

EEI Tourism Recovery Programme - First Round Application

Welcome dear entrepreneur,

We are very excited that you decided to apply for the Tourism Recovery Programme and are looking forward to receiving your application!

The Tourism Recovery Programme, part of the [Empowering Entrepreneurship Initiative](#) by enpact, provides 415 tourism or tourism-related businesses in Tunisia, Egypt, Kenya, Mexico, and South Africa with financial support, business development resources, and dedicated mentoring - so you can take the first steps on the path to recovery!

The application will take around 30 minutes to complete and you will need your financial statements for 2019 and 2020 at hand. Please take your time to fill it out to make sure you provide the correct information.

Applications that do not follow the [guidelines](#) are subject to automatic disqualification.

We wish you all the best!

Greetings from Berlin,
Your enpact team

About your data

All your information is for internal use only and will be treated confidentially. You can read our [Data Protection Policy here](#).

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Check-in

* 1. Which country is your business legally registered in?

* 2. Is your business part of the tourism sector or can be applied to tourism?

Yes

No

* 3. Which tourism subsector does your business operate in?

Accommodation

Tech & Consultancy

Food & Beverage

Tour operators

Destination Management Company

Transportation

Recreation; culture & sporting facilities

Other

Retail

4. If you selected other, please specify which tourism subsector your business operates in

* 5. Please describe how your business is connected to tourism? (max 100 characters)

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About You

To participate in the programme, **three key team members (co-founders and/or executive managers) from your business are required**. Please fill out this form for the first person, who will be considered the team lead. The next two persons will be added in the second application round.

* 6. Team Lead first name? *(founder / legal representative)*

* 7. Team Lead family name? *(founder / legal representative)*

* 8. Team Lead email address?

This will be the primary email we use to contact you, please make sure it's correct!

* 9. Team Lead phone number? *(please include country code)*

10. Team Lead LinkedIn profile

LinkedIn

Other in case you
don't use LinkedIn

* 11. Is the Team Lead a founder or co-founder of this business?

Yes

No

* 12. Is the Team Lead a legal representative of this business?

Yes

No

* 13. Team Lead's current position in the company?

* 14. Team Lead birth date?

DD / MM / YYYY, as in Passport/ID

Date

* 15. Team Lead gender?

Female

Male

Gender neutral

* 16. Does the Team Lead have a personal bank account in their own name?

Yes

No

* 17. I'm aware that for a successful application I need two key team members (co-founders and/or executive managers) to join in the next application round (Second Round)

Yes

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About Your Business

* 18. What is the name of your business as listed in the registry?

* 19. What is the name of your business service/product? *(if different than in the registry)*

20. Please add the links to your business online presence below

Business Website

Business Instagram

Business Facebook

* 21. Registration date of your Business

You will need to provide a certificate of registration as proof in the next application round (Second Round)

DD / MM / YYYY

Date

DD/MM/YYYY

* 22. Where is your headquarters office based? *(city, country)*

* 23. In which countries does your business operate?

(separate multiple countries by comma)

* 24. Please describe your business in one sentence *(max 100 characters)*

* 25. What is your main business model?

- Business-to-Business (B2B)
- Business-to-Customer (B2C)
- Business-to-Government (B2G)

* 26. Does one of the following descriptions apply to your business?

- Non-profit
- Social enterprise
- Donor-funded
- Governmental organisation
- None of the above

* 27. What kind of digital solutions do you use for your business operations?

(Select multiple options, if applicable)

- Website
- Social media platforms
- Accounting software
- Project management tools (e.g. Asana; Trello; Ayoa; Wrike; Slack; etc.)
- Online distribution tools (e.g. booking.com; AirBnB; GetYourGuide; etc.)
- Mobile application
- Property Management System (for accommodation; restaurants; etc.)
- CRM systems
- Destination management & geographical systems
- Innovative IT tools (e.g. Blockchain; AI; IoT; etc.)
- Other

28. If you selected other, please specify which digital solutions your business is using

Team

* 29. How many team members does your business have today? (including actively operating founders)

(Answer with numbers only)

* 30. How many employees are on the payroll (receive a salary)? *(Answer with numbers only)*

Others

* 31. Is your business part of any German government funded support programme? (for example provided by GIZ, KFW, other German foundations)

Yes

No

32. If yes, please specify the details of the programme below such as name, duration, and website

* 33. Are you part of another global COVID-19 support programme?

Yes - enact COVID-19 Relief Programme

Yes - another programme

No

34. If yes, please specify the details of the programme below such as name, duration, and website



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Customers & Financials

Customers & Clients

* 35. Who are your customers/clients? *(max. 100 characters)*

* 36. How many paying customers/clients did you have between 1. Jan 2019 - 31. Mar 2020?

(Answer only in numbers)

* 37. How many paying customers/clients did you have between 1. Apr 2020 - 31. Dec 2020?

(Answer only in numbers)

Revenue

(Revenue is the total amount of income generated by the sale of goods or services related to the company's primary operations.)

If the questions do not apply to your case, please answer with a 0 (zero).

* 38. Please indicate your local currency as a base for the next questions.

* 39. Did your business generate revenue within 18 months prior to March 2020?

Yes

No

* 40. What was your total revenue for 2019 (1. Jan 2019 - 31. Dec 2019)?

(indicate in the above mentioned local currency)

* 41. What was your total revenue for 2020 (1. Jan 2020 - 31. Dec 2020)?

(please indicate in your local currency)

Funding

Please keep using the previous selected local currency as a base for the following questions.

If the questions do not apply to your case, please answer with a 0 (zero).

* 42. Has your business received any external financing?

Grant

Loan

Investment

None of the above

43. In case you raised funding please indicate the total amount to date

(please indicate in the above mentioned local currency)

* 44. How much available savings / funding do you have in the company?

(please indicate in the above mentioned local currency)

* 45. With no additional income, how many months can you currently sustain your company (covering all operational costs)?

(after how many months are you running out of savings so you can no longer operate)

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Others

Legal Disclaimers

* 46. I assure that my business has been impacted due to the COVID-19 situation and that it is in a tight liquidity position to operate further.

Yes

No

* 47. I assure my business is controlled locally; non-local investors, such as banking groups or foreign investors, do not hold 50% or more of the shares in my business.

Yes

No

* 48. I assure that I have given all information truthfully and to the best of my knowledge.

Yes

No

Data Disclaimer

We have implemented appropriate technical and organizational security measures to protect your personal data and confidential company data from unauthorized access, misuse, loss, and destruction. Please refer to our [Data Protection Policy](#) for details regarding the collection and processing of your personal data.

* 49. I agree that my email address may be used to send me a newsletter (at most: semi-monthly) with information on similar offers, programmes and services by enpact. I also agree that I may be contacted individually by enpact if such an offering may be suitable to my needs. This consent can be withdrawn at any time, not affecting the lawfulness of processing based on consent before its withdrawal, by sending an email to <privacy@enpact.org>.

Yes

No

Tell Us

This information helps us decide how to best reach entrepreneurs like you. Fun fact, most people in our previous programmes heard about us through friends and family!

* 50. How did you hear about this opportunity? *Multiple selections are possible.*

Enpact Website

Enpact Newsletter

Enpact Facebook Page

TUI Website

TUI Newsletter

TUI Facebook

Other Facebook Pages or Groups

LinkedIn

Twitter

Instagram

Business Network

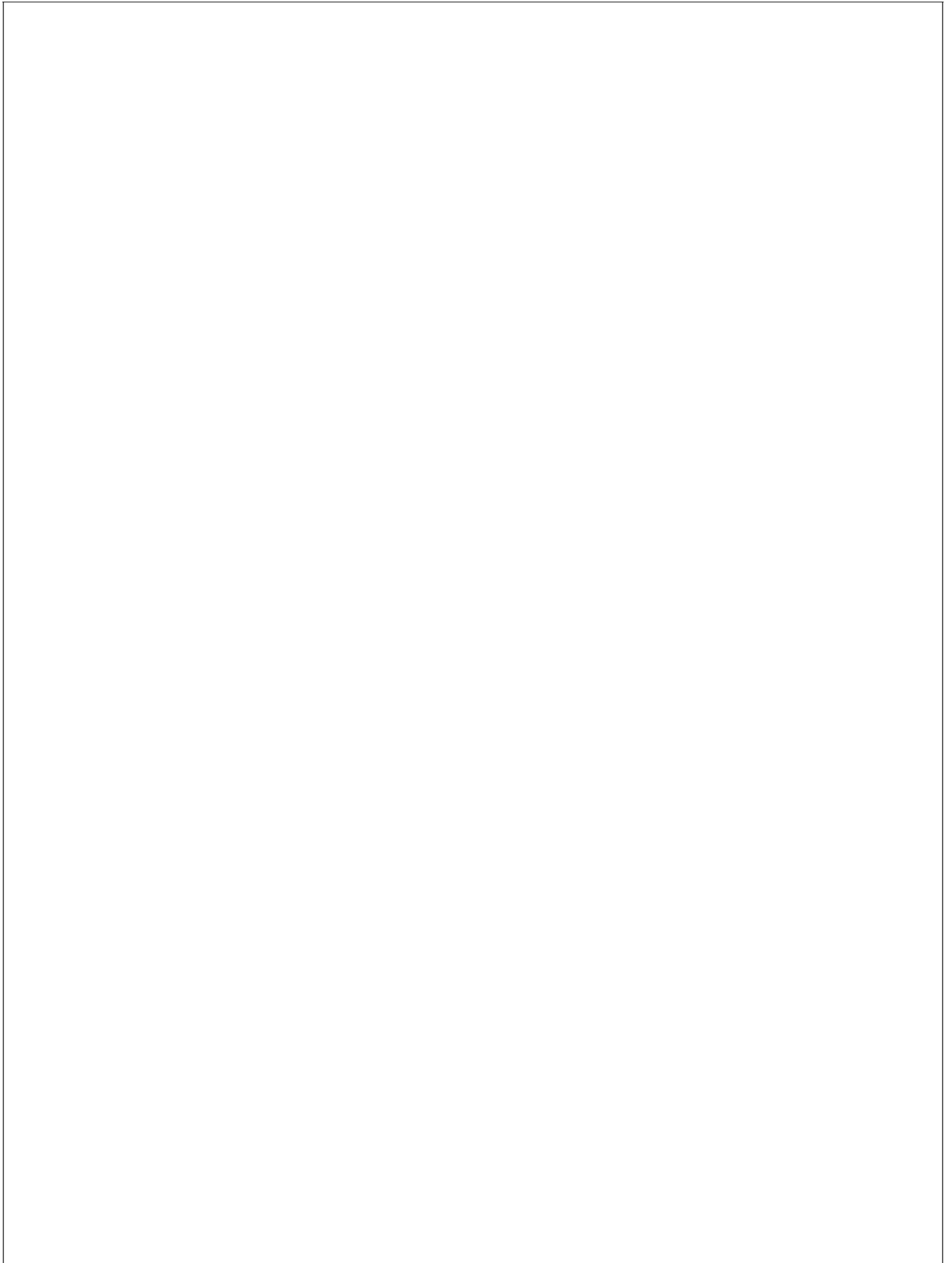
Support Organization

Incubator/Accelerator

Friends & Family

Press/Media Outlets

Others



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Almost Done

The answers to the following questions are optional and will not affect your application or eligibility for consideration. If you would like to skip these questions, please scroll to the bottom of this page to submit your application for the Tourism Recovery Programme. Once you submit, you will not be able to edit your answers or make changes.

The next section is to help us better understand the startup ecosystem in the city where your organisation is based in order to facilitate policy recommendations and create needs-based support for entrepreneurs in your city.

Startup Friendliness Index by enpact measures city startup ecosystems in order to support entrepreneurship globally and with a focus on emerging markets.

All answers in the next section are anonymized.

51. How is founding a startup rated as a career choice in your society?

Scale (0-not respected at all; 100-highly respected)

52. What is the average monthly salary for a recent university graduate in your city?

(please indicate in your local currency)

53. What is the average salary for a mid-level software developer in your city? *(please*

indicate in your local currency, please provide the monthly average)

54. Please estimate how many startup events take place in your city per week? (e.g. meetups, conferences etc)

55. On a scale of 1 to 10, how possible is it to get mentor support from an entrepreneur in your city?

(e.g. 0: Very difficult to 10: Very easy)

56. What is the percentage of leadership positions occupied by women in your city?

(e.g. CEO, Senior Executives & Management, etc.)

57. Is it possible to adapt your business model during the COVID-19 crisis?

Yes

No

58. How much of your business operations are you maintaining during the COVID-19 crisis?

Stopped operations (0%)

Operating at decreased capacity (<80%)

Operating at the same capacity (80-100%)

Operating at a higher capacity (>100%)

59. BEFORE COVID-19 How do you rate the availability of the following financing sources?

(1 = very low, 5 = very high)

	Very low	Low	Average	High	Very high
Public / government funding	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bank loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accelerators / incubators	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business Angel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Venture Capital	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Crowdfunding	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Donor Organizations (eg: NGOs foundations, international organisations)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

60. Current Situation How do you rate the availability of the following financing sources?

(1 = very low, 5 = very high)

	Very low	Low	Average	High	Very high
Public / government funding	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bank loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accelerators / incubators	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business Angel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Venture Capital	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Crowdfunding	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Donor Organizations (eg: NGOs foundations, international organisations)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

61. Expectation to next 6 months How do you rate the availability of the following financing sources?

(1 = very low, 5 = very high)

	Very low	Low	Average	High	Very high
Public / government funding	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bank loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accelerators / incubators	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business Angel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Venture Capital	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Crowdfunding	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Donor Organizations (eg: NGOs foundations, international organisations)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

62. Before COVID-19

How would you assess your hiring capacity?

	Poor	Good	Satisfactory
Availability of qualified employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ability to meet salary demands	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Likelihood to hire new employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capacity to retain/keep your employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

63. Current Situation

How would you assess your hiring capacity?

	Poor	Good	Satisfactory
Availability of qualified employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ability to meet salary demands	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Likelihood to hire new employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capacity to retain/keep your employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

64. Expectation to next 6 months

How would you assess your hiring capacity?

	Poor	Good	Satisfactory
Availability of qualified employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ability to meet salary demands	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Likelihood to hire new employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capacity to retain/keep your employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

65. Before COVID-19

How would you assess your access to networks, knowledge and infrastructure?

	Poor	Good	Satisfactory
Access to experts, coaches, or mentors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of office space/co-working spaces	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to know-how and network trough events and conferences	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

66. Current Situation

How would you assess your access to networks, knowledge and infrastructure?

	Poor	Good	Satisfactory
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Access to know-how and network trough events and conferences	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

67. Expectation to next 6 months

How would you assess your access to networks, knowledge and infrastructure?

	Poor	Good	Satisfactory
Access to experts, coaches, or mentors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of office space/co-working spaces	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to know-how and network through events and conferences	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

68. **Before COVID-19** How would you assess your ability to enter and operate in your economy?

	Poor	Good	Satisfactory
Sales of your products or services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Level of costs for startup operations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Customer openness to innovation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

69. **Current Situation** How would you assess your ability to enter and operate in your economy?

	Poor	Good	Satisfactory
Sales of your products or services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Level of costs for startup operations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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70. Expectation to next 6 months How would you assess your ability to enter and operate in your economy?

	Poor	Good	Satisfactory
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Level of costs for startup operations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Customer openness to innovation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

71. Before COVID-19 To what extent are the following issues/topics perceived as problems for startups?

	No problem	Minor problem	Moderate problem	Major problem	Impossible to overcome
Political instability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Corruption	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Legal and regulatory framework	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Transportation Infrastructure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Electricity and Water	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Telecommunication	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Economic conditions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

72. Current Situation To what extent are the following issues/topics perceived as problems for startups?

	No problem	Minor problem	Moderate problem;	Major problem	Impossible to overcome
Political instability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Corruption	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Legal and regulatory framework	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Transportation Infrastructure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Electricity and Water	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Telecommunication	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Economic conditions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

73. Expectation to next 6 months To what extent are the following issues/topics perceived as problems for startups?

	No problem	Minor problem	Moderate problem;	Major problem	Impossible to overcome
Political instability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Corruption	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Legal and regulatory framework	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Transportation Infrastructure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Electricity and Water	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Telecommunication	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Economic conditions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>