**Application Form for the**

**Reach for Change Rapid Scale Program 2018**

Welcome to the Reach for Change Rapid Scale application form and congratulations for taking the first step towards being selected onto the 2018 Rapid Scale program. The Rapid Scale Program supports social enterprises with a proven impact and business model to effectively scale, through financial and non-financial support.

To apply, please answer the questions on this form, which is the first step of the application process. Please also pay attention to the word limit and do not exceed the maximum number of words stated for each question.

For any questions, please email [Ethiopia@reachforchange.org](mailto:Ethiopia@reachforchange.org) or call +251 (0) 929107877.

Once you have completed the form, please email it to us at [Ethiopia@reachforchange.org](mailto:Ethiopia@reachforchange.org), or deliver a hard copy to our office at Haya Hulet Mazoria, Gollagul Tower, 7th Floor, Office No. 702 **by Sunday 12 August 2018.**

By submitting this application to Reach for Change I acknowledge that I have read and understood the terms and conditions of the competition on [ethiopia.reachforchange.org](http://ethiopia.reachforchange.org) and I am giving permission for Reach for Change to use the personal data I have provided to process my application and contact me during and after the application period. I understand that Reach for Change will not distribute my application, in part or as a whole, beyond a limited group of people with the authority to evaluate my application and I will contact Reach for Change on [Ethiopia@reachforchange.org](mailto:Ethiopia@reachforchange.org) if I do not want to be contacted any longer or want my data to be deleted.

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# **Section I. About Your Organization**

## 1.1. General Organization information

Organization Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Physical address

Region: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

City: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Sub city/Zone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Woreda: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

House Number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Phone number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**1.2. Organization’s platforms:**

Website: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Facebook page: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Twitter: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## 1.3. Primary Contact details

Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Job Title: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Office number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Mobile number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## 1.4 Operational details

## Year established: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Number of full time employees: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Number of part time employees (including contractors):\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Number of volunteers: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

In what locations are you currently operating? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## 1.5 Registration details *(please attached your renewed business license for the year 2017/2018)*

Type of organization

* Private limited company
* Micro and small enterprise
* Sole partnership
* Cooperative
* NGO with a private limited company arm
* Other:

Region of registration: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Registration number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**1.6 Which of these outcome areas does your organization work on? Please indicate the area your work focuses on out of these three options:**

* Early childhood development
* Pre school education
* Primary school education

**1.7 Which geographical areas of Ethiopia do you work (regions or city administrations)?**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**List of Appendices to attach to your application (all required):**

1. Your organization's business license (if you have more than one business license, for example for different regions in Ethiopia, please submit all)
2. CVs of all leadership team members within your organization

**Section II. Questions about your Program/s and Impact**

**2.1 Please describe the specific social problem your organization is tackling. Please tell us about some of the key root causes and consequences of this problem, focusing on those who are primarily affected.**

(Maximum 250 words)

**Answer:**

**2.2 Please provide the most relevant statistics and references that indicate the significance and scale of this problem within Ethiopia.**

(Maximum 100 words)

**Answer:**

**2.3 How does your organization work to solve this problem?**

(Maximum 250 words)

**Answer:**

**2.4 How many people within your target group (or direct customers) has your organization supported over the last three years? What has been your impact to date and how have you tracked it?**

(Maximum 250 words)

**Answer:**

**2.5 What steps have you taken so far in terms of expansion especially outside Addis Ababa?**

(Maximum 200 words)

**Answer:**

**Section III. Questions about your Business Model**

**3.1 Please list your revenue streams and indicate how much of your total income each stream amounts to.**

(Maximum 150 words)

|  |  |
| --- | --- |
| **Type of Revenue** | **% of Income** |
| Grants |  |
| Payment for products or services by customers? |  |
| Other income 1 if applicable (please specify) |  |
| Other income 2 if applicable (please specify) |  |
| Total | 100% |

Enter in

**Answer:**

**3.2. What was your organization’s total annual revenue in:**

* **2014 (if applicable): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
* **2015 (if applicable): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
* **2016 (required) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
* **2017 (required) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Section IV. Questions about your Team**

**4.1 Please describe your team structure, including your advisory board if you have one. If volunteers are a key part of your organizational structure, please include this as well. Please indicate which roles make up the leadership team and list the names of any board (or advisory board) members you have.**

(You may provide a diagram to illustrate your team structure or describe in max. 150 words)

**Answer:**

**Section V. Partnership with Reach for Change**

**5.1 What are the next major milestones you need to achieve for your organization to grow? List any barriers and/or challenges that you foresee?**

(Maximum 150 words)

**Answer:**

**5.2 What does your organization need, which is does not currently have, to enable it to grow rapidly? If successful and selected onto the Rapid Scale program, what type of support would you most need from Reach for Change?**

(Maximum 150 words)

**Answer:**

**5.3 Participants on the Rapid Scale program will receive financial support as either a grant or revolving fund (maximum 1,000,000ETB per social enterprise). How much funding do you need to deliver your intended growth? What would you use it for?**