

List of main projects – Design and provision of business development and Investment Readiness Programs for SE

The Change Foundation							
Name of the project	Objectives	Services provided	Results	Role of the organisation	Partners	Location	Costs
PROMYANATA Incubator for Social Entrepreneurs (2015 – 2020)	<ul style="list-style-type: none"> <li>To support early stage social entrepreneurs to develop and scale their innovations, solving pressing social issues for children and youth</li> <li>Within 3 to 5 years in the Incubator SEs to have proven their impact, become financially sustainable, established a strong leadership and team, and to have initiated scale of their impact</li> <li>To develop a community of social entrepreneurs</li> </ul>	<ul style="list-style-type: none"> <li>Capacity building program with focus on: Effective solution, Financial Sustainability, Leadership and team, Impact Scaling and System Change. This support is offered through instruments and meetings for strategic planning, business mentorship program, peer to peer support from the other SEs in the Incubator</li> <li>A network of selected social entrepreneurs, business, NGO and institutional partners</li> <li>Seed funding</li> </ul>	<ul style="list-style-type: none"> <li>26 early stage social entrepreneurs supported in total since 2014.</li> <li>In 2019, compared to 2018, 75% of the SE's have attracted more funds, 83% have supported more children, 50% have increased their teams, 67% have increased their footprint.</li> <li>22 % of the SEs share that they would have developed far or significantly less, 88% - somewhat or little less without the support of the Incubator</li> <li>89% of the SEs state that the Incubator has helped them develop significantly in the field of effective solution, 86% - in the field of financial sustainability, 100% - in terms of leadership and team, 86% in terms of impact scaling.</li> </ul>	Co-founder – responsible for the search and selection, grant management, design of the whole program, capacity building activities, training and supporting mentors, impact analysis	Nova Broadcasting Group – co-founder of the initiative. Provides all the funding for the initiative, employee engagement and media support.	SE in the following locations in Bulgaria were supported: Sofia, Plovdiv, Varna, Vratsa, Veliko Tarnovo, Burgas	80 000 Euro per year for seed funding and program activities

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		<ul style="list-style-type: none"> <li>● Visibility and media support</li> </ul>					
PROMYANATA Pre-Incubator for Social Entrepreneurs (2015 – 2019)	<ul style="list-style-type: none"> <li>● To support early stage SE to get investment ready for the Incubator of The Change Foundation</li> <li>● To support the development of the SEs in terms of: effective solution, financial sustainability, pitching</li> <li>● To create a community of SE</li> </ul>	<ul style="list-style-type: none"> <li>● A 9-modules training program with modules for: Effective solution and Impact Management, Business Modelling, Financial Modelling, Children’s rights, Impact Scaling, Pitching</li> <li>● Visibility for the SEs provided through media partnerships</li> </ul>	<ul style="list-style-type: none"> <li>● 82 early stage SEs supported in total since 2015</li> <li>● Out of them 21 evaluated as investment ready for support in the Incubator</li> <li>● In 2019 88% of the participants stated the Pre-Incubator has support significantly the overall development of their organizations, 88% - to improve their business model, 88% - their social solution</li> <li>● 100% would recommend the program to other SEs</li> </ul>	Lead organiser – responsible for the selection, the design of the overall program, design and delivery of 3 of the modules and co-design together with external trainers of the other 6 modules	<p>Nova Broadcasting Group – co-founder and donor</p> <p>The Business Institute - design and delivery of workshop and mentoring on “Business Modelling for Social Entrepreneurs” with practical assignments based on participants’ social business ideas with follow-up mentoring</p>	The program’s activities were based in Sofia. The SE’s supported are from cities all over Bulgaria.	4 000 Euro for rent, trainers, travel costs and materials,
Social Innovation Fund (2015 – 2020)	To support, through social-entrepreneurial initiatives that have a sustainable business model and that create social change in Bulgaria, especially for underprivileged people	<ul style="list-style-type: none"> <li>● Seed funding</li> <li>● Mentorship program with the participation of ING’s employees</li> </ul>	<ul style="list-style-type: none"> <li>● 9 early stage social entrepreneurs supported</li> <li>● 18 employees of ING engaged as mentors</li> <li>● One 4-hour training for the mentors organised annually</li> </ul>	Partner – recommends SEs, grant administration, mentorship training and support	ING Bank, branch Sofia – founder of the initiative. Provides funding, mentorship support	SE in the following locations in Bulgaria were supported: Sofia, Varna	25 000 Euro per year for seed funding, administration and mentorship support

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<p>Project "Transfer of Innovative Practices for Enhancing the Social Impact from the Activity of Social Entrepreneurs" (2017-2018)</p>	<ul style="list-style-type: none"> <li>• To research, pilot and transfer in Bulgaria innovative practices for support of social entrepreneurs in regard to: impact management, organisational growth and impact scaling, system change</li> </ul>	<ul style="list-style-type: none"> <li>• Research of the organizational capacity of early stage SE</li> <li>• Study visit with 10 SE to Stockholm – exchange of experience with 8 Swedish SE and experts</li> <li>• 4 Seminars for early-stage SE on impact management, organisational growth and impact scaling and system change</li> <li>• 15 Individual consultations with SE on the three topics of the project</li> <li>• Organisation of the International conference Partnering for Change</li> </ul>	<ul style="list-style-type: none"> <li>• 41 social entrepreneurs in total supported</li> <li>• 77% of the participants have improved their performance in impact management – 66% - in organisational growth and impact scaling, 33% - in system change</li> <li>• The two-day international conference "Partnership for Change" brought together 40 guest speakers from the business, institutional and NGO sector from 9 European countries and 200 guests – early stage and concept phase SE.</li> </ul>	<p>Lead applicant: responsible for the design, implementation and administration of the project</p>	<p>Reach for Change Sweden – partner, shared expertise and methodology</p> <p>The project was funded by OP Human Resources Development' 2014-2020, co-financed by the EU through the European Social Fund.</p>	<p>The program activities were based in Sofia and Stockholm. The SE's supported are from cities all over Bulgaria</p>	<p>99 941.74 Euro for administration, program work, logistics, travel expenses, communication</p>
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<p>Accelerator and Incubator for early stage SE in the field of Education (2018- 2019)</p>	<ul style="list-style-type: none"> <li>● To help teachers and alumni of Teach for Bulgaria further develop their knowledge, skills, and capacity in order to start successful businesses dedicated to various social causes</li> </ul>	<ul style="list-style-type: none"> <li>● Five trainings in the Accelerator program, focused on: Impact Management, Business Modelling and Fundraising</li> <li>● Meetings for strategic planning and coaching sessions</li> </ul>	<ul style="list-style-type: none"> <li>● Two editions of the Accelerator with 20 participants</li> <li>● One-year support in the Incubator with 3 SE. They have shown development in the fields of Effective Solution, Financial Sustainability and Leadership and Team. 66% have increased the number of children they work with and attracted financial resources.</li> </ul>	<p>Partner – responsible for the design and the delivery of the overall program</p>	<p>Teach for Bulgaria – founder and donor of the programs. Responsible for the co-creation of the programs, the selection of the participants and administration.</p> <p>The Business Institute - responsible for the design and the delivery of the Business Modelling for Social Entrepreneurs workshop</p>	<p>The activities were held in Sofia, and the SE were from all around Bulgaria</p>	<p>30 000 Euro for program work, trainers, administration</p>
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