



Investment Brief

NESsT Venture Fund

A philanthropic investment fund for social enterprise development

Investment Brief: Romania

ACSIS - Asociatia pentru o Comunitate Solidara si Interventie Sociala

www.acsis.ro



Location: Bucharest, Romania
Sector: Children's rights, support for at-risk families
Stage: First year, later-stage portfolio

Organizational Information

Date founded: 2004
Annual Budget: US\$ 109,000
Employees: 3 full-time, 20 volunteer

Mission: ACSIS seeks to keep families together and prevent the abandonment of children by providing new parents with support and assistance, including

counseling, training and employment.

Social challenge: According to UNICEF, at least 9,000 infants are abandoned by their parents every year in Romania as a result of poverty and social exclusion. Many more children grow up in at-risk conditions because their families face economic and social difficulties and are unable to obtain the support they need to provide a nurturing and safe environment.

Social Enterprise Overview

Description: ACSIS assists at-risk mothers in becoming financially independent by training and employing them in its textile toy production workshops. NESsT is providing support that is enabling ACSIS to expand its social enterprise and tap into a market with high potential: large companies with corporate social responsibility (CSR) programs, who gear their purchases around socially responsible products such as those of ACSIS.

Social impact goal: The goal of the ACSIS toy production workshop is to provide skill training and employment to beneficiaries and generate untied revenues to improve the organization's financial sustainability and increase the social impact of its programs. These programs include support and counseling services for mothers and their children.

Financial goal: The goal of the social enterprise is to secure an independent source of income and generate 11% of total organizational revenues within 5 years.

NESsT Investment

Overall Financial Support to date: US\$ 12,500

Financial Support Needed (Year 2): US\$ 10,000

Capacity-Building Support (Year 2): Valued at US\$ 7,500

NESsT has evaluated ACSIS's business plan and is providing the following capacity-building assistance as part of the later-stage process:

1. Organizational capacity building, in particular the development of a human resource strategy to improve production capacity, training, design innovation and quality assurance.

2. Marketing and promotional strategy and its implementation.

3. Implementation of a management information system (MIS), with particular emphasis on tracking key financial data.

NESsT will hold one-on-one meetings with ACSIS management at least three times per year to review the social enterprise's performance and determine how to strengthen it. NESsT will also provide ACSIS with advisory services and financial support from members of the NESsT Business Advisory Network (BAN), and also arrange a mentoring relationship with a member of this BAN. ACSIS leadership will attend NESsT portfolio workshops every trimester where they have additional opportunities to interact with NESsT BAN members and other experts directly.