



# **EaSI call for proposals VP/2019/015**

**Actions to boost the development of  
finance markets for social enterprises**

***DG EMPL Unit E1 "Job Creation"  
Info session (7 February 2020)***

# Webinar programme

Social entrepreneurship: policy background

The call for proposals: objectives, outputs, activities

Technical and financial issues

Questions and answers session

# Evolution of the EU agenda

## **Social Business Initiative (2011)**

- Access to finance
- Visibility
- Regulatory environment

## **Start-up and Scale-up initiative (2016)**

- Access to Finance
- Access to markets
- Framework conditions
- New technologies and business models
- International agenda

## **EFSI Social impact Instruments (2016)**

- EFSI resources are mobilised in building social investment markets
- Important political signal

## **Action Plan for Social Economy (2021)**

- Pointers: Social innovation, social investment, engagement, local communities, local green deals, labour market integration

# EU Programme for Employment and Social Innovation (EaSI)

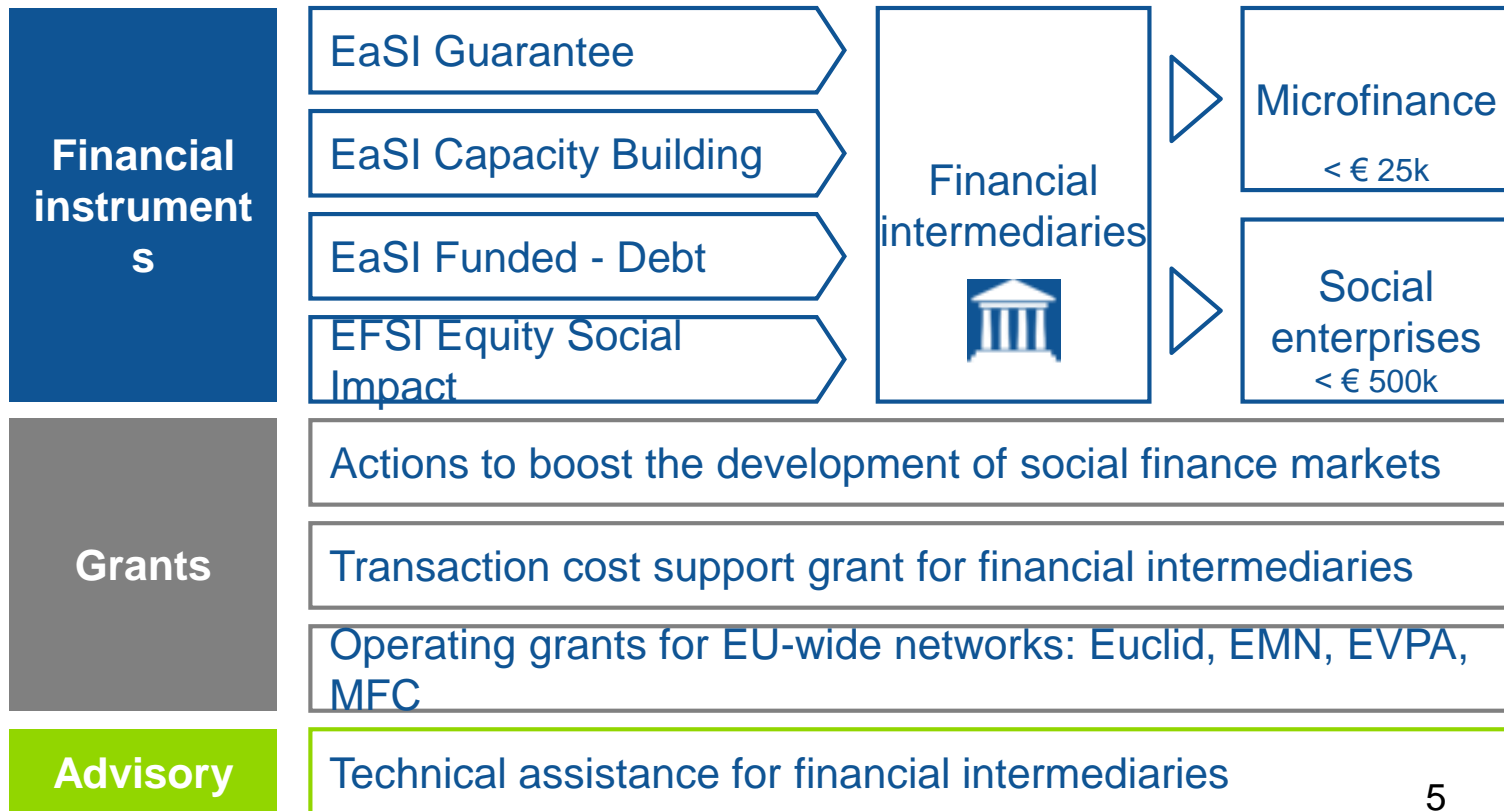
Specific objectives under the «Microfinance and Social Entrepreneurship» axis:



Facilitate access to finance for social enterprises

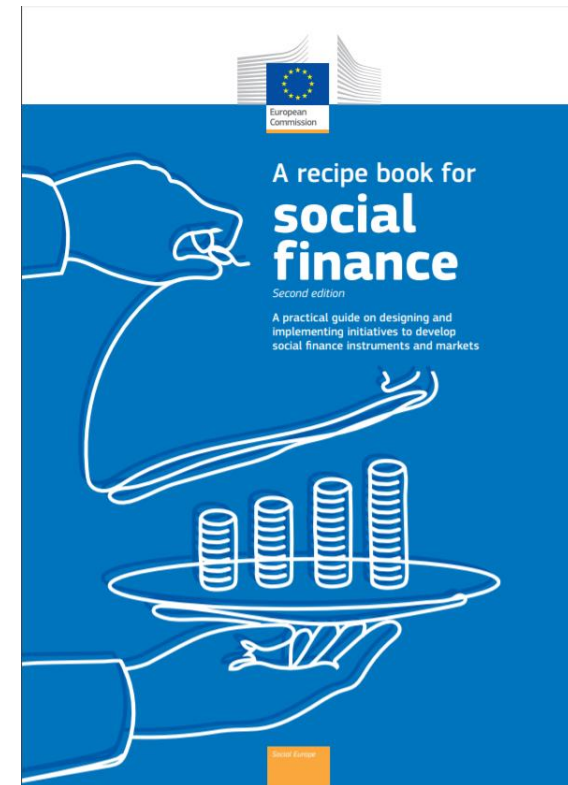
Support the development of the social investment market

# The EaSI and EFSI toolbox consists of complementary measures to support the nascent ecosystem for microfinance and social enterprise finance



## EaSI Grants: Actions to boost the development of social finance markets

- 2 calls for proposals: 2013 and 2016
- Support the development of social finance markets:
  - supply side: preparing the ground or setting up financial instruments/mechanisms
  - demand side: investment readiness support to social enterprises
- 41 projects covering 19 European countries
- A recipe book for social finance
- New call for proposals: open for applications





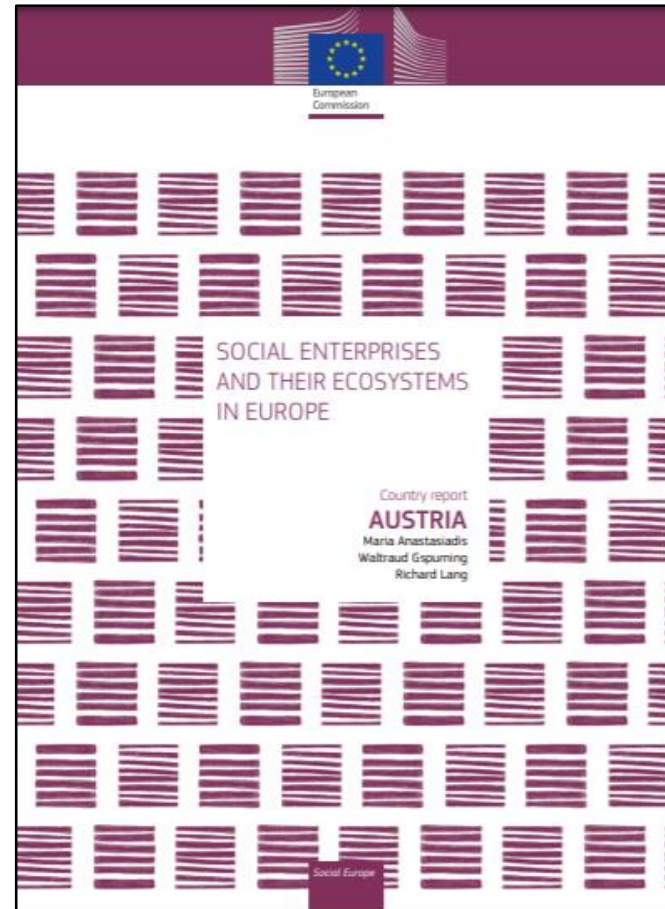
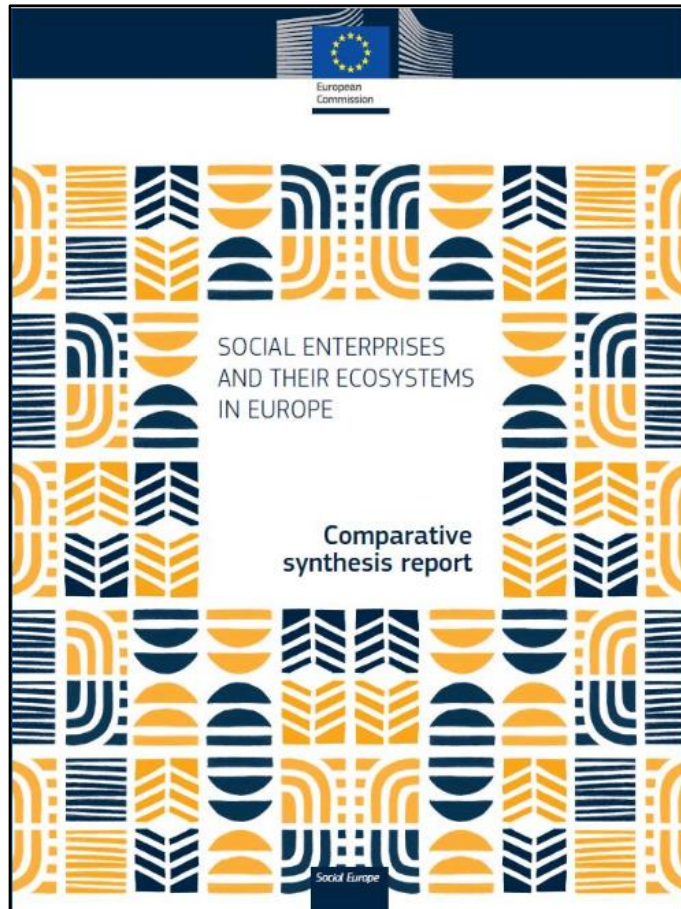
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# Social enterprises and their ecosystems in Europe

European synthesis report

+

35 country reports





# The Better Entrepreneurship Policy Tool

Improve your inclusive or social entrepreneurship policies





## EaSI Technical assistance services:

### ☐ Provision of targeted capacity building services

- **Tailored trainings:** provide knowledge / skills to the staff of an organization
- **Investment readiness trainings:** prepare social enterprise finance providers for taking on repayable finance

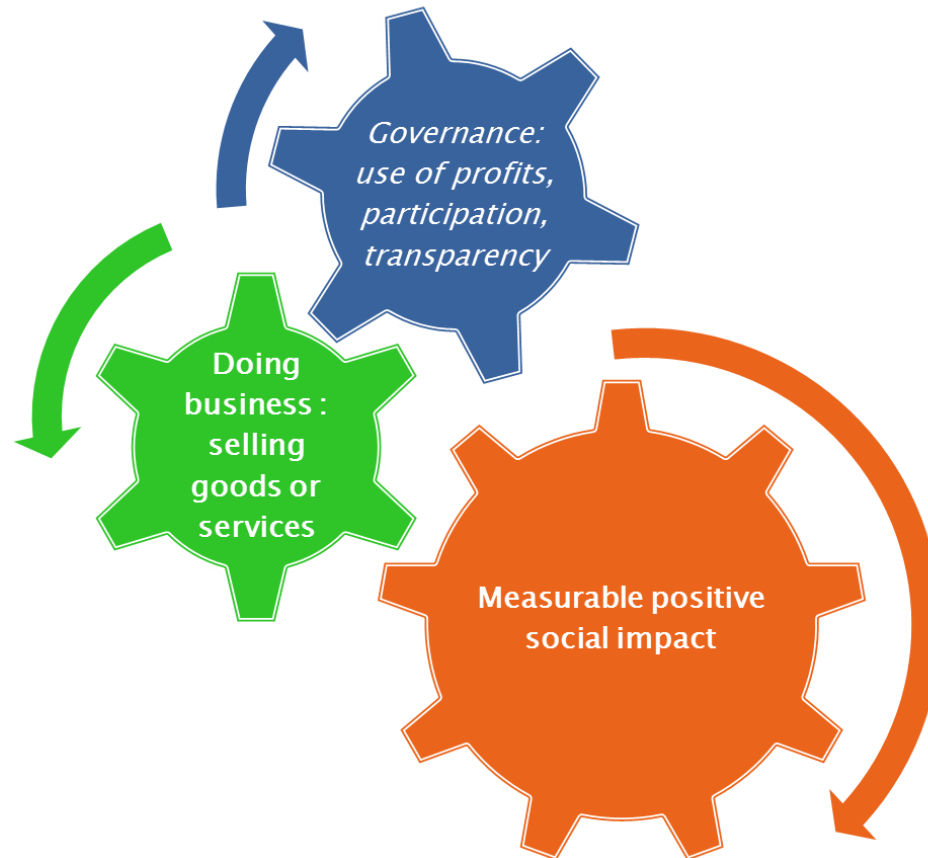
### ☐ Exchange and dissemination of good practices

- **Peer-to-peer trainings:** organizations learn from experiences and practices of other social enterprise finance intermediaries
- **Study visits:** sharing the experience of an experienced social enterprise finance intermediary that hosts the study visit with groups of selected organizations
- **Social enterprise finance workshops:** on general topics related to social enterprise finance with the aim of exchanging practices in applying advanced tools and disseminating good practices

### ☐ Call for expressions of interest:

[https://ec.europa.eu/social/main.jsp?langId=en&catId=1081&furtherNews=yes&newsId=9327;](https://ec.europa.eu/social/main.jsp?langId=en&catId=1081&furtherNews=yes&newsId=9327)

## Social enterprise – 3 dimensions interlinked



# Objectives



- **General objective:** contribute to the development of a social finance market, by designing and launching financial instruments for social enterprises and, at the same time, generating effective demand for social finance among social enterprises by developing their “investment readiness”
- The specific objectives differ depending on the stage of development of the market or of the financial product:
  - **Strand A:** Establishment of social finance partnerships
  - **Strand B:** Establishment of social finance instruments and mechanisms

# Outputs



- **Strand A:** a Memorandum of Understanding between private, public and not-for profit-partners
- **Strand B:** a commitment of different types of investors (private investors, donors, public authorities), social enterprise support organisations and intermediaries and necessary agreements between private, public and not-for-profit partners to establish a financial instrument

# Key information on the call



- Ref VP/2019/015:  
<https://ec.europa.eu/social/main.jsp?catId=629&langId=en&callId=578&furtherCalls=yes>
- **Mailbox:** [EMPL-VP-2019-015@ec.europa.eu](mailto:EMPL-VP-2019-015@ec.europa.eu)
- **Deadline:** 31 March 2020
- **Duration:** 18 – 24 months
- **Budget:** € 2.5 million
- **Co-financing rate:** maximum 80%
- **How to apply**
  - Online with the SWIM tool **AND** by mail: <https://webgate.ec.europa.eu/swim>
  - Technical SWIM support: [empl-swim-support@ec.europa.eu](mailto:empl-swim-support@ec.europa.eu)

# Budget



- Available budget: € 2 500 000
- Indicative grant amount:
  - Strand A: from € 150 000 to € 200 000
  - Strand B: from € 200 000 to € 250 000
- The budget must also include:
  - Provision for the participation in six mutual learning workshops to share practices and experience gained and lessons learnt;
  - Participation in quarterly interviews.

And optionally;

- provision for transnational joint learning activities (max. €10 000)

# How will applications be assessed?

- Admissibility
  - Electronically via SWIM + hard copy by post submitted in time
  - Application form (including budget) and annexes
- Eligibility and exclusion criteria
- Selection criteria (financial and operational capacity)
  - Financial and operational capacity of each applicant assessed (except public bodies)
- Award criteria

# Eligibility



Lead applicants, co-applicants and affiliated entities must be public or private entities of any type established in an eligible country.

Consortia are mandatory and must include one lead applicant and at least two co-applicants.

- Strand A: at least one (potential) investor + one support organisation
- Strand B: at least one private/public investor + one support organisation

**Eligible countries:** EU Member States, Iceland, Norway, Albania, North Macedonia, Montenegro, Serbia and Turkey



# Award criteria



(total score must reach at least 65% of maximum possible mark)

Criteria	Points
<b>Relevance of proposal to call objectives and added value</b> <ul style="list-style-type: none"><li>• How the proposed activities address the needs of the market;</li><li>• How the proposal makes use of existing knowledge and experience or proposes innovative approaches.</li></ul>	Max 30 pts Min 18 pts
<b>Quality of activities and expected outcomes</b> <ul style="list-style-type: none"><li>• Coherence of activities to address the needs of the market;</li><li>• Likelihood to achieve the expected outcomes</li></ul>	Max 30 pts Min 18 pts
<b>Development potential and sustainability</b> <ul style="list-style-type: none"><li>• Sustainability of the action</li></ul>	Max 20 pts Min 10 pts
<b>Cost-effectiveness</b> <ul style="list-style-type: none"><li>• Coherence, clarity and consistency of the budget</li></ul>	Max 20 pts Min 10 pts

# Financial provisions

- To be eligible, costs must be:
  - incurred during the duration of the action
  - indicated in the estimated overall budget of the action
  - necessary for the implementation of the action
  - identifiable and verifiable = real costs (except daily allowance)
  - reasonable and justified (sound financial management)
- Maximum grant amount
- Arrangements between partners

## Read also carefully...

- Financial Guidelines for Applicants (**annex I**)
- Glossary of terms (**annex II**)
- Model Grant Agreement for multi-beneficiaries (**Call webpage**)
- Q&A

And the **checklist** p.30-32 of the call text indicating all documents to provide

- In particular the **Template for the Description of Action and Work Plan**



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# Q&A session





# Thank you for your attention!

[EaSI Funding](#)

[A recipe book for social finance](#)

[Social enterprises and their ecosystems in Europe](#)

[Better Entrepreneurship Policy Tool](#)