

SENSES Danube region SumUp

Opportunities for Social Enterprises

Morning session, lecturers

Anna Mészáros - Master of Ceremony

Social Enterprise Senior Expert, IFKA

Anna Mészáros is social enterprise expert in the IFKA team. Anna has got 12 years of experience in supporting and developing social enterprises with Nesst as member of their Business Advisory Network and Board Member. Anna has got professional experience in finances and managing NGO's as well.

Gabriella Tölgyes

Ministry of Finance Department for Labour Market, CSR Coordinator

Gabriella Tölgyes has been working in the field of employment and labour market policies for more than 15 years. She is specialized in the subject of Corporate Social Responsibility and Public Social Responsibility and her main duty to coordinate the governmental CSR activity. According to her work in the CSR Action Plan of the government she was appointed to the Hungarian member of the Steering Group PA 9 (Investing in people and skills).

Áron JAKAB

Social Enterprise Senior Expert and Head of Social Enterprise Unit, IFKA

Áron has been working in the field of social entrepreneurship for well over a decade. He believes that it provides an excellent opportunity for cross sector cooperation and helps to change the paradigm of business by making it more responsible both locally and globally with strong commitment on delivering for the benefit of the wider public. On the other hand social entrepreneurship provides opportunity for disadvantaged groups and organisations working for the public good to become integrated into society and have measurable social impact by earning market income.

Áron has a wide range of experiences in the field of social entrepreneurship including working with civil society organizations and public authorities as well as setting up and running his own social enterprise and earning an MBA from CEU on an entrepreneurial scholarship. For his pioneering work as a social entrepreneur he and his company, FRUIT OF CARE received various recognitions. He was selected Full-time Angel of Vodafone and, later was selected Ashoka Fellow and member of Exemplar Entrepreneur by

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Példakép Alapítvány. His company FRUIT OF CARE received the Design Management Award by the Hungarian Design Council and was selected as the best social enterprise twice by CITI Bank.

Besides his social entrepreneurial activity his responsibilities within IFKA include mentoring and training hundreds of social enterprises, overseeing the massive SE pre-evaluation system MarketMate and providing strategic advice on policy instrument and service development for the sector.

With his team in IFKA they share a strong vision that through private and public cooperation the social enterprise sector can reach its full potential and become sustainable and prove its positive and measurable social impact.

Peter Mészáros

3lobit civic association, managing director

Peter Mészáros is involved in the implementation of projects that offer innovative solutions to social and societal issues. He has been working in the third sector for over fifteen years, and he is currently managing the 3lobit civic association. In the past, he led the Social Innovation Development Program at the Green Foundation and the Provida Foundation project focused on a promotion of socially beneficial entrepreneurs entitled "Can Fish Fly?" He is engaged in advising and developing public policies or support schemes for the social economy. He studied economics and political science in Slovakia and graduated in the field of religious studies at The University of Chicago in the USA.

Zsolt Ruskai

Expert, Ministry of Finance of Hungary

Mr. Ruskai has 10 years of experience with planning and implementation of ESF and ERDF co-financed projects in the field of human resource development. He has planned and monitored labour market measures that were co-financed by ESF and coordinated the programs for innovative employment and social economy in this field. In the previous programming period 2007–2013, he participated on preparation and implementation of social cooperatives' support program. In the current programming period 2014–2020, he and his colleagues have designed a measure for social enterprises on the field of labour market policy. Mr. Ruskai graduated at the Faculty of Social Science in Eötvös Loránd University and completed his Ph.D studies on the field of social policy at the Eötvös Loránd University Budapest.

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Afternoon session, mentors, coaches

Mark Downey – Coach & Master of Ceremony

Mark works with startups and SMEs which are looking to develop their business and build growth strategies. He delivers training e.g. at a multinational company's intrapreneur program and acts as a Master of Ceremonies at various events including start-up pitches. He has spent time with a boutique corporate finance consultancy and a short time with a venture capital fund. Mark has an engineering background, complemented with commercial and project management experience and recently completed an MBA at CEU in Budapest.

Rob Allen – Coach & Project Manager

Founder and Head Coach of Extole

The Founder and Head Coach of Extole, Rob is a Team and Executive coach who works with small and developing businesses and their leaders. Additionally, he is a Mentor with the Invendor/U School Academy helping Grammar School start-up teams develop their ideas and pitch them. Prior to setting up Extole, Rob worked internationally in the financial services industry at C-suite level – he was the CFO of a bank and the Strategy Director of an insurance company.

Dominika Szabó – Coach

Dominika Szabó has worked as a communications expert for more than 15 years across diverse sectors. She is driven by civil courage and prides herself on being a humanitarian advocate. Thus, besides designing workshops and giving consultations, she develops communication strategies and plans for the not-profit sector. She has a feel for understanding, filtering and using the right stories in specific situations. As a trainer, facilitator, and consultant, Dominika helps her clients find a strong, memorable story with which they may gain the trust of their audience for business development, branding, and communication purposes.

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Tamás Nagy - Mentor

Co-founder and CEO of Absorice Hungary Kft.

Tamás Nagy is a co-founder and CEO of Absorice Hungary Kft, a company that develops, manufactures and sells protein powders and protein bars. He has degrees in mechatronics engineering, engineering management and an MBA. He has been an entrepreneur since 2012, when he co-founded Absorice. Tamás has raised funding from a financial investor (2014), a private investor (2014) and a strategic investor (2017) with the goal of developing the products and markets of Absorice.

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Jury members:

Róbert Bolyán

Unicredit Hungary, director

Róbert Bolyán is a director at UniCredit Hungary. He is an engineer-economist, working more than 24 years in the banking sector. He has been employed at UniCredit Hungary since 1998 in various positions such as large corporate key account manager, branch manager, regional director, head of Small Business, CEE country manager for five countries, International center regional manager, the head of the SME segment, He has recently returned from Bank Austria Vienna and manages the Social Impact Banking initiative of the bank.

Margit Fehér

Head of Marketing, Boston Consulting Group in Budapest

Margit is the head of marketing at the Boston Consulting Group's Budapest office. She oversees BCG's marketing in Hungary, Croatia, Slovenia and Serbia. Prior to her current position she was a journalist for 20 years at the Wall Street Journal and its parent company, Dow Jones, in Budapest. She covered politics, the stock market, central banks, financial markets, as well as the energy, telecom and drug sectors. In addition to reporting from Budapest, she has also worked in Frankfurt, Johannesburg, the U.K. and the U.S.

Richard Fekete

Slovenská sporiteľňa - ERSTE

Richard has worked at several advertising and PR agencies and been involved in the non-profit sector in the field of human rights and environmental protection for a long time. Prior to joining Slovenská sporiteľňa, he worked as a specialist for the non-profit sector and start-ups. At Slovenská Sporiteľňa, he is the Segment Manager for the Social Bank for the non-profit sector and start-up entrepreneurs. The social banking programme Step-by-step is the initiative of the Erste Group. It is also being developed at Slovenská sporiteľňa with the aim of bring financial stability and prosperity to the region. The programme provides tailor-made banking services to people in difficult life situations and the non-profit sector, two groups that traditional banks often do not regard as potential clients, therefore not providing them adequate services. The program also supports start-ups and entrepreneurs who create jobs.

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Mikuláš Kresánek

Sociálni inovátori/Social innovators

Mikuláš is a social impact business angel and social innovator. He has over 20 years of experience in private equity, investment and commercial banking at the Slovak American Enterprise Fund, CA-IB, Credit Lyonnais, Cabernet Capital. He is a structured finance specialist. He organized one of the first institutional leveraged buyouts in Slovakia. At present, he is in charge of fundraising and strategic business development for projects with a socially beneficial impact. He is a co-founder of the Center for Social and Social Innovations, the portal drkresanek.sk and the Center for Project Innovations at the Slovak Medical University.

Gergely Iváncsics

Senior Investment Manager, IMPACT VENTURES Zrt.

Gergő is an investment manager at Impact Ventures Private Equity Funds, passionate about social and environmental innovation. With psychology and business development backgrounds and years of VC experience, he's supporting entrepreneurial teams to build stuff that matters. Impact Ventures focuses on technology enabled social enterprises, and invests in the early stage, supporting top-notch social ventures in impact & business growth throughout Europe.

Máté Hartmann

Hiventures, investment manager

Máté is an investment manager at Hiventures, where he manages a portfolio of 16 pre-seed companies. He was involved in the evaluation of over 200 startup applications in the last 15 months. He is also responsible for Hiventures' university ambassador program, Unitrons.

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Presenters

MTOP – More than one perspective (Austria)

MTOP – More than one perspective (Austria) MTOP is a social enterprise working on connecting highly-qualified refugees searching for jobs and companies on the Austrian labour market looking for employees. MTOP, which was established in 2016, offers an advanced training program to prepare highly-qualified refugees to enter the labour market. Its mission is to break down negative stereotypes. In the course of this win-win-situation it aims to demonstrate the potential of integration, teach executives how to leverage on diversity and help overcome prejudices.

<https://mtop.at/en>

SZ Humana Nova (Croatia)

SZ Humana Nova (Croatia) encourages the employment of people with disabilities and other socially excluded persons through the production and sale of quality and innovative textile products from ecological and recycled materials for domestic and foreign markets. Through its activities, it actively and directly contributes to the building of a society of tolerance and cooperation and helps socially excluded persons and their families improve their self-confidence and quality of life. It also actively contributes to the sustainable development of the local community, to the reduction of poverty and to the preservation of nature. The cooperative employs 50 people, of which 26 people are with disabilities, 11 people are older than 50.

<http://www.humananova.org/hr/home/>

TUTO Eco Bags (Slovakia)

TUTO Eco Bags (Slovakia) produces reusable produce bags made of polyester, an alternative to the single-use plastic bags. The bags are made in Eastern Slovakia by retired sewers. Each doublepack of the bags is signed by a particular sewer, whose picture and profile can be found on Tuto's website. It publishes a blog about retired people and ecology, it writes about zero-waste life style and about its sewers. It funds the project from its own finances and from the company's revenue. It does not receive any grants or public support.

TUTO eco bags are non-toxic and user friendly and very suitable for customisation as a merchandise of business partners.

<https://tutoeko.eu>

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BTESZ Group (Hungary)

The Babtista Tevékenység Szeretet Misszó (BTESZ Group) has been working under the Hungarian Baptist church for 15 years. Their approach to social services is based on creativity and innovation. Their three-legged chair model ensures not only professionalism towards our target groups but sustainable and profitable activities beside continuous development.

<https://btesz.hu/>

AGRO IRIS LLC (Serbia)

AGRO IRIS LLC (Serbia) helps small and medium-sized family orchards. It has provided processing machines and dryers to the farmers and also helps them gain access to the market. Under the trademark Zadruga, the farmers produce apple chips, dried plum and dried pear, without additional sweeteners or additives. Soon the product range will be expanded to other types of fruits and also to vegetables. A recently signed contract with Delhaize Serbia, the biggest supermarket chain in the country, will significantly improve the visibility and marketing of the products, which are sold in around 50 shops in Serbia.

<https://www.agroiris.org/>

Felelős Gasztrohős Alapítvány - Heroes of Responsible Dining Foundation (Hungary)

Believe it or not, you have more power in your dinner than you think! Our mission is to support sustainable and healthy dining in Hungary. We believe that we can make our meals greener and healthier with eco-friendly culinary solutions which are good for us and for our environment. Through our campaigns, meetups, team building programs and kindergarten theme days we show people how easy it is to pay attention to what's going on on our plate.

<https://gasztrohos.hu/>

Our House - Nasa Kuca (Serbia)

Our House - Nasa Kuca (Serbia) is an association to support people with developmental disabilities. Over its 12 years, the association has evolved from a classical NGO into a social enterprise. In 2018, 58% of its budget comes from its earnings, and the rest from donor funds. Nasa kuca is an example of transforming the initial idea into a sustainable business. They have been engaged in cardboard packaging production; hydroponic farming and processing of herbs (under development); producing chocolate delicacies; recycling paper (under development); catering services.

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<https://www.facebook.com/nasa.kuca/>

<https://nashakuca.blogspot.com/>

<https://www.linkedin.com/in/na%C5%A1a-ku%C4%87a-48515737/>

Fierce Women d.o.o. (Croatia)

Fierce Women d.o.o. (Croatia) is the proponent of gender equality. The main product of Fierce Women is a card game that promotes and showcases great contributions of women to society. The product is distributed all over Croatia and also available in an online shop. Fierce Women is the first Croatian social game dedicated to women, which offers a subtle opportunity to bring the topic of gender equality into society.

<http://fierce-women.net/>

TheTailorNetwork (Hungary)

Suits are special clothes and they should feel special when you wear them. This is why TheTailorNetwork makes every suit to the customer's measurements and co-design it together with them. The fact that we are helping to bring back work to local communities and disadvantaged people into meaningful and sustainable income is just an added bonus.

The vision of TheTailorNetwork is not just to bring more work to existing tailors, but to help especially women in economically weak regions of Europe, in the countryside or former industrial areas, to become independent and earn an income as tailors and seamstresses. Through our Tailor Empowerment Program the plan to train over 500 women in the next 4 years.

The first spark of the idea came during a consulting project in China, when Michael Bist CEO & Founder was recommended that he should get a suit tailored during his trip to Beijing. In 2018 he decided to turn his thought "why isn't this possible at home" into reality and started TheTailorNetwork.

<https://www.thetailornetwork.com/>

Kakaw Co+ (Slovakia)

Kakaw Co+ (Slovakia) is a micro enterprise engaged in the import and distribution of cacao, chocolate and coffee via direct trade with the cooperatives of Colombia. It sells cocoa derivatives while its basic principles are to ensure fair working conditions for the plantation workers. While it wants to ensure the highest quality for our conscious clients, it does care a lot about "how?, where?, what?, and by who?". For Kakaw Co+ it is essential to offer nutritionally rich, healthy and safe products to its customers. We have been impressed by the local Latin communities, indigenous or not with so much of history and beautiful culture beyond. Therefore Kakaw Co+ is a "story-telling" company.

www.kakawcoplus.com

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