



Investment Brief

# NESsT Venture Fund

A philanthropic investment fund for social enterprise development

Investment Brief: Hungary

## Bárka Alapítvány

[www.larche.hu](http://www.larche.hu)

**Location:** Dunaharaszti, Hungary  
**Sector:** people with intellectual disabilities  
**Stage:** Early-stage portfolio



### Organizational Information

**Date founded:** 1991  
**Annual Budget:** US\$ 170,000  
**Employees:** 12 full-time, 4 part-time

**Mission:** Bárka works to promote the social integration and acceptance of people with intellectual and combined disabilities through community development, creative workshops, day programs and housing provision.

**Social challenge:** According to the Central Statistical Office, about 6% of the Hungarian population lives with some kind of disability. Only one out of ten people living with disabilities have a job, compared to four out of ten disabled working in the EU. The social acceptance and sustainable livelihood of people with disabilities is further exacerbated by their public perception in Hungary.

### Social Enterprise Overview

**Social enterprise:** Building on their existing sheltered workshop, Bárka is launching a social enterprise to develop and market a high quality, designer product line of unique home decoration and gift items - such as candles - created by people with intellectual disabilities.

**Social Impact Goal:** Bárka strives to improve the perception of people with disabilities and provide them with regular employment opportunities. It promotes their ability to support themselves and lead independent lives, while allowing them to explore and demonstrate their own creative talents, contributing to the enterprise's product lines.

**Financial Goal:** Financially strengthen Bárka's other programs that benefit the intellectually disabled.

### NESsT Investment

**Overall Financial Support to Date**  
US\$ 10,000

**Financial Support Needed (year two)**  
US\$ 10,000

**Capacity-Building Support (year one)**  
Valued at US\$ 7,500

NESsT is providing the following capacity-building assistance to Bárka as a new member of its later-stage portfolio:

1. Develop marketing, promotion and sales strategy, especially targeting the corporate gift market.

2. Develop financial, management, reporting and performance systems.

3. Improve customer relations management, including the design of a sales database.

4. Strengthen organizational structure and entrepreneurial culture, enhance internal communications as well as stakeholder relations.

NESsT will meet one-on-one with Bárka management on an ongoing basis to review performance and determine how to strengthen the enterprise. NESsT will also facilitate consulting and financial support from members of the NESsT Business Advisory Network (BAN). Bárka leadership will attend portfolio workshops every trimester where they will also interact with NESsT BAN members and other experts directly.

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