

Blending Ideas Across Borders:

Relationship number: RLT243844

Period of Exchange: From 8 November 2024 to 22 December 2024 and from 6 January 2025 to 22 March 2025 (4 months)

Brief introduction (max. 1000 characters):

Denise Anna Maria Sbrandolino (Italy), a would-be entrepreneur in the enogastronomic sector, took part in the EYE programme to gain first-hand experience in running a sustainable food and wine business. She was hosted by Sara Lenzi (Belgium), owner of "Entre Nous", a restaurant focused on ethical sourcing and local products. The two met through the EYE platform. Sara, having benefited from Erasmus herself in the past, wanted to give back by mentoring a new entrepreneur. Denise, in turn, was eager to gain practical skills in an international context and engage with professionals in her target field. Their exchange was aimed at sharing knowledge, expanding networks, and fostering a deeper understanding of sustainable business practices.



Activities undertaken (max. 1000 characters):

During the four-month exchange, the entrepreneurs collaborated intensively. In the first month, they analyzed and discussed drink and wine lists, and exchanged contacts of local producers. In month two, they focused on food-wine/beer pairings, administrative procedures, and sustainability practices. The third month was dedicated to refining business plans and discussing event opportunities. The final phase involved connecting with suppliers and co-hosting culinary events. Their collaboration culminated in the co-creation of menus and wine lists, both for Denise's future business and Sara's restaurant, reflecting a truly mutual and hands-on experience.

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New Entrepreneur:

Name & surname: Denise Anna
Maria Sbrandolino

Country: Italy

Age: 30

Status: *Would-be entrepreneur*

Sector: Food and wine

Name of business: Malvasia

Website:--

Host Entrepreneur:

Name & surname: Sara Lenzi

Country: Belgium

Age: 37

Experience (years): 7

Sector: agroecology

Benefits achieved (max. 1000 characters):

Denise acquired practical skills in business management, sustainability, and event organization. She expanded her network, meeting sommeliers, producers, and coaches who support aspiring entrepreneurs. She now feels ready to launch her business, with a clearer vision and valuable tools. Sara benefited from Denise's insights into wine and beer pairings, fresh content for social media, and help in refining her beverage offerings. The two plan to maintain a strong connection and potentially collaborate on future events, demonstrating the long-lasting impact of the exchange.

Quotation regarding the experience:

NE (max. 300 characters): "This experience gave me much more than I expected. In just four months, I gained clarity and hands-on insight into running a business. Sara has been my main point of reference and an incredible source of energy and inspiration" **Denise, New Entrepreneur**

HE (max. 300 characters): "It's always enriching to welcome the energy of new entrepreneurs. I wanted to show Denise that with preparation, support, and a strong concept, anything is possible—especially when a business brings social, environmental, and human value." **Sara, Host Entrepreneur**

For further information about the exchange:

- NIO/HIO, ____, ____: ____
- HIO/NIO, Instituto Tecnológico de Canarias, eye@itccanarias.org

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For information on the programme and details on how to enroll visit:

www.erasmus-entrepreneurs.eu