

**Notes of webinar, January 27th, 2020**  
**21 participants on Zoom**

**Webinar questions sent before webinar**

1. Can a not-for-profit company- **registered as a Limited company** not NGO, apply for the grant alone?

No, this is not possible

2. Do the beneficiaries need to be **from one sector** or can have different focus e.g. financial inclusion, e-commerce etc.

It two organisations are applying; the partners do not have to be from the same sector  
Partners should come from relevant sectors for the programme's content

3. **Kenya: one grant, up to 100,000 Euro for a project with an agri-tech focus** - is this indicative of the sector we eventually pick?

The programme in Kenya needs to be for companies in agritech sector.  
For the other countries, the grant is up to the amount and not sector specific

4. **Objectives for programs and the background:** it is important that the programme, or elements of programme, are an addition to what already exists in the respective market. clarity needed in comparison to the following statements. We need to source for a sector, then identify a project already running?

The programme should not be running, and it should not exist in the market already; yet, it might be an addition to an existing programme, e.g. a mentor programme

**Eligibility criteria**

5. Programme approach **is new and innovative**, adding important components to existing approaches/programs - please clarify!

Programme should contain a part that you can only do with an external grant; e.g. a mentor programme which is an addition to an existing programme

6. Activities **has not started yet**. Activities of the approach?

The programme may not have started yet; for example, here should not be a call for participants to apply; might be on your desk but not running.

7. Grant can be **used to co-fund** a new activity- What does this imply based on the above statement?

Can be used to finance part of a programme.

8. Grant needs to be used **to develop a program or part of a program that would not exist without the funding/** Please clarify

It should be a programme that cannot be started without external funding as it is a pilot etc.

## Chat

9. Can you **share the presentation/slides**?

The information from the slides is presented on the application page.

10. Can the grant be **used as an investment** to the startups?

There is the possibility but it is a complicated scenario regarding the auditing and there is a time limitation; the money needs to be released by August 2020; and you need to provide all receipt by end of September 2020

11. Do the two or more partners co-applying for the grant have to present a **minimum of 2 years audited statement**? Or it is just the lead organisation?

Lead organization needs to have two years of audited statements which has to be the non-profit

12. Can we **save the application** and then work on it gradually before submitting it? hence can we populate it gradually?

Yes, on VC4A platform

Just make sure, you submit before deadline on FEB 7<sup>th</sup>, 2020.

13. Can the grant be used to **pilot a new programme**? The approach/methodology has been developed but will be used to pilot a completely new initiative...

Yes, this is exactly what we are looking for

14. ... that supports **rural entrepreneurs/ this will be a mix of idea**/early stage business ventures.

The startups should not be early stage; startups should be more advanced.

15. Can **two or more non-profits partner to submit the proposal**? If so, what's the maximum number of nonprofits that can team up?

Yes; there is not a maximum of partners which can team up; ideal 2; to also minimize the administrative burden; it has to be very clear which one is the lead organization which will be audited

Once we selected the short-listed companies, as we have to do a pre-auditing to understand if you can receive a grant or a local subsidy. This is based on your past experience, which grants have been received, accounting system etc.

- Local subsidy, there will be regular check ups
- Grant, there would be less touch points

16. Would it be possible to put focus on a program that supports, let's say **5 startups** with higher focus and chance of success of the program, rather than supporting up to 10-15 startups?

Yes, it is possible; but would recommend having around 10 startups

17. Can a **lead for profit organisation** partner with a not for profit?

For profit organization cannot be the lead as they are not eligible for the money

18. Do you have **proposal or budget templates** you will share with organisations?

At the moment it is a form on VC4; there is no template

19. Is it an **incubation or acceleration program** considering its just for 3 months?

Incubation is usually for start-ups in ideation state; if this question is about wording, it would be more acceleration

20. Should the applicant have an **existing agri-tech programme**?

Not necessary

21. Is there a **preference for a specific agri-tech sub-sector**?

No, it can be any

22. What are the **priority countries**?

The programme needs to be in Rwanda, Kenya, Nigeria or Ghana

23. What are the **indicators for the programme**?

All the eligibility criteria are on the website  
Will be assessed during the review process  
Gender ration is important

24. Kenya: is there a focus on **specific counties**?

No indication so far to look into specific counties

25. The application form/ proposal due 7th February - **shall this be a one-pager** answering all the requirements in short? or shall it go into more detail already?

The application should cover all details but not the nitty-gritties

26. Do you have any preferred **focus areas for Nigeria**?

No

27. For partnerships across countries, is it necessary for both entities to have the Acceleration track record?

Only one entity has to have the acceleration track record.

28. Can one entity ride on the experience of the other and build their capacity in the process?

Both entities should show some track record of different experiences. Both entities can complement their knowledge and skills.

29. Do the partners in the consortium have to be companies/ NGO's registered in Nigeria?

The lead organization, which is receiving the grant has to be registered in Nigeria.

30. Can a for-profit company receive the grant? Can the lead organization be a for-profit company?

No this is not possible

31. Regarding the eligibility requirements for the subject application, can a registered Association in **Kenya** apply as the lead applicant and in which category would it be classified?

Yes, Associations can apply as the lead organization. They would be classified as a non-profit

32. Does a limited by guarantee company in **Kenya/ Rwanda** qualify for grant as the lead organization?

A limited by guarantee would pass the legal test as a non-for-profit as long as they are generally pursuing interests for the benefit of the public and you can demonstrate that the proposed activities are for public benefit.

33. Will it be fine if the for-profit organization is the only one with the experience in acceleration? Can they partner with any NGO?

Generally, it is ok if the for-profit is the party with the relevant experience in acceleration. However, they should not partner with any non-for-profit. The non-profit does not necessarily have to have extensive experience in acceleration, but they should be active in the field of innovation or have a sectoral focus that goes along the proposed programme.

34. Does it matter if it's the for profit or NGO submitting the application?

The application must be submitted by the non-profit organization as they would receive the grant

35. Does annual turnover include revenue + funding or funding only?

The annual turnover is supposed to indicate the revenue.

36. My understanding is that accepted participants may only be reimbursed after spending on the program. However, the program must also be one that could not

exist without external funding. How would the program then be executed if funding is only provided after expenditure?

It is not that the programme could not exist with external funding. It is more that a specific component could not be implemented with further resources.