

Social entrepreneurial and impact competence development

Meeting in Zagreb - Croatia

July 7 – 9, 2021

Organisers:

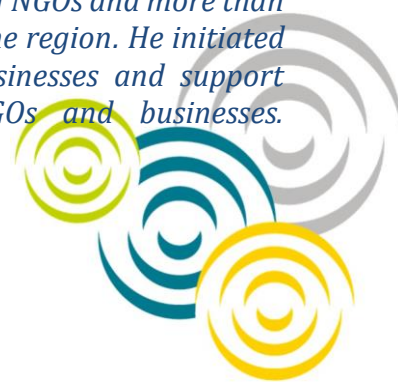


Draft agenda

July 7, 2021	
	<i>Arrival of the participants / Partners arriving in Zagreb</i>
<i>6 pm – 8 pm</i>	<i>Joint dinner and networking (venue - tbc)</i>
July 8, 2021	
<i>10 am – 10.30 am</i>	<i>Introduction and welcome (AG, PFZG and Zagreb Innovation Centre)</i>
<i>10.30 am – 11.30 pm</i>	<ul style="list-style-type: none"> <i>Social entrepreneurship in Danube region</i> <i>Social service providers as social entrepreneurs</i> <i>/ Teo Petričević, ACT Group director</i>
<i>Coffee break</i>	
<i>11.50 am – 1.30 pm</i>	<i>Social investment competences Part I</i> <i>/ Mirjana Šakić, SI expert</i>
<i>Lunch break in Oaza Joyful kitchen (social enterprise in Zagreb) and networking</i>	
<i>5 pm – 6 pm</i>	<i>Live in demo day organized by Mozaik in Banja Luka</i>
<i>6 pm – 8 pm</i>	<i>Outdoor session on Crowdfunding and joint dinner</i>
July 9, 2021	
<i>10 am – 11 am</i>	<i>Social investment competencies Part II</i> <i>/ Mirjana Šakić, SI expert</i>
<i>11 am – 12 pm</i>	<i>Workshop on developing key selling points for social investors</i> <i>/ Igor Roginek and Ana Novak</i>
<i>Coffee break</i>	
<i>12.30 pm – 1.30 pm</i>	<i>Communicating the impact and pitching exercise</i> <i>/ Vladimir Marić</i>

About the speakers ...

Teo Petričević. AG director - a social business architect & consultant, social economy & civil society expert with more than 15 years of experience in capacity building of NGOs and more than 10 years of experience in development of social economy in Croatia and the region. He initiated and developed 20+ sustainable local, national and regional social businesses and support organizations. He has provided technical assistance to 100+ NGOs and businesses. (<https://hr.linkedin.com/in/teopetricevic>).



Mirjana Šakić, AG external expert leading the consultancy process for gaining social investment competencies. 15+ years of experience in development of innovative social banking and finance solutions, building partnerships and resource mobilization strategies, monitoring the proper use of funds. Mirjana is involved in D-Care Labs project, Social Investment Working package as experts providing consultancy in mapping of potential social investors and stakeholders and needs based advisory. Member of European Commissions Expert group on social economy and social enterprises (GECES). (<https://www.linkedin.com/in/mirjana-sakic-56705950/>)

Vladimir Marić has a decade of sales experience, process expert and consultant with relevant experience of managing an incubator for social businesses. Mentor for social and impact businesses with 15+ years of experience in business development. Since 2020, leading Erasmus for Young Entrepreneurs in ACT Group and providing mentoring support for impact business. Expert in development and implementation of workshops for all stages of sales development. (<https://www.linkedin.com/in/vladimirmaric/>)

Igor Roginek (Marketing & PR manager) - works as a marketing manager in ACT Group. Last seven years, he spent at the highest management positions in NGOs. He is active in various civic initiatives since 1996, founder of several civil society organizations, networks and advocacy initiatives. (<https://hr.linkedin.com/in/igorroginek>)

Ana Novak (PR manager) - works as a project and PR manager at the Center for European Perspective - CEP. She is active in various fields – from working with youth and civil society in democratization and entrepreneurship to working with programmes aiding vulnerable groups. (www.linkedin.com/in/anovakova-99a)

About the venue ...

ZICER / Zagreb Innovation Centre, home of ACT Group Zagreb and more than 100 start-ups. We will work in the conference room there on July 8 and 9, from 10 am to 1.30 pm. More about location and how to reach it is in the logistic guide (to be sent to participants).

Oaza Joyful Kitchen is a vegan restaurant and working space in Zagreb city center where we will have our lunch on July 8th and short presentation about their business model as a social entrepreneur.

Outdoor session will be organized with ACT Group guests in one of open spaces and restaurants in Zagreb where participants can feel more relaxed and work in a more natural environment. Restaurants for dinner on July 7 and lunch on July 9 will be presented in logistic guide (to be sent to participants).

Demo day in Bosnia and Herzegovina – online. Demo Day 2 will be organized in Startup studio Banja Luka. The event will gather around 30 social businesses from Startup studio portfolio. At the opening of the event our partnering organizations Sparkasse bank and Monri Payment (e-commerce company) will talk about opportunities and programs developed for startups. Representative of municipality Celinac will share experiences supporting large number of startups in cooperation with Mozaik Foundation in the last two years.

