



# Social Business Accelerator IVth Edition

SEPTEMBER 2015 – JUNE 2016

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REPORT OF THE 4TH EDITION



There are at least two ways to the top!

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# Introduction

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The Social Business Accelerator program (SBA) is a philanthropic initiative of the private equity and venture capital community in Poland. This program represents one of the most valuable mobilizations of business professionals, specifically from the private equity industry, that we are aware of, both in Poland and in the entire region of Central and Eastern Europe.

The SBA program was launched in 2011 by the Polish Private Equity and Venture Capital Association (PSIK), at that time in cooperation with Ashoka. As of the 4<sup>th</sup> edition of the program it is an initiative managed jointly by PSIK and Valores Foundation – the first Polish venture philanthropy fund. The initiative addresses the need for increased business competences, performance management and a sense of accountability in all social organizations that seek to grow their societal impact and achieve a significant scale of their work.

The SBA operates with a format of a one-on-one matching of the most experienced investment professionals of private equity and venture capital funds operating in Poland (members of PSIK) with social leaders, founders of organizations that are bringing solutions to critical social problems in Poland in areas such as children, education, equal opportunities for the disabled, environmental protection, refugees, rehabilitation of convicts and many others.

Four editions of the SBA program have been completed so far!

1<sup>st</sup> Edition: November 2011 – October 2012 (13 pairings)

2<sup>nd</sup> Edition: June 2013 – June 2014 (13 pairings)

3<sup>rd</sup> edition: September 2014 – June 2015 (16 pairings)

4<sup>th</sup> edition: September 2015 – June 2016 (17 pairings)

In all four editions, the founders of selected major Polish citizen joined the program, having particular management, organizational or financial challenges. The PSIK professionals brought their skills and disciplines from business and applied them to the social organizations, committing their time, expertise and opening their business networks. They work with social leaders and their teams just as they do with their portfolio companies, the only difference being that their engagement is entirely pro bono and strives to bring about significant social impact.

The private equity professionals and social leaders worked in one-on-one pairings, over 10 - 12 months in each of the four editions, addressing strategic development and planning, management, financial, HR and stakeholder issues, as well as providing support in designing business plans, new marketing or fundraising strategies. They met on a monthly basis, and followed up with phone calls, skype conferences and ad hoc meetings if needed. The pairings were occasionally supported by the Associate PSIK members, mostly with legal and financial advice.

Typically, the founders of the social organizations personally joined the SBA program, however the engagement of other decision-makers or board/team members have also been encouraged to increase effectiveness of the cooperation. On PSIK's side, Partners, Managing Directors or Investment Directors with a minimum of 10 years of experience in private equity joined the program.

Each of the four editions of the SBA program has been evaluated through an online questionnaire and personal interviews with the participating private equity professionals and social leaders. Overall, the program has been highly appreciated and it has achieved a 70% success rate in the 1<sup>st</sup> edition, a 90% success rate in the 2<sup>nd</sup> and 3<sup>rd</sup> edition and a 93% success rate in the 4<sup>th</sup> edition (see more details on the evaluation on the next pages and in earlier reports on the previous editions).

The highly positive outcome of all editions of the SBA program has convinced the organizers that this effort has sustainable benefits and should be continued. A fifth edition with 14 pairings was launched in September 2016 and extended its outreach to a large number of social organizations from across Poland.

The model of cooperation developed in the SBA program can be described as a form of Venture Philanthropy, that draws in private equity/venture capital principles to social causes and accelerates scale and impact. The SBA program led to the establishment of the first Polish venture philanthropy organization, the Valores Foundation. As of writing this paper, Valores has provided funding and non-financial support to five social organizations, previously participants of the SBA program. Through organic development, SBA has become a natural source of organizations that are invited to apply for Valores support. The role of the SBA mentors to prepare the candidate organizations as well continue working with them with the enlarged Valores team is critical for further enhancement of these organizations' work and social impact.

The SBA program focuses on providing needed non-financial support in the form of value-added competences and access to other networks of advisors as well as potential funders. This element of the venture philanthropy approach has proven its merit and the outcome is repeatable and desirable.

We invite you to read this report to get a sense of the commendable engagement by the Polish private equity community and leading social organizations and the impact of the SBA program's 4<sup>th</sup> edition.

January 2017

**Ewa Konczal**

Co-Creator and coordinator of SBA  
CEE Manager for EVPA (*European Venture Philanthropy Association*)  
Executive Director of Valores Foundation

**Robert Manz**, Enterprise Investors

Co-Creator of SBA, Co-head of the PSIK Philanthropy Committee  
Member of Valores Foundation Board

**Piotr Noceń**, Resource Partners

Co-Creator of SBA, Co-head of the PSIK Philanthropy Committee

# SBA 4<sup>th</sup> Edition

## Impact measures\*

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- 17 Private Equity professionals participated in the 4th edition of the SBA program.
- 17 persons from NGOs were invited to the program and 15 pairings completed the program.
- The pairings worked effectively from September 2015 through June 2016 with different levels of engagement and diversified results.
- Each pairing met on average 10 times.
- Collectively, PSIK professionals donated over 400 hrs of their time to social leaders and their organizations – the equivalent of up to an aggregate of nearly 10 working weeks.
- 91% of pairings achieved outstanding or very satisfactory results in terms of reaching predefined goals.
- Participation in the SBA program was a valuable and highly valuable experience for 96% of the pairings.

*\* Data presented in the Report is based on the survey results from 9 PSIK participants and 14 social leaders out of 15 pairings that completed the programme.*

*[Our mentor] was very much involved in the development of our Foundation and has helped us. He was open to additional contacts if it was necessary. I highly appreciate the whole cooperation and I am grateful that I was able to participate in the SBA.*

Adrian Migoń, Youth Business Poland

Adrian Migoń, Youth Business Poland

# General impressions from social leaders

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- 93% of social leaders described the participation in SBA program as either a valuable or highly valuable experience. Six social leaders will continue engagement within the next edition of the program;
- The SBA program met expectations of 93% of social leaders and all of the leaders are likely to volunteer for future editions of the program.
- 93% of social leaders are satisfied with the outcome of their participation in the program, and like in the previous editions, all of them will recommend it to other social leaders and their teams;
- 86% of social leaders highlight that they worked with the PSIK professionals on a broad range of issues related to the organization such as specific fundraising activities, marketing and organizational issues or redefining their scope of activities.
- 80% of the social leaders agree that the partnership with their PSIK mentors was both professionally and personally a valuable experience. It changed their perception of success and development of the organization.
- Meetings with a PSIK partner were highly valuable in terms of development of strategic and more business oriented thinking. Also, they supported creation of new solutions.

# General impressions from PSIK Professionals

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- SBA met the expectations of 90% of participants, and almost 80% of participants are likely or very likely to engage in future SBA editions.
- All of the PSIK professionals are likely to recommend the program to their colleagues from the PE/VC community
- Participation in program was either valuable or highly valuable for all professionals engaged in SBA program. For over half of them the experience had both professional and personal value.
- All of the PSIK professionals confirm that together with their social partners they were able to identify goals on which to concentrate and they managed to achieve tangible progress in working on particular issues.
- 78% of PSIK professionals are even more inclined to work with non-profit organizations than before engaging in this program.

# Work in pairings: comments from PSIK professionals and the social leaders\*

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- 96% of pairings reported that they found a concrete problem on which to work on and 74% of them felt that they managed to achieve substantial progress on particular issues.
- 93% of social leaders indicated that work with their PSIK partner allowed them to accomplish priority tasks (e.g. diversifying sources of income, redefining scope of activities or streamlining communication and marketing issues) and work on strategic priorities for the organization.
- 93% of social leaders reported that PSIK partners treated their time together seriously and allocated sufficient priority to it. However, 43% of them indicated that duration and frequency of the meetings were a key constraint to making progress during the SBA program.
- 86% of pairs worked on a broad range of issues related to the organization.
- Issues discussed in the order of importance: from most to least worked-on:
  - 1) organizational improvement;
  - 2) business plan and strategy development;
  - 3) fundraising advice / help;
  - 4) making contacts.
- It's worth to emphasize the disconnect on some areas of activity between social organizations and PSIK partners: Whereas working on business plans and strategy development was the most important issue from the point of view of PSIK members, social organizations evaluate it as a much less important issue. On the contrary, making contacts was a number one activity for social organization, whereas PSIK partners didn't consider it a priority.
- 93% of social leaders and PSIK partners reported an appropriate match with their partners both in terms of personality and activity focus. The participants highlight that they understood each other well.
- 65% of pairings indicated that meeting the goals could have been accelerated with access to financial resources to support their work/project.

# Participants of the SBA 4th Edition



# Social leaders participating in the SBA 4<sup>th</sup> Edition

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1. Katarzyna Batko-Tołuć, WatchDog Polska
2. Kasia Czayka-Chełmińska, Fundacja Szkoła Liderów
3. Irena Dawid-Olczyk, Fundacja La Strada
4. Marcin Drewniak, Beata Sierocka, CPES Parasol
5. Paweł Jordan, BORIS / FORUM ONI
6. Witold Klaus, Stowarzyszenie Interwencji Prawnej
7. Adrian Kowalski, Fundacja Ulica
8. Celina Maciejewska, Fundacja Subvenio
9. Jan Młynarczyk, Fundacja Arkadia
10. Adrian Migoń, Youth Business Poland
11. Teresa Ogrodzińska, Fundacja J.A. Komeńskiego,
12. Maria Schejbal, Stowarzyszenie Teatr Grodzki
13. Bohdan Skrzypczak, Centrum Aktywności Lokalnej
14. Edward Szeliga, Fundacja Pomost
15. Jacek Strzemieczny, Centrum Edukacji Obywatelskiej
16. Katarzyna Winkowska-Nowak, Stowarzyszenie Rose/Fundacja Akces
17. Jacek Zawadzki, Fundacja F43

*We appreciate our mentor's support and his presence in our endeavors. Thanks to him we acquired many new contacts., the ability to **take a different perspective** and feel that it is worth fighting for.*

Maria Schejbal, Stowarzyszenie Teatr Grodzki

Maria Schejbal, Stowarzyszenie Teatr Grodzki

perspective and feel that it is worth fighting for.

# PSIK Professionals participating in the SBA 4<sup>th</sup> Edition

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1. Andrzej Bartos, Innova Capital
2. Tomasz Głowacki, Riverside
3. Erik Hallgren, Equitin
4. Stanisław Knaflewski
5. Konrad Korobowicz, Capital Partners
6. Jacek Korpała, ARX Equity Partners
7. Krzysztof Krawczyk, CVC Capital Partners
8. Krzysztof Kulig, Innova Capital
9. Paweł Maj, Skyline
10. Piotr Misztal, Value4Capital
11. Monika Morali-Majkut
12. Alex Neuber, Abris Capital Partners
13. Paweł Padusiński, Mid Europa Partners
14. Dariusz Pietrzak, Enterprise Investors
15. Jacek Pogonowski, Value4Capital
16. Dariusz Prończuk, Enterprise Investors
17. Tomasz Stamirowski, Avallon

## **SBA Mentors engaged with former SBA participants who are supported by the Valores Foundation:**

1. Małgorzata Bobrowska-Jarząbek, Resource Partners
2. Zbigniew Lapinski, 3TS Capital
3. Khai Tan, Bridgepoint

*Contact with our mentor is a fantastic experience. Very developmental.*

Irena Dawid-Olczyk, Fundacja La Strada

Irena Dawid-Olczyk, Fundacja La Strada

# Summary of engagements in the SBA IV<sup>th</sup> Edition

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# Monika Morali-Majkut (formerly Advent International)

## Witold Klaus, Stowarzyszenie Interwencji Prawnej, Warszawa

*The pairing has been working in SBA II, SBA III and SBA IV*

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### NEED

- Working out a concept for a new program devoted to migration.
- Improvement of marketing and communication policy of the organization.

### RESULTS

- Fundraising process was launched and a fundraising officer was hired.
- A new flagship program– Laboratorium Migracji – was launched. The program is aimed at delivering information on migration and integration of foreigners.
- New internet site of SIP was launched.



**Advent International** is one of the largest and most experienced global private equity firms. With offices on four continents, has established a globally integrated team of over 190 investment professionals, focused on buyouts and growth equity investments in five core sectors.

<https://www.adventinternational.com>

**S**towarzyszenie Association  
**I**nterwencji For Legal  
**P**rawnej Intervention

### **Association For Legal Intervention (SIP)**

is a professional non-profit organization (established in 2005) with the aim of combating social exclusion through provision of free legal advice to people whose rights and freedoms are threatened or violated and raising legal and civil awareness in the society. Their activity focuses on support, information and policy. <http://interwencjaprawna.pl>

## Andrzej Bartos, Innova Capital

## Jacek Strzemieczny, Centrum Edukacji Obywatelskiej (CEO)

*The pairing has been working in SBA II, SBA III and SBA IV*

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### NEED

- Introducing structural changes in CEO and a management succession within the organization.
- Improvement of internal and external communication.

### RESULTS

- Recruitment of a managing director.



**Innova Capital** is a leading mid-market private equity firm in Central Europe. Founded in 1994 Innova raised the first major CEE fund comprising entirely private capital. Since then Innova has invested almost € 600m, in >40 companies, across 10 countries in the region. In 2010 Innova won the CEE fund of the year award presented by unquote magazine for its fifth fund Innova/5. [www.innovacap.com](http://www.innovacap.com)



**Center for Citizenship Education** established in 1994 is a non-governmental educational foundation. CEO promotes civic knowledge, practical skills and attitudes that are necessary for building of a democratic state founded on the rule of law and civil society. CEO also operates a non-profit teacher-training institute registered with the Ministry of Education and Sports. <http://www.ceo.org.pl/>

## Erik Hallgren, Equitin

## Katarzyna Batko-Tołuć, WatchDog Polska, Warszawa

*The pairing has been working in SBA II, SBA III and SBA IV*

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### NEED

- Securing sustainable funding for the organization.
- Develop commercial offer for potential clients
- Strengthening the online presence and social media

### RESULT

- Commercial offer has been developed and had trial presentations in front of potential clients
- Significant work has been done around the organization's social media presence



**Equitin** is an investment company focused on developing market leaders in Poland. It is structured as an evergreen investment and holding company. All the Partners have a documented, successful track record on the Polish market. Equitin invests in dynamic SMEs with a strong EBITDA and proven business model. It focuses on service sectors where we have in-depth experience from the last 20 years; notably education, financial & business services, healthcare and niche consumer products & services. <https://equitin.pl/>



**Citizens' Network Watchdog Poland** - an independent, non-profit, apolitical public benefit organization. It works in favor of spreading the idea of good governance. The activities of the organization are all connected with the organization's main focus which is access to public information, influencing policy making by citizens and making authorities accountable, as well as introducing the notion of civic oversight into the mainstream understanding of democratic society. <http://siecobywatelska.pl>

# Tomasz Głowacki, Riverside

## Marcin Drewniak, Beata Sierocka, CPES Parasol, Kraków

*The pairing has been working in SBA III and SBA IV*

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### NEED

- Introducing strategic planning into the management team
- Reorganization of the current management
- Consideration of different ideas towards financial sustainability

### RESULT

- Revision of financial plans of the Bistro Café project and securing financial sustainability.



*Riverside*

**The Riverside Company** is a global private equity firm focused on acquiring growing businesses valued at up to \$300 million (€200 million in Europe). Since its founding in 1988, Riverside has invested in more than 380 transactions. The firm's international portfolio includes more than 75 companies.

<http://www.riversidecompany.com/>



**Center for Prevention and Social Education PARASOL.** The mission of CPES is to spread knowledge about social problems and preventive activities in this field. The main field of activity is street work. It is conducted in an open environment, such as streets, courtyards, squares. CPES was a pioneer of these activities in Poland. Employees reach recipients of the program and conduct educational activities, notify forms of available assistance and other support in difficult situations.

[www.parasol.org.pl](http://www.parasol.org.pl)

# Konrad Korobowicz, Capital Partners

## Teresa Ogrodzińska, Fundacja J.A.

## Komeńskiego, Warszawa

*The pairing has been working in SBA III and SBA IV*

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### NEED

- Revision of the commercial potential of the Foundation and ideas for income generation
- Marketing and online issues

### RESULT

- Verification of the mission and vision of the foundation
- Launching a new logo and a website of the organization.



CAPITAL  
PARTNERS

Since 2002, **Capital Partners** consequently created value, supporting Polish companies in their growth, competitiveness and innovativeness. As an investor, CP not only deliver the equity, but also provide active assistance during key decisions and business processes. CP's long-term presence in the capital and private equity market, along with extensive financial and business know-how enables to introduce efficient solutions, securing stable and rapid growth of enterprises.

<http://www.tficp.pl/>



The **Komenski Foundation** has been established to create the best possible conditions for children to build their own self-esteem, to develop self-reliance and creativity, and to inspire their natural curiosity. Foundation is particularly concerned with the wellbeing of those children who are less likely to get a good start in adult life because they come from small communities, and from economically and culturally disadvantages backgrounds. Foundation is promoting modern educational approaches and high educational standards.

<http://www.frd.org.pl/>

## Piotr Misztal, Value 4 Capital

## Maria Schejbal, Stowarzyszenie Teatr Grodzki, Bielsko-Biała

*The pairing has been working in SBA III and SBA IV*

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### NEED

- Analysis of funding sources for the reconstruction of the Integrated Theater in Bielsko-Biała
- Preparing offers for potential funders

### RESULT

- Carrying out effective fundraising campaign



**Value4Capital** is a private equity firm focused on investments in mid-market Central European companies. V4C became independent in late 2011, when it spun-out of Amundi Private Equity Funds (formerly SGAM). It is owned by its three Partners, who have worked together since 2007. V4C buys-out investments in established companies in Poland and the other EU member states of Central Europe. It looks for opportunities to build the business, organically and by subsequent acquisitions, with the aim to create sector leaders.

<http://value4capital.com/>



**The Bielsko Artistic Association Grodzki Theatre** was founded in 1999 in the town of Bielsko-Biała the association groups artists, pedagogues and culture promoters engaged in artistic work with children, teenagers, adults and the elderly from the socially excluded groups. The latter include physically and mentally disabled persons, people with learning disabilities, children and youths from families at risk, young offenders, victims of alcohol and drug addictions, senior citizens, and all those alienated from the mainstream of social and cultural life.

<http://www.teatrgrodzki.pl/>

## Alex Neuber, Abris Capital Partners

## Katarzyna Winkowska-Nowak, Stowarzyszenie Rose/Fundacja Akces, Warszawa

*The pairing has been working in SBA III and SBA IV*

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### NEED

- Ensuring financial independence for the organization
- Improvement of internal structures in terms of quality and effectiveness management.
- Marketing and improvement of the brand recognition

### RESULT

- A new person has been hired to support in operational and admin work for the organization
- Ideas for commercial activities have been thoroughly explored



**Abris Capital Partners** is a leading independent private equity fund manager focused on mid-market opportunities in the major countries of Central & Eastern Europe. Abris was established in 2006, its founders convinced that the growing maturity of the CEE economies would create an unprecedented period of growth in the number and quality of the region's mid-market companies. <http://www.abris-capital.com/>

**The Aim Of The Rose Association** is to promote education and social activity, equalizing educational opportunities, introducing innovative teaching methods, increase the competence in the use of information technology, community development, development of social ties and willingness to cooperate, increasing entrepreneurship and subjectivity, and to facilitate access to modern knowledge and achievements of modern civilization. <http://www.rose.org.pl/>

## Tomasz Stamirowski, Avallon

## Celina Maciejewska, Fundacja Subvenio

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### NEED

- Development of the organization and improving the team structure
- Marketing and profile challenges

### RESULT

- Starting activities devoted to team management and personnel changes
- Restructuring of the organization



**Avallon** is an independent Polish company that manages private equity funds. The owners of the company are managing partners of the Avallon MBO Fund, which ensures speed and independence in making investment decisions. Avallon Management Company has years of experience in the execution of transactions together with managers – Management Buy-Outs (MBOs). Since 2001 it has participated in 70 MBO transactions and is considered a pioneer of this market in Poland. Avallon Partners have been involved in the area of capital investment since 1993.

<http://www.avallon.pl/>



**Subvenio Foundation** established in 2012, gathers crisis intervention specialists, psychologists, psychotherapist, lawyers, physicians and psychiatrists. The foundation is aimed at assisting individuals in a crisis. It offers pro bono psychological, legal and financial help especially to socially excluded groups. <http://subvenio.org.pl/>

# Stanisław Knaflewski

## Adrian Migoń, Youth Business Poland

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### NEED

- Structuring of the top-level organization – defining the role and composition of the Supervisory Board

### RESULT

- Fine-tuning the fundraising and impact measurement approach



**Youth Business Poland (YBP)** is a part of youth business international, a global network of independent non-profit initiatives operating YBP was launched in 2006, and now operates as part of the technologic incubator foundation, FIT. It is organized together with coaching center. YBP helps young entrepreneurs get started up in business through a professional mentoring and training programme.

<http://ybp.Org.Pl/>

# Paweł Padusiński, Mid Europa Partners

## Jacek Zawadzki, Fundacja F43

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### NEED

- Improving organizational and marketing issues

### RESULT

- Launching a new name for the organization: from F43 Foundation to F43 Foundation
- Tailoring scope of activities to the organization needs and broadening it from military veterans to other PTSD affected people.



**Mid Europa Partners** Mid Europa is a leading buyout investor, focused on the growth markets of Central and South Eastern Europe with approximately €4.3 billion of funds raised and managed since inception. Established in 1999, Mid Europa has pioneered private equity in the region with offices in Budapest, Istanbul, London and Warsaw [www.mideuropa.com/](http://www.mideuropa.com/)



**Fis** is focused on serving veterans and other uniformed services officers e.g. Policemen, firemen and prison guards. It uses empirically proven healing impact of contact with dogs for victims of trauma. <http://www.f43.org.pl/>

# Jacek Pogonowski, Value4Capital

## Edward Szeliga, Fundacja Pomost

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### NEED

- Developing a business model of the organization and improving its management
- Improving budget management and business planning within the organization

### RESULT

- Achieving stability of the Foundation
- Improving accounting and implementing cash control in the Foundation



**Value4Capital** is a private equity firm focused on investments in mid-market Central European companies. V4C became independent in late 2011, when it spun-out of Amundi Private Equity Funds (formerly SGAM). It is owned by its three Partners, who have worked together since 2007. V4C buys-out investments in established companies in Poland and the other EU member states of Central Europe. It looks for opportunities to build the business, organically and by subsequent acquisitions, with the aim to create sector leaders.  
<http://value4capital.com/>



**Fundacja Pomost** engages in the rehabilitation of prisoners and their re-integration into society using pre-release workshops and resocialization model developed by KUL (Catholic University of Lublin). The activities are carried out with the cooperation of specialists in the field of addiction therapy, psychology, curators and people who have had to stay in prison, are addicted but sober. Pomost runs also a shelter for former prisoners.  
<http://pomost4.webnode.com/>

# Krzysztof Krawczyk, CVC Capital Partners

## Adrian Kowalski, Fundacja Ulica

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### NEED

- Redefining the scope of activities of the organization
- Diversifying sources of income

### RESULT

- Narrowing the list of activities to those strategically important for the Foundation. Launching a project „ Ambassador of the Impossible”
- Identifying and getting support of commercial donors



**CVC Capital Partners.** CVC Capital Partners is one of the world’s leading private equity and investment advisory firms. Founded in 1981, CVC today employs over 420 people throughout Europe, Asia and the US. The CVC team's local knowledge and extensive contacts underpin a proven 35-year track record of investment success. CVC manages capital on behalf of over 300 institutional, governmental and private investors worldwide. Over the years, CVC has secured commitments of more than US\$71 billion in funds from investors (including CVC Credit Partners). <http://www.cvc.com/>

**Fundacja Ulica** , established in 2006, sponsors children and youth through social reintegration programs for those excluded by, or at risk of, social exclusion. [www.fundacjaulica.pl](http://www.fundacjaulica.pl)

## Paweł Maj, Skyline

## Katarzyna Czayka-Chełmińska, Fundacja Szkoła Liderów

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### NEED

- Development of a new business model for the Foundation

### RESULT

- Implementation of a solution for the internal organizational structure
- Building a basis for the development of economic activities, namely sale of services (training, coaching and tutoring)



**Skyline Investment** is a Polish investment group, established in 1997, specialised in PE / VC investments as well as in financial advisory services [www.skyline.com.pl/](http://www.skyline.com.pl/)



**Fundacja szkoła liderów** was founded in the summer of 1994 by the initiative of dr Zbigniew A. Pełczyński. Our mission is to support the development of civil society through training and support of leaders who perform their activities within the public sphere in NGOS, local government institutions and political parties. The participants of our programs are the people of different political and social backgrounds.

<http://www.szkoła-liderow.pl/>

# Dariusz Prończuk, Enterprise Investors

## Irena Dawid-Olczyk, Fundacja La Strada

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### NEED

- Changing the foundation's legal structure to allow to undertake income generating activities.
- Assessment of the funding situation and exploring potential for for-profit activities.

### RESULT

- Introducing changes in the statute to allow for new activities.
- Developing marketing tools for the organization and testing it with potential supporters.
- The team has been constantly challenged by its mentor to leave their comfort zone and try new approaches in fundraising and strategic thinking.



Enterprise Investors

**Enterprise Investors** is the oldest and one of the largest private equity firms in Central and Eastern Europe. We specialize in mid-market succession-driven buyout transactions and provision of expansion financing to high-growth enterprises across a range of sectors. Active since 1990, we have raised eight funds with total capital exceeding EUR 2 billion. These funds have invested EUR 1.7 billion in 137 companies. [www.ei.com.pl](http://www.ei.com.pl)



**Fundacja La Strada** focuses on fighting human trafficking and slave labor by identifying victims, offering legal and psychological help and raising awareness. <http://www.strada.org.pl/>

# Dariusz Pietrzak, Enterprise Investors

## Paweł Jordan, Boris / Forum ONI

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### NEED

- Structuring the “Safe Future” project (in-depth assistance for persons with intellectual disabilities) in such a way , that it can successfully compete for external funding

### RESULT

- Development of the implementation approach for the Safe Future Project
- Assistance in preparing fundraising presentations and materials
- Advanced discussions with sources of capital that can provide highly needed funding



**Enterprise Investors** is the oldest and one of the largest private equity firms in Central and Eastern Europe. We specialize in mid-market succession-driven buyout transactions and provision of expansion financing to high-growth enterprises across a range of sectors. Active since 1990, we have raised eight funds with total capital exceeding EUR 2 billion. These funds have invested EUR 1.7 billion in 137 companies. [www.ei.com.pl](http://www.ei.com.pl)



**Boris** is an independent non-governmental organization, which supports all kinds of civic activities - including NGOs and social initiatives - in their efforts for the public good. The main objective of its activities is to increase the efficiency of solving social problems through good use of opportunities and strengths inherent in society. <http://boris.org.pl/>

# PSIK – Polish Private Equity and Venture Capital Association

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PSIK gathers private equity/venture capital investors active in Poland. PSIK's **53 Full Members** comprise private equity fund managers engaged in making capital investments into private companies in Poland and throughout the CEE region. These firms have **EUR 14 billion** of capital for investment and to date have invested over **EUR 6.5 billion into more than 1100 companies in Poland**. PSIK's **59 Associate Members** include legal firms, banks, consultancy and advisory firms that provide services to and support the Polish private equity industry.

The mission of PSIK is to promote and develop the private equity and venture capital industry in Poland, and to represent the interests of the Polish private equity and venture capital community in Poland and abroad.

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