

Gathering to Grow 2017

Two connected meetings for social entrepreneurship practice and policy



“Gathering to Grow” is a set of two connected meetings for social entrepreneurs, support organisations, social investors and policy-makers. We begin in **Lisbon, Portugal, on 19-20 January** with Part I where we focus on the practice of social entrepreneurs. We conclude with Part II at the European Parliament in Brussels on 8 February, where we connected social enterprise practice with EU policy.

Who we are

Euclid Network's vision is to see civil society organisations and social enterprises empowered to drive positive change. Together with our members and partners, our mission is to:

- ✓ Create connections between civil society and social enterprise leaders
- ✓ Share and produce leadership, professional and entrepreneurial knowhow
- ✓ Influence European policy & funding and strengthen members' EU engagement
- ✓ Raise the visibility and understanding of civil society and social enterprise in business, academia, government and the wider society

In December 2014, a number of our members formed a **specific social enterprise network**. Powered by Euclid Network, it comprises national federations of social enterprises, research & training centres and social investors.



Euclid Network also leads the **SEED7 partnership** under the EU Erasmus for Young Entrepreneurs programme. Our partnership is composed of support organisations for social entrepreneurs in France (MOUVES), Germany (Centre for Social Investment at the University of Heidelberg), Hungary (NESsT), Italy (Project Ahead), Portugal (ESLIDER) and the United-Kingdom (UnLtd) and coordinated by Euclid Network.

Through SEED7, we achieve the following objectives:

- ✓ To connect new social entrepreneurs with experienced host entrepreneurs
- ✓ To open up classic and social entrepreneurs to each other's business models and values
- ✓ To give social entrepreneurs access to new market knowledge
- ✓ To promote social entrepreneurship as a sustainable business model
- ✓ To provide opportunities to learn how to overcome typical or common start-up challenges on regulation, financing, marketing, growth and trade.



Our concept

“Gathering to Grow” is a set of two connected meetings: Part I is a learning & networking meeting for social entrepreneurs in Lisbon on 19-20 January. It is open to alumni of the Erasmus for Young Entrepreneurs programme and to all social entrepreneurs with the courage and imagination to work across borders for positive change. Part II is a hearing at the European Parliament hosted by Guillaume Balas MEP and will carry the practice insights from Part I in Lisbon to Brussels and the EU-level policy environment, notably the Social Business Initiative.

Part I: “Gathering to Grow – social entrepreneurs” on 19-20 January, Lisbon

This is our first European networking & learning event for alumni of Erasmus for Young Entrepreneurs and all social entrepreneurs with the curiosity and commitment to work across borders to drive positive change. Here we gather to: grow as entrepreneurs and leaders; to grow our networks; to grow our social business and their impact. For six years, Euclid Network and its partners have been delivering the Erasmus for Young Entrepreneurs (EfYE) programme for social entrepreneurs through the SEED partnerships.

We have enabled over 100 new social entrepreneurs to spend several months in another European country to collaborate with and gain know-how from experienced social entrepreneurs. EfYE alumni have had opportunities to learn from one peer over an extended period during their exchanges. We want to give them the opportunity to network with and learn from a wider group of EfYE alumni, social entrepreneurs, market and policy experts over two days.

On day one, Gathering to Grow will feature European-level experts so that entrepreneurs can see their own endeavour as part of a **bigger picture**. It will showcase **short stories of big impact** from EfYE alumni, showcasing successful exchanges and how they supported each other’s businesses. We will present pan-European **market intelligence** on social welfare, refugee integration, green economy and culture & heritage.

On day two, our focus turns to financing social entrepreneurship and will enable EfYE alumni and guests to take part in a series of **entrepreneur surgeries** with a business topic expert, a country market expert and a social business pitch reviewer.

Part II: “Gathering to Grow – social entrepreneurship and solutions” on 8 February, European Parliament, Brussels

The Social Business Initiative (SBI) was launched in 2011 by then Commissioner Michel Barnier. It sought to make the European policy and funding environment more favourable to social entrepreneurs. This initiative has lost its political priority in recent years though progress is still being made a technical level. Social entrepreneurship continues to demonstrate its capacity to be a vehicle promising approaches to major societal challenges such as refugee integration, sustainable development.

The Social Business Expert Group (GECES in French) is a consultative group of 42 experts formed by the Commission to advise it on the implementation of the SBI. They are drawn from universities, thinktanks, financial sector, local authorities and of course the social economy field. The second incarnation of GECES is due to publish a new general report in autumn 2016 and the Commission will then follow up with potential action points, possibly in the frame of an SBI 2.0. Our meetings therefore fall well into the

Members of the Euclid social enterprise network have written a joint memo to the GECES and to EU Commissioner Bińkowska. We subsequently held a meeting with officials of DG GROW to explore our memo further and to stress our willingness to participate in the ongoing policy process.

Part I **Gathering to Grow part I** (Lisbon)

Thursday 19 January

10.00-10.45 **Registration and networking**

10.45-11.15 **Gathering to grow: Welcome session**

John Low, Euclid Network & Helena Gata, ESLIDER

11.15-12.30 **Short stories, big impact**

A new and host entrepreneur in conversation: **Polly Robbins** (*impact hub for creative SMEs, London*) and **Mariana Silva** (*co-working space & art venue, Lisbon*), social entrepreneurs participating in the Erasmus programme
Risto Raivio, Senior Expert, DG Employment, European Commission

12.30-13.45 **Lunch**

13.45-15.00 **Gathering to grow: market intelligence workshops I**

Social inclusion	Integration of refugees
Social entrepreneur: Anna Bajomi , <i>Social housing/real estate, Hungary</i>	Social entrepreneur: Gabriel Morin , <i>language app developer, France</i>
Policy expert: Annette Bauer , <i>Research Fellow, London School of Economics and Political Science</i>	Policy expert: Milica Begovic , <i>Knowledge & Innovation, Team Leader, UNDP</i>
Working group on social venture opportunity in the market	Working group on social venture opportunity in the market

15.00-15.15 **Networking break**

15.15-16.30 **Gathering to grow: market intelligence workshops II**

Culture and Heritage	Green economy
Social entrepreneur: Emanuele Nargi , <i>educational and cultural community centre, Spain</i>	Social entrepreneur: Cyril Hoccry-Lescarmure , <i>eco-tourism, France</i>
Market expert: Cristina Farinha , <i>EU Eastern Partnership Programme – Culture & Creativity</i>	Market expert: Maria Figueroa , <i>Civil Society Centre, Copenhagen Business School</i>
Working group on social venture opportunity in the market	Working group on social venture opportunity in the market

16.30-17.30 **Feedback session animated by Henrik Pap, Be-novative, Hungary**

19.00-21.30 **Networking cocktail**

Part I **Gathering to Grow** (Lisbon)

Friday 20 January

09.00-10.00 **Financing social entrepreneurship**

Tips from social entrepreneurs and experts on finances, social investment and business growth.

Crowdfunding	Lindsey Nefesh-Clarke , <i>Women's Worldwide Web(W4)</i>
Social banking	Mirjana Sakic , <i>Erste Bank Foundation, Austria</i>
EU funding	Risto Raivio , <i>Senior Expert, European Commission</i>

10.00-10.30 **The power of networks**

European networking	Stephen J. Barnett , <i>CEO & Marta Bruschi</i> , <i>Programme & Network manager, Euclid Network</i>
Social innovation platform, SCHIP	Marina Sarli , <i>EU cluster coordinator, Impact Hub, Greece</i>
National networks	Fahima Bousba , <i>EU projects coordinator, Mouves, France</i>






10.30-11.00 **Networking break**






11.00-13.00 **Taking it forward**






11.00-12.30 Business pitching	11.00-13.00 Towards the European Parliament: Gathering to Grow II
A panel of 10 social business pitch reviewers will provide feedback business plans and elevator pitches	Drawing on the conclusions from the feedback session on the previous day, we will gather questions and suggestions for a report to the European Parliament:
12.30-13.00 Individual surgery	
10 experts will be able to advise the entrepreneurs individually on specific topics including social impact, social investment, ICT, crowdfunding, funding strategy, EU funding	<i>"What the EU can do next to grow social entrepreneurship?"</i>

13.00-13.30 **Closing**

Among our Speakers & Experts

<p>Milica Begovic</p> <p>Knowledge & innovation, Team Leader, UNDP</p> 	<p>Milica Begovic is team leader at UNDP Istanbul Regional Hub for Europe and CIS where she works on bringing innovation to development. Her main areas of expertise are social innovation and change management, design thinking and citizen engagement, tech and complexity science and development, natural resource planning, disaster risk reduction, local development. Milica works with teams (UNDP and national/local partners) across the region to find out new ways of tackling stubborn problems, test out fresh ideas and new perspectives in UNDP context.</p>
<p>John Low</p> <p>President, Euclid Network / CEO, Charities Aid Foundation</p> 	<p>John Low was appointed President of Euclid Network in September 2015. John moved to the voluntary sector after pursuing a 20-year career in the technology industry. He was awarded a CBE for services to the voluntary sector and to deaf people in 2008, and was previously an Independent Member of the House of Lords Appointments Commission and Chair of the Association of Chief Executives of Voluntary Organisations (ACEVO). John is also a Non-Executive Director of Charity Bank and an Independent Member of Council at City University London.</p>
<p>Annette Bauer</p> <p>Research Fellow, LSE</p> 	<p>Annette Bauer is Research Fellow at the London School of Economics and Political Science. Her research interests and expertise lie in various areas. Among others: evaluation the costs and economic consequences of third sector run community capacity building projects which act at the interface with public service delivery; the role of third sector projects in generating social innovation, their ways of measuring performance and economic impact.</p>
<p>Risto Raivio</p> <p>Senior Expert, European Commission</p> 	<p>Risto Raivio works as senior expert in European Commission's Directorate General for Employment, Social Affairs and Inclusion. He is part of a team focussing on social entrepreneurship. Previously, he worked within DG Education and Culture, where he was successively in charge of the Europe for Citizens programme, vocational education and training policy and DG's cooperation with the OECD. He has also worked for the Committee of the Regions, an EU body representing local and regional authorities.</p>
<p>Maria Figueroa</p> <p>Copenhagen Business School</p> 	<p>Maria Figueroa is Assistant Professor in Governance of Innovation for Climate and Sustainability. She is currently Post-Doc Fellow working on the Sustainability of Public Private Partnerships. She conducts research on comparative assessments of effectiveness of alternative policy instruments and organizational forms influencing innovation for climate and sustainability. She is interested in forms of government intervention that can favour social entrepreneurship in energy innovation, particularly in the transport sector.</p>

<p>Mirjana Šakić</p> <p>Social Banking Development, Erste Bank Foundation</p> 	<p>Mirjana Šakić currently works at Erste Group Bank AG dealing with Social Banking Development in CEE region. She has 7 years experience in Erste Bank Serbia as Head of Erste EU Office providing consultancy to clients willing to use available EU funds. Within Erste Bank Serbia Communications, she coordinated two main community programs: “Centrifuga” dealing with youth local cultural projects and “Klub27” young talents promotion programme. She is now responsible for designing strategy and activities related to supporting social enterprises and social business finance. She takes part in the development of Erste Bank “supERSTEp” micro-banking programme for support youth entrepreneurship and start-ups in Serbia.</p>
<p>Sonia Oprean</p> <p>Senior Manager, NESsT Romania</p> 	<p>Sonia Oprean is the Senior Manager in Timișoara and is responsible for supporting the development of NESsT activities throughout Romania. Sonia joins NESsT with experience in management consulting and financial services throughout 3 geographies: The Philippines, Romania and India. Prior to joining NESsT, she worked in a capacity building role with one of the portfolio companies of Villgro Innovations Foundation, India. She has 4 years of experience with PricewaterhouseCoopers, Romania, on engagements across a variety of industries and was the Project Manager for establishing a legal process outsourcing company from ground zero in the Philippines.</p>
<p>Gabor Dehelan</p> <p>Founder & CEO, BIZCOIN</p> 	<p>Gabor Dehelan is a change-maker, business creator, consultant, advisor and start-up mentor. Gabor is a prominent figure in the Hungarian start-up scene. In the recent years, he has had a key role in supporting the evolution of the start-up ecosystem and the co-working concept in Hungary, helping several young entrepreneurs to achieve success globally.</p>
<p>Marcus Bittner</p> <p>Manager, Social Impact Lab Leipzig</p> 	<p>Marcus Bittner manages the Social Impact Lab in Leipzig where social start-ups and young people are given professional support – in the form of, for example, co-working space, coaching, consultancy, workshops and networking – helping them on the road to becoming self-employed. The Social Impact lab in Leipzig also provides support for start-up teams that are setting up a social enterprise in Portugal or Spain.</p>
<p>Cristina Farinha</p> <p>Culture & Creative Sector Expert EU Eastern Partnership Programme</p> 	<p>Cristina Farinha is a policy adviser, PhD and Associated Researcher at the Sociology Institute University Porto, Portugal, specialised in culture and creative economy. She works from local and regional to European level with diverse institutions and networks as the European Commission, UNESCO, European Cultural Foundation, European Festivals Association and Asia-Europe Foundation, among others. Interested in cultural policies, notably the strengthening of the role of culture in governance and development; the promotion of international cultural cooperation and mobility; and the development of capacity building and networking within the culture and creative sector.</p>

<p>Julie Nicholson</p> <p>Corporate Engagement Manager, UnLtd</p> 	<p>Julie Nicholson is Corporate Engagement Manager at UnLtd, the Foundation for Social Entrepreneurs. She currently has a national remit to oversee and manage a portfolio of Corporate Relationships including UBS, Deutsche Bank & DLA Piper. Julie is responsible for engaging with new Corporate Partners to support start up social entrepreneurs at all stages of their journey through providing funding and resources in line with UnLtd's strategy - Bringing social entrepreneurship from the margins to the mainstream.</p>
<p>Helena Gata</p> <p>ESLIDER</p> 	<p>Helena Gata has worked in the non-profit sector for 10 years. She has lived and/or worked in France, Netherlands, UK, Mozambique and Guinea-Bissau. She is currently doing a PHD in Economic Sociology at ISEG. As a Social Entrepreneur, she has created and implemented various social projects in Portugal and African Portuguese speaking countries. Occasionally she teaches in universities and frequently writes articles on Social Innovation, Social Economy, CSR and Employment issues. In the last 14 years, she has helped various organisations to develop and grow.</p>
<p>Eva Varga</p> <p>Independent Expert in Social Investment</p> 	<p>Eva Varga is an independent expert in social enterprise development and social investment. She is a Board Member of Euclid Network judge of the European Social Innovation Prize Competition and former member of the EU Social Business Expert Group. She has also held senior roles in NESsT, a major social enterprise funder and supporter operating in Central Europe and Latin America.</p>
<p>Carlos Azevedo</p> <p>Academic Director, IES Business School</p> 	<p>Carlos Azevedo began to collaborate with IES-SBS in 2015. He is also President of the Board and founder of ESLIDER-PORTUGAL - National Network of Civil Society Leaders, member of the Board of Euclid Network and of the association "Mundo a Sorrir". Previously, he was General Coordinator of UDIPSS-PORTO - District Union of Private Institutions of Social Solidarity of Porto. He was also Associate Researcher at INSEAD and Assistant Researcher at Universidade Católica Portuguesa - Porto Regional Center.</p>
<p>Primoz Sporar</p> <p>President, Fund 05 Foundation for Social Investment</p> 	<p>Primoz Sporar is President of Fund 05 Foundation for Social Investment and has over 15 years' experience of working with social entrepreneurship and in the NGO sector. He was Director of the Legal Information Centre for NGOs in Slovenia and is experienced mediator and member of the European Economic and Social Committee.</p>

Part II Gathering to Grow

European Parliament, Brussels, Wednesday 8 February



Moving to Brussels for the last of our three days, we bring social entrepreneurs' solutions into the EU policy context and explore what the EU can do next to grow social entrepreneurship. We need to raise awareness among EU Commissioners and Parliamentarians as well as national ministers about our responses to major societal and economic challenges for Europe. Bringing together social entrepreneurs with EU policy actors will allow for a genuine and honest debate about the entrepreneurial and political power to drive positive change – and perhaps show how much Europe's citizens need us and how much we need each other. This event is hosted by Guillaume Balas (MEP), Mouves (France) and Euclid Network.

15.00-15.30 **Opening and welcome**

15.30-16.30 **Round table I: Social entrepreneurship in practice**

We will look at case studies of 2-3 social enterprises with solutions to major European challenges such as refugee integration, labour market inclusion and climate change and discuss their potential and pitfalls for wider policy-making.

16.30-16.45 Break

16.45-17.45 **Round Table II: social entrepreneurship in policy**

We will review the state of play of EU policy and funding for social entrepreneurship with the outline of the general report from GECES group 2014-17 and ask what next steps the EU can take to grow social entrepreneurship.

17.45-19.30 Networking reception with buffet

Venue

Câmara de Comércio e Indústria Portuguesa, Rua das Portas de Santo Antão 89, 1150-265 Lisboa

Participation & Funding

Gathering to Grow I (Lisbon)

Gathering to Grow I is by the SEED7 project under Erasmus for Young Entrepreneurs. Because SEED7 is able to fund 75% of the costs of the event, we are asking participants to make a fair contribution to the organising costs.

Erasmus for Young Entrepreneurs SEED5 & SEED7 alumni	Free
Euclid Network Members of ESLIDER-Portugal	Free
Euclid Network member organisations	Two free places
Additional places for Euclid Network member organisations	75 Euro per person (£65 UK)
All other participants	135 Euro per person (£115 UK)

Gathering to Grow II (European Parliament)

Participation is free but limited places (the venue has capacity for up to 100 people).

