

JUST TRANSITION

through
ENTREPRENEURSHIP
by enpact

Businesses Track



**Target
group
and
selection
criteria**

**Supporting Ukraine's green recovery
and just transition in the face of
structural changes, economic
challenges, and war-induced
disruptions**

The project 'Just Transition through Entrepreneurship' aims to support Ukraine's green recovery and just transition in the face of structural changes, economic challenges, and war-induced disruptions by providing holistic support for aspiring entrepreneurs, existing entrepreneurs, and entrepreneurial support organizations. The **Businesses track** focuses on providing support for resilience and recovery to existing enterprises to adapt to structural changes caused by the Russian war of aggression on Ukraine.

The 'Just Transition through Entrepreneurship' project is being implemented by the non-profit organization enpact, commissioned by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH on behalf of the German Federal Ministry for Economic Affairs and Climate Action (BMWK). The project is implemented within "Just Transition in Coal Regions and Green Recovery of the Energy Sector in Ukraine (Just Transition & Energy Sector Recovery Ukraine)".

Program Benefits

By applying for the Businesses track of the 'Just Transition through Entrepreneurship' project, you have the chance to:

- Receive direct financial support of 500 Euros monthly per participating individual for a duration of six months to assist with personal livelihood support (for up to three individuals per business)
- Join regular training sessions on sustainability management, business development, scaling and export strategies, EU market access, finance and accounting and crisis resilience across different aspects of business management, including leadership and personal resilience
- Participate in regular networking events with experts and partners from Ukraine and the European Union
- Engage in dedicated expert mentoring that is tailored to your business sector and current challenges

Target Group

In order to qualify for the Businesses track:

- You are a founder or employed in a key position in a micro, small or medium-sized enterprise (MSME) that is currently based in Ukraine and above 18 years of age

What qualifies as an MSME?

The EU defines SMEs as having up to 249 employees and an annual turnover in Euros up to 50 million.

- Your business is legally registered in Ukraine with a registration date before October 2023, this includes registration as a private entrepreneur (FOP)
- You are willing to commit to further developing and adapting your business solution to continue growing your operations in Ukraine
- Your business has a connection to the target regions Lviv and Volyn Oblast and is ideally related to the coal mining sector.

What are some examples of suitable connections to the coal mining sector?

- Your business provides services or products to people residing in the coal mining regions of Ukraine, or
- You provide or provided services or products for coal mines, or
- You or a family/household member works or worked at a coal mine.

Women, internally displaced individuals, and teams with a majority of team members being women or internally displaced individuals are given priority in the selection process.

Eligibility Criteria

On the business level

1. Is legally registered in Ukraine

What are the valid forms of business registration in Ukraine?

- Individual enterprise / Fizichna osoba-pidpriyemets (FOP)
- Private enterprise / Privatne pidpriyemstvo (PP)
- Limited company / Tovarystvo z obmezhenomu vidpovidal'nistju (TOV/000)
- Additional liability company

- 2. Is registered before 01.10.2023**
- 3. Is actively operating (war-induced pauses and temporary adjustments are taken into consideration)**
- 4. Has up to 249 employees**
- 5. You can demonstrate a connection to the target regions Volodymyr and Lutsk Raions (Volyn Oblast) or Chervonohrad, Lviv and Zolochiv Raions (Lviv Oblast)**
- 6. Your business is held more than 50% by Ukrainian individuals/organizations**
- 7. Your business has no Russian and/or Belarussian shareholders**

On the individual level

- 1. Over 18 years of age**
- 2. Legally entitled to gainful employment in Ukraine**
- 3. Employed by or legal representative of the business. If you are employed by the business, your participation is authorized by a legal representative of the business**
- 4. Considered a key person in the business**

What does a key person in the business mean?

Key positions in a company are those personnel positions without which the company cannot be continued, or can only be continued at the cost of considerable loss of revenue or overburdening of other personnel positions. While it must be assumed that management functions qualify as key positions, the classification does not necessarily have to be based on the seniority or management responsibility of the person. It is dependent on the applicants to demonstrate their qualifications as key personnel in the context of the individual company.

- 5. Has Ukrainian citizenship or residence permit**
- 6. Based in Ukraine**
- 7. Holds a bank account with a Ukrainian bank in their own name (as it appears in your identifying document) for the duration of participation**

N.B: There is a maximum of three individuals who can be selected from the same business.

Restrictions

Your business may, unfortunately, be not eligible for participation if:

- Your business is not active. This means it is no longer operational, is being liquidated, or has declared bankruptcy.
- You or your business are being investigated or prosecuted for corruption offenses.
- Your business currently operates in the temporarily occupied territories of Ukraine and/or has active operations or open contracts in the Russian Federation and/or Belarus.
- Your business operates under the following European Union NACE/KVED Codes:
 - C25.4: Manufacture of weapons and ammunition
 - C30.4: Manufacture of military fighting vehicles
 - J61.3: Satellite telecommunications
 - N80: Security and investigation services
 - O84: Public administration and defense; compulsory social security, in particular
 - S94.9.2: Activities of political organisations

Businesses that fall within the above categories will be assessed on a case-by-case basis.

Application and Selection Process

A. Application Phase

1. Application Round

An application form is available on the enpact website in two languages; English and Ukrainian, for eligible applicants to apply to the program. To fill out the application, please create an account on **Survey Monkey Apply**. This account will be used for various purposes, including communication and progress reporting throughout the program.

Once an application has been successfully submitted, it will be assessed against the eligibility criteria. If it meets the criteria, the applicant will pass to the second round.

2. Application Round

When passing from the first to the second application round, applicants will be notified and have one week to complete the second round. Here, further questions will be asked on the business operations, its connection to the target region and its motivation for joining the program.

This is a list of documents that you will be asked to submit as part of the second round of the application process:

- (a) Personal ID or Passport
- (b) For non-Ukrainian citizens: Proof of your domicile in Ukraine (residence permit)
- (c) Registration certificate of the business
- (d) Letter from an authorized person from the business on behalf of which you are applying that indicate your connection to the business, your role, and approving your participation in the program. [Click here](#) to download the letter in Microsoft word format, fill in the blanks that are highlighted in yellow, and sign it. Once you sign it, you can upload it in the application process.

Additionally, applicants can further support the application with the following documents:

- (e) Personal CV/Resume
- (f) Proof of revenue in 2023; that can be in the form of invoices or financial statement
- (g) Capitalization table showcasing the list of stakeholders in the business
- (h) Document(s) that prove your connection to the mining industry

After submission, the application will be evaluated by the enact team according to the four-eye principle to assess the business' fit for the program, based on the selection criteria presented below.

B. Interview Phase

Following the assessment of the application, the selected applicants will be invited to participate in online interviews of up to 30 minutes to give applicants the opportunity to share their story and motivation and to verify the statements submitted in their application. After this, successful applicants will be admitted into the program.

Selection Criteria

1.The business/ individual is connected to the target (coal mining) regions

(Criterion value: 25%)

The business demonstrates a connection to the targeted coal mining regions Lviv and Volyn Oblast. On the business level, for instance, by providing services or products to people residing in the coal mining regions or providing or having provided services or products for coal mines. On the individual level, for instance, if the applicant or a family/household member is working or has worked at a coal mine.

2. The business is likely to create sustainable social, economic, or ecological impact
(Criterion value: 20%)

The business displays how it creates a positive impact on local communities and the environment in the target regions.

3. The business differentiates itself from other entities in its field and has a positive future outlook (tech, social, and/or ecological)
(Criterion value: 20%)

The business is engaging in innovative operational activities and has a promising future outlook based on factors such as revenue, market size and growth, and adaptability.

4. The business/participants(s) will clearly benefit from the program's components (financial support, training, and mentoring component)
(Criterion value: 25%)

The monthly financial support will clearly have positive effects on the participant considering the current personal need for assistance and the specific training/mentoring can provide or improve necessary competencies within the business.

5. The applicant appears motivated to actively participate in the program
(Criterion value: 10%)

The application is well-crafted, answers are elaborated and convey an attitude of commitment, and documents.