

Starting or relocating a Ukrainian business in Romania Call for proposals for a 30.000 lei grant

Applicant Guideline

February 2023

Open Fields Foundation, in partnership with HEKS/EPER Foundation Romania, is launching an open call for proposals aimed to **provide financial support to Ukrainian refugees who start or relocate a business in Romania. The total amount of the non-reimbursable financial aid is 30.000 Romanian lei, (approximately 6.000 Euro) per business.**

In this phase, the total available budget is 180.000 lei, (approximately 36.000 Euro) covering six (6) start-ups and/or relocated businesses from Ukraine. For the purpose of this call, we define the financial aid for the start-up business as a **grant**.

General context

The call for proposals contributes to **UNCHR's Regional Refugee Response Plan** for the host country Romania to ensure that all refugees from Ukraine have access to international protection, to provide timely and life-saving humanitarian assistance and specialized services and to enhance inclusion in Romania, with a specific focus on the most vulnerable women, girls or boys. Mainly, supporting small entrepreneurs in their start-up endeavors contributes to **increasing the self-reliance of Ukrainian refugee and decrease their dependency of aid assistance**. Creation of new jobs for UUTP conational people is a collateral objective.

Specific granting conditions

The purpose of the grant is to enhance the resilience, self-reliance, and inclusion into Romanian society of the Ukrainian refugees, targeting entrepreneurs who and are in need of a small “capital” and are in one of the three situations listed below:

- Registered an economic enterprise in Romania, after 24th of February 2022
- Plan to open a small business or
- Relocate a Ukrainian business in Romania

1. Who can apply

Only Ukrainians citizens Under Temporary Protection (UUTP) or Asylum seekers in Romania are eligible for this call. Residents in Cluj County and North West region of Romania are first targeted through this call for proposal.

You can apply for the start-up grant if you:

- Are Ukrainian displaced from your native country due to the recent military conflict;
- Are Ukrainian citizen who own a Romanian residency permit issued after 24th of February 2022;
- Are at least 18 years old,
- If already registered, your company, in Romania, has no debts to the state or local budget.

We are expecting that you will run economic activities (deliver services or products) during the current year (2023) and register incomes that contribute to your self-reliance and decrease dependency of Ukrainians on aid assistance. At least one job creation is a mandatory condition.

You have higher chances to be selected if you:

- Have entrepreneurial experience or knowledge/education in the targeted business,
- Provide a coherent business plan,
- Have a clear destination for the grant,
- Engage to create new jobs for Ukrainians

An entrepreneur qualifies for a single 30,000 lei/6,000 Euro package. The suggested economic entity to register in Romania for receiving the grant is: Societate pe Răspundere Limitată – SRL registered at “Registrul Comertului”.

2. What type of costs does the grant covers?

The grant, up to 30.000 lei, is aimed to cover initial investments needs, to help the enterprise to operate on the Romanian business market. The following categories are eligible:

1. Small equipment and tools. Not restricted example: laboratory equipment, heavy mobile equipment, computers, tools for constructions, etc.
2. Materials or supplies used in the manufacturing process or in delivering services.
3. Software, hardware or licenses
4. Rent for the production/service delivery spaces, offices
5. Marketing products or services

The grant is not funding:

- Salaries
- Taxes, interest or debts
- Economic activities related to: tobacco, alcohol, gambling, weapons.

The entrepreneur will provide a budget for use of the grant including offers from suppliers to prove the budgeted cost and availability. You can use the grant for one or all of the categories, there is no restriction about the destination of the grant as long as they are use in one the five categories.

The procurement of the goods/services will be done by Open Fields Foundation after consultation and agreement with the grant beneficiary. Then the purchased equipment, materials, supplies will be donated to the company/economic entity.

3. How can the grant be accessed?

The call for proposal is open from 21 of February and is ongoing until the total budget is spent. Applications will be analyzed and granted on the principle “first came-first served”.

In order to be considered successful and awarded with a 30.000 lei grant, you are required to do the following steps:

Phase 1 – Business Case Proposal

You are expected to send maximum one-page proposal in English that will contain the summary of your business:

- who you are and contact details,
- education/experience relevant to the business you intend to open in Romania,
- what you intend to offer to the market,
- main competitors,
- own resources,
- total budget you need for the business startup,
- number of persons expected to be employed,
- how you will invest the grant money
- 12 months activity plan.

The **Business Case Proposal** will be analyzed by an independent business consultant. The business consultant can address clarification questions before announcing a final decision. You will receive an answer in maximum 15 working days after submission to the email: office@openfields.ro. If your project proposal is considered strong and competitive, you will be invited for the next steps.

Phase 2 – Preparing and pitching the Business Plan

You will submit and pitch a more detailed business plan (maximum five pages long) according to the “Business Plan Template” in Annex 1. In the process of designing the plan, you will be assisted by a specialized consultant hired by Open Fields Foundation. Additional documents might be included, to demonstrate the viability of your project. An independent jury will analyze your proposal if the jury considers your plan to be strong and trustful, you will be awarded with a 30.000 lei grant. You will receive an answer in maximum 15 working days after the presenting the business plan to the jury.

Phase 3 – Contracting and implementing. A contract will be signed between your enterprise and Open Fields Foundation. In case the enterprise is not yet registered in Romania, you have 30 days for the registration. You will work with Open Fields Foundation staff for the procurement of equipment/goods/services (as it is the case). Property transfer will be ensured from Open Fields to the enterprise as a donation if all contract clauses are respected. On a monthly bases you will provide information to Open Fields regarding the status of the start-up (setting-up the premises, sales process, financial and operational procedures, etc.). Throughout the 2023 year, a business consultant will assist you in the implementation phase.

All documents will be sent by e-mail to: office@openfields.ro. For additional questions, you can contact Open Fields: email office@openfields.ro or phone: 0771081601, Anca Gaidoș – program coordinator.