)	Realized %	Explanation of Variances
1	Direct Personnel Costs							-	0%	-	-	-	-	0%	
1.1.1	Position 1		Months	1	0%	1	1	-	0%			-	-	0%	
1.1.2	Position 2		Months	1	0%	1	1	-	0%			-	-	0%	
1.1.3	Position3		Months	1	0%	1	1	-	0%			-	-	0%	
2	Consultants							-	0%	-	-	-	-	0%	
2.1.1	Line 1		Days	-	0%	1	1	-	0%			-	-	0%	
2.1.2	Line 2		Days	-	0%	1	1	-	0%			-	-	0%	
2.1.3	Line 3		Days	-	0%	1	1	-	0%			-	-	0%	
3	Transportation / Travel Costs							-	0%	-	-	-	-	0%	
3.1.1	Line 1			-	0%	1	1	-	0%			-	-	0%	
3.1.2	Line 2			-	0%	1	1	-	0%			-	-	0%	
3.1.3	Line 3			-	0%	1	1	-	0%			-	-	0%	
4	Direct Project Activities							-	0%	-	-	-	-	0%	
4.1.1	Line 1			-	100%			-	0%			-	-	0%	
4.1.2	Line 2			-	100%			-	0%			-	-	0%	
4.1.3	Line 3			-	100%			-	0%			-	-	0%	
4.1.4	Line 4			-	100%			-	0%			-	-	0%	
4.1.5	Line 5			-	100%			-	0%			-	-	0%	
4.1.6	Line 6			-	100%			-	0%			-	-	0%	
4.1.7	Line 7			-	100%			-	0%			-	-	0%	
4.1.8	Line 8			-	100%			-	0%			-	-	0%	
4.1.9	Line 9			-	100%			-	0%			-	-	0%	
4.1.10	Line 10			-	100%			-	0%			-	-	0%	
5	Procurement of goods							-	0%	-	-	-	-	0%	
5.1.1	Line 1			-	100%			-	0%			-	-	0%	
5.1.2	Line 2			-				-	0%			-	-	0%	
5.1.3	Line 3			-				-	0%			-	-	0%	
6	General Administration							-	0%	-	-	-	-	0%	
6.1.1	Line 1			-	100%			-	0%			-	-	0%	
6.1.2	Line 2			-	100%			-	0%			-	-	0%	
6.1.3	Line 3			-				-	0%			-	-	0%	
	Total Direct Costs							-	0%	-	-	-	#	0%	
	Indirect costs (% of total direct costs for Event -1)							-	0%	-	-	-	#	0%	
	TOTAL BUDGET							-	0%	-	-	-	#	0%	