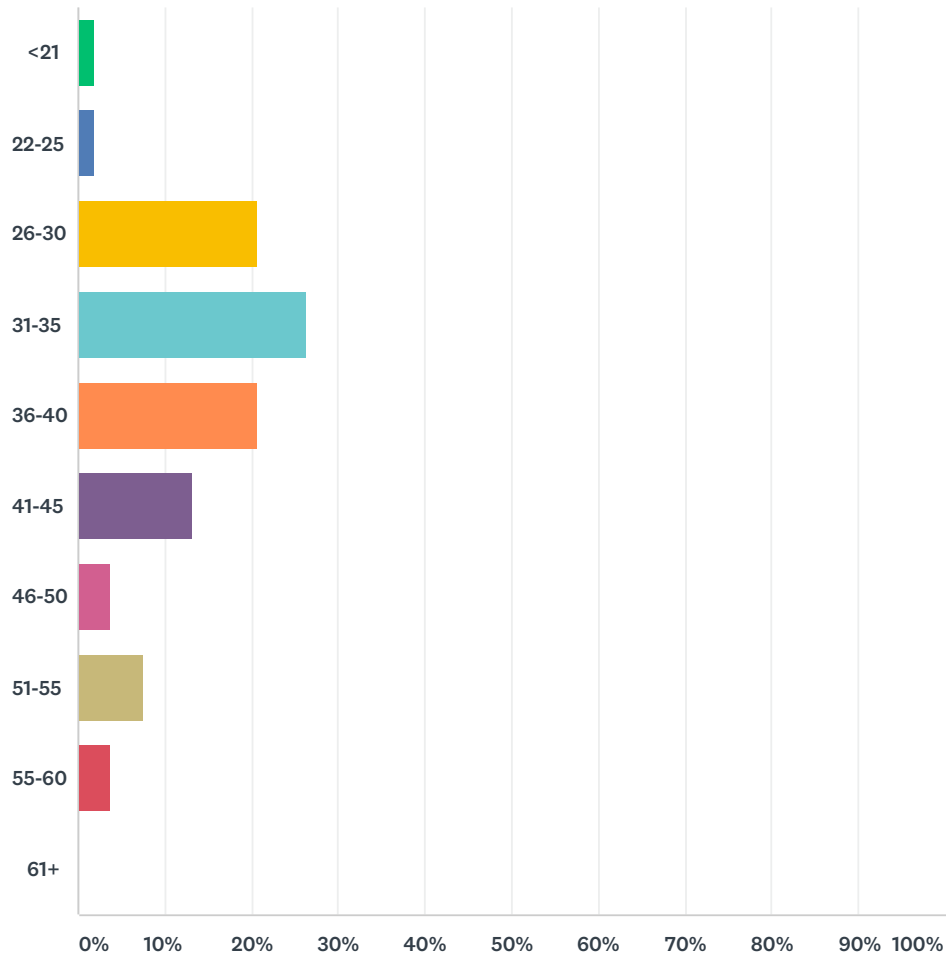


### Q1 Age

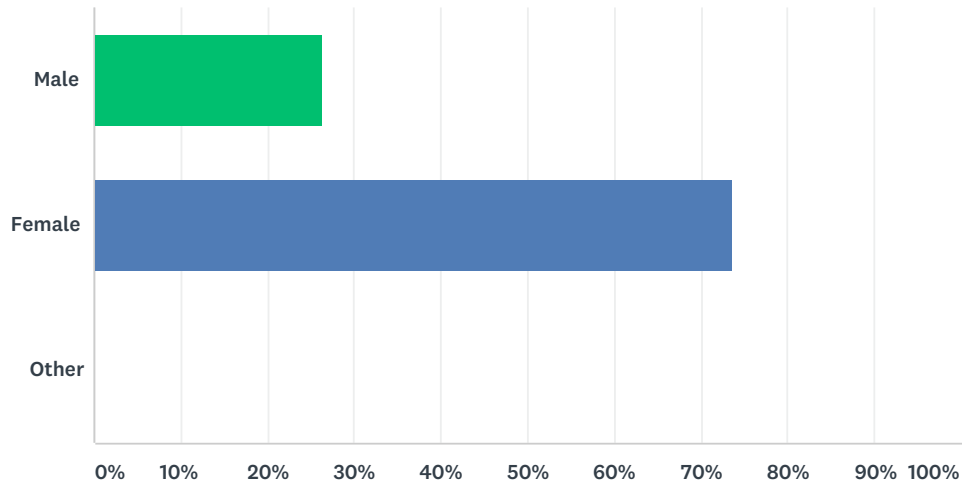
Answered: 53 Skipped: 0



ANSWER CHOICES	RESPONSES	
<21	1.89%	1
22-25	1.89%	1
26-30	20.75%	11
31-35	26.42%	14
36-40	20.75%	11
41-45	13.21%	7
46-50	3.77%	2
51-55	7.55%	4
55-60	3.77%	2
61+	0.00%	0
<b>TOTAL</b>		<b>53</b>

## Q2 Gender

Answered: 53 Skipped: 0



ANSWER CHOICES	RESPONSES	
Male	26.42%	14
Female	73.58%	39
Other	0.00%	0
TOTAL		53

## Q3 Where do you live?

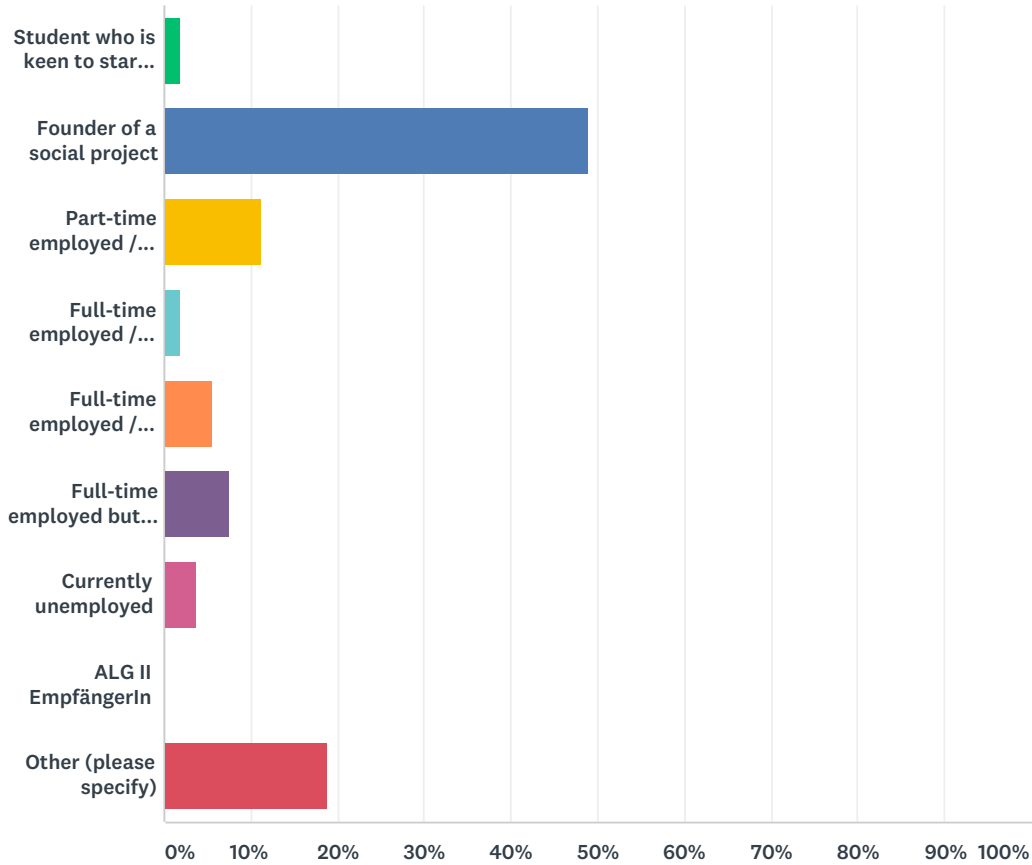
Answered: 53 Skipped: 0

#	RESPONSES	DATE
1	Istanbul	8/22/2017 2:43 PM
2	Poland	8/10/2017 2:47 PM
3	Stuttgart	8/4/2017 2:46 PM
4	Berlin	8/3/2017 3:29 PM
5	Tel Aviv	7/31/2017 4:35 PM
6	Thessaloniki, Greece	7/31/2017 8:37 AM
7	Berlin	7/30/2017 7:23 PM
8	Berlin	7/28/2017 5:16 PM
9	Berlin, Germany	7/27/2017 3:10 PM
10	Prague	7/26/2017 11:23 PM
11	Russia	7/24/2017 6:53 PM
12	Warsaw, Poland	7/24/2017 2:15 PM
13	Berlin	7/21/2017 11:19 PM
14	Hamburg	7/21/2017 6:27 PM
15	Polen, Olsztyn	7/21/2017 4:05 PM
16	WARSAW	7/20/2017 7:16 PM
17	Poland	7/20/2017 10:59 AM
18	Italy	7/19/2017 7:40 PM
19	Athens	7/19/2017 4:56 PM
20	Lodz, Poland	7/19/2017 11:51 AM
21	Amsterdam, Netherlands	7/19/2017 10:50 AM
22	Kiev, Ukraine	7/19/2017 9:20 AM
23	Ukraine,Kiew	7/19/2017 9:20 AM
24	Berlin	7/19/2017 8:35 AM
25	Berlin	7/19/2017 6:25 AM
26	Berlin	7/19/2017 6:22 AM
27	new york	7/19/2017 6:08 AM
28	Berlin	7/18/2017 11:21 PM
29	Lviv ukraine	7/18/2017 7:13 PM
30	Berlin	7/18/2017 4:08 PM
31	Munich	7/18/2017 9:41 AM
32	Berlin	7/17/2017 6:50 PM
33	Germany	7/17/2017 6:14 PM
34	Germany	7/17/2017 3:41 PM
35	Samos	7/17/2017 8:40 AM

36	Vienna	7/13/2017 11:33 PM
37	Switzerland	7/13/2017 9:34 AM
38	Berlin	7/13/2017 8:45 AM
39	Berlin	7/12/2017 8:31 PM
40	Berlin	7/12/2017 2:35 PM
41	Berlin	7/12/2017 1:08 PM
42	Zagreb, Croatia	7/12/2017 12:48 PM
43	Berlin	7/12/2017 9:02 AM
44	Frankfurt Germany	7/11/2017 8:33 PM
45	Hamburg	7/11/2017 8:31 PM
46	Germany	7/11/2017 8:02 PM
47	Berlin	7/11/2017 5:37 PM
48	Hamburg	7/11/2017 4:58 PM
49	Berlin	7/11/2017 4:58 PM
50	Munich, Germany	7/11/2017 4:45 PM
51	Berlin	7/11/2017 3:52 PM
52	Berlin	7/11/2017 3:34 PM
53	Lesvos, Greece	7/10/2017 4:00 PM

# Q4 Employment Status

Answered: 53 Skipped: 0



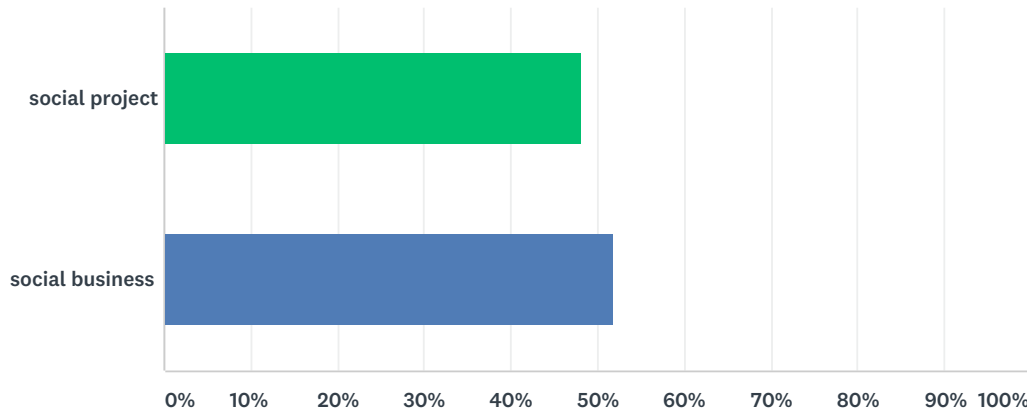
ANSWER CHOICES	RESPONSES	
Student who is keen to start a social project/business	1.89%	1
Founder of a social project	49.06%	26
Part-time employed / Part-time founder	11.32%	6
Full-time employed / Part-time founder	1.89%	1
Full-time employed / Volunteer work in free time	5.66%	3
Full-time employed but keen to start a social project or business	7.55%	4
Currently unemployed	3.77%	2
ALG II EmpfängerIn	0.00%	0
Other (please specify)	18.87%	10
<b>TOTAL</b>		<b>53</b>

#	OTHER (PLEASE SPECIFY)	DATE
1	Full time employed running a hub for social projects	7/31/2017 4:35 PM
2	Free lance interested to start a social business	7/31/2017 8:37 AM

3	Full time manager of the non-profit organisation	7/24/2017 2:15 PM
4	founder of social project, federation of social organisations	7/21/2017 4:05 PM
5	Full time employed	7/20/2017 7:16 PM
6	Full-time employed	7/19/2017 10:50 AM
7	Full time volunteer	7/18/2017 7:13 PM
8	self-employed founder of a social business	7/17/2017 6:14 PM
9	Technically unemployed, but founder of several social projects.	7/12/2017 12:48 PM
10	consulter	7/11/2017 4:58 PM

### Q5 Are you part of a social project (without a business model) or social business (you have a business model)? Or are you planning to start either the first or the latter?

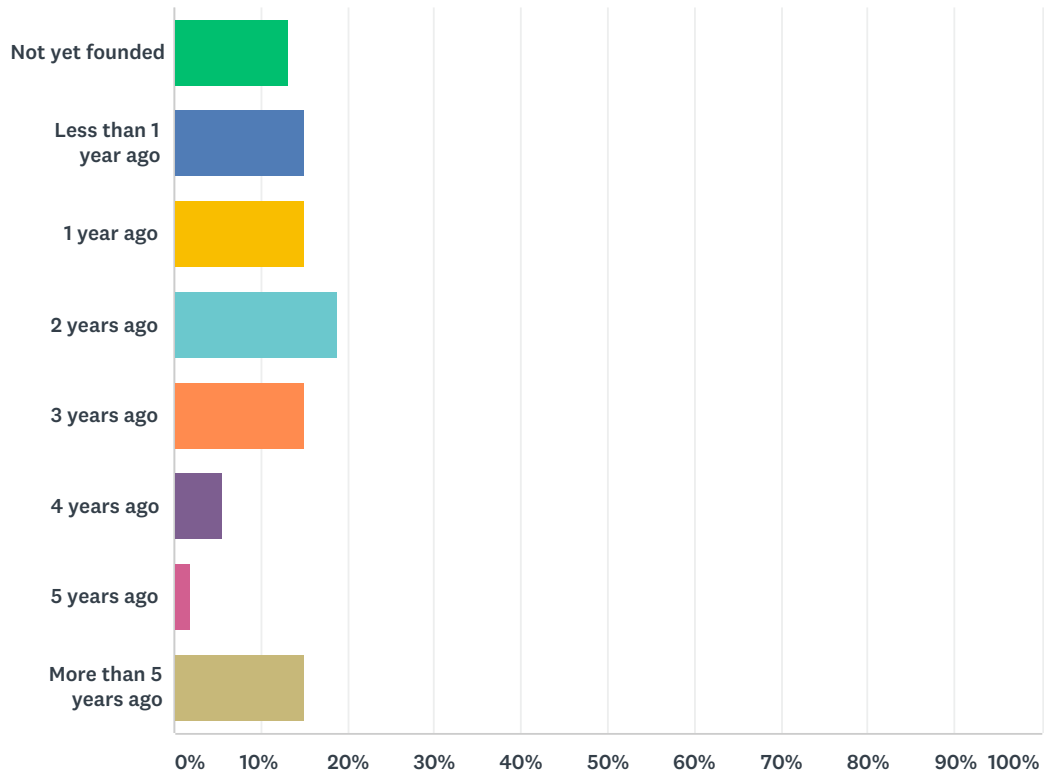
Answered: 52 Skipped: 1



ANSWER CHOICES	RESPONSES	
social project	48.08%	25
social business	51.92%	27
TOTAL		52

## Q6 When did you found your social project/business?

Answered: 53 Skipped: 0

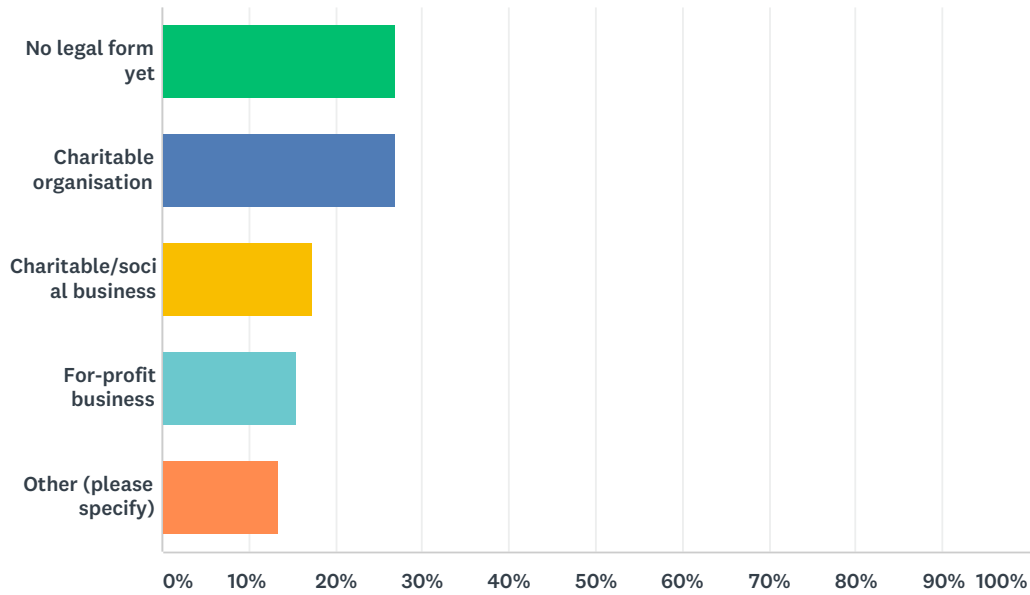


ANSWER CHOICES	RESPONSES
Not yet founded	13.21% 7
Less than 1 year ago	15.09% 8
1 year ago	15.09% 8
2 years ago	18.87% 10
3 years ago	15.09% 8
4 years ago	5.66% 3
5 years ago	1.89% 1
More than 5 years ago	15.09% 8
<b>TOTAL</b>	<b>53</b>



## Q7 What is the legal form of your social project/ business?

Answered: 52 Skipped: 1

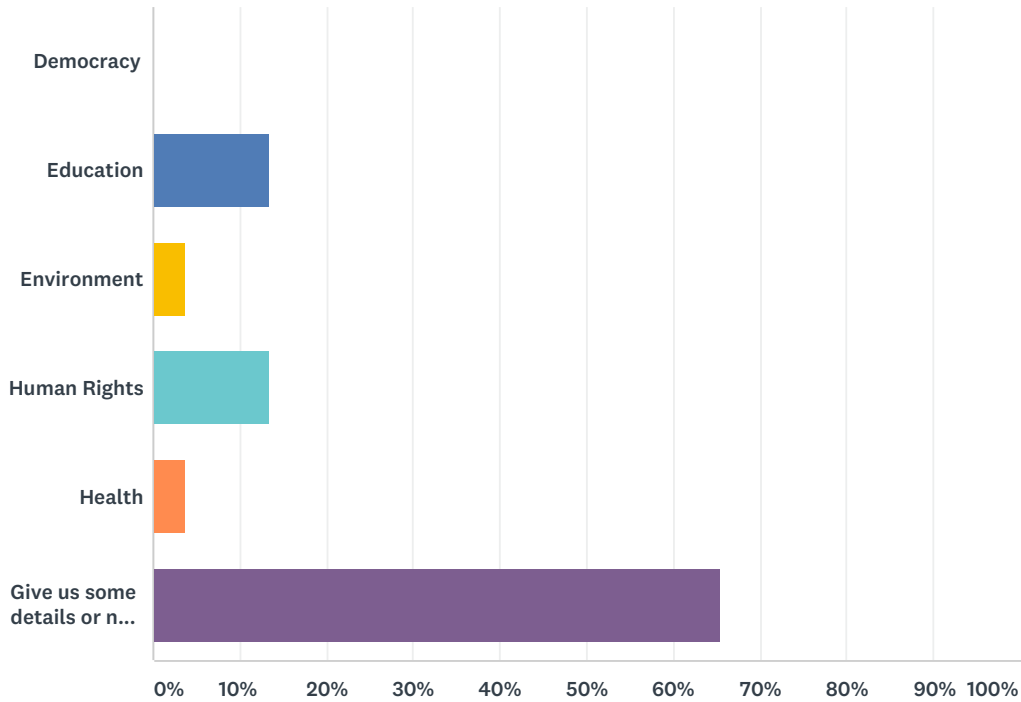


ANSWER CHOICES	RESPONSES
No legal form yet	26.92% 14
Charitable organisation	26.92% 14
Charitable/social business	17.31% 9
For-profit business	15.38% 8
Other (please specify)	13.46% 7
<b>TOTAL</b>	<b>52</b>

#	OTHER (PLEASE SPECIFY)	DATE
1	Governmental non-profit	7/31/2017 4:35 PM
2	Genossenschaft / cooperative	7/30/2017 7:23 PM
3	for profit UG, considering split for- AND non-profit entities	7/28/2017 5:16 PM
4	self-employed, i.e. for profit	7/17/2017 6:14 PM
5	we used an existing social business to run it through that	7/13/2017 9:34 AM
6	no legal form yet but aiming at charitable organisation status	7/12/2017 1:08 PM
7	Social enterprise somewhere in EU (depends on jurisdiction of choice)	7/12/2017 12:48 PM

## Q8 Which of the following fields is your social project or business active in?

Answered: 52 Skipped: 1



ANSWER CHOICES	RESPONSES	
Democracy	0.00%	0
Education	13.46%	7
Environment	3.85%	2
Human Rights	13.46%	7
Health	3.85%	2
Give us some details or name a not given field.	65.38%	34
<b>TOTAL</b>		<b>52</b>

#	GIVE US SOME DETAILS OR NAME A NOT GIVEN FIELD.	DATE
1	Cultural Heritage	8/22/2017 2:43 PM
2	society and culture	8/10/2017 2:47 PM
3	Sports, International Understanding	8/4/2017 2:46 PM
4	We help develop other social and urban projects	7/31/2017 4:35 PM
5	Finance	7/31/2017 8:37 AM
6	combining democracy, education, environment, Human rights	7/30/2017 7:23 PM
7	social care for old people	7/24/2017 6:53 PM
8	Social Welfare	7/24/2017 2:15 PM

9	journalism	7/21/2017 11:19 PM
10	sustainable production and consumption applicable to both human and environment	7/21/2017 6:27 PM
11	all of above, and also elderly policy and care	7/21/2017 4:05 PM
12	SOCIAL WELFER	7/20/2017 7:16 PM
13	Www.fightthestroke.org	7/19/2017 7:40 PM
14	Civil Society	7/19/2017 4:56 PM
15	Older people	7/19/2017 9:20 AM
16	Older people	7/19/2017 9:20 AM
17	Migration/ inclusion	7/19/2017 8:35 AM
18	social counseling	7/19/2017 6:25 AM
19	we work with clients and touch a variety of social impact issues for various kinds of organizations	7/19/2017 6:08 AM
20	Rural Development in Developing Countries	7/18/2017 11:21 PM
21	Religion	7/18/2017 4:08 PM
22	Agriculture	7/17/2017 3:41 PM
23	prototyping different solutions	7/17/2017 8:40 AM
24	Activision of civil society	7/13/2017 11:33 PM
25	Inspiring people to become changemakers (education, environment, employment)	7/13/2017 9:34 AM
26	Democracy, education, Europe, culture, amplifying underrepresented voices / representation/ diversity / multiculturalism, etc.	7/12/2017 1:08 PM
27	Community-led regenerative economic development	7/12/2017 12:48 PM
28	Crowdfunding of art	7/11/2017 8:33 PM
29	Migration	7/11/2017 8:31 PM
30	Media / Design	7/11/2017 4:58 PM
31	food	7/11/2017 4:58 PM
32	Social FinTech - global basic income	7/11/2017 4:45 PM
33	Combines the above in the sense that it is a human rights and democracy education project ;)	7/11/2017 3:52 PM
34	Capacity Building	7/11/2017 3:34 PM

## Q9 Name three terms that you spontaneously associate with the topic funding

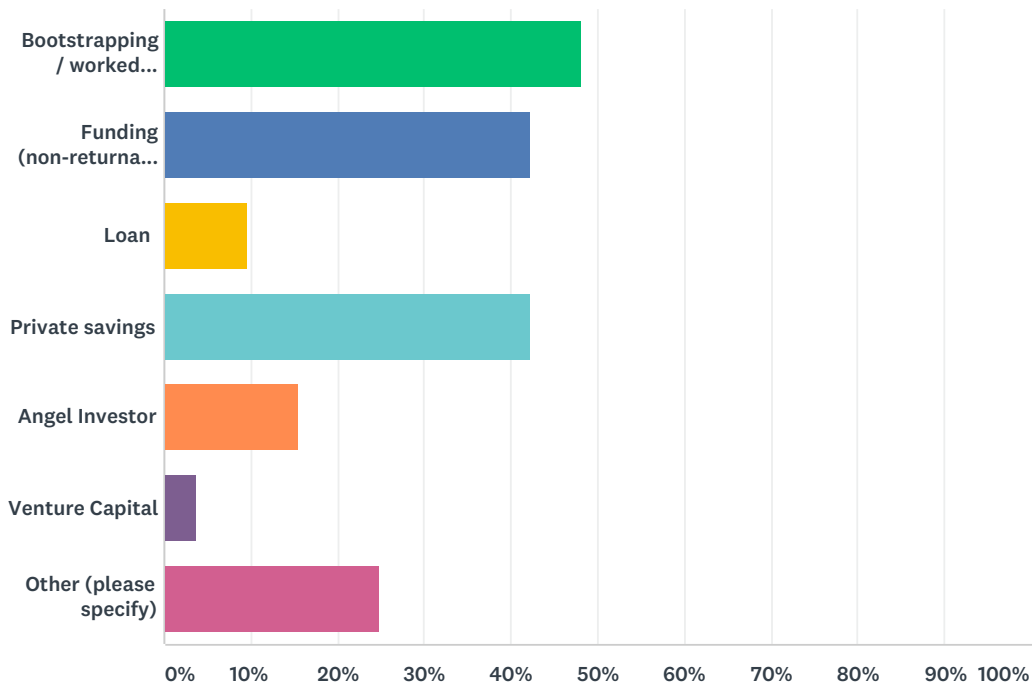
Answered: 48 Skipped: 5

#	RESPONSES	DATE
1	difficult, invaluable, sponsor	8/22/2017 2:43 PM
2	difficult, paperwork, long wait	8/10/2017 2:47 PM
3	money, project, idea	8/4/2017 2:46 PM
4	Underfunding, pragmatic calculations, forced adaptations	8/3/2017 3:29 PM
5	bureaucracy, difficult, long process	7/31/2017 4:35 PM
6	crowdfunding, urban development, empower local actors	7/31/2017 8:37 AM
7	difficult, paperwork, bureaucrats	7/30/2017 7:23 PM
8	complex, long, might compromise business objective	7/28/2017 5:16 PM
9	help, life quality, dignity	7/24/2017 6:53 PM
10	support, empowerment, social inclusion	7/24/2017 2:15 PM
11	long, annoying, distracting	7/21/2017 11:19 PM
12	Difficult to acquire, Networking, Investors	7/21/2017 6:27 PM
13	chance!, exclusion, hardship,	7/21/2017 4:05 PM
14	Assistance, inclusion, well being	7/20/2017 7:16 PM
15	life-saving, alleviation of a harsh living conditions, human rights	7/20/2017 10:59 AM
16	Money - sustainability -impact	7/19/2017 7:40 PM
17	1. oh no..! 2. Endless applications 3. Reporting (more time to do reporting, after you get the finding, than acctually work on your project!)	7/19/2017 4:56 PM
18	social work, health, education	7/19/2017 11:51 AM
19	money investors relations	7/19/2017 10:50 AM
20	call for proposals, donor, report	7/19/2017 9:20 AM
21	health,advocacy,democracy	7/19/2017 9:20 AM
22	Money, support, opportunity	7/19/2017 8:35 AM
23	Difficult, time consuming, lot of pressure	7/19/2017 6:25 AM
24	Paperwork, being very "creative" with accounting, planing long time inn advance	7/19/2017 6:22 AM
25	labor-intensive, scarce, great when you can get it	7/19/2017 6:08 AM
26	Needed, constraint, diverse	7/18/2017 11:21 PM
27	Difficult, time consuming, forever	7/18/2017 7:13 PM
28	Time, Networking, Risk	7/18/2017 4:08 PM
29	Foundations, for projects, reporting	7/17/2017 6:50 PM
30	work intensive, not long-term, needed	7/17/2017 6:14 PM
31	Pitch, Team, Innovation	7/17/2017 3:41 PM
32	stress and anxiety and a lot of ego	7/17/2017 8:40 AM
33	Hard, very strict rules on direct impact, frustrating	7/13/2017 11:33 PM

34	difficult, distractive, reporting	7/13/2017 9:34 AM
35	Impact Investment, KPI, Accelerator	7/13/2017 8:45 AM
36	Conservative - old fashioned - behind	7/12/2017 8:31 PM
37	cash, grow, dependence	7/12/2017 2:35 PM
38	Necessary/Vital; Complex; Time-Consuming/Laborius;	7/12/2017 1:08 PM
39	bureaucracy, out-of-date practices, delusional waterfall project management expectations	7/12/2017 12:48 PM
40	Complex, stressful, takes too long	7/12/2017 9:02 AM
41	hard to get, everybody wants it, boost	7/11/2017 8:33 PM
42	Proposals, luck, money	7/11/2017 8:31 PM
43	Charity, bureaucracy, a pain	7/11/2017 8:02 PM
44	support, community based, responsibility to the donors, trust	7/11/2017 4:58 PM
45	projects, development, research	7/11/2017 4:58 PM
46	unsustainable, application workloads in parallel with regular project work; lack of orientation towards cross-border work (German investors and grant makers tend to focus exclusively on Germany, little on relations with other countries...)	7/11/2017 3:52 PM
47	difficult, confusing, hard to get	7/11/2017 3:34 PM
48	Application, process, inefficient	7/10/2017 4:00 PM

### Q10 How did you finance the establishment of your social project/ business? (Multiple answers possible)

Answered: 52 Skipped: 1



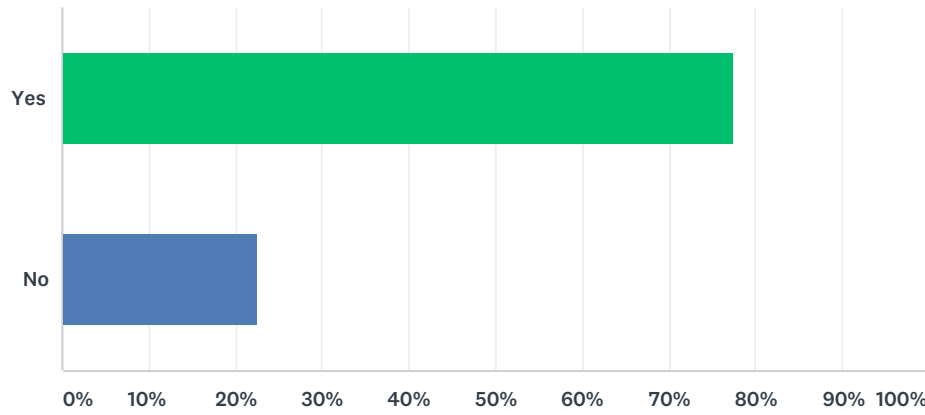
ANSWER CHOICES	RESPONSES
Bootstrapping / worked part-time	48.08% 25
Funding (non-returnable)	42.31% 22
Loan	9.62% 5
Private savings	42.31% 22
Angel Investor	15.38% 8
Venture Capital	3.85% 2
Other (please specify)	25.00% 13
Total Respondents: 52	

#	OTHER (PLEASE SPECIFY)	DATE
1	International funds	8/22/2017 2:43 PM
2	Member fees	8/4/2017 2:46 PM
3	The municipality gave the seed money	7/31/2017 4:35 PM
4	local and international grants	7/31/2017 8:37 AM
5	private donations	7/24/2017 6:53 PM
6	grants from non-profit organizations	7/24/2017 2:15 PM
7	our for profit company mainly finances the non profit	7/19/2017 6:22 AM
8	We run as a project of an existing organisation, but to start off we ran a crowdfunding campaign	7/18/2017 9:41 AM

9	Crowdfunding	7/13/2017 11:33 PM
10	Aiming at a broad funding mix of among other things: small donations / membership fees, public funding, foundations, private funds (economic sector), crowdfunding and revenue generated by the project's work itself.	7/12/2017 1:08 PM
11	Donations or our own money	7/11/2017 5:37 PM
12	crowdfunding	7/11/2017 4:58 PM
13	Cashed out my pension	7/10/2017 4:00 PM

### Q11 Have you ever applied for funding?

Answered: 53 Skipped: 0

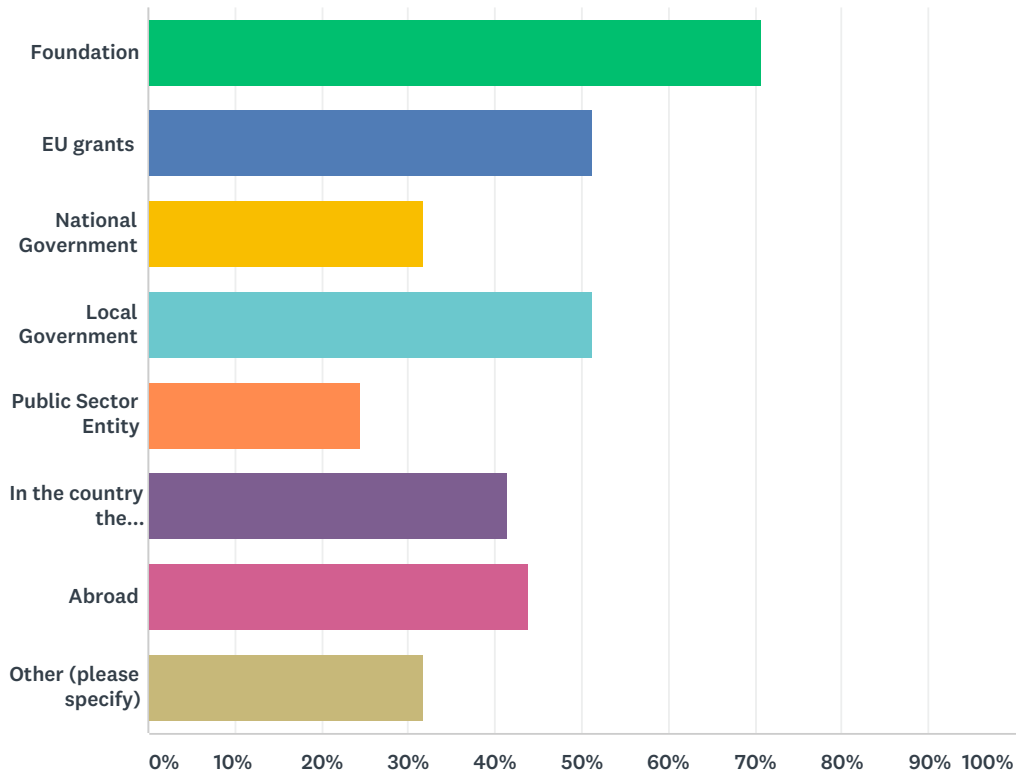


ANSWER CHOICES	RESPONSES	
Yes	77.36%	41
No	22.64%	12
TOTAL		53



### Q12 If yes, where? (Multiple answers possible)

Answered: 41 Skipped: 12



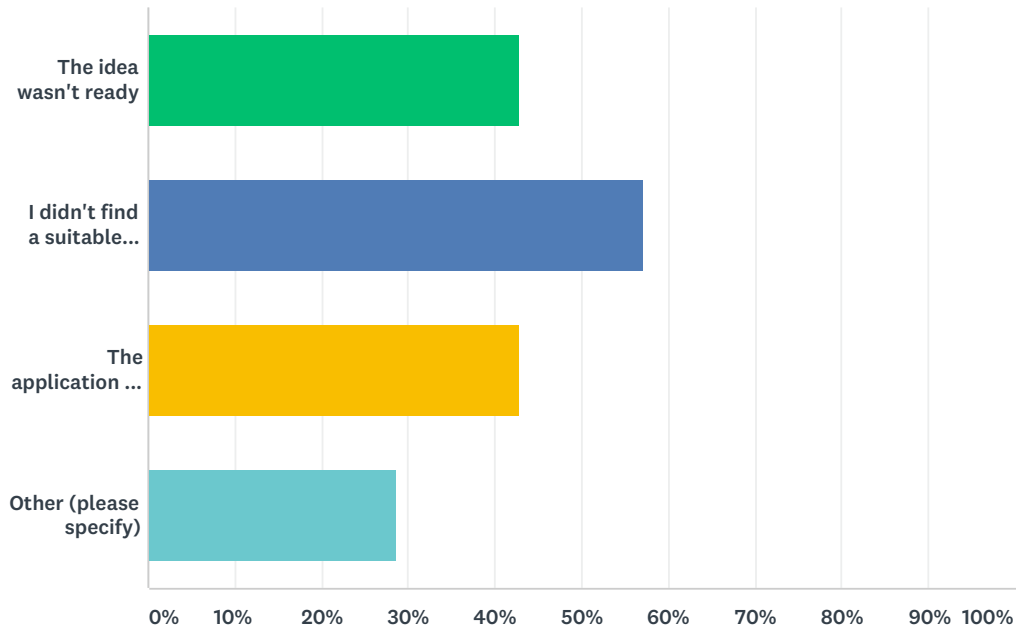
ANSWER CHOICES	RESPONSES
Foundation	70.73% 29
EU grants	51.22% 21
National Government	31.71% 13
Local Government	51.22% 21
Public Sector Entity	24.39% 10
In the country the company/project was founded	41.46% 17
Abroad	43.90% 18
Other (please specify)	31.71% 13
Total Respondents: 41	

#	OTHER (PLEASE SPECIFY)	DATE
1	commercial companies	7/24/2017 6:53 PM
2	private sponsors	7/24/2017 2:15 PM
3	Incubators, accelerators, grants, fellowships	7/21/2017 11:19 PM
4	Privet sponsors	7/20/2017 7:16 PM
5	UN funds	7/19/2017 9:20 AM
6	UNfunds	7/19/2017 9:20 AM

7	Companies	7/19/2017 6:25 AM
8	Implementing Agencies of Development Cooperation	7/18/2017 11:21 PM
9	CSR related competitions	7/18/2017 9:41 AM
10	we only did a crowd funding campaign once but with limited success	7/13/2017 9:34 AM
11	Experience with all of the above funding applications (not for the intended project, but for my regular full-time job which is in the same general field even if as for-profit instead of non-profit). For the social project that we are planning to launch all of the above should qualify as well once we are ready to move into the fundraising stage (at conceptional stage yet).	7/12/2017 1:08 PM
12	crowdfunding sites	7/11/2017 4:58 PM
13	Corporate (Marketing / CSR)	7/10/2017 4:00 PM

### Q13 If not, what stopped you? (Multiple answers possible)

Answered: 21 Skipped: 32

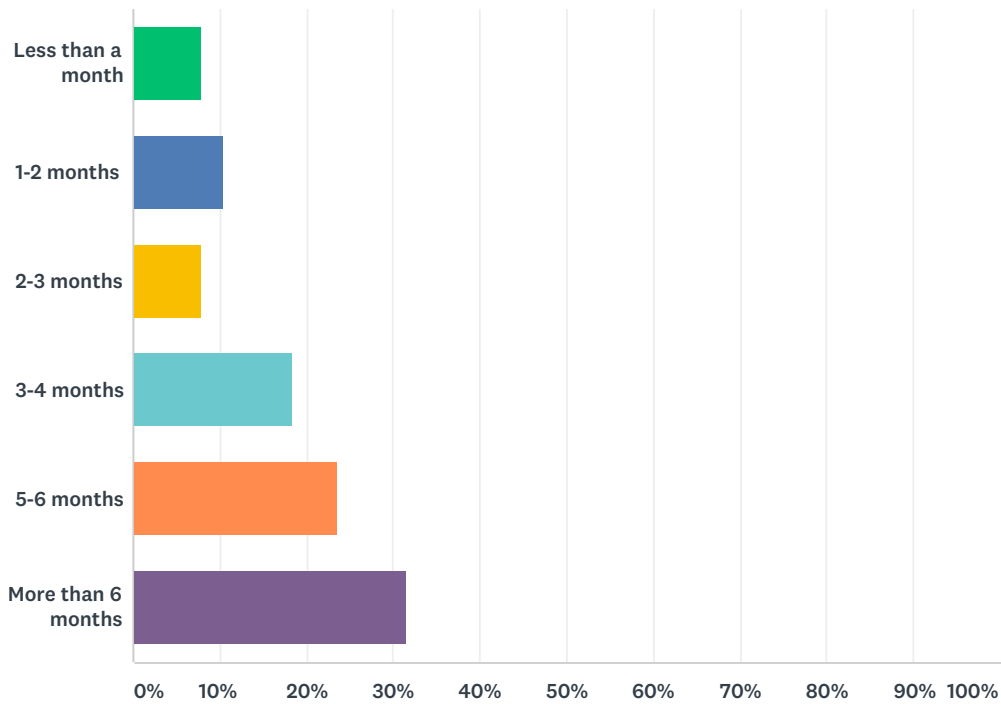


ANSWER CHOICES	RESPONSES
The idea wasn't ready	42.86% 9
I didn't find a suitable funding programme	57.14% 12
The application was too complex/long	42.86% 9
Other (please specify)	28.57% 6
Total Respondents: 21	

#	OTHER (PLEASE SPECIFY)	DATE
1	Don't know about the right opportunities	7/19/2017 6:25 AM
2	we both experienced the process of applying for funding in NGOs before and found those processes very bureaucratic and mostly distracting from the real work. Long application processes also made it difficult because often, objectives had changed by the time the funds were released and then one had to apply for changes in budget lines. Often, this just leads to tweaking expenses into budget lines and a lot of additional work. So we decided not to run as an NGO but as a business. Since we offer a niche product we do not expect huge interest from potential investors and also do not want to compromise our very personalized services so we are ok with staying tiny for the moment :-)	7/13/2017 9:34 AM
3	We did apply but felt like we had to change the project too much to fit the funding requirements.	7/12/2017 8:31 PM
4	We are still in the process of designing the project properly as a first step before we approach funders on a larger scale.	7/12/2017 1:08 PM
5	not easy for small organizations	7/11/2017 5:37 PM
6	Fear of the amount of work for it would be so much, don't know where to find the right programme, unsure how to do it, fear of the costs that might come up if I e.g. have to ask someone to make a video for crowdfunding	7/11/2017 4:58 PM

### Q14 Think about your most important funding up until now. How long did it take between applying and receiving the grant?

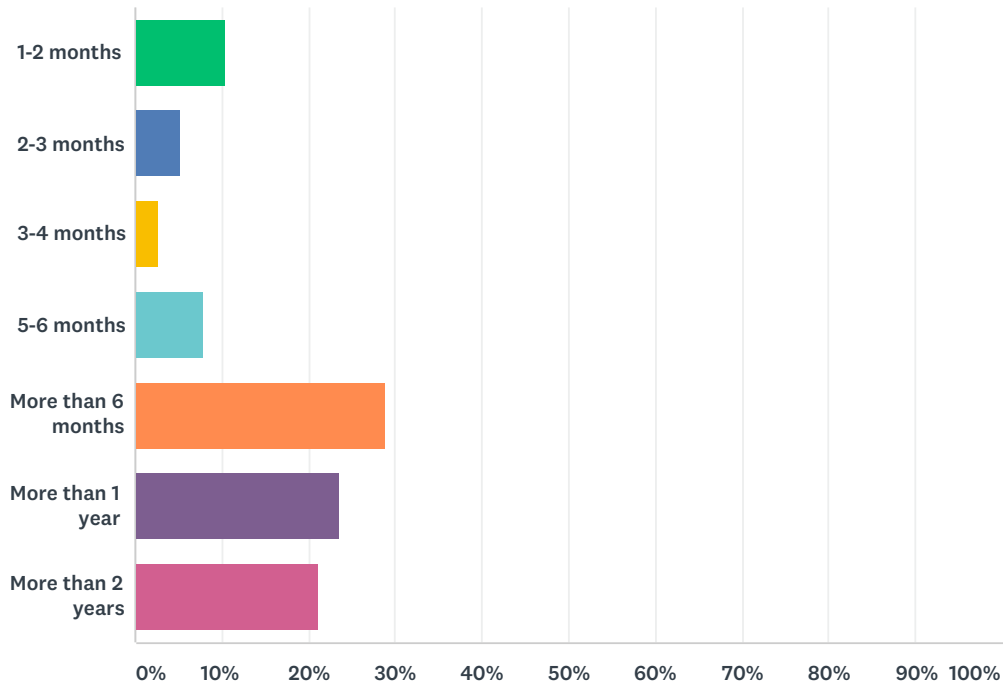
Answered: 38 Skipped: 15



ANSWER CHOICES	RESPONSES	
Less than a month	7.89%	3
1-2 months	10.53%	4
2-3 months	7.89%	3
3-4 months	18.42%	7
5-6 months	23.68%	9
More than 6 months	31.58%	12
TOTAL		38

### Q15 For this same funding... how long were you funded/supported?

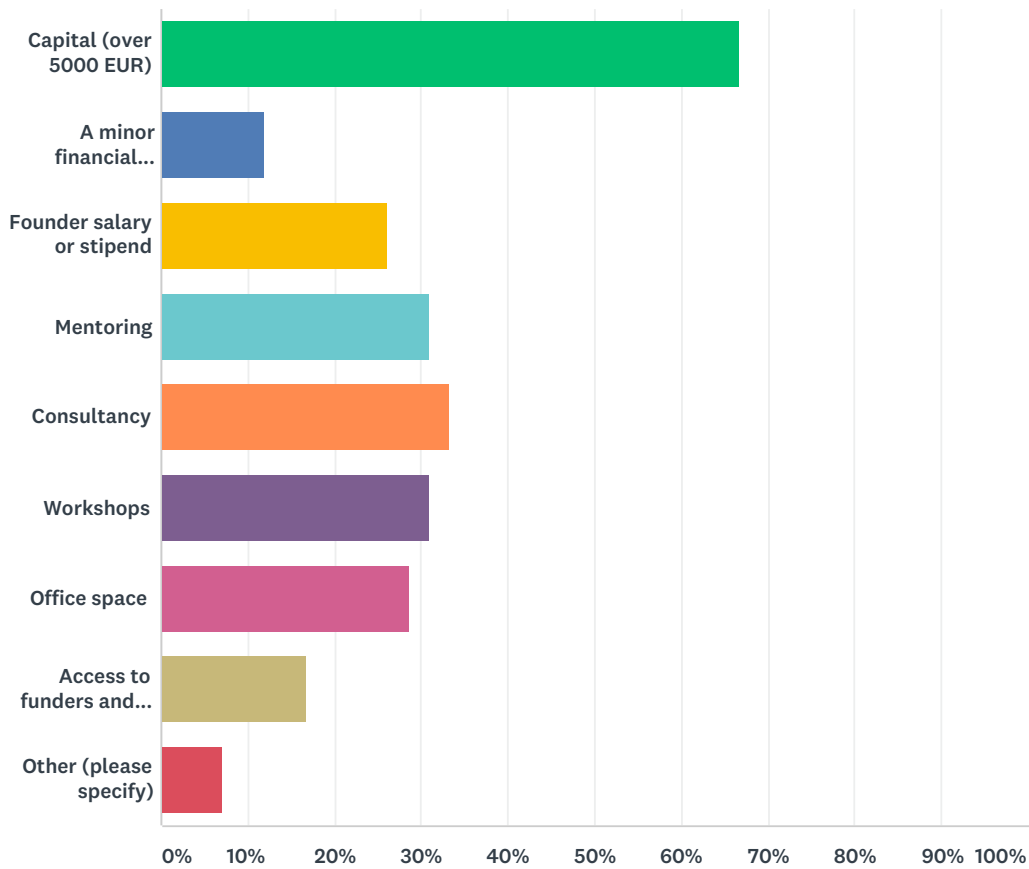
Answered: 38 Skipped: 15



ANSWER CHOICES	RESPONSES	
1-2 months	10.53%	4
2-3 months	5.26%	2
3-4 months	2.63%	1
5-6 months	7.89%	3
More than 6 months	28.95%	11
More than 1 year	23.68%	9
More than 2 years	21.05%	8
<b>TOTAL</b>		<b>38</b>

### Q16 What did you receive as part of the programme/funding? (multiple answers are possible)

Answered: 42 Skipped: 11



ANSWER CHOICES	RESPONSES
Capital (over 5000 EUR)	66.67% 28
A minor financial contribution (under 5000 EUR)	11.90% 5
Founder salary or stipend	26.19% 11
Mentoring	30.95% 13
Consultancy	33.33% 14
Workshops	30.95% 13
Office space	28.57% 12
Access to funders and investors	16.67% 7
Other (please specify)	7.14% 3
Total Respondents: 42	

#	OTHER (PLEASE SPECIFY)	DATE
1	Learning opportunity	7/31/2017 8:37 AM

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2	startup opportunity for a new project field	7/24/2017 6:53 PM
3	It was European Social Fund grant; acceptable expenses.	7/12/2017 12:48 PM

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## Q17 Where do you look for funding opportunities?

Answered: 48 Skipped: 5

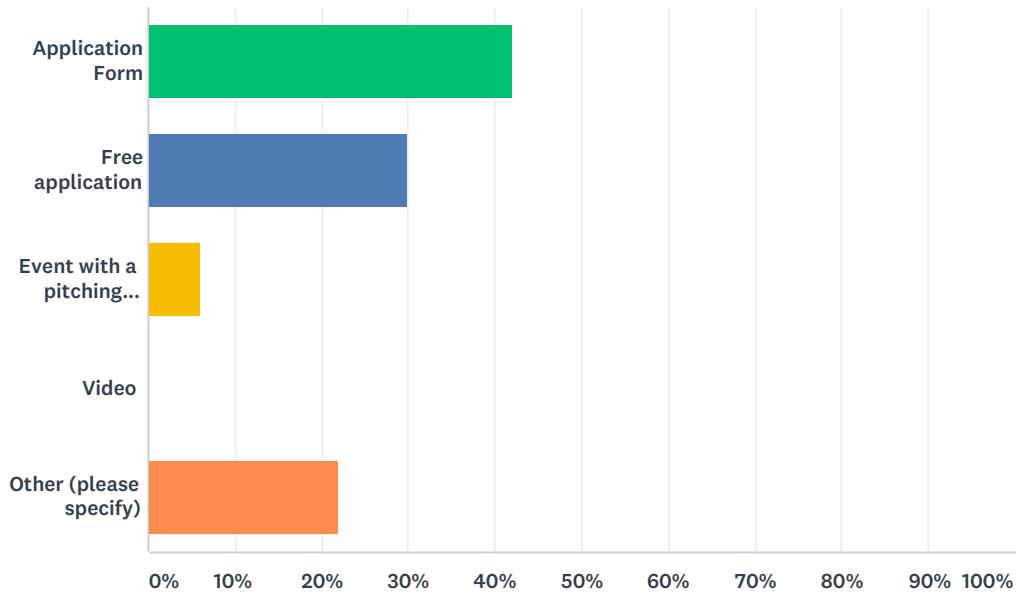
#	RESPONSES	DATE
1	Internet & personal connections	8/22/2017 2:43 PM
2	EU, Private investors	8/10/2017 2:47 PM
3	Everywhere	8/3/2017 3:29 PM
4	EU sites, government sites, reaching out to corporations, looking at where others get funding	7/31/2017 4:35 PM
5	Internet	7/31/2017 8:37 AM
6	Auswärtiges Amt, EU	7/30/2017 7:23 PM
7	anywhere	7/28/2017 5:16 PM
8	Social media, within networks	7/27/2017 3:10 PM
9	web	7/26/2017 11:23 PM
10	commercial companies, private donations, grants from charitable foundations and government	7/24/2017 6:53 PM
11	internet, cooperating partner organizations	7/24/2017 2:15 PM
12	Angel investors, foundations, competitions	7/21/2017 11:19 PM
13	Private networks and connections	7/21/2017 6:27 PM
14	everywhere (!), internet,	7/21/2017 4:05 PM
15	Fondations, an Internet	7/20/2017 7:16 PM
16	everywhere	7/20/2017 10:59 AM
17	Social enterprise networks	7/19/2017 7:40 PM
18	network, online	7/19/2017 4:56 PM
19	Internet	7/19/2017 11:51 AM
20	Government, Foundations, Address book ;-)	7/19/2017 10:50 AM
21	EU, UN,	7/19/2017 9:20 AM
22	EU,UN,USA	7/19/2017 9:20 AM
23	Good question	7/19/2017 6:25 AM
24	everywhere, FB, ...	7/19/2017 6:22 AM
25	word of mouth, networking, conferences	7/19/2017 6:08 AM
26	internet, personal network	7/18/2017 11:21 PM
27	Online, in person	7/18/2017 7:13 PM
28	Foundations, Network	7/18/2017 4:08 PM
29	Online competitions, local grants, through network exchanges	7/18/2017 9:41 AM
30	EU, Corporate programs or foundations	7/17/2017 6:50 PM
31	Bundesverband deutscher Stiftungen, thematic newsletters, direct inquiries	7/17/2017 6:14 PM
32	online	7/17/2017 3:41 PM
33	different partners	7/17/2017 8:40 AM
34	Network of Angel Investor, institutionalisierten impact investord	7/13/2017 11:33 PM
35	we don't really because we feel the work/benefit ratio would not be worth it	7/13/2017 9:34 AM



36	Foundations	7/13/2017 8:45 AM
37	Online, network, social entrepreneurial orgs	7/12/2017 8:31 PM
38	online, facebook groups, events	7/12/2017 2:35 PM
39	Everywhere, around the clock.	7/12/2017 1:08 PM
40	Europe, US	7/12/2017 12:48 PM
41	Foundations mainly	7/12/2017 9:02 AM
42	Internet, Meetups, Contacts	7/11/2017 8:33 PM
43	Foundations, everywhere	7/11/2017 8:02 PM
44	Crowdfunding, Foundations	7/11/2017 4:58 PM
45	public funding institutions	7/11/2017 4:58 PM
46	Online, through networking events	7/11/2017 3:52 PM
47	not sure	7/11/2017 3:34 PM
48	Word of mouth	7/10/2017 4:00 PM

# Q18 What is your preferred method of application for funding?

Answered: 50 Skipped: 3

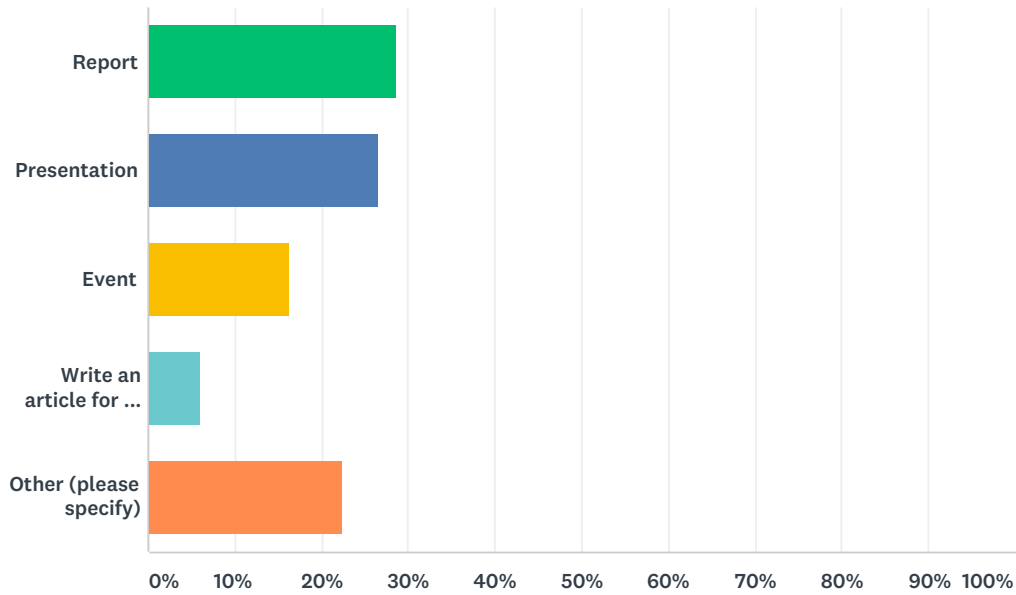


ANSWER CHOICES	RESPONSES	
Application Form	42.00%	21
Free application	30.00%	15
Event with a pitching contest	6.00%	3
Video	0.00%	0
Other (please specify)	22.00%	11
<b>TOTAL</b>		<b>50</b>

#	OTHER (PLEASE SPECIFY)	DATE
1	personal presenation	8/10/2017 2:47 PM
2	Meeting one on one with potential funder and pitching, explaining the vision	7/31/2017 4:35 PM
3	talk to them first, so I know, I will not waste my time applying	7/28/2017 5:16 PM
4	Rapid fire/short application forms	7/27/2017 3:10 PM
5	Application with a personal meeting	7/21/2017 6:27 PM
6	Personal relation / live interactions	7/19/2017 10:50 AM
7	Meeting face to face one on one	7/13/2017 11:33 PM
8	Application form with the offer of feedback or a personal meeting before hand in date	7/12/2017 8:31 PM
9	Letter of Inquiry or Letter of Interest	7/12/2017 12:48 PM
10	Networking	7/12/2017 9:02 AM
11	phone call and personal meeting	7/11/2017 4:45 PM

# Q19 What is your preferred wrap-up/evaluation to a funding programme?

Answered: 49 Skipped: 4

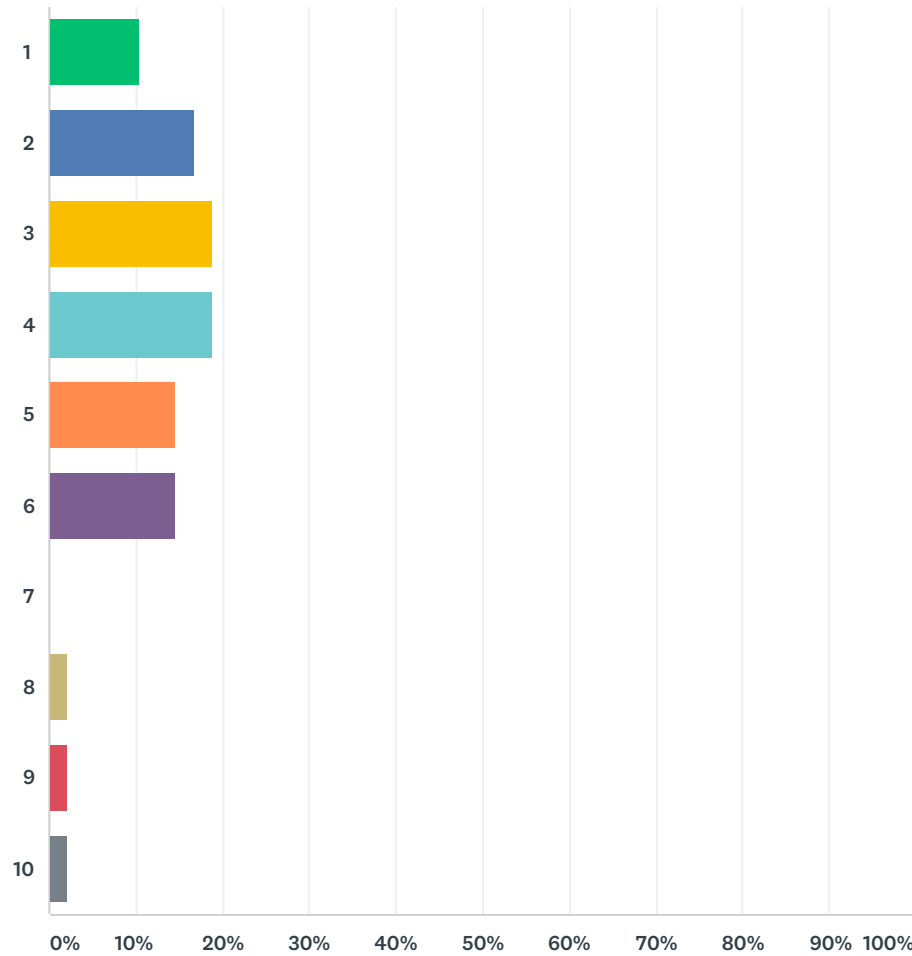


ANSWER CHOICES	RESPONSES	
Report	28.57%	14
Presentation	26.53%	13
Event	16.33%	8
Write an article for a publication	6.12%	3
Other (please specify)	22.45%	11
<b>TOTAL</b>		<b>49</b>

#	OTHER (PLEASE SPECIFY)	DATE
1	Short report	8/3/2017 3:29 PM
2	who cares, I need the money	7/28/2017 5:16 PM
3	I've never had a wrap-up/evaluation. I have had meetings every 2 weeks to inform on our progress and receive support	7/21/2017 11:19 PM
4	report, presentation, event, article or publication	7/21/2017 4:05 PM
5	event in combination with a visual report	7/19/2017 10:50 AM
6	depends on the funding, report, event and article sounds fine.	7/19/2017 6:22 AM
7	Depends on the project	7/12/2017 8:31 PM
8	Free-form report	7/12/2017 1:08 PM
9	Impact Assesment	7/12/2017 12:48 PM
10	It depends on the project, all given possibilities can be right and good	7/11/2017 4:58 PM
11	Freedom to decide (with agreement from the founder) which is the best option to circulate results, depending on project; personal interaction preferable to impersonal report (allows for expansion on results)	7/11/2017 3:52 PM

### Q20 On a scale of 1 to 10, how easy would you rate accessing funding to help you grow your social project/ business in Europe?

Answered: 48 Skipped: 5



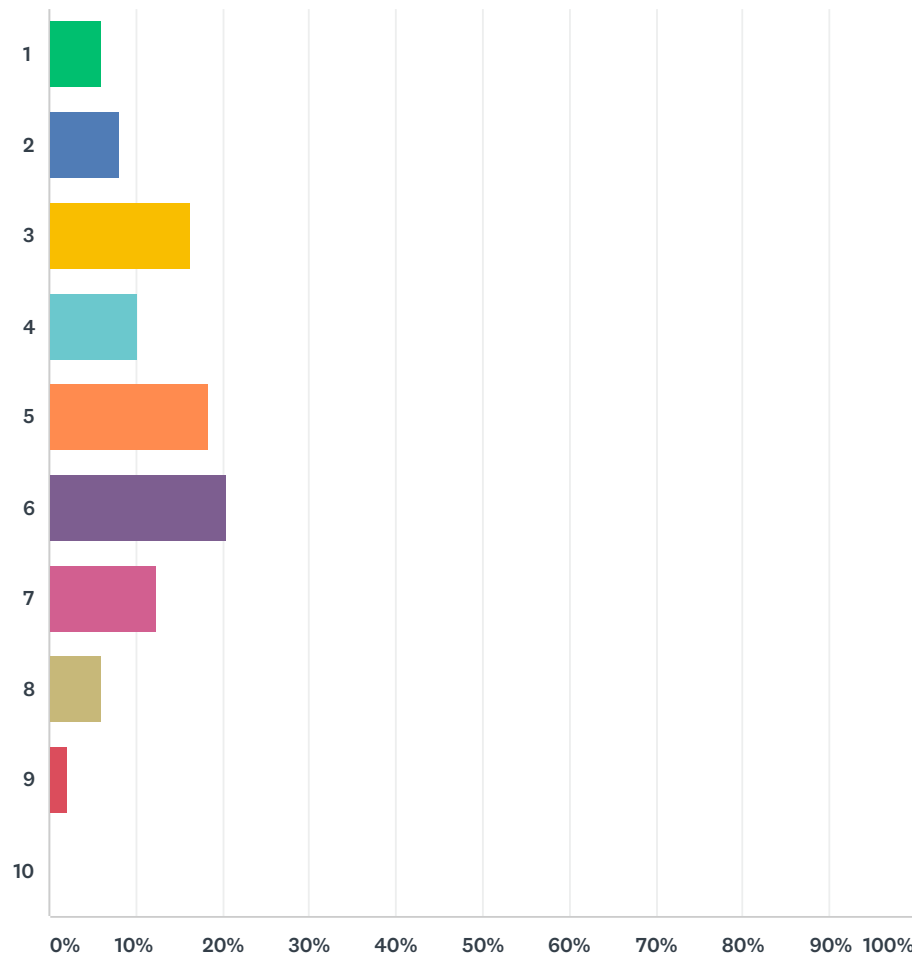
ANSWER CHOICES	RESPONSES	
1	10.42%	5
2	16.67%	8
3	18.75%	9
4	18.75%	9
5	14.58%	7
6	14.58%	7
7	0.00%	0
8	2.08%	1
9	2.08%	1
10	2.08%	1

TOTAL

48

### Q21 On a scale of 1 to 10, how easy would you rate accessing relevant knowledge to help you grow your social project/ business in Europe?

Answered: 49 Skipped: 4



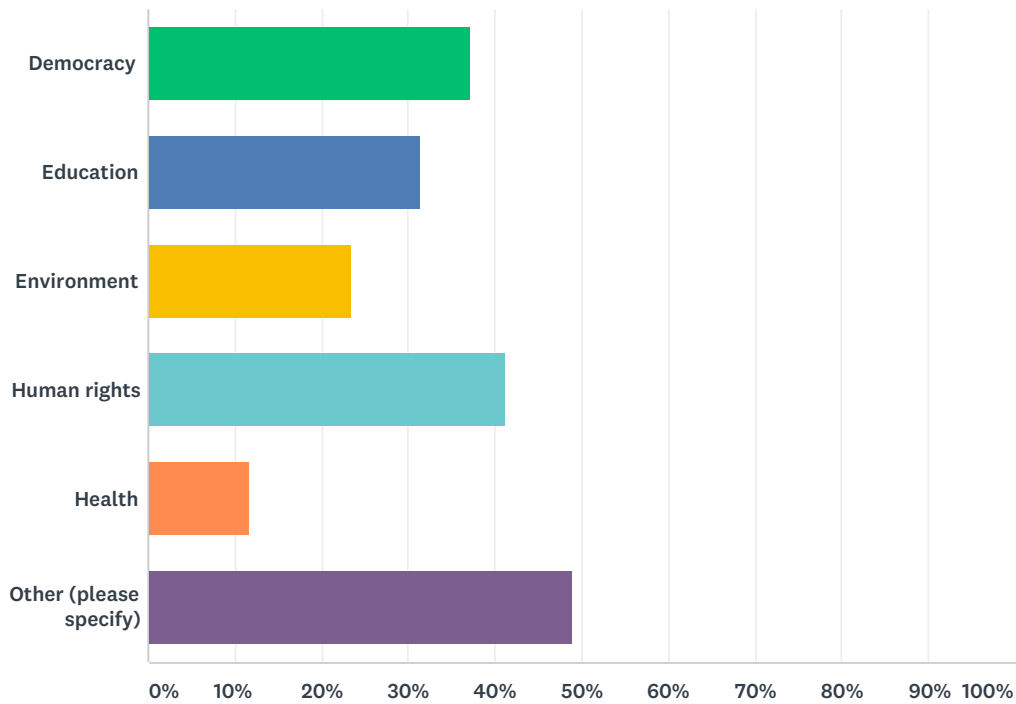
ANSWER CHOICES	RESPONSES	
1	6.12%	3
2	8.16%	4
3	16.33%	8
4	10.20%	5
5	18.37%	9
6	20.41%	10
7	12.24%	6
8	6.12%	3
9	2.04%	1
10	0.00%	0

TOTAL

49

## Q22 Which areas do you think receive too little funding? (Multiple answers possible)

Answered: 51 Skipped: 2



ANSWER CHOICES	RESPONSES
Democracy	37.25% 19
Education	31.37% 16
Environment	23.53% 12
Human rights	41.18% 21
Health	11.76% 6
Other (please specify)	49.02% 25
Total Respondents: 51	

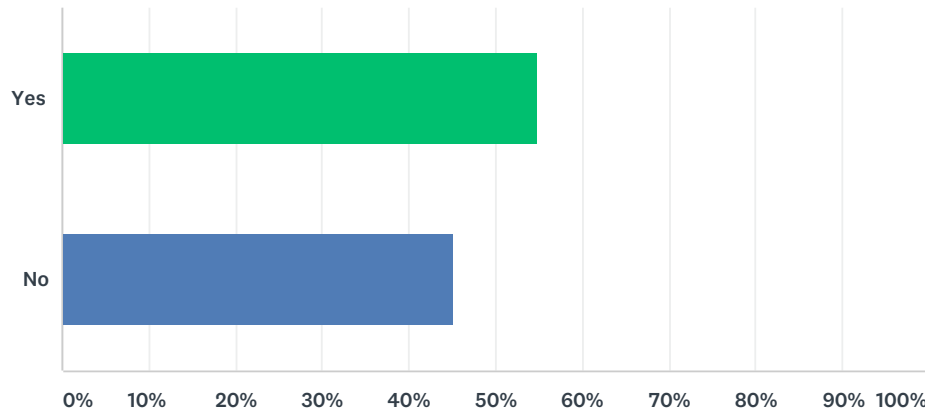
#	OTHER (PLEASE SPECIFY)	DATE
1	Cultural Heritage	8/22/2017 2:43 PM
2	culture	8/10/2017 2:47 PM
3	small businesses or initiatives	7/31/2017 4:35 PM
4	my area is of course the most important (I have no overview of this field, obviously)	7/28/2017 5:16 PM
5	social welfare	7/24/2017 2:15 PM



6	Democracy and human rights are bad categories because they mean everything. Health receives massive funding from investors, but health education at a local level is low. EU governments put lots of grant funding and tax payer dollars into democracy building activities, but there are very few funding opportunities to help improve the voting system such as electronic voting. You need to be more nuanced. But my biggest issue with 'social entrepreneurship' is that Foundations offer grants. Most people there do amazing jobs developing NGOs but have no idea how to identify a sustainable business project. Therefore the majority of funds are more short opportunities to help people play with their idea and not well thought out investments into sustainable projects that can bring impact. More money needs to be invested with that mindset.	7/21/2017 11:19 PM
7	elderly care, social busines	7/21/2017 4:05 PM
8	Social Welfare	7/20/2017 7:16 PM
9	complex projects (holistic view) that deal with more that 1 or 2 thematic areas	7/19/2017 4:56 PM
10	Social innovation / experimentation	7/19/2017 10:50 AM
11	Old people	7/19/2017 9:20 AM
12	Old people	7/19/2017 9:20 AM
13	don't know	7/19/2017 6:22 AM
14	small initiatives just starting with no track record, but good ideas	7/18/2017 11:21 PM
15	Special needs children	7/18/2017 7:13 PM
16	agriculture in Africa	7/17/2017 3:41 PM
17	All	7/13/2017 11:33 PM
18	Free Media / in general: Grassroots organisations and movements. My experience from the international development perspective is that the really impactful organisations or movements on the ground often run without any funding because they are unwilling or unable to invest the resources in applying and reporting. I have often had the impression that those with professional fundraising teams were far less impactful and maybe even interested in their impact because the whole accountability shifts towards donors instead of clients and the necessary feedback loop is broken - this is mainly for NGOs but I assume it is similar for social businesses where we also see those in rural areas just running on their own savings and the ones established at hubs having much easier access to funding.	7/13/2017 9:34 AM
19	Activism / art connected to social projects	7/12/2017 8:31 PM
20	Local climate change initiatives	7/12/2017 12:48 PM
21	Migration	7/11/2017 8:31 PM
22	Public Relations work for social projects, Media and advertisement for social projects	7/11/2017 4:58 PM
23	local scale community initiatives	7/11/2017 4:58 PM
24	Social FinTech	7/11/2017 4:45 PM
25	it's not about area that do not get sufficient funding, but about types of projects that get overlooked; most funding organizations seem to prefer "soft" and "fast", "easily quantifiable" results, like meetings, exchanges etc - and it's hard to apply for funding that properly and sustainably helps you grow ideas, from research, to finding partners (sometimes across countries), to developing and correcting for project activities etc.	7/11/2017 3:52 PM

### Q23 Would you change your place of residence for a funding programme? (Assuming that the cost of living, rent and office space are being paid for)

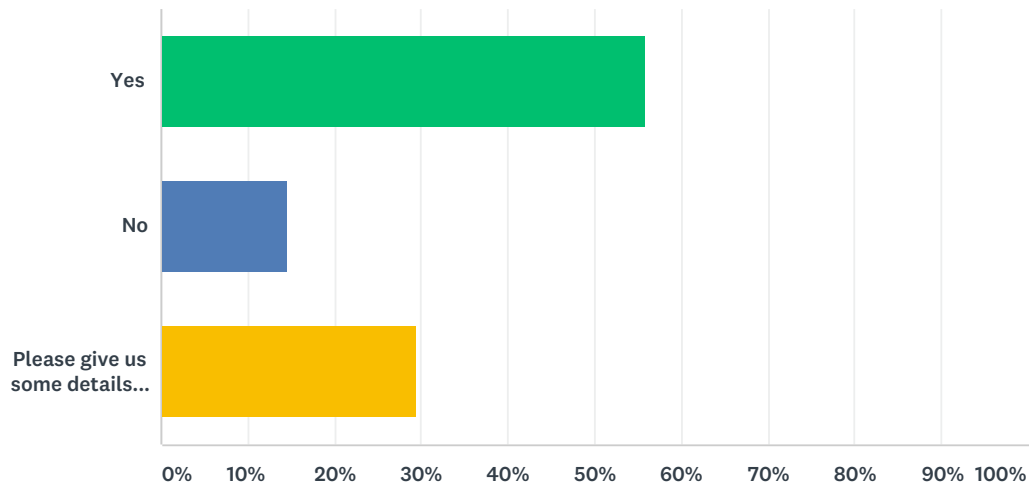
Answered: 53 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	54.72%	29
No	45.28%	24
TOTAL		53

## Q24 If no, would blocked days or weeks over a period of several months work for you and your team?

Answered: 34 Skipped: 19

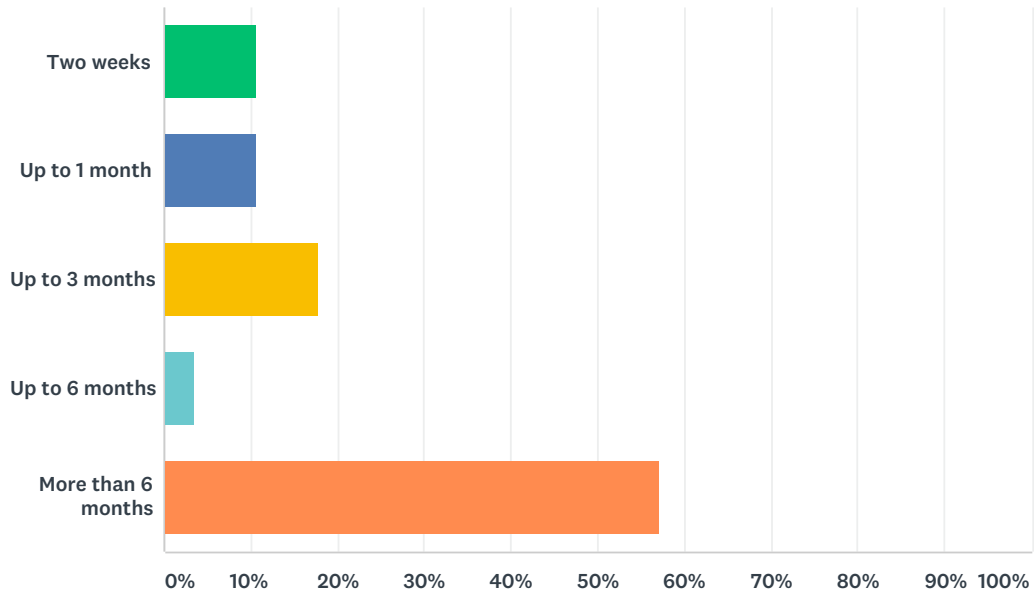


ANSWER CHOICES	RESPONSES
Yes	55.88% 19
No	14.71% 5
Please give us some details (e.g. how many days would work for you)	29.41% 10
<b>TOTAL</b>	<b>34</b>

#	PLEASE GIVE US SOME DETAILS (E.G. HOW MANY DAYS WOULD WORK FOR YOU)	DATE
1	1 month per half a year	7/24/2017 6:53 PM
2	up to 3 Months	7/21/2017 4:05 PM
3	our case-studies are here in Greece, we need to understand the local to go to the next scale. We could work elsewhere for 1-2 weeks every few months	7/19/2017 4:56 PM
4	1-3 days of blocked team time	7/19/2017 10:50 AM
5	up to 3 days	7/17/2017 6:14 PM
6	3 days a week	7/13/2017 11:33 PM
7	Possibly up to 1-2 days per week.	7/12/2017 1:08 PM
8	Funding founders living expenses for couple of years, similar to Ashoka fellowships.	7/12/2017 12:48 PM
9	6-12 months	7/11/2017 4:45 PM
10	travelling is fine, and I think for most people version of teleworking are absolutely in order; I would be ok spending e.g. 1 week/ month or 1-2 days/ week in a different location	7/11/2017 3:52 PM

### Q25 If so, for how long for would you change your place of residence?

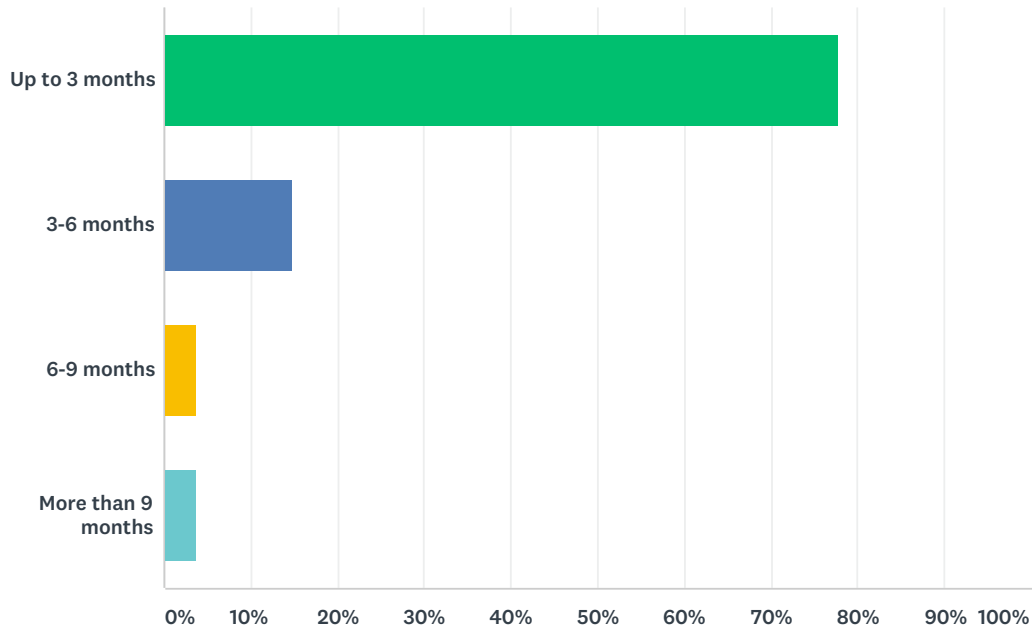
Answered: 28 Skipped: 25



ANSWER CHOICES	RESPONSES
Two weeks	10.71% 3
Up to 1 month	10.71% 3
Up to 3 months	17.86% 5
Up to 6 months	3.57% 1
More than 6 months	57.14% 16
<b>TOTAL</b>	<b>28</b>

## Q26 If so, how much time would you need to prepare?

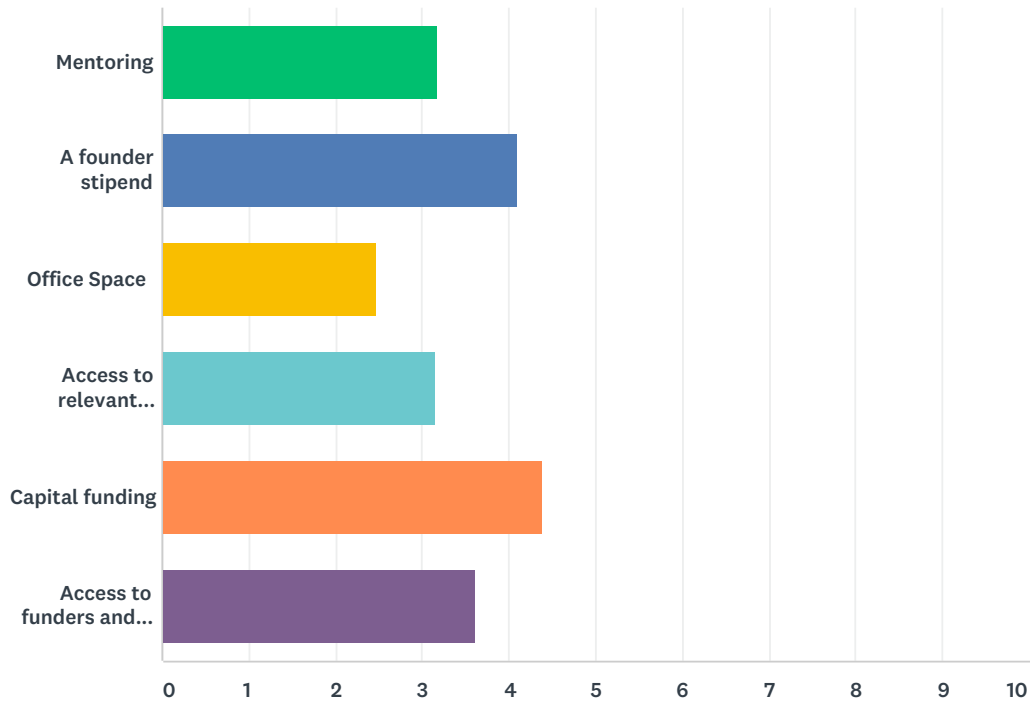
Answered: 27 Skipped: 26



ANSWER CHOICES	RESPONSES
Up to 3 months	77.78% 21
3-6 months	14.81% 4
6-9 months	3.70% 1
More than 9 months	3.70% 1
TOTAL	27

### Q27 If you had an idea for a social project/business or wanted to make that idea bigger, what would be your preferred form of funding (please prioritise)

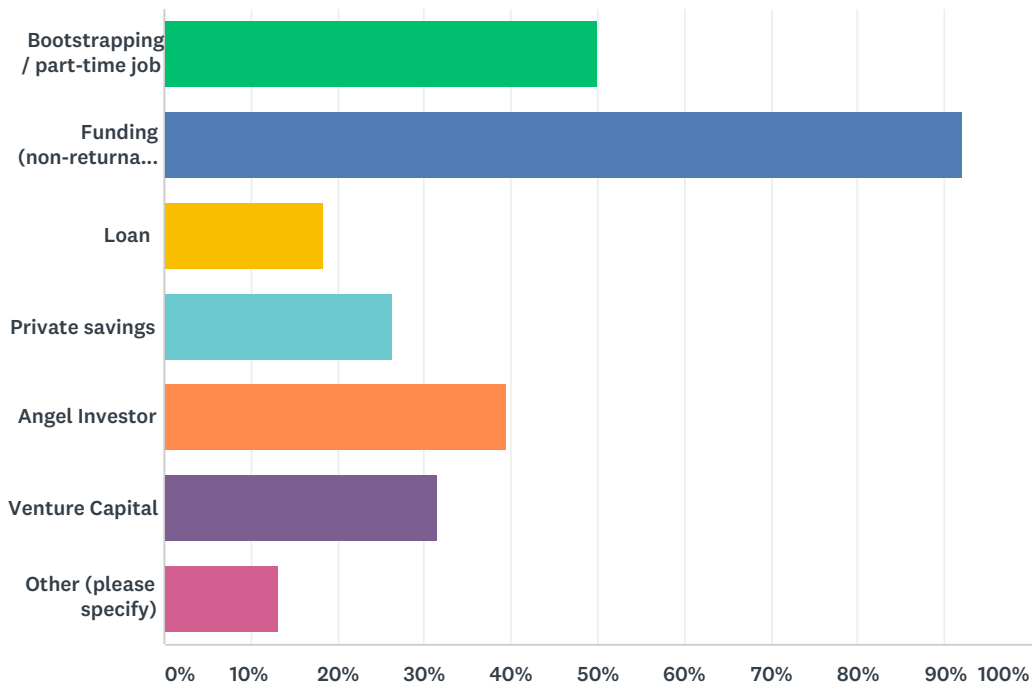
Answered: 39 Skipped: 14



	1	2	3	4	5	6	TOTAL	SCORE
Mentoring	13.16% 5	10.53% 4	15.79% 6	23.68% 9	15.79% 6	21.05% 8	38	3.18
A founder stipend	34.29% 12	20.00% 7	2.86% 1	11.43% 4	28.57% 10	2.86% 1	35	4.11
Office Space	5.71% 2	5.71% 2	20.00% 7	11.43% 4	11.43% 4	45.71% 16	35	2.46
Access to relevant networks	5.26% 2	10.53% 4	23.68% 9	26.32% 10	23.68% 9	10.53% 4	38	3.16
Capital funding	34.21% 13	28.95% 11	10.53% 4	5.26% 2	10.53% 4	10.53% 4	38	4.39
Access to funders and investors	8.11% 3	21.62% 8	27.03% 10	18.92% 7	16.22% 6	8.11% 3	37	3.62

## Q28 How would you finance the establishment of your social project/ business? (Multiple answers possible)

Answered: 38 Skipped: 15



ANSWER CHOICES	RESPONSES	
Bootstrapping / part-time job	50.00%	19
Funding (non-returnable)	92.11%	35
Loan	18.42%	7
Private savings	26.32%	10
Angel Investor	39.47%	15
Venture Capital	31.58%	12
Other (please specify)	13.16%	5
Total Respondents: 38		

#	OTHER (PLEASE SPECIFY)	DATE
1	anything	7/28/2017 5:17 PM
2	Sponsorship, Foundations	7/20/2017 7:19 PM
3	co-funding with other stakeholder that get involved in projects we run	7/19/2017 5:00 PM
4	sign contracts with people who are willing to trust a new business	7/17/2017 6:19 PM
5	Genossenschafts Anteile	7/11/2017 4:47 PM

## Q29 If you could create your perfect funding experience, what would it look like? Please mention facts such as funding period, number of mentoring hours or amount of money.

Answered: 39 Skipped: 14

#	RESPONSES	DATE
1	3 year funding with a part-time mentor, and bi-annual meetings with funder/facilitator to optimize project success.	8/22/2017 2:45 PM
2	50,000-150000 euro for 6-8 months with mentoring	8/10/2017 2:51 PM
3	3 years / no mentoring / 60.000 per year	8/3/2017 3:31 PM
4	A few meetings with potential funders and a very short application form with just the basic information and budget, receiving funding with 1-2 months, funding that also takes into account the salaries of staff, reports that are short and too the point and a meeting to discuss the findings. Access to mentorship and guidance throughout the process.	7/31/2017 4:37 PM
5	15.000 euros for 18 months	7/31/2017 8:38 AM
6	veni-vidi-vici (I am not here to get funding, but to build a business - can somebody else do the funding thingy for me) - love you guys for pushing this issue	7/28/2017 5:19 PM
7	More flexible funding period with a short number of mentoring hours (required, others available upon request), and at least 50,000 EUR.	7/27/2017 3:11 PM
8	1. Personal meeting with the representatives of the Funding entity; 2. Simple questionnaire to fill in and apply for grant; 3. Access to consult or ask questions re: applications; 4. Waiting time maximum 3 months.	7/24/2017 2:24 PM
9	The biggest problem with funding rounds are that they create an arbitrary schedule. Many projects can't wait 6 months for the deadline to end. You need a rolling deadline where people can apply via an online application, then meet personally with the organizers/funders. If it's a fit, then they are selected. Funding should provide 6 months of runway to develop the idea. Mentorship depends on the level of development of the idea. NO MONEY should be offered to ideas. The funder needs to struggle and create something on their own. This demonstrates passion and commitment. Plus then they'll be able to do so much more with mentor programs and funding. Mentor programs--one networking event per week, 1 workshop per week, 1 review meeting to ensure you are moving fast enough and get support per week.	7/21/2017 11:26 PM
10	Funding criteria short and clear summary without too many details, Application for funding 3-4days, Funding application review period within 2weeks of receiving the application, first personal interview within 4weeks. We are looking for a funding ideally for one million euros with least or no involvement in decision-making. Expected from us a yearly diligence report, if its a one time non-returnable funding. If stakes of the company are involved then yearly progress report as usual. 6-7hours a month of mentoring and networking with other funders and entrepreneurs.	7/21/2017 6:44 PM
11	36 month, 1st year 10 in month, after that 1-2 in month,	7/21/2017 4:12 PM
12	funding period: during the project implementation, amount of money: 150 000 Euro	7/20/2017 11:03 AM
13	Respectful and frictionless	7/19/2017 7:42 PM
14	We have spend a long period of time trying to decide what would be the way to fund our non-prifit business and at the same time be true to our values. We think the best model for us is replacement work. We provide, as services design & facilitation for civil society projects (public engagement, community building, networking empowerment) and reporting on civil society, so for us it would be perfect to know that for the next e.x. 2 years we could be funding for e.x. 40.000e from an e.x. institution to give them full reports on how to work on their funding strategy in our local community. Another example could be that in the community hub we want to build along with other local initiatives and non profits we would safeguard our expenses for e.x. 2 years and in return we can give access for co-working space use, event space use etc for this period. In this case expenses could be: rent, equipment, materials for building the space etc.	7/19/2017 5:13 PM



15	Funding period min. 12, max. 36 month, number of mentoring hours - 120 per month; amount of money - Subsidy without own contribution	7/19/2017 12:02 PM
16	little paper work, lots of relations / trust building through events / public speaking / personal interactions	7/19/2017 10:51 AM
17	3 years, 60 hours, 300 000 Euro	7/19/2017 9:26 AM
18	2 years, 10 hours mentoring,200.000 Euro	7/19/2017 9:26 AM
19	quick process,quick money, no mentoring.	7/19/2017 6:24 AM
20	Periodic immersions in a good cohort, support over a 6-12mo period, weekly accountability/mentoring for a few hrs, about \$100K cash support	7/19/2017 6:11 AM
21	1500 Euro, plus part-time work opportunities in a flexible environment that allows me to travel for 2 months to my project sites.	7/18/2017 11:25 PM
22	Assistance to find money, mentoring on application and budgeting assistance to stay on task	7/18/2017 7:14 PM
23	open ended funding period (not a short term grant), quick application process	7/18/2017 4:10 PM
24	Yearly funding periods that cover running costs and FT salary costs would allow us to not have to invest permanent time in looking for funding and to scale and grow as an organisation. Support with also finding affordable working space would help. All the funding that seems to be available is for specific projects and not for overall project which is a major constraint.	7/18/2017 9:50 AM
25	Long-term. Ideally between one or two years. Funding that supports your operations and not to create more projects on top. But that allows the organization to grow and create some measurable (by the funding) impact	7/17/2017 6:54 PM
26	3 to 5 years funding which allow for several cycles of the projec so the project can be tested and improved. Amount of money from seeral tens of thousands to several hundred thousand Euros.Tailored mentoring by specialists. Several smaller mid-term evalautions instead of a larger final one.	7/17/2017 6:25 PM
27	with carefully selected mentors in online sessions and pay the loney out bit by bit as they reach those milestones. If the founders pivot the mentors have to agree. We do this in our online incubation program <a href="http://www.Startupboat.io">www.Startupboat.io</a>	7/17/2017 8:45 AM
28	Get all the money needed to Run the Operation 12 month eventuell if revenues are filling behind Plan, idealen 1,5 Mio Euro	7/13/2017 11:36 PM
29	my situation would not apply to others as I co-founded in Nepal. There, a funder stipend of 1000 USD/month for a year and access to networks, trainings and mentors (total 2-4 weeks) goes a long way. Generally I feel that there should be flexibility and potentially increasing funding depending on impact and/or feedback from the actual clients so that founders keep their focus on who they really want to serve	7/13/2017 9:47 AM
30	Funding period: 9 month / capital depending on the project / meetings w social investors / requirement of three test or prototypes presentation during the nine months to stakeholders	7/12/2017 8:37 PM
31	One that would allow us to kickstart our project and concentrate on the intended work and the long-term fundraising process during year one (this could be secured with an amount of approx. 25.000-30.000 €). Optimally accompanied by mentoring / networking throughout the year (100-150 hours/year).	7/12/2017 1:17 PM
32	Implement Modern Agile principles to social enterprise development - see at <a href="http://www.modernagile.com">www.modernagile.com</a> . One-page application to fund doing experiments based on validated ideas that take 3-6 months to perform, one-page report, impact assesment from time to time. Repeat that in cycles.	7/12/2017 12:55 PM
33	Making it easier to receive funding of different stages from the same institution (non repayable in early stage and e.g loan in later stage)	7/12/2017 9:05 AM
34	I have too less experience to answer this. But what I can say is, that working in a team or getting support is very important. For what I am researching and planning for, a continuing funding might be necessary. It would be about many little social projects or small social organisations that need help in the fields of design, media and PR, which needs to get funded because the organisation themselves calculate too less for media and PR and often get too small funds for the the PR and media work for their project.	7/11/2017 5:07 PM

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35	two stage application with detailed feedback on the first stage proposal/idea. detailed feedbacks along the whole application procedure. different procedures and fundings for different development stages of a social business, i.e. early seed, growth, management capacity building, expansion etc.	7/11/2017 5:02 PM
36	Bootstrapping first 1-3 years, with continuous mentoring and funding between 100.000-1.000.000	7/11/2017 4:48 PM
37	Funding period around 24 months (under one year is completely unrealistic); Salary: allowing for coverage of living costs; maybe taking TvÖD rates is not a bad idea, to account also for qualifications of grantees; Mentoring: monthly regular meetings, with possibility to meet sooner if required. I would say flexibility to the project evolution is essential: it rarely goes as planned and forcing the original planning on grantees at all costs is unproductive. Projects change, and often improve based on concrete experience. Usually, it's more than one person working on a project, so allowing for grants that can cover some living costs for more team members can make a huge difference: e.g. preferable to have 2 x part-time salaries, than a full salary for only one person; or allow for hiring assistants/ freelancers for various project needs.	7/11/2017 3:59 PM
38	18-24 months with a founder stipend (up to two founders) which covers living costs as well as initial capital of 10,000 EUR (lump sum) to invest in developing the product, marketing, etc.	7/11/2017 3:38 PM
39	Funding for 18 months (would then be self sustainable), 500,000 euros	7/10/2017 4:12 PM

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