



get up! Start up

your cultural idea
in the Adriatic countries

startupschool.ecapital.it

ecapital
Culture
Adriatic Start-up School

“A winner is simply a dreamer
who never gave up”

[Nelson Mandela]

It is a pleasure for me to submit you the third edition of ECAPITAL CULTURE - Adriatic Start-Up School.

This Adriatic-Ionian Macro Region project is a unique experience in Europe and it is promoted and financed by Fondazione Marche, Regione Marche, Università Politecnica delle Marche, Chamber of Commerce of Ancona and City of Ancona.

The main purpose of the project is the economic development of cultural tourism in that Area, throughout the creativity and resourcefulness of young people who want to set up a business.

The cultural heritage of the Adriatic Macro Region offers the opportunity to develop innovative start-ups that can attract cultural tourism and general economic value.

A handwritten signature in dark ink, appearing to read 'Mario Pesaresi', with a stylized flourish at the end.

Mario Pesaresi
(President Ecapital Culture)

Have
a business idea

on cultural field?

17 YEARS OF SUCCESS

Ecapital Culture takes inspiration from Ecapital Business Plan Competition, which since 17 years promotes the creation of innovative enterprises in the Marche region (Italy), involving young university students in the launch of business projects.

More than 100 enterprises were born thanks to this project, involving more than 700 young workers.

CANDIDATES 30 young future entrepreneurs coming mainly from the 8 countries of the Adriatic-Ionian Macro Region: Albania, Bosnia and Herzegovina, Croatia, Greece, Italy, Montenegro, Serbia, Slovenia.

TOPICS Archeological Sites, Architecture, Events, Food, Live Performance, Movies, Museum, Music, Publishing, Theme Parks, Visual Arts.

DURATION 2 months (1st October - 30th November 2018)

VENUE LOCATION Mole Vanvitelliana _ Ancona _ Italy



Aim

Ecapital Culture is a training path oriented to the development of innovative start-up working in the cultural tourism field and aimed to enhance the cultural heritage of the Adriatic-Ionian Macro Region.

The primary objective of the project is to create the conditions so that the young people, especially from the countries of the Adriatic-Ionian Macro-Region, making use of their skills and their creativity, can achieve their own business idea.

The project represents a real opportunity to develop the economy of this area and to increase professional employment with start-up creation.

The School

TUTORS:

Ecapital Culture is above all an educational experience, which helps young people to develop their own business ideas in the field of culture, allowing an important link between the academic and institutional world and the business and financial one.

the participants will be supported by tutors during the whole training path. The tutors, professionals with experience in the start-up development, will follow each participant providing guidelines for the translation of the business idea into a business reality.

TEACHERS:

the teachers are specialized for over 40 years in training in the areas of business management, marketing and human resources. The teachers will develop themes such as business models and organizational systems of cultural enterprises, tourism marketing, business management and budgeting.

TESTIMONIALS:

during Ecapital Start-up School are planned lectures and coaching sessions by testimonials of successful international case history in the field of cultural tourism. The testimonials will be accomplished managers of consolidate cultural enterprises, but also entrepreneurs of innovative start-ups in the various fields of cultural tourism.

Training

The training is designed to provide a mix of theoretical aspects and the development of practical skills.

TRAINING MODEL

lectures 40%

- > enterprise & entrepreneurship
- > marketing & market analysis
- > corporate finance



business planning 30%

- > business plan implementation
- > co-working space



business idea validation 10%

- > market research
- > minimum viable product



case history coaching session 20%

- > case history presentation/
- > coaching session



Modules

The training is developed in 3 different modules:

MODULE 1

ENTERPRISE AND ENTREPRENEURSHIP

- > Business Model Definition
- > Start Up Management
- > Organization and People Management

MODULE 2

MARKETING AND MARKET ANALYSIS

- > Market Research
- > Marketing Plan
- > Value Proposition

MODULE 3

CORPORATE FINANCE AND FISCAL ASPECTS

- > Accounting
- > Financial Plan
- > Fundraising

how to apply

Terms

Visit startupschool.ecapital.it and fill the on-line application form.

Registrations will be opened from 28th May to 31st July 2018.

You will be asked to give your personal data, to send your CV and identity document's copy and to present your own business idea to create a start-up aiming to promote the cultural heritage of the Adriatic-Ionian Macroregion.

Each scholarship worth a total of € 5,000, includes:

- > training course attendance from 1st October 2018 to 30th November 2018, at the Start-Up School of Ancona
- > room and lodging (in a shared facility) for 9 weeks.

The scholarships are covered by the promoters and sponsors.
Therefore participation will be totally free for those admitted.

Admission requirements

The applications received within 31st July 2018, will be evaluated by a Scientific and Technical Committee.

The Committee will assess the applications on the basis of 3 criteria:

- > CV and English knowledge
- > quality of the presented business idea
- > comfort letter

At the end of the school, all participants will be allowed to present their ideas during a final event, in front of a representation of the world of business and finance.

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Ecapital Organizing Secretariat
T +39 071 2071411 _ Fax +39 071 2075629 _ aim@ecapital.it
www.ecapital.it