

Danube Transnational Programme

DanubeChance2.0



Interreg



EUROPEAN UNION

Danube Transnational Programme

DanubeChance2.0

**Project co-funded by European Union Funds
(ERDF, IPA, ENI)**

**Embracing failure to facilitate second-chance
entrepreneurship in the Danube region**

<http://www.interreg-danube.eu/danubechance2-0>

DanubeChance 2.0

First newsletter

About DanubeChance 2.0

DanubeChance2.0 will deliver innovative policy designs, give formerly bankrupt entrepreneurs a second chance in the Danube region. Acting as a policy driver, DanubeChance2.0 brings together a multi-disciplinary quadruple-helix partnership of 12 partners and 5 ASPs to create the first „Second-chance Entrepreneurship Strategy for the Danube region“. The project will provide a path for more legitimate entrepreneurs whose first businesses have failed to re-enter the market

through delivering 130 hours of „blended“ learning experiences at the „Trial and Error‘ Re-Design Transnational Academy“, and the launch of the first „Business Re-Structuring Initiative“, which will provide business acceleration support for approximately 60 legitimate entrepreneurs whose first projects failed. A Second-chance Entrepreneurial Transnational Community Pool of Experts will also provide mentoring to second-chance entrepreneurs beyond the lifetime of the project.

Project partners

Danube Chance 2.0 represents dynamic and collaborative transnational environment of 13/14 Danube region partner countries from AT, DE, HR, SK,SI, RO, HU, RS, MD, BG, CZ, BiH, UA and 7 associated strategic partners (ASPs) with complementary expertise and experience in EUSDR policy coordination and financial engineering in the DR. Project partners include policymakers and government agencies, chambers of commerce and industry, business accelerators and technology parks, research institute and university (PP3,PP4,ENI1), and financial intermediary and one European network.



IFKA Public Benefit Nonprofit Ltd. for the Development of the Industry



IFKA Public Benefit Non-Profit Ltd. for the Development of Industry has been playing an active role in the economic, technical and innovational life of Hungary since 1990, bringing together the fields of logistics, quality assurance and environmental protection. Their extensive network allows them to operate as a bridging institution. IFKA accommodates both Hungarian and European Union objectives. They can bring considerable funding into play in the interests of their public benefit work. On the basis of experts and organizational competence they participate in the development of comprehensive domestic strategies. The benefits of their programs are used both at national and international level.

Steinbeis 2i GmbH



Steinbeis 2i is a facilitator of innovation transfer and internationalization for Baden-Wuerttemberg's Small and Medium-sized Enterprises (SMEs) and research institutions. Its core business activity is to provide consulting on European research funding opportunities, innovation management and business development. Within DanubeChance2.0 Steinbeis 2i coordinates the strategy development for the improvement of framework conditions on second-chance entrepreneurship in the Danube region.

Technical University of Cluj-Napoca



The Technical University of Cluj-Napoca (TUCN) is one of the main higher education institutions for engineering in Romania and is profoundly focused on contributing to the development of the area it serves through a close collaboration with the socio-economic environment. Due to its regional profile, being present in 6 cities in Transylvania, TUCN is a supporter of innovation and entrepreneurship as transformative forces that can significantly impact the competitiveness and sustainability of the of both the public and the private sector.

Centre for Social Innovation



The Centre for Social Innovation (ZSI) is a scientific institute, founded as a not for profit association under Austrian law in 1988 and duly operationalized since 1990. ZSI conducts research on the social embedding and impact of all types of innovations and contributes to the design and diffusion of socially accepted and sustainable innovations to meet social challenges. By deployment of innovative research, education, advisory services and co-ordination of networks, we create new knowledge, reflect and configure existing knowledge, evaluate measures, develop concepts and forward their implementation. As an independent and globally acting scientific institution, we are engaged in the development of theories, methodologies, instruments and measures as well as in the dissemination of a systemically conceptualized broad innovation approach.

Pomurje Technology Park



Pomurje Technology Park is based in Murska Sobota (Slovenia) and is internationally recognized support institution for the promotion of entrepreneurship and innovation, whose support programs are used by small and medium-sized enterprises in Slovenia and abroad for the development of new products, services and technologies and their competitive positioning on the global market. PTP is providing the necessary infrastructure, consulting services, target oriented business training, mentoring, promotion and Knowledge and Technology Transfer (KTT) to regional business environment. Pomurje Technology Park pays special attention to supporting start-ups and other entrepreneurs within the Start-up Center and Innovation Center.

Pannon Business Network Association



Pannon Business Network Association as regional business development organization, aims at strengthening the economic performance of small and medium sized businesses in the western Hungarian region. It intends to be the dedicated partner for foreign direct investors, furthermore, operates in partnership with the regional economic and labour organizations. PBN is further assisting the economy development of Western Hungary by strengthening international relations and analysis of international principles. In order to realize their objectives PBN is actively participating in 22 international, European Union founded projects with research and business development organizations.

Union of Slovak Clusters



Key role of the Union of Slovak Clusters (UKS) is in forming national business environment including clusters and interlink Slovak businesses with international environment. UKS is strongly involved in international cluster policies and business development policies through international projects and MoUs with various partners mainly in the Danube Region. The vision of UKS is to create a suitable and competitive business environment through the close cooperation of regional government, academia and research with business in the area of innovation.

Centre for Entrepreneurship Osijek



Centre for Entrepreneurship, business support institution, was founded in March 1997 as an NGO. Founders of Centre were professors of J. J. Strossmayer University of Osijek and Entrepreneurs from the Osijek-Baranja County. Main activities of Centre are Entrepreneurial support and Project implementation. Organization has 5 employees. Within the service of Entrepreneurial support Centre provides different services to entrepreneurs and those who want to become one. Main services are counselling, informing and education of entrepreneurs. Centre also organizes different networking activities such as conferences, meeting and round tables. Within Project department Centre is mainly working with EU projects, specifically on preparation and writing of project proposals and its implementation. Centre provides support to different organizations that are implementing EU projects in order to support growth of local economy. Centre for Entrepreneurship Osijek, as NGO, has strong connections with civil society and has incorporated crucial values such as knowledge, quality and positive attitude in its business as a foundation for organizational growth and development. Therefore, Centre has been working with different stakeholders from NGO's, women entrepreneurs and youth to public bodies, faculties and entrepreneurs. On a mission to create entrepreneurial environment not just in business, but in every aspect of life, Centre has been recognized as one of key stakeholders, not just on local, but rather on national level.

Serbian Chamber of Commerce and Industry



Chamber of Commerce and Industry of Serbia is an independent, modern and responsible non-budgetary institution, a national association of all Serbian businesspeople, which serves the best interests of its members and the Serbian economy, owing to its tradition, experience and knowledge. Our key commitment is to make Serbia visible as a market economy country, with investment opportunities, open borders, and ready to join the European trends in a competitive way. A century and a half of the Serbian chamber system tradition and the developed chamber network, Representative Offices abroad, are the guarantor of efficient implementation of the support mechanisms for the economy and businesspeople in their activities.

Republic Agency for the Development of Small and Medium Enterprise



RARS is a government institution established in 2004 according to the Law on SMEs Development Support. RARS provides support to the establishment and development of SMEs and entrepreneurship in the Republic of Srpska and generates a whole support system of SMEs. RARS main activities are: technical support for start-ups and SMEs, support to business infrastructure development, support to local economic development, analysis of SME sector and strategic planning and regional and international cooperation. RARS has a very important role in the education and promotion of entrepreneurship in Republic of Srpska. Since its establishment RARS has provided technical support for start-ups and SMEs through different programs including training and consultancy.

Organization for Small and Medium Enterprise Sector Development



Organization for Small and Medium Enterprises Sector Development (ODIMM) is a public, non-profit institution founded by the Government Decision no. 538 of 17 May 2007. Our vision is to become the key driver of entrepreneurial development in the Republic of Moldova and assist SMEs during their entire business development cycle, from launching and expanding, toward sustainable growth. ODIMM became a reliable partner for local companies by offering them access to business support programs envisaged in the national SME development policies, including access to information and consultancy, access to finance, business support infrastructure, access to entrepreneurial education, internationalization and public-private dialog.

Institute of Market Problems and Economic-Ecological Researches of NAS Ukraine



The Institute of Market Problems and Economic & Ecological Research of the National Academy of Sciences of Ukraine (IMPEER of the NASU) is the leading scientific institution in the domain of economic and ecological aspects of a business systems development in the South of Ukraine. Today, fundamental and applied researches of the Institute are aimed on solving of urgent problems of optimization of market relations within the national economy, development of strategies and solving problems of sustainable development, drafting policies for an economic relations formation, institutional and organizational reforms, as well as, formation of economic relations in realms of tourism, environmental management, advancement of entrepreneurship, transport services market, development of regions and communities of the Ukrainian Black Sea region, especially in the Danube region. A scope of activities of IMPEER of the NASU include fundamental scientific and applied activities, work with territorial communities, designing of program documents for the development of territories and strategically meaningful branches of economy, participation in international and transborder cooperation programs.

Ongoing activities in the project

The landscape screening process is the first crucial activity in the Danube Chance 2.0 project. Different activities have already been undertaken to build a profound basis for the further course of the project. Partners from the different Danube Region countries compiled country reports collecting information about the second-chance policy landscape in the Danube Region. Further, interview partners have been selected and the identification of best practice cases on it's way. The first available report, Deliverable 3.1.1 on "Policy niches in the Danube Region" provides insights into policy niches regarding second-chance entrepreneurship. The core of this report is compound of 11 country reports elaborated by the partners from all participating Danube region countries (Austria, Bosnia and Herzeg-

ovina, Croatia, Germany, Hungary, Moldova, Romania, Serbia, Slovakia, Slovenia, Ukraine). The synthesis analysis of the different country reports allows identifying some policy niches, where further actions in the Danube region are recommendable to improve policy systems and legal frameworks in the different countries towards structural, operational and capacity-related improvement:

The main conclusion of the report is that there is a huge potential in the area of second chance entrepreneurship policies. Especially regarding issues such as the legal insolvency framework, incentive and revitalisation options, cultural attitudes, entrepreneurial networks and data availability. These identified policy niches can serve as a basis for developing transnational roadmaps and policy tools to improve second-chance entrepreneurship policies.

Opening Conference

At the end of October, the REBORN Closing Conference & DanubeChance 2.0 Opening Conference organized by IFKA Public Benefit Non Profit Ltd. for the Development of the Industry in Budapest.

After the official welcome speech by Maria Baracsi – coordinato rof DanubeChance 2.0 prject-, the firs discussed topic was the +entrepreneur-



ship challenges in the Danube region (EUSDR). In this topic the presenters were:

- Marius- Valentin Niculae – Project Officer, INTERREG DANUBE Programme JS
- Jaroslava Szüdi - EUSDR PAC7 coordinator, Ministry of Education, Science, Research and Sport of the Slovak Republic
- Nirvana Kapitan Butković EUSDR PAC8 coordinator, Ministry of Economy, Entrepreneurship and Crafts
- Mária Baracsi, DTP Thematic Pole 3 leader, IFKA Public Benefit Non Profit Ltd. for the Development of the Industry

This was followed by two roundtable section. The first roundtable section theme was the “policies enabling preventive restructuring and second-chance entrepreneurship”.

The following topics discussed in the first roundtable section:

- New EU Directive on second-chance and restructuring // Ondrej Vondracek, Legal and Policy Officer, European Commission, DG JUST Directorate-General for Justice and Consumers (Belgium)
- Second-chance entrepreneurship in European policies // Valeria Rainisio and Pietro De Martino, coordinator of REBORN project, FILSE Financial Agency of Liguria Region (Italy)
- Comparative legal framework of company re-structuring in case of insolvency // Dr. György Kovács, Legal Expert, IFKA Public Benefit Non-Profit Ltd. for the Development of the Industry (Hungary)

The second roundtable section’s theme was the “Initiatives enabling preventive re-structuring in Europe”. In this section the participants heard some examples from EU projects:

- PRE-SOLVE PREventing business failure and insolvency project // Dirk Vantyghem, director, EUROCHAMBERS
- Early Warning Europe // Morten Moller, Project Manager, Business Development Centre Central Denmark



- DanubeChance2.0 Preventive restructuring and Second-chance entrepreneurship opportunities in the Danube region // Mária Baracsi, Head of Unit of International Cooperation, IFKA Public Benefit Nonprofit Ltd. for the Development of the Industry

In the afternoon there was an Interactive workshop where the speakers:

- Maria Giovanna Laudani, Pietro De Martino and Valeria Rainisio, FILSE Financial Agency of Liguria Region (Italy)
- Almudena Sánchez Ferrer, Project manager, CEEIM – Murcia Business Innovation Centre (Spain)
- Danuta Sulowska, Department of Economy and International Cooperation in the Lubelskie, Marshal Office of Lubelskie Voivodeship / Aneta Pieczykolan, expert, Marshal Office of Lubelskie Voivodeship (Poland)
- Mária Baracsi, Project manager, IFKA Public Benefit Non-Profit Ltd. for the Development of the Industry (Hungary)
- Alain Demarez, Project manager, Agency for Enterprise & Innovation, Alain Piekarek, Judge at Commercial Court of Liège (Belgium)
- Kostas Karamarkos, Project manager, Regional Development Fund on behalf of Region of Western Macedonia (Greece)

talked about Regional policy solutions to boost second-chance entrepreneurship across Europe (Regional Action Plans including good practices from Europe)

The last section of the conference was: Creative facilitation – What to learn from failure?

Where the speakers talked about their own experiences related to failure.

- Andrea Bottino, Ligurcapital, Venture Capital Fund
- Zoltán Oletics, project manager, Magyar Innováció és Hatékonyság Nonprofit Kft.
- Dr. Antal Károlyi, partner, Traction Tribe
- Gyöngyi Király, business development manager, Széchenyi Venture Capital Fund Management, ACCELERATOR project (INTERREG DANUBE Programme, 1st call)
- Anett Nagy, coordinator, NewGenerationSkills Unlocking the potentials for business and social innovation in the Danube Region by equipping young people with new generation skills (DTP project), Újbuda Municipality (INTERREG DANUBE Programme, 1st call)

Latest activities

Launch of policy dialogue events on second-chance-entrepreneurship

The first series of business breakfasts brings together stakeholders of the Danube area to discuss and brainstorm about the second-chance culture & environment for entrepreneurs in their country.

Within a first series of business breakfasts DanubeChance2.0 partners invited local policy-makers, entrepreneurs and stakeholders from business support organisations and academia to share their experience and views on second-chance-entrepreneurship. The goal was to discuss good and bad practices as well as evaluate policy niches and existing instruments of support for failed entrepreneurs in each of the partners' countries. A common result of the business breakfasts conducted in Bosnia and Herzegovina, Croatia, Germany, Romania, Serbia, Slovenia, Slovakia and Ukraine were that despite national differences concerning the legal framework, most of participants considered their national culture and society as hostile to failed

entrepreneurs and hence restrictive with 'second-chances'. Being stigmatized for their failures discouraged many entrepreneurs from starting a new business in the first place. And also, those willing to re-start were often rejected necessary financing by banks and investors. Unfortunately, the economic potential of second-chance ventures, though based on entrepreneurial experience, is frequently ignored. The business breakfasts confirmed that there is a need for change, if a 'culture of second-chance-entrepreneurship' is ought to become real in the Danube region.

The business breakfasts served as national kick-start events for the greater policy dialogue DanubeChance2.0 will conduct on entrepreneurial failure, re-start and revitalization in the Danube region. The dialogue shall shed light on current legal, political and cultural bottlenecks for failed entrepreneurs, hampering them to start a new venture and reintegrate in business life. Through events such as the business breakfasts and other open talks and interviews, the DanubeChance2.0 partners seek to determine main factors for change of current misconceptions about honest failed entrepreneurs in order to formulate new strategies and measures for each country participating. The next round of business breakfasts will take place in early 2019.

Capitalization event organized by the DTP's Thematic Pole 3 in Budapest

On the 28th September 2018, Mária Baracsi, the coordinator of DanubeChance2.0 took part in the Capitalization event in Budapest organized as a side event of the Summer School on Social Innovation by the IFKA Public Benefit Non-Profit Ltd. for the Development of the Industry. The Capitalization meeting enabled coordinators of first and second call projects financed under the DTP Programme to meet and exchange ideas about implementation with in the Pole 1,2 and 3.

During the event, Thematic Pole leaders have provided updates to participants about the Poles. After that they explained their lessons learned and synergies of the "SME Competitiveness", "Circular and bio-economy" and the "Social economy and (social) innovations" topics. Thematic

Pole leaders and their coordinators discussed the necessity of the lessons learned and improvement, and the future of transnational cooperation post 2020 at the last session.



Upcoming project related events

ODIMM, in partnership with National Women's Platform from Moldova, will organize the IVth Edition of the National Forum of Women from

Moldova on December 8th, 2018. The event will provide a platform for networking and promoting success stories of women entrepreneurship and setting up new perspectives for following years. For more information, follow us on: www.odimm.md



Public Benefit Non-profit Ltd for the Development of Industry



ORGANIZATION FOR SMALL AND MEDIUM ENTERPRISES SECTOR DEVELOPMENT



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