



LIAISE | Linking Incubation Actors for Inclusive and Social Entrepreneurship

LIAISE-REGIONAL POLICY WORKSHOPS

As part of the LIAISE project, we are looking for interested business support organizations to join us in planning and hosting 15 local/regional policy workshops covering at least 10 Easi countries (1 outside of the EU) to harvest ideas and related policy recommendations on inclusive incubation ecosystems on the regional/local level. The workshops will be organised in the local language.

Background

The objective of LIAISE – Linking Incubation Actors for Inclusive and Social Entrepreneurship, is to provoke a paradigm shift in the European incubation ecosystem towards a more inclusive and impact driven approach to innovative entrepreneurship. The final goal is to kickstart an ecosystemic change aimed at providing social and under-represented entrepreneurs with dedicated business support services, incubation programmes, and virtuous networks enabling them to develop viable and sustainable businesses.

Powered by the leading business innovation incubation network in Europe (EBN), the main global network of centres for social innovation and entrepreneurship (IHUB) and the principal European network of venture philanthropy organisations (EVPA), LIAISE will involve key European organizations specialized in supporting under-represented and vulnerable groups (URG) as well as international, national, regional and local policy-makers to work together for a “better social and inclusive entrepreneurship” support system.

The main objective of the regional policy workshops will be to bring out and amplify the role of business support organizations as catalysts of the entrepreneurial support ecosystem for the social and vulnerable entrepreneurs. Ecosystem change cannot be generated by incubators alone and therefore through the workshops we intend to mobilise local ecosystem players. The policy workshops should act as an enabling space for business intermediaries to connect and exchange with other stakeholders in the ecosystem.



Workshop Objectives:

- **Business support organisation led.** The central position of BSOs in the entrepreneurial support ecosystem, makes their transformation into the 'heart' of the social innovation and inclusive entrepreneurship community organic. The process should be aligned to the need for internal needs and capacities of business incubators while also considering a broader cultural and institutional change around supporting entrepreneurship and innovation of the under-represented and social entrepreneurs.
- **Area-based approach.** The policy interventions will be focused on defined geographical areas - countries and territories. This approach will address diversity of contexts, complexities of local needs, government competencies and should also facilitate definition of more targeted policy interventions. The country selection should consider readiness and capacities of authorities to jump start this process, with preference given to less developed territories.¹
- **Multi-stakeholder co-creation on the incubation process** considering the wider ecosystem. The workshop should be designed to bring together participants representing organizations with the influence, resources and capacities to initiate the process of transforming the ecosystem to become more inclusive, such as: public institutions at national and local levels, academia, investors, industry associations, NGOs and social organizations, corporations, business intermediaries, social enterprises, vulnerable entrepreneurs, media.
- **Bottom-up approach**, through harvesting ideas and identifying most important aspects which influence the inclusive incubation ecosystem on the local and regional levels. While the challenges will be different between sectors, regions and target groups, the objective of the workshops will be to identify regional differences but also commonalities and cross-cutting issues.
- **Integrated approach** and avoiding silos, by identifying interventions which integrate various sectoral activities in one place/location. This is to contribute to a greater coordination of the available resources and the local needs.

Requirements:

- Prior to organizing regional policy workshops, BSOs will conduct mapping of the local ecosystem for social and vulnerable entrepreneurs, following the guiding framework provided by IHUB/EBN and included in the final methodology discussed during the bootcamp. The findings and good practices will be used to identify key policy interventions and tools, while respecting contextual rationale.
- Host a workshop of 20 participants that brings together individuals representing organizations with the influence, resources and capacities to initiate the process of transforming the ecosystem to become more inclusive. Participants should include a diversity of stakeholders like:

¹ This covers Europe's poorest regions whose per capita gross domestic product (GDP) is less than 75% of the EU average.



- public institutions at national, regional and local levels,
 - employment services,
 - specialist bodies provided for under union law,
 - social partners,
 - NGOs and social organizations,
 - academia,
 - experts in evaluation and in impact assessment,
 - national statistic offices,
 - entrepreneurs,
 - social actors,
 - Social economy organisations,
 - Investors,
 - incubators,
 - Media etc
- Each workshop should have a **facilitator** who plays an important role in conveying the vision of the ecosystem we wish to create and help translate the discussions and learnings into concrete policy steps.
 - Each workshop should create a **manifesto** of 10 policy recommendations, 5 on each of the 2 areas: social entrepreneurship and inclusive entrepreneurship², separately, top-down and bottom-up approaches, so recommendations for policy makers, as well as recommendations for Business Support Organizations, bringing ecosystemic and programmatic levels, for all the Better incubation URGs (women, youth, seniors, migrants and refugees and people with disabilities).
 - Use the [OECD/EC Better Entrepreneurship Policy tool](#) as the methodology to assess current policies and ecosystem landscape and gather policy ideas and solutions to support inclusive incubation ecosystem.
 - Ensure visibility is provided to Better Incubation project and communication is aligned with project communication guidelines (will be provided in due time together with visuals for the event).
 - Expected Commitment: **May 2022–October 2022.**
 - Attend a 90 minutes introductory workshop.
 - Attend the Bootcamp - June 28–29 (participation costs will be covered by the project).
 - Attend the check in call in July.
 - Context mapping & preparation for half day (4h) in person workshops from May–August.
 - Delivering 1 policy workshop with 20 participants between August – September 2022.
 - Reporting of the event due end of September/Early October (final deadline 7th

² **Social entrepreneurship** combines characteristics of the traditional non-profit sector and private business, however with the ultimate goal not to maximize profit, but rather to contribute to social and environmental goals with a strong return to the community. **Inclusive entrepreneurship** aims to ensure that all people, regardless of their personal characteristics and background, have an opportunity to start and run their own businesses. These groups are women, migrants and refugees, youth, seniors, and people with disabilities.



October 2022)..

Workshop main contents:

The **format** of the workshop should include: facilitators, structured timetable, participatory approach of all attendees, break-out sessions, hand-outs and supporting materials. The materials will come from: results from the LIAISE project, e.g. pilots, collection of best practices, impact measurement framework, findings from the local ecosystem mapping.

The **methodology** to be used during the workshops should include: action-oriented, participatory, co-creative, with a clear focus and regional/national scope, harvesting, questions/issues covered.

The methodology and framework for harvesting will be provided and aligned among all BSOs during the bootcamp.

Selection Criteria:

- Part of IHUB network or EBN member
- Be headquartered in one of the EaSI countries³
- Ideally participated in one of the five Liaise CoPs
- Connections with organizations in the field of social entrepreneurship / URG entrepreneurship
- Connection with local / regional policymakers / alignment with local / regional policies in the field of social entrepreneurship / URG entrepreneurship
- Connections to other BSOs (Business Support Organizations) in order to expand the impact of the project findings by sharing their knowledge with peers
- Capacity to report in English (workshops will be held in local languages)

Application Process:

- Email **a letter of interest to info@betterincubation.eu** stating your interest in running a regional workshop. Information should include prior experience of social and/ or inclusive entrepreneurship, established networks/contacts with relevant regional stakeholders (policy makers, NGOs, investors, other BSOs), participation in CoP (and if not, why you think you could be a good addition), logistical capacity (premises, possible dates), communication channels you'll use to approach participants and disseminate workshop outcomes, capacity to report in English.
- Evaluation will be done by representatives of EBN & Impact Hub
- All applicants will be informed by May 6th.

³ EU Member States, Iceland, Norway and Liechtenstein (in accordance with the EEA Agreement) Albania, Republic of North Macedonia, Montenegro, Serbia and Turkey.



Timeline⁴

April 2022	Expression of Interest - <i>yes, I want / no, i cannot</i>
April 29th	Letter of interest sent
May 2022	BSOs selected and contracting procedures
May 2022 (week commencing the 16th May)	1,5 hours Onboarding call on the policy workshops including: concepts and content around social & inclusive entrepreneurship & inclusive incubation ecosystem
June 28-29, 2022	Participation in the Liaise bootcamp for training from Liaise Advisory Board on how to run policy dialogues.
May -August 2022	Stakeholder mapping Gather information on regional/national incubation ecosystems, Local communication Campaign
July 2022	1 hour Check-In with Better Incubation team and all policy workshop organisers
July - September 2022	Organisation of the Half Day Regional Workshop
September 2022 - October 7th 2022	Harvesting and Organizing information and data from the workshop (report, policy brief - templates will be provided)

Budget:

- 3500 Euros per workshop. Costs should include:
 - Room
 - Catering
 - Covid prevention (tests, masks, etc)
 - Local mapping of the ecosystem around social and inclusive entrepreneurship
 - Facilitators and guests
 - Logistics
 - Local promotion or any costs incurred by the organization of the event
 - Translations of materials into local languages and reporting in English

⁴ Please note that the dates are indicative and may change according to the progress of the project.

