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**Social Entrepreneur of the Year 2020**

**This information will be treated confidentially and used only for the purpose of evaluation for the Schwab Foundation network.**

**General Applicant Info**

* Applicant Name:
* Applicant Position:
* Is this your fulltime position : Yes No
* Nationality:
* Birth Date (DD/MM/YY):
* Telephone:
* Mobile Phone:
* E-mail Address:
* Personal Assistant’s E-mail Address:
* Languages:
* Social Enterprise Name:
* Year Established:
* HQ Office country:
* Regions of operations: MENA, North America, Latin America, Asia, Europe
* Countries of operations Offices (City, Country):
* Website:
* Sectors
* Are you a
* For profit
* Non profit
* Hybrid non profit

**Attachments (add attachments to the qualtrics form)**

The following documents must be submitted along with the application form:

* An updated copy of the applicant’s CV or resume or **LinkedIn**
* Financial statements (income statements and balance sheets) for the last 3 years
* A copy of the most recent annual report
* Any available 3rd party evaluation of your organization
* An organization chart or staffing chart with reporting lines
* Links to videos of recent public talks you have given, or current articles or blogs you may have written
* E-mail addresses of two references. Indicate their name, title, and organization, as well as a brief one-line description of the nature of your professional relationship (ideally your references can testify directly to your organization's activities and impact, so a funder, government partner, or third party expert would be ideal).

**Background: The Social Problem and Your Solution**

**The Need**

1. What is the social or environmental problem that your organization is solving? Who is your primary target group? Wherever possible, include detailed information such as statistics, figures, and facts.

**Solution**

1. What is your solution and how is it creating change?
2. What are your primary revenue streams and service delivery/ product distribution channels?
3. What is unique about your solution/approach to address the problem? Why it’s more effective than traditional responses?
4. Who else are they key players/organizations in addressing this challenge/problem?
5. Is your company leveraging technologies to create communicate or deliver its product/service?

Yes

No

If yes, which technologies and please explain in what capacity?

**Potential to Scale**

1. What are your long-term strategic priorities to achieve scale? please include your milestones and expansion plans for the next three years
2. What are your biggest challenges to achieve the scale you desire? How are you addressing them?

**Demonstrable Impact**

1. What is the total number of customers/direct beneficiaries you impacted since inception?
2. How has your product/service improved the lives of your direct customers/beneficiaries?
3. Please provide us with past and projected **annual** impact data on the grid below. Please enter only numbers. Do not include commas or any other text, for example ……

PS: If your organization was launched less than three ago, please put 0 in the non-applicable fields

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **2015 (Actual)** | **2016 (Actual)** | **2017 (Actual)** | **2018 (Estimate)** | **2019 (Projection)** | **2020 (Projection)** | **2021 (Projection)** |
| **Number Direct Beneficiaries/customers** |  |  |  |  |  |  |  |
| **Number Full Time**  **Paid Employees** |  |  |  |  |  |  |  |
| **Part time employees** |  |  |  |  |  |  |  |
| **Volunteers** |  |  |  |  |  |  |  |

1. What Methodology, tools, and metrics you are using to collect data and measure impact (tracking sales, anonymous surveys, third party evaluations, etc.)?

**Financials**

1. Please fill the following financial snapshot enter only numbers. Do not include commas, dollars signs or any other text. PS: If your organization was launched less than three ago, please put 0 in the non-applicable fields

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Select currency  EUR  USD x | 2015 (actual) | 2016  (actual) | 2017  (actual) | 2018 (Estimate) | 2019 (Projection) | 2020 (Projection) | 2021 (Projection) |
| Earned Income |  |  |  |  |  |  |  |
| Grants |  |  |  |  |  |  |  |
| Government Support |  |  |  |  |  |  |  |
| Total Revenue |  |  |  |  |  |  |  |
| Total Costs |  |  |  |  |  |  |  |
| Profit (Loss) |  |  |  |  |  |  |  |
| *Current Assets* |  |  |  |  |  |  |  |
| *Current Liabilities* |  |  |  |  |  |  |  |
| *Total Assets* |  |  |  |  |  |  |  |
| *Debt* |  |  |  |  |  |  |  |
| *Equity* |  |  |  |  |  |  |  |

1. Was your company profitable in calendar year 2017? (Only for profit social enterprises to answer)

Yes

No

Breakeven

**Market Based Question**

1. What percentage of your total revenue in 2017 was earned business income (revenue earned from fees charged/sales to customers/beneficiaries)?

0%

1-20%

21-60%

61%-99%

100%

1. What is your primary source of capital/funding? *Select up to Three*

* Profits
* Equity Investment
* Debt
* Philanthropy (grants, awards , donations)
* Crowdfunding
* Others

**Strategic Collaborators/ Market based**

1. Please describe the nature of any strategic partnerships you have (beyond purely funding relationships). Explain in how each partnership contributes to your organization’s operations, scalability or social impact (i.e. companies, government, international organizations, NGOs, academic institutions, foundations, etc.).

**Information on the Candidate Organization: Governance and Management**

1. Please list your core/senior management team and their respective positions (i.e. top 3-4 staff).
2. Who are your top three financial supporters or investors and what percentage of your grants or equity do they each constitute?

**Information on the Candidate: The Individual/Candidate as Ambassador**

1. Please list the most recent recognition/ prizes you and/or your organization have been awarded.
2. What value would you bring to the Schwab foundations social innovation community? What would you hope to gain?
3. Which of the following forum system initiative is you work most closely aligned with?

<https://www.weforum.org/system-initiatives/>