

BUSINESS PARTNERSHIP FACILITY (BPF) – CALL FOR PROJECTS « ENTERPRISES FOR SDGS »

REGULATIONS (VERSION 7)

October 2021

1. What is the ‘Business Partnership Facility’ about?

The Business Partnership Facility (BPF) provides grants to support and develop private sector involvement in achieving the Sustainable Development Goals (SDGs) in developing countries.

2. Who finances and who manages the BPF?

The BPF is funded by the Directorate-General for Development Cooperation and Humanitarian Aid (DGD) of the Belgian Ministry for Foreign Affairs. (<https://diplomatie.belgium.be/en>).

The operational management of the BPF is entrusted to the King Baudouin Foundation (KBF). (www.kbs-frb.be).

The received subsidy is governmental support. A candidate that already received European government support, can submit a project, provided that the total amount received is in line with the ‘de minimis’ regulations.

3. What type of projects is supported?

The projects targeted by this call must contribute to the achievement of at least one clearly identified SDG. The starting point of the project must be an entrepreneurial initiative, carried by one or more companies, pursuing a development objective. The project must be part of the ‘core business’ of at least one of the business partners involved, ideally the project leader. Support can be obtained for up to a maximum of three years, the project should demonstrate to what extent it is on its way to self-sustainability after the period of support. Both start-up as scale-up projects can be submitted.

The local business entity has already been set up and audited financial report of minimum 1 year should be available.



4. What is the amount of the grant?

The BPF provides non-refundable grants between 50,000 euros and 200,000 euros. Partners must also contribute for an equal or higher amount.

This financial contribution by the partners must be a cash contribution (no valuation of pre-existing assets, no donations in kind). Co-financing can be provided by various private sector companies that submit a joint application for the project.

The contributions from the different partners have to be confirmed at the time of submission of the project, but they can be released during the duration of the agreement.

Loans from financial institutions can be considered part of co-financing but other grants/donation and contributions for the non-profit partners will not be regarded as part of the co-financing by the partnership.

The financial support is a subsidy from the government. It is the responsibility of the grantee to check if the maximum European public subsidy has been reached or not.

Revenues of the project during the duration of the project, can be reinvested in the project but cannot be regarded as cash contribution by the partnership. Expenses before the start of the project can be considered as cash contribution by the partnership if they were done max 3 month before the closure of the BPF call.

5. Who can apply for the call for projects?

Each application must be part of a partnership that brings together different actors from the private sector, civil society, academia and / or the public sector in the North or South, and always with a development goal in the country in the South. The partnership should include at least one for-profit organization. A non for profit partner in the partnership will be perceived by the jury as an added value to the project

The partners can be Belgian, European or international legal entities, public law or private law. The partnership must be represented by a « project leader » responsible for implementation, to whom the grant will be contractually awarded. A partner from the private sector as well as any other partner can be the « project leader ».

6. Which countries are covered by this call for projects?

The projects will have to take place in one of these developing countries:

Algeria, Benin, Burkina Faso, Burundi, Cameroon, Côte d'Ivoire, DR Congo, Egypt, Ethiopia, Ghana, Guinea, Kenya, Madagascar, Malawi, Mali, Morocco, Mozambique, Niger, Nigeria, Palestine, Rwanda, Senegal, South Africa, Tanzania, Tunisia, Uganda, and Zambia.

7. Which sectors are targeted by the call for projects?

As long as they are linked to the achievement of an SDG, the projects can cover a wide range of sectors, but priority will be given to project focusing on:

1) **Climate, environment and biodiversity**

This includes projects that facilitate the transition to sustainable and renewable energy for businesses, promote access to adequate, affordable and sustainable energy services for the population, promote sustainable agricultural techniques, encourage access to bio- and environmental certification, promote the reuse of goods and waste treatment, etc. Candidate projects may also respond to the environmental changes that are already affecting their environment by adapting their (production) processes to limit the impact of these changes.

2) **Gender and female entrepreneurship**

Special attention will be given to projects and enterprises led by women, creating real employment opportunities for girls and women, promoting equal treatment and remuneration for women and men, strengthening the position of women in the family and in society, offering products that meet the specific needs of girls and women in the context in which they live, ...

3) **Decent work and social protection**

In pursuit of these objectives, initiatives will be supported which strive to ensure a fair and viable income for workers and/or suppliers (farmers, etc.), promote fair trade, foster safety at work, stimulate the creation of social protection systems, etc.

It should be remembered that the quality of the projects is paramount. Supported initiatives must be economically feasible, profitable and sustainable.

From the eighth selection round onwards, only projects around these three priority themes can be considered for financial support.

8. What are the criteria for selecting projects?

Firstly, it is determined whether the applications are eligible, based on the following criteria:

- Respect of the application deadline.
- Submission of a complete questionnaire and all the requested annexes.
- The applicant is in partnership with at least one for-profit partner. The presence of a non-profit partner in the partnership is assessed as positive.
- Respect for the geographic scope of the BPF.
- The requested budget ranges between 50,000 and 200,000 euros.
- The matching fund is confirmed and equal to the requested amount or higher, contributed by the for-profit partner(s).

Each eligible project will be reviewed according to the following criteria:

1. Project management (efficiency, experience and capacity of the beneficiary to implement the project)
2. Economic viability (self-sustainability, additionality, innovation, impact on the sector/market, scalability/reproducibility)
3. Social and environmental impact (effects on SDGs (with monitoring indicators), synergy and complementary with other actors, priority themes (climate, environment and biodiversity, gender and female entrepreneurship, decent work and social protection))

You can find more details on the selection criteria in the note [‘Selection criteria’](#).

9. What kind of results are expected from the grantees?

The BPF expects two types of results:

- The social impact of the project, contributing to the SDGs.
For example: number of full-time jobs (equivalents) created and maintained (by sex), improved average income for low-income families, affordable goods and services for low-income people (by sex), inclusion and economic progress of low-income women and youth, positive impact on the environment by saving natural resources, reducing carbon emissions and preserving biodiversity, etc.

- The economic viability of the project.

Partnerships must clearly demonstrate how the supported initiatives are able to become self-sustainable, scalable and replicable.

10. What are the start and end dates of the call for projects?

10 rounds of selection will be organized during 5 years.

The seventh call for projects ends on the 15th of February 2022. Application forms must be completed and submitted via the call page, no later than this date, midnight (Brussels time).

The eighth call for projects will be launched spring 2022. Applications started but not submitted will be deleted.

11. In which languages should the project be presented?

The online application form can be completed in French, Dutch or English.

12. What are the different step in the selection process?

Pre-selection is carried out jointly by the DGD and the KBF.

In the first step, it will be determined if the application forms are eligible. Eligibility includes the following aspects: respect of the application deadline, submission of a complete questionnaire and all the requested annexes, existence of a partnership composed of at least one for-profit partner; respect for the geographical limitations of the project, the requested budget ranges between 50,000 and 200,000 euros, presentation of a project in which the for profit partners of the partnership contribute for at least an amount equal or higher than the grant provided by the BPF.

In a second phase, DGD and KBF will pre-screen the projects on the basis of the selection criteria mentioned in point 8. A provisional ranking of all the projects will then be submitted to an independent selection committee which is responsible for the final selection (phase three) of the projects receiving the grant, taking into account these evaluation criteria and the available budget

Before the third stage, all for profit partners will be screened conform ESG (Environmental – Social – Governance) standards. An external partner can contact the organizations for additional information.

13. How many projects will receive a grant?

A budget of about €1 million is available for each round of selection. The number of projects receiving a grant will depend on the amount of grants requested (between 50,000 and 200,000 euros per project). Therefore there will be a minimum of 5 and a maximum of 20 beneficiary projects per round of selection.

14. How long does the selection procedure last?

The seventh round of selection will be closed on 15/02/2022.

The programming envisaged is the following:

- The pre-selection of the projects will take place from 16/02/2022 to 14/03/2022
- ESG screening of the partners will take place between 16/03/2022 and 24/05/2022
- The selection will take place from 28/04/2022 to 25/05/2022
- The jury will gather before 31/05/2022
- The official announcement of the beneficiaries of the grant will take place before 30/06/2022
- The selected projects will then be contacted by the King Baudouin Foundation to sign the grant agreement.

15. What type of advisory support does the BPF offer in addition to the grant?

The BPF will provide advisory support delivered by consultants in two particular cases: (i) on results-based management and (ii) on the development of activities on a larger scale (scaling-up).

The consultants can be mobilized at the request of the project leader of the partnership, depending on the bottlenecks that may arise during the implementation of the project. A maximum of 7 man days of consulting will be granted per year of implementation of the project. The BPF will finance the consultants' fees, while all costs related to the work of the consultants (air tickets if necessary, accommodation, food, travel, etc.) will be borne by the grantees.

The service of these consultants can already be part of the project proposal but can also be requested when the project is already ongoing.



16. How will the funding be disbursed?

Funding will be disbursed in accordance with the grant agreement signed between the King Baudouin Foundation and the project lead partner. The last instalment of 10% of the grant is paid after the end of the project, based on the receipt of a narrative and financial report of the activities carried out.

17. Which expenses are eligible and not eligible for BPF?

The non-repayable financing of BPF can be used to finance all types of public and private goods or services.

The non-subsidized costs listed in Annex 4 of [the Royal Decree of 11 September 2016 \(NL\)](#) / [the Royal Decree of 11 September 2016 \(FR\)](#) concerning non-governmental cooperation are not eligible as well as the following items:

- purchase and lease of existing land or buildings;
- rental of equipment, land and facilities;
- bank charges, cost of guarantees and similar charges;
- value and cost of registering intellectual property rights;
- value of existing stocks used for the production of goods and / or services for the project;
- proposal development costs and feasibility studies.

18. How many times can a company apply to the BPF?

A company can submit multiple proposals to the BPF in the same call, provided the ideas are submitted as separate applications. However, during the same call, the BPF will not grant any financial support greater than 200.000 EUR to the same company. A company that has already applied for the BPF, but whose project has not been selected, is eligible to apply for a future call. The company that already received support, can submit a second proposal for the next phase of the project in one of the next selection rounds.

19. What is expected of the grantees in terms of reporting?

- Audited accounts (yearly)
- Narrative and financial report (before transferring the next installment of the grant, minimum every year)
- Short project status and update (every 2 months - e-mail, report, video or meeting)