

## Appendix IX – Tables of Rates

### 1. General

- 1.1. The rates presented below **include VAT** and are the final rates, unless otherwise stated.
- 1.2. The rates shall be updated from time to time in accordance with the SMBA's policy, and at its sole discretion.

### 2. Fee for participation in a Mapping Process session:

Entrepreneur	Enterprise with up to 4 employees (inclusive)	Enterprise with 5-10 employees (inclusive)	Enterprise with 11-100 employees or with an annual revenue of up to NIS 100 million.
NIS 0	NIS 117	NIS 175.5	NIS 234

- 2.1. Enterprises that operate along the light rail route in the center of the country in accordance with the temporary provision in the matter, are exempt from participation fees for the mapping process session.
- 2.2. Enterprises and entrepreneurs from East Jerusalem are exempt from participation fees for the mapping process session.
- 2.3. For a group of enterprises who are participating together in the Office Space track, the business mapping meeting is free of charge.
- 2.4. Entrepreneurs and enterprise owners in the Tech Accelerator track are exempt from paying a participation fee for a **Process Mapping session that took place after the "Committee for the Selection of Projects"** only.
- 2.5. Authorities are exempt from paying a participation fee for a Process Mapping session.

### 3. Fee for participation in training sessions (courses/seminars/workshops)

Type of training	Feature	Hourly rate for training
All types of training (except as described in the following sections)	Flat rate	NIS 20
Pension Consultation Workshop (5 hours)	Flat rate	NIS 10
A day's workshop on E-commerce (5 hours).	Flat rate for all participants.	NIS 10
A one-time workshop on Public Procurement (4 hours)	Flat rate for all participants.	NIS 10
One-time workshop on Emergency Preparedness (5 hours)	Enterprise owners whose enterprise is located in one of the localities entitled to the Emergency Preparedness in Hazardous Areas track, that appear in Appendix XV to the Rules and Regulations.	No participation fee
Pre-Entrepreneur workshop (15 hours)	Entrepreneurs	NIS 10
All types of training.	Entrepreneurs and enterprise owners from East Jerusalem.	NIS 10

4. **Conferences**

The fee for participation in a conference will be determined and published by MAOF prior to the date of the conference.

5. **Participation fee for intra-organizational training**

The cost of an hour's training for an enterprise – NIS 585 including VAT.

6. **Participation fee for consulting services**

Population	Hourly consulting fee
All types of consulting, except for those specified on the next line.	NIS 93.6
Graduate of (or currently participating in) the course in the framework of the "Starting an Enterprise" program or the "Starting a Startup program"	NIS 46.8 (Up to 15 consulting hours for entrepreneurs / enterprises).
Participating in the "E-Commerce" track.	NIS 46.8 (Up to 20 consulting hours for entrepreneurs / enterprises).
Up to 6 additional consulting hours for those who meet the conditions specified in Appendix V, Section 5.2.	NIS 46.8
Up to 50 additional consulting hours in the field of Public Procurement for those who meet the conditions specified in Appendix V, Section 8 – women (an enterprise in which 50% of the shares are held by a woman or a non-profit organization in which a woman serves as chairman or CEO) and / or enterprise owners from the Arab sector, as defined in Government Resolution 922 of December 30, 2015, only.	NIS 46.8
10 hours of financial consulting for those who meet the conditions specified in Appendix V, Section 4.	NIS 46.8

\* Up to a year has passed since payment for the "Starting a Business" or "Starting a Startup" course / the start of the course, prior to the start of MAOF consulting, and up until the end of the entitlement period.

\*\* Enterprises operating on the light rail routes in the center of the country in accordance with the temporary provision in the matter (Appendix XI) are entitled to 20 consulting hours **at no cost**.

7. **Participation fee for assistance with applying for funding from foundations**

The cost for assistance with submitting an application for funding from foundations and for assistance with the process will be determined according to the size of the loan and will be directly paid to the funding consultant. In respect of the payment for the preparation of the business plan, the funding consultant may request advance payment from the client. (The amounts include VAT):

Feature	Target population	Loan of up to NIS 60,000	Loan of up to NIS 150,000	Loan of between NIS 150,001 – NIS 500,000	Loan of NIS 500,001 and above
Feasibility study	Everyone****		NIS 585	NIS 585	NIS 585
Short track – "Microfinance Loans" track	Everyone	NIS 585			
Writing a business plan, filling out forms to be submitted and assistance with the process***	Women (an enterprise in which 50% of the shares are held by a woman or a non-profit organization in which a woman serves as chairman or CEO);  An entrepreneur/ enterprise owner who is from the population specified below ** and is taking / has taken the course in the framework of the "Starting a Business" or "Starting a Startup" program*		NIS 585	NIS 1,755	NIS 2,925
Writing a business plan, filling out forms to be submitted and assistance with the process.	An entrepreneur/ enterprise owner who is taking / has taken the course in the framework of the "Starting a Business" or "Starting a Startup" program*		NIS 1,170	NIS 2,340	NIS 3,510
Writing a business plan, filling out forms to be submitted and assistance with the process.	All the rest		NIS 2,340	NIS 3,510	NIS 4,680

Writing a business plan, filling out forms to be submitted and assistance with the process.	Enterprises affected by the outbreak of the Coronavirus.		NIS 1,170	NIS 1,755	NIS 2,340
Meeting with the Foundation Committee (this is not a meeting with a representative of the coordinating company)	Everyone		NIS 700	NIS 700	NIS 700
Filing an appeal.	Everyone		NIS 234	NIS 351	NIS 468

\* Up to a year has passed since payment for the "Starting a Business" or "Starting a Startup" course / the start of the course, prior to the start of consulting and up until the end of the entitlement period.

\*\* Sectors of the population for whom there is a special participation rate: Druze, Circassian, Arabs, Bedouins, *Haredim* (ultra-Orthodox), people of Ethiopian origin who are not new-immigrants, people with disabilities, active reservists, released lone soldiers, single parents, as defined in Appendix III to the Rules and Regulations.

\*\*\* Enterprises operating along the light rail routes in the center of the country in accordance with the temporary provision in the matter (Appendix XI) will be exempt from paying for writing up a business plan and assistance with the process.

\*\*\*\* Entrepreneurs and enterprise owners from East Jerusalem are exempt from paying for a feasibility study.

\*\*\*\*\* Subject to submitting the Foundation's affidavit of victims of the COVID-19 outbreak, which must be signed and notarized.

### 7.1 A special track for business owners whose business were affected by the outbreak of the Coronavirus

Feature	Loan of up to NIS 150,000	Loan of between NIS 150,001 – NIS 500,000	Loan of NIS 500,001 and above
Feasibility study	NIS 0		
Writing a business plan, filling out forms to be submitted and assistance with the process.	NIS 300	NIS 410	NIS 530

The amounts include VAT.

The amounts will be paid to the consultant.

**Entitlement is subject to submitting an application for working capital financing and submitting the Foundation's affidavit of victims of the COVID-19 outbreak, which must be signed and notarized.**

## 8. Business Plan Tracks:

### 8.1. "Planning a Business" tracks:

Activity	Participation fee
Training (70 hours)	Entrepreneur / Enterprise owner belonging to a general population: <b>NIS 728 for the course</b>
	Entrepreneur / Enterprise owner belonging to a <i>Haredi</i> (ultra-Orthodox) community, people of Ethiopian origin who are not new-immigrants, the Arab, Bedouin, Druze and Circassian populations, people with disabilities, active reservists, released lone soldiers, single parents, as defined in Appendix III to the Rules and Regulations: <b>NIS 336 for the course.</b>
Consulting	As specified in Section 5.
Assistance with funding process.	As specified in Section 6.

### 8.2. Planning a Startup:

Activity	Participation fee
Training (60 hours)	Entrepreneur / Enterprise owner belonging to a general population: <b>NIS 728 for the course.</b>
	Entrepreneur / Enterprise owner belonging to a <i>Haredi</i> (ultra-Orthodox) community, people of Ethiopian origin who are not new-immigrants, the Arab, Bedouin, Druze and Circassian populations, people with disabilities, active reservists, released lone soldiers, single parents, as defined in Appendix III to the Rules and Regulations: <b>NIS 336 for the course.</b>

Activity	Participation fee
Training (60 hours)	Entrepreneur / Enterprise owner belonging to a general population: <b>NIS 728 for the course.</b>
	Entrepreneur / Enterprise owner belonging to a <i>Haredi</i> (ultra-Orthodox) community, people of Ethiopian origin who are not new-immigrants, the Arab, Bedouin, Druze and Circassian populations, people with disabilities, active reservists, released lone soldiers, single parents, as defined in Appendix III to the Rules and Regulations: <b>NIS 336 for the course.</b>
Consulting	As specified in Section 5.
Assistance with funding process.	As specified in Section 6.

## 8. E-Commerce track

Activity	Participation fee
Process mapping session	As specified in Section 2 above.
Training hours	As specified in Section 3 above.
Fee for an hour of consulting	As specified in Section 5 above. Enterprises that operate along the light rail routes in the center of the country (Appendix XI) are exempt from paying for the consulting hours they are entitled to within the framework of these tracks.

## 9. Payment for writing up a business plan for the allocation of land

The enterprise / entrepreneur shall pay the consultant the amount of NIS 2,340 for the business plan, and if the application is submitted, the enterprise / entrepreneur will pay the consultant an additional fee of NIS 585 including VAT for submitting the application as required.

## 11. Business Space track

Activity	Participation fee
Process mapping session	No participation fees*
Cost for an hour's consultation	In accordance with the rates specified in Section 5.

\* A process mapping session at no cost is for the entire group of enterprises together.

## 12. MAOF Business Centers

A one-time business plan is offered free of charge to enterprises that lease office space in one of the following MAOF Business centers: **Baqa al-Gharbiyye**, Shefar'am, Yarka, Majdal Shams, Nazareth, Sakhnin, Sderot and Beersheba.

The cost to lease a room in these Business Centers is as follows (the prices do not include VAT):

	Baqa Business Center	Shefar'am Business Center	Yarka Business Center	Majdal Shams Business Center	Nazareth Business Center	Sakhnin Business Center	Sderot Business Center	Beersheba Business Center	Rahat Business Center	Size and description
<b>Small room</b>	NIS 900	NIS 900	NIS 800	NIS 600	NIS 800	NIS 800	NIS 1000	<b>NIS 1300</b>	NIS 850	small
<b>small room with window</b>				NIS 700		NIS 1000	NIS 1250	<b>NIS 1400</b>	NIS 1,000 with a window, NIS 1,150	medium

									without a window	
<b>Large room</b>	NIS 1100	NIS 1100	NIS 1000	NIS 800	NIS 1000	NIS 1200	NIS 2000	<b>NIS 1500</b>		Medium -large
<b>Large room with window</b>								<b>NIS 1600</b>	NIS 1,250	Large without windows
								<b>NIS 1750</b>	NIS 1,400	Large with windows
								<b>NIS 2400</b>		Huge

### 13. Tech-Startup Accelerator track

The participation fees for entrepreneurs who have passed the screening stage are as follows:

Program	Component	Participation fee for project	Participation fee for a project belonging to a special population, as defined in Appendix C to the Rules and Regulations / Women * (a business in which 50% of the ownership rights are held by a woman or a non-profit organization in which a woman serves as the chair or CEO of the organization).
Acceleration Program	Full track	NIS 1,521	NIS 1,053

Pre-Accelerator – no participation fee.

If this is a two-step accelerator, payment will be made at the beginning of step 2.

Reimbursement of Customer Participation Fee is in accordance with the terms set out in Appendix X.

In addition, the tech-startup accelerator in Nazareth only:

Program	Component	Participation fee per project
Growth Track	Ongoing assistance.	NIS 585
Growth Track	Consulting hours with experts.	NIS 117 per hour
Growth Track	Validation of business idea - 2 hours with an expert in the entrepreneur's specialized field.	NIS 234

Growth Track	KPI (Key Performance Indicators) session with mentor.	NIS 234
Growth Track	Preparatory Committee for meeting with investor.	NIS 468

#### **14. Participation fees in respect of pension consulting services**

The total cost for the client in respect of pension consulting services is NIS 1,755 including VAT.

- Participation fees in the amount of NIS 234 including VAT will be transferred to MAOF when registering for the service.
- The amount of NIS 1,521, including VAT, for consulting services (including the cost for data from the pension clearing house) will be directly transferred to the consultant.