

Question

If a local Jordan tour operator does not have 7000 room nights in 2014 can they still apply or this plays majorly against us. How much minimum nights are required to proceed. Are you flexible with this. Taking into consideration we work with international companies that do not have Jordan as a destination and if we partner we will partner with abroad entities.

Answer

Under this specific request for application, 7,000 room nights in 2014 is the required minimum. Tour operators with innovative ideas to generate arrivals from foreign markets but have less than 7,000 room nights in 2014 may review other USAID BEST project grants programs for consideration. These can be found via the following links:

- APS URL: <http://goo.gl/zs1gU>
- Innovation URL: <http://goo.gl/PvGMuY>

Question

Can a tour operator apply for more than one grant under the cooperative marketing RFA?

Answer

If an applicant proposes a scope of work that is comprised of multiple marketing activities, they are encouraged to apply for support for these activities under a single grant application.

Question

Do cooperative marketing grant applications cover only one source market?

Answer

No. Applicants can apply for cooperative marketing funds under a single application targeted at one, two or more source markets covering same or different market segment and activities.

Question

Do cooperative marketing grant applications cover specific source markets?

Answer

No. Applicants can apply under a single application for cooperative marketing funds targeted at any source market, whether new or established.

Question

Under the eligibility requirements, the RFA mentions that BEST encourages all inbound tour operators to participate either individually or as part of a consortia. Can an applicant's consortia members include non-Jordanian entities?

Answer

Yes, partnerships between Jordanian and non-Jordanian (international) entities can be supported. However please note that the primary partner/grantee who is selected for award, and responsible for managing the grant agreement, needs to be a Jordanian inbound tour operator.