



NESsT Venture Fund

A philanthropic investment fund for social enterprise development

Investment Brief: Hungary

Csoport-téka Association

www.csoportteka.hu

Location: Budapest, Hungary

Sector: Unemployment and youth

Stage: First year, later-stage portfolio

Organizational Information

Date Founded: 2001

Annual Budget: US\$ 93,000

Employees: 8 full-time, 2 volunteers

Mission: Csoport-téka works for the employment and integration of people with disadvantages in the labor market, such as those who are long-term unemployed, young graduates, Roma people, people with disabilities, and young mothers.



Social Challenge: Unemployment in Hungary averages 11.4 per cent in 2010. The employment rate is extremely low among youth between 15-25 and disadvantaged groups in general. After facing long periods of unemployment, these groups suffer from a loss of skills and difficulty with integration, as well as other social problems.

Social Enterprise Overview

Description: Csoport-téka offers high-impact, replicable employment services for individuals who often face multiple disadvantages in the labor market.

Social Impact Goal: Help unemployed people to learn techniques and develop skills that will enable them to find work. Csoport-téka aims to reach 500 unemployed people and provide them with individual mentor-

ing services in 2010. It intends to maintain its outstanding 30% success rate in helping them find permanent employment. Csoport-téka plans to hold at least 4 trainings for social workers to replicate its high-impact employment services.

Financial Goal: Increase sales of services in 2010 by at least 40% to generate income that will enable it to employ 3 more employees. Increase percentage of revenues from social enterprise from around 70% to 80% of the total budget of the organization.

NESsT Investment

Overall Support to Date:
Capacity-building: US\$ 7,750

Support Needed from NESsT:
Financial: US\$ 10,000
Capacity-Building: US\$ 7,500

In 2010, NESsT is providing Csoport-téka Association with funding and capacity-building support to:

1. Refine and implement its business plan.
2. Refine and implement product and sales strategy.
3. Develop and implement a customer relations management system, create a database of potential clients.

4. Assist in improving human resource management system, including work-flow planning and new hires.
5. Assist in strategic planning and in the development of an active and efficient Board.
6. Assess impact of social enterprise on mission and values.
7. Measure and monitor social impact and financial return on investment.

In addition to workshop participation, NESsT will meet periodically with Csoport-téka management one-on-one to review performance and determine how to strengthen the enterprise and facilitate direct consulting and financial support from BAN members and other experts.