

# **RaiSE**

***Enhancing social enterprises competitiveness through  
improved business support policies***

## **Project Meeting Report**

Hungary, Budapest  
16-17 May 2017

## Overview of the project meeting in Budapest

### Tuesday 16 May 2017 – Official welcome & Steering Committee Meeting

RaiSE Project Partner (IFKA) **welcomed project partners and regional stakeholders** in the HQ of IFKA Public Benefit Non-Profit Ltd. for the Development of Industry.

#### **Implementation of exchange of experiences**

Robert Bach, RaiSE Project Coordinator (ACCIÓ), started the meeting presenting RaiSE **objectives and work plan** for the current and next semester, outputs and deadlines.

After this, it was time to speak about the **regional mapping, joint survey and needs assessment**: current status of each partner's study, possible problems and solutions.

Project partners shared several ideas about the **study**, such as:

- Örebro region has 16 social enterprises (SE) only, so they plan to arrange bilateral stakeholder meetings with all of them, to make the report more qualitative.
- ERVET has contracted an expert for the study, in order to collect the already existing materials on SE in the region. They will focus in a cluster of SE, agreed with stakeholders, and in the relationship between SE and the public sector.
- IFKA suggested to send the questionnaire survey for the SE for a faster processing time. They will profit some previous work that has been done for Social Seeds project. The study is very important for IFKA because a study like this doesn't exist in Hungary yet.
- Scottish Enterprise is carrying out a general survey that will be finished in September.
- WestBIC explains that they are ready to start the survey, and that the University of Cork is providing academic support.
- ZSI, RaiSE Advisory Partner, focused on the importance of the SE definition used during each survey. The used definition is of crucial importance to the synthesis of the mapping studies, otherwise, the interregional analysis that ZSI will carry out will be very difficult. ZSI insisted on the importance of including in each study the "working definition" (what's in and what's out).
- ACCIÓ, as Lead Partner, explained that the survey is not an academic theoretical research: the real needs of the sector is the most relevant feature of the studies. The deadline set for the finalization of the studies is September.

Concerning the **next project meeting in Bologna**, hosted by ERVET, the exact date still has to be defined, but it will be in November.

Stefan Philipp, RaiSE Advisory Partner (ZSI), and Paula Santarén, RaiSE Project Manager (ACCIÓ), introduced later one of the most important activities of the exchange of experiences: RaiSE **Good Practices Guide**:

- RaiSE Good Practices (GP) have to be identified during the exchange of experiences and located in the partnership area. All of them must be under RaiSE topic (*enhance competitiveness of SE*) and come from project partners and/or stakeholders.
- Each Project Partner has to identify at least 2 GP. This is the minimum request: more GP can be identified if they are interesting for the project.
- The GP identified will be used to develop two different “products”:
  - Interreg Policy Learning Platforms: they are a transversal tool to share GP within Interreg community. Every GP identified during the exchange of experiences must be submitted to the platform by the “owner” of the GP, using a standard template provided by Interreg Europe.
  - RaiSE Good Practices Guide: methodology developed by each project, so we have a degree of freedom to develop it.
- For our own Guide, we will develop an appealing and very visual brochure, informative but at the same time easy to read by the general public. Each GP will start with a “success story” and afterwards it will come the policy description.
- A draft methodology to identify GP, jointly developed by ZSI and ACCIÓ, was discussed in the meeting, and a final methodology will be sent to project partners in Summer. The key features of the methodology will be the proven evidence of success/impact of the GP and the level of transferability (high-medium-low).

After a coffee break, Paula Santarén talked about **Communication, Dissemination and Day-to-day management**:

**Communication:**

- Project Poster: each Project Partner has to place an A3 poster describing the project in a location readily visible to the public and send a picture to the Lead Partner before the end of June.
- Presentation brochure: RaiSE presentation brochure is available and Project Partners can print it and use it for dissemination purposes. It can be translated into partners’ own languages, if considered necessary.

- RaiSE website: we have had 489 sessions in 2'5 months. We have to reach 1.000 in 6 months, so the numbers are very good. Project Partners were asked to be active in sharing website content and sending news to “feed” it.
- RaiSE Twitter: 73 tweets and 116 followers until middle May. Every day it is working better.
- RaiSE YouTube: 120 views in the first video. It was chosen by Interreg Europe as an example of good communication.
- Next steps in communication:
  - New section on the website: “Meet the partner”.
  - RaiSE presentation/promotional video: it will be done by a Catalan SE. It will start with the definition of SE provided by the Social Business Initiative of the European Commission and then will present RaiSE project. Main goals: show how project partners address a common challenge together, make RaiSE understandable for the general public.

### **Dissemination:**

We have participated in two events:

- SENSES Opening Conference– Interreg Danube (Budapest, 15 February 2017).
- SOCENT SPAs event – Interreg Europe. *“Impact Investing and Social Innovation in Europe”*(Soria, 11 May 2017).

We will participate in:

- Catalan Conference of Accounting and Management: session for non-profit organizations (Barcelona, 9 June 2017).
- Class about social entrepreneurship in Pompeu Fabra University (Barcelona, October 2017).

Project Partners were encouraged to disseminate RaiSE too.

### **Day-to-day management:**

- Project Partners were asked to be more proactive in the project: reply to e-mails, participate in project activities, keep the deadlines in mind.
- Bilateral Skype meetings are important to check the project’s progress and facilitate the task of writing the reports. The next round of Bilateral Skype meetings will be by the end of June/beginning of July and will cover the months of April, May and June.

The Steering Committee Meeting ended with a presentation of the methodology of the **First progress report** by Juan Luis Aparicio, RaiSE Financial Manager (ACCIÓ):

- Project Partners with decentralized First Level Controls (FLC) should be finishing the selection of the FLC. ERVET, Scottish Enterprise, ZSI AND ACCIÓ explained where they were in the selection process of their FLC. It was concluded that all the partners will finish the selection on time to report in the first reporting period.
- It was reminded how the iOLF computer platform of Interreg Europe works.
- Juan Luis insisted on becoming familiar with budget lines and work packages (activities, costs and semesters) and keep records and documentation of every related expense.
- First Progress Report: 1 January-30 June 2017. However, expenses are eligible since 5 October 2017 (when RaiSE was approved by the Joint Secretariat).
- The internal deadline for submitting to the LP the first report already validated by the FLC is 1 September 2017. It has to be sent to the LP just before submitting the report to the FLC.
- ACCIÓ, as Lead Partner, has to send to the Joint Secretariat the Joint Progress Report on 1 October 2017 at the latest.

*(Presentations available on FileZilla)*

## **Tuesday 16 May 2017 – Interregional Thematic Workshop**

### ***“Capacity-building seminar on access to market”***

#### **1. Building conductive ecosystem for social enterprises (accelerator model)**

The participants were the Hungarian SE accelerator companies: ASHOKA, Nesst Europe, ImpactHUB and IFKA. Mária Baracsi from IFKA introduced the SENSES INTERREG Danube Project (*“Strengthening Social Entrepreneurial Landscape through involving socially responsible corporate Practices in Entrepreneurial Competences and Skills enhancement in the Danube region”*) and the others also explained the concept of co-financing, competitiveness and SE accelerator programmes of their own companies. After their introduction, the participants were curious about the nature of the connection of the accelerators with the government and the local authorities.

## 2. Probono support-market-led cooperations in the region

The representative of UniCredit Bank, Csilla Dudás, introduced their own CSR projects and low range credits for SE. Through their CSR projects, their mentors give them non-financial support, along with the financial support served by UniCredit. The supported associates talked about their organizations and supportive systems. The participants were the Toldi House, Suhanj! Foundation and the Social Impact Investment Association.

## 3. Stakeholders presentations

RaiSE stakeholders formally introduced themselves to others and explained how they help SE.

*(Presentations available on FileZilla)*

### Wednesday 17 May 2017 – Study visit

Project Partners and regional stakeholders visited together the following Hungarian SE, and exchanged knowledge and expertise with them:

- **Cseriti (charity) Donation Shop** (<http://cseriti.hu/>) This SE collects from organizations and private households all kind of used products, like clothing, furniture, household equipment or cultural products. They sell the products for an affordable price in their charity shops in Budapest.
- **Szülők Háza (Parent's House)** (<http://www.szulokhaza.hu/>) Their service is childcare and mental health services for families, like children day care, children play house, advisory services and therapy for families, events and cultural programmes.
- **Nem adom fel! (Never Give Up!) Café** (<http://nemadomfelkavezo.hu/>) Café and community space providing also daily menu. Fully accessible, one of the most important target groups are people with disabilities.

### Budapest video

*The video of RaiSE second project meeting is available here:*

<https://www.youtube.com/watch?v=jkcNyY3hBFM>

<b>Next Steps</b>
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In the short term, the following activities have to be undertaken:

WHAT	WHO	WHEN
<b>EXCHANGE OF EXPERIENCES</b>		
Regional mapping, joint survey and needs assessment on SE ecosystem	IFKA, WESTBIC, SCOTTISH ENTERPRISE ERVET, ÖREBRO, ACCIÓ	15/09/2017
Interregional analysis of the studies on SE ecosystem	ZSI	30/11/2017
Methodology for the Good Practices Guide	ZSI & ACCIÓ	31/07/2017
Prepare the next project meeting in Bologna (November 2017)	ERVET	30/11/2017
Organise second regional stakeholder group meeting and send agenda + signed attendance sheet + pictures + brief review to ACCIÓ	IFKA, WESTBIC, SCOTTISH ENTERPRISE ERVET, ÖREBRO, ACCIÓ	31/12/2017
<b>COMMUNICATION &amp; DISSEMINATION</b>		
Print the poster in A3 format, place it on a visible place in their premises and take a picture to send it to ACCIÓ.	ALL PARTNERS	30/06/2017
Prepare first e-news flash	ACCIÓ	30/06/2017
Prepare RaiSE presentation/promotional video	ACCIÓ	31/07/2017
Translate project brochures into own languages ( <i>if considered necessary</i> )	IFKA, ERVET, ÖREBRO	31/07/2017

<b>PROJECT MANAGEMENT &amp; FINANCIAL REPORTING</b>		
Organise second round of bilateral Skype meetings (months of April-May-June 2017)	ACCIÓ	31/07/2017
Submission of the First report to the LP (already validated by the FLC).	ALL PARTNERS	01/09/2017
Submission of the Joint Progress Report to the Joint Secretariat	ACCIÓ	01/10/2017

<b>Participants List</b>
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**LP – Catalan Agency for Business Competitiveness (ACCIÓ)**

1. Robert Bach – Project Coordinator
2. Juan Luis Aparicio – Financial Manager
3. Paula Santarén – Project and Communication Manager
4. Alicia Blasco – ACCIÓ
5. Anna Martínez – Stakeholder (Taula d'entitats del Tercer Sector Social)
6. Blai Collado – Stakeholder (Tandem Social/Social Business City Barcelona)

**P2 – IFKA Public Benefit Non-Profit Ltd for the Development of the Industry**

1. Mária Baracsi – Project Manager
2. Noémi Koppendorfer – Financial Manager
3. Judit Regos – Stakeholder (Szülök Háza organization)
4. Kriszta Karip – Stakeholder (Toldi Ház)
5. Viktória Harta – Project Assistant
6. Noémi Krátki – Project Assistant
7. Bedő Beatrix – Stakeholder (IMPACT HUB)
8. Stahl Norbert – Stakeholder (IMPACT HUB)

**P3 – Innovation & Management Centre Limited (WestBIC)**

1. Seamus McCormack – Project Manager
2. Paul O'Sullivan – Stakeholder (Clann Credo)
3. Lorraine Corcoran – Stakeholder (Social Enterprise Task Force)

**P4 – Scottish Enterprise**

1. Darah Zahran – Project Manager
2. Suzanne Orchard – Communication Manager
3. Gerry Higgins – Stakeholder (CEIS Group)
4. Rachel Skene – Stakeholder (Highlands and Irelands Enterprise)

**P5 – ERVET – Emilia-Romagna Economic Development Agency Ltd**

1. Roberta Dall'Olio – Project Manager/Supervision
2. Claudia Ferrigno – Project Manager/Communication & Financial Issues
3. Massimiliano Mammarella – Stakeholder (National Association of Italian Municipalities)

**P6 – Region Örebro County**

1. Anders Bro -- Project Manager
2. Mikael Norberg – Project Assistant
3. Ase Johansson – Stakeholder (Verdandi)
4. Josefine Eklund – Stakeholder (County Administrative Board)
5. Nils Varg – Stakeholder (Funkis)

**P7 – Centre for Social Innovation (ZSI)**

1. Stefan Philipp – Advisory Partner