

## Strengthening Social Entrepreneurship for Migration & Development (SEMD) Project

Questions and Answers related to the Call for Expression of Interest

Provision of support to social entrepreneurs targeting mi-  
grants and refugees in Jordan, Lebanon and Egypt

Serial	Question	Answer
1	If the SEST has the ability to provide support to entrepreneurs both at ideation stage, and or starting their businesses and scale-up stage, would you rather see the SEST focus on one or be as inclusive as possible? (source: call for EOI, p.3)	The project has no preference for which stage of growth the proposed initiatives will serve, however, inclusive initiatives are welcomed.
2	"The SEST needs to demonstrate a track record of implementing medium scale donor funded projects through the past three years with a minimum total budget of 500k Euros."  We are highly interested in submitting an application. However, our ecosystem is limited in funding. If we can receive clarification on this clause possibly and if it applies for our ecosystem.	It is preferable for potential SESTs to have experience in managing relevant projects, the aggregate value of those projects in the last three years should be around Euro 500K. Final evaluation will be based on a variety of criteria, this is only one of them.
3	The call discusses that the program will be implemented in two phases: 1- inception (5 months) 2- main phase. Is the inception phase part of the period between January 2021- June 2023, or is it separate? This is necessary to determine the main phase (implementation phase) length	The inception phase, which includes the selection of the SESTs, precedes the main phase (or implementation phase) and is not part of this EOI. The expected duration of the project is between January 2021 and June 2023 (2.5 years)
4	What is the funding amount? It is clear that you have not specified the target number of social entrepreneurs to support, but what is the budget that you wish to grant to SESTs so we can estimate the number? Also, decide if we can be able to contribute in the co-funding.	The project is committed to support a number of SESTs that can contribute 50% of the overall budget for the proposed initiatives. Partners are advised to design their proposals based on the budget that they can contribute 50% of their overall budget.
5	The services or products offered to refugees are quite focused and somehow niche, thus what is the level of impact expected to be achieved especially if we wish to work with ideation level startups?	The optimal impact expected is creating economic sustainability for the beneficiaries. Thus the social entrepreneurs supported, should have clear models for achieving this through the lifetime of the project.
6	SESTs are not going to build capacity for refugees and only local social entrepreneurs to facilitate migration for refugees? Or are those social entrepreneurs recruited from within the refugee community itself?	The project will target SESTs who support social entrepreneurs whose projects / ideas have a clear positive impact on refugees, migrants and local beneficiaries supporting them to gain economic sustainability.
7	In the context of social entrepreneurship and having products/services, in most cases, a start-up should be able to generate profit while bettering society, how do you envision refugees to be able to have enough purchasing power for these products or services? May it be clarified?	It is up to each social entrepreneur (SE) to define a suitable business model which will generate profit while supporting the refugees. The SESTs' role is to help the SE to develop a suitable and realistic business model and revenue streams
8	Is it a condition to provide 50% of the funding or is there flexibility in the amount of co-funding? For example: 10% contribution?	The 50% co-funding is a condition. However, innovative means to adhere to it are welcomed. For example, approved co-funding options can include, but are not limited to: in kind contribution, sourcing CSR from a private sector company, facilitating capital investment into potential social enterprises, etc

<b>9</b>	Is it necessary to work or implement initiatives with all the mentioned activities?	It is up to each SEST to decide on the adequate activities to implement
<b>10</b>	The target group is only refugees and migrants, because it must be no less than 50% of the host community?	Refugees and/or migrants should be part of the group of final beneficiaries but not exclusively so.
<b>11</b>	Are there specific percentages for the targeted gender group?	No, however the evaluation of proposals will give higher points to initiatives with a clear and measureable gender aspect.
<b>12</b>	Could it be that activities include direct financing (toolkit or grants) for some of the entrepreneurial ideas, as a result of some initiatives, for example? If yes, is there a specific ceiling for that?	Yes. All types of support initiatives to social enterprises (at all their growth stages) are welcomed as long as they have a clear and direct impact on the economic sustainability of refugees and/or migrants in addition to local beneficiaries
<b>13</b>	Are there specific areas (Governorates) that will be targeted to work with?	The call is open to All governorates in the three countries
<b>14</b>	Do you consider the Egyptians, Bengali, Hindi, Philippine, etc, as part of the target group?	Yes as long as they are living outside their home country
<b>15</b>	Do we have to apply for the three Countries or to apply for Jordan as we experts in the Jordanian market?	No, SESTs are not required to apply for the three countries. However, some priority will be given to entities that have the capacity to implement projects in more than one country.
<b>16</b>	Do you require stages and advanced capacity building for the Target Group?	It is up to the SEST to propose on the adequate activities to implement
<b>17</b>	Is there an expected length of the Expression of Interest, and/or minimum or maximum of pages?	There is no expected length for the Expression of Interest. However, we are expecting short and concise proposals
<b>18</b>	Is there a minimum or maximum budget (excluding co-financing) that organisations can apply for?	The project is committed to support a number of SESTs that can contribute 50% of the overall budget for the proposed initiatives. You can design your program based on the budget that you can contribute 50% of the overall budget
<b>19</b>	What is the total amount available for the fund (for Jordan, Lebanon, and Egypt)?	It is up to the SEST to propose activities and their relevant budget taking into consideration their own cofinancing ability
<b>20</b>	Is there an expected number (minimum, maximum) of partnership agreements that is expected to be signed?	The minimum is 3 partnerships
<b>21</b>	Is there a preference for regional projects over single-country projects? Is the available budget for regional projects the same or different from single-country projects?	Projects can be regional or single-country. However, priority will be given to entities that have the capacity to implement projects in more than one country. The available budget will be either dedicated to one or more regional project or distributed for single-country projects
<b>22</b>	Should the EOI/Concept note include a draft budget? And if so what level of detail is expected?	The concept note should include the average total cost for the project. A provisional (macro) budget can be included

<b>23</b>	What is the expected (Minimum/maximum) duration of the projects? Is this 2,5 years (January 21 till June 23)?	The expected duration of the project is between January 2021 and June 2023 (2.5 years)
<b>24</b>	What is the budget ceiling per grant?	The project is based on cofunding partnerships (not grants) to implement specific activities. Therefore, it is up to the SEST to propose the adequate activities to implement
<b>25</b>	Does co-funding have to be available/demonstrated by the time of application?	The funds do not have to be necessarily available at the EoI stage, the potential SEST should explain how the 50% co-financing will be raised or if the organisation has the capacity to provide the co-financing.
<b>26</b>	Is the partnership between international NGOs and local NGOs/entities eligible under this bid?	Yes. There are no restrictions regarding partnerships.
<b>27</b>	Are multi-applications (submitting several offers either as a lead or partner) allowed?	Yes. There are no restrictions regarding partnerships.
<b>28</b>	The SEST needs to demonstrate a track record of implementing medium scale donor funded projects through the past three years with a minimum total budget of 500k Euros. This rule does not apply for our organization but applies for the co-founder who has worked with such a budget.	Consortiums are encouraged in these cases
<b>29</b>	We're interested in having a call to understand further how we can contribute to the program and develop accordingly.	All questions should have been sent before the deadline. Individual discussions will happen with shortlisted candidates.
<b>30</b>	We have been in partnership with an international organisation and we are hoping that the entrepreneurship program we are running with them will be extended next year. So to solve the co-financing issue - is it possible to propose that we collaborate together on this program?	There are no restrictions regarding partnerships with international organizations