



Selection Criteria

The Criteria for selection social enterprises have been developed and finalised in close cooperation with the Beneficiary, the Ministry of Labour Social Policy in order to be used in the evaluation process for selecting 10 social enterprises to which customised support will be provided during the implementation period of the project. The core criteria that an organisation/enterprise must meet in order to be categorised as a social enterprise are defined based on EU definition:

- *The organization must engage in economic activity*; which means that it must engage in a continuous activity of production and/or exchange of goods and/or services
- *It must pursue an explicit and primary social aim*; the one that benefits society
- *It must have limits on distribution of profits and/or assets*; the purpose of such limits is to prioritize the social aim over profit making
- *It must be independent*; organizational autonomy from the State and other traditional for-profit organizations
- *It must have inclusive governance*; characterized by participatory and/or democratic decision

The eligible Applicants are those that represent one of the below legal forms:

- **An association running economic activities**
- **A foundation running economic activities**
- **D.O.O. (company limited by guarantee) established by association or foundation**
- **A cooperative**
- **A social service provider (either a CSO or a cooperative)**
- **Other forms of organizations that meets the above listed 5 criteria for social enterprise.**

The selection criteria and scoring are as following:

1. Transformative Social Change

The social enterprise achieves transformative social and/or environmental change through the application of innovative and practical approaches to benefit society in general, with an emphasis on underserved populations.

- a. The applicant employs the disadvantaged people (the disabled, the unemployed, the addicted, ex-prisoners, refugees, Roma people, single parents etc.) ***Min. 5 – Max 20 points***
 - and/or is involved in providing public benefit services/ services for disadvantaged groups of people and/or in environmental issues;
 - CSOs which engage¹ disadvantaged people in social and professional reintegration;
 - Starts –up initiatives with innovative social and business idea;
- b. The applicant social enterprise should implement their activity in cooperation with other partners such as local municipalities, private companies, CSOs etc., and should contribute to social cohesion in the community through building local partnerships. – ***Min.5.- Max 20 points***
- c. The applicant have an innovative idea e.g. a new product or service; a new production or distribution method/ new rehabilitation programmes . The reformulation of an existing product for an underserved population; and/or new organizational structures or funding models. ***Min.5-Max 20 points***

¹ We will also accept the social enterprises running economic activities within rehabilitation projects, which engage participants in social reintegration economic activities not always as paid workers.



2. Organizational Sustainability – Min 5 – Max 20 points

The applicant should demonstrate ability for financial sustainability (resources generated through sales of own products, or provision of services or good idea to develop entrepreneurial). It is important that the applicant demonstrate a business model and/or active models for social and professional reintegration of disadvantaged people.

Candidate organizations which have at least one year of operations at the time of their application should be able to demonstrate their activities with at least one official annual report submitted together with application.

Starts-up initiatives are also acceptable.

3. Proven Social and/or Environmental Impact – Added Value

For this reason, candidate organizations should be able to not only prove its activities through archived data and records, but also explain how that information is used in the daily work. (This should be a sort of guarantee system, not necessarily official, but also internal, created and used to get as better results as possible).

The candidate should be able to explain how the organization's approach transforms traditional practice using the impact measurements that are collected.

4. Reach and Scope - Added value

The social entrepreneur's initiative has spread beyond its initial location and has been adapted successfully to other settings in the country or internationally, either by the entrepreneur him/herself, or through others who have replicated or adapted elements of it.

5. Scalability - Added value

The initiative has been or can be adapted to other countries in the region, in order to help solving similar problems.

Criteria 3, 4 and 5 might be too demanding for start-ups, so those three will be treated as added value in the selection process, not eliminating the enterprises which cannot meet them.

6. Interview – Min. 5 –Max 20 points

Short presentation on the organization, the structure and activities given in the “pitch” format. The evaluation committee may raise additional questions and clarifications related to questionnaire. The interview will be conducted in English language.

- **Maximum score (total number of points) for the selection is 100 points**
- **The all eligible applicants will be interviewed**
- **If there will be more applicants with the same score from the criteria 1 to 5, the better presentation of the organization during the interview and its social impact will give additional points and create the final decision and defining the Final List of 10 SCOs that will be supported with the project.**