

Statistics and lessons learned

from previous calls for proposals

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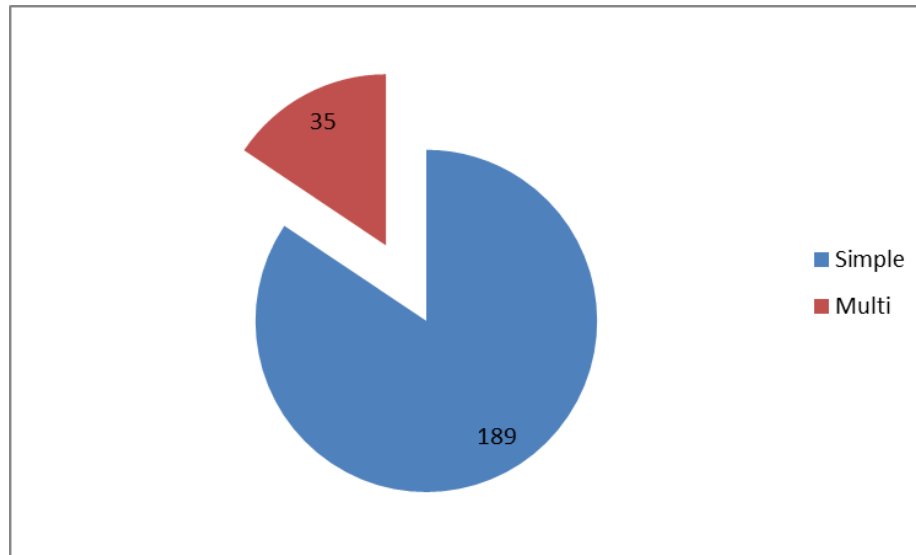
Content of the presentation

- Statistics 2017 calls for proposals
- Lessons learned
 - **Frequent reasons for rejection**
 - **What makes a good quality proposal?**
- Support available to potential applicants



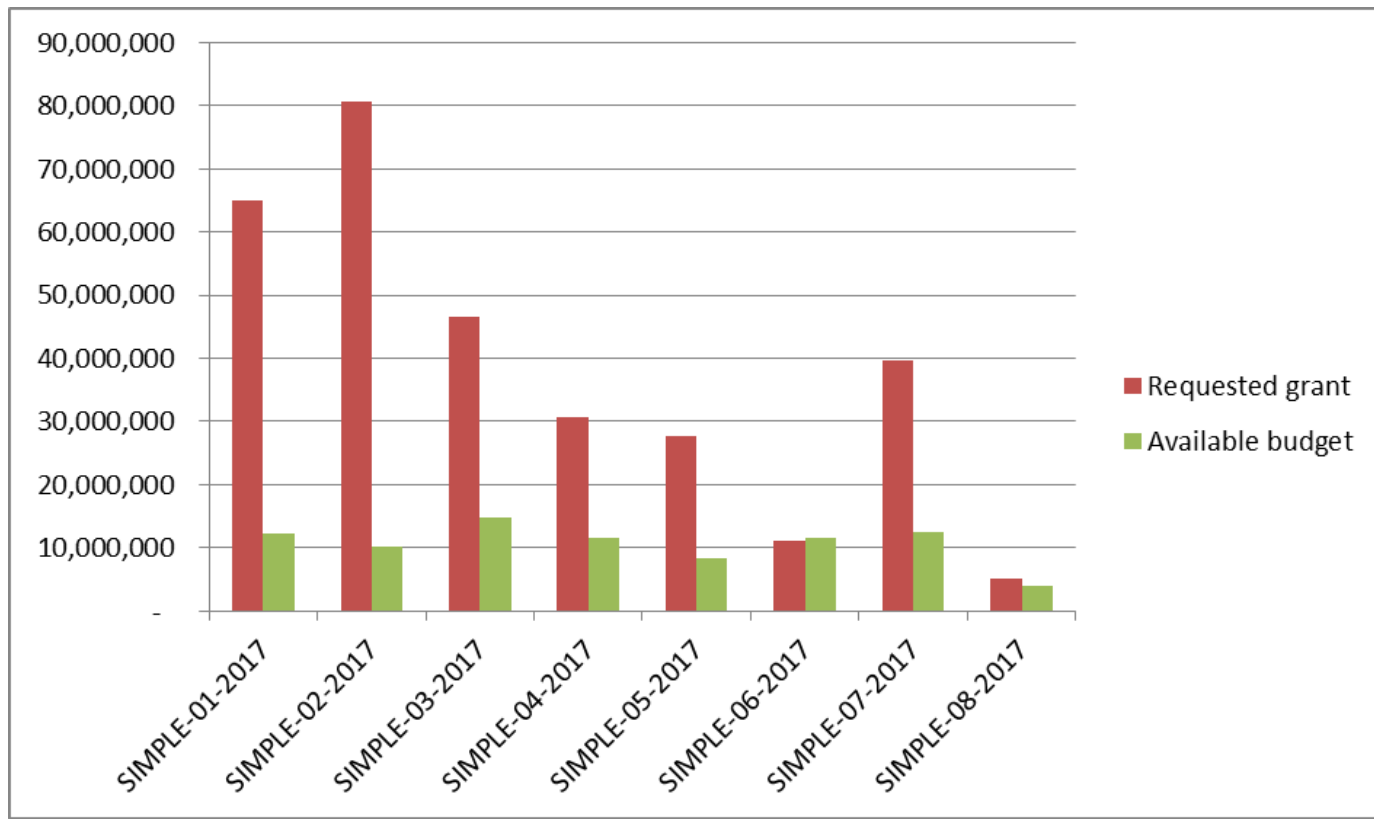
Statistics 2017 calls for proposals

Received proposals



Call	Number of proposals	Increase on 2016	Requested grant	Available budget	Requested / Available
Simple	189	-5%	306,434,124	85,500,000	358%
Multi	35	30%	132,149,762	43,000,000	307%

Budget by topic



Budget by topic

Topic	N° of proposals	Requested grant	Available budget	% over / undersubscription
SIMPLE-01-2017	45	64,907,025	12,375,000	525%
SIMPLE-02-2017	43	80,636,570	10,125,000	796%
SIMPLE-03-2017	26	46,580,231	14,750,000	316%
SIMPLE-04-2017	19	30,627,547	11,600,000	264%
SIMPLE-05-2017	16	27,752,872	8,450,000	328%
SIMPLE-06-2017	11	11,158,681	11,600,000	96%
SIMPLE-07-2017	24	39,591,211	12,600,000	314%
SIMPLE-08-2017	5	5,179,988	4,000,000	129%
Total	189	306,434,124	85,500,000	358%
Topic	N° of proposals	Requested grant	Available budget	% over / undersubscription
MULTI-A-2017	11	29,542,753	15,050,000	196%
MULTI-B-2017	8	37,031,135	15,050,000	246%
MULTI-C-2017	16	65,575,874	12,900,000	508%
Total	35	132,149,762	43,000,000	307%

Outcome of evaluation (2017 calls)

Status of proposal	Multi call	Simple call	Multi call	Simple call
Successful	9	52	26%	27%
Reserve list	8	9	23%	5%
Below threshold	9	101	26%	53%
Ineligible/inadmissible	9	28	26%	15%
TOTAL	35	190	100%	100%

Lessons learned

- Competition (and therefore probability of getting EU funding) depends on the topic chosen; for some topics, there is a 1:8 ratio of retained proposals
- Even though the number of ineligible proposals is decreasing year to year, eligibility conditions still seem difficult to grasp → applicants to analyze carefully eligibility conditions listed in Section 6 of the call for proposals

Reasons for rejection: eligibility and admissibility

- Inadmissible: mandatory annexes and supporting documents not submitted, proposal sent by email after the deadline
- Out of scope: e.g. project not promoting an eligible product or scheme
- Ineligible applicants: applicant organization not eligible or not representative of the product/sector promoted, private companies acting as co-applicants, non-EU applicants

Reasons for rejection: eligibility and admissibility

- Ineligible products or activities: wine in simple proposal not combined with another product, promotional activities targeting consumers for wine or spirits on the internal market
- No significant scale: simple proposals which do not promote EU quality schemes or proper dietary practices are implemented only in the Member State of the applicant

Reasons for rejection – quality of proposals (2017 calls)

Award criterion	N ^o of proposals below threshold
Contribution to policy objectives	14
Technical quality	67
Management quality	54
Cost-effectiveness	98

How is the quality of proposal determined?

- Quality of all eligible proposals is assessed against *Award criteria* announced in the AWP/call (section 9)
- Projects within the same topic compete based on scores obtained for quality
- Guide for applicants, Annex "Additional information on award criteria"
 - **Make sure to address each (sub)criterion mentioned in this Annex**



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Support available to potential applicants

Useful links

- Chafea website:
<http://ec.europa.eu/chafea/index.html>
- Participant Portal:
<https://ec.europa.eu/research/participants/portal/desktop/en/opportunities/index.html>
- Chafea helpdesk: chafea-agri-calls@ec.europa.eu

Participant portal – submission related documents

- Calls for proposals in all EU official languages
- Guide for applicants (translated for "simple" call)
- Model grant agreement (translated for "simple" programmes)
- Templates for submission

Chafea portal: Webinars

Objective: improve the quality of submitted proposals

Topics:

- Identifying your products' competitive advantage
- How to set campaign objectives, impact indicators and measure results
- How to draft a communication strategy
- Visuals in co-funded proposals

Chafea portal: other content useful for submission phase

Video: How to submit your proposal?

Frequently asked questions (FAQ)

Eligibility checker

Campaign visual creator

Market handbooks: Iran, Saudi Arabia, Canada, China

Partner search tool

Final advice

- Read carefully the call text, FAQ, and the relevant regulations: Is my organisation eligible? Does my proposal correspond to the topic objectives? Is it compliant with all call conditions?
- Follow the instructions provided in the Guide for applicants
- Pay attention to “Award criteria”
- Do not wait until the last minute to submit your proposal

<https://ec.europa.eu/chafea/agri>

