



“ ...I’m a man with **drive, energy and vision** – a pioneer. I like to do something that no one else has thought of doing. **I like to innovate...** ”

*Dr. Jan Telensky*

## DR JAN TELENSKY

DOCUMENT IN SUPPORT OF THE NOMINATION FOR: *FIRST Award for Responsible Capitalism*

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Dr Jan Telensky is the Founder and Managing Director of JT Consultancy Limited. Born in communist Czechoslovakia, Jan left for England when he was 21. When he arrived he had just £2 and was unable to speak English. By 29 he had started a successful Commercial College delivering targeted training to get people into work.

Using his motto of **“Strive for a clearly defined objective and make the impossible possible without an excuse”** Jan has become a highly successful entrepreneur and a passionate environmentalist. Jan’s group of companies turn over £70 million per year. In the UK his ventures encompass many areas including affordable housing, Virtual Reality in education, job creation, property development and construction. In Central Europe he has a number of business interests including sport development, the leisure industry, tourism and property development.

Jan’s charity work in the UK and Central Europe is far reaching and diverse. In the UK he supports former soldiers and their families, through the PFA (Professional Footballers Association) he provides assistance to former players to retrain for new careers, he assists disadvantaged students to reach their full potential, helps families in need, and he is instrumental in providing the opportunity for young people to own their own homes. In Central Europe he supports major international sports teams to visit towns and villages to encourage young people to get into sport. Jan’s passions are arts, music, history and culture; he provides very significant financial and practical support to the arts and culture in Slovakia and the Czech Republic by giving donations and support to maintain and enhance historic sites in various regions, he organises concerts to encourage new, young

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talent, as well as exposing more established artists to a wider audience, he supports local artists and provides gallery and exhibition opportunities.

Jan's companies have supported Poprad's hockey club providing funds of around 5 million EUR over the last ten years. His support has allowed the expansion of the professional team, investment in the stadium and provided much needed support and promotion of junior ice hockey in Slovakia.

He's brought international world class footballers to Slovakia by building the National Training Centre of Slovak Football. A unique pitch heating system was introduced, utilising the geothermal water from nearby AquaCity. The stadium exceeds the required standards of International matches for television. This has become a sought after training facility for teams such as Manchester United and Arsenal. This initiative has encouraged young people of the area to become interested in sport and put Slovakia on the map as an international football training area.

Jan is a vehement defender of human rights. When he learnt of a family being torn apart by the UK Social Services he felt incensed by the injustice shown in the evidence. He personally took the case to the UK Supreme Court where he won a Judgement for the children to be returned to their Grandmother and Mother immediately. It took two and a half years and £140,000 to secure justice for the family. Had it not been for Jan's intervention these children would have lived their lives separately from the family that loved and cared for them.

Michael Brown suffered an injury to his leg whilst serving with the British Armed Forces in 2011. After two years of pain and treatment he made the brave decision to have his leg amputated from the knee down. Jan was introduced to Michael by Mike Penning MP; Michael told Jan that his dream was to become a professional golfer. Jan immediately offered to pay for a state-of-the art prosthetic leg for Michael to help him reach his dream. Michael said "It's completely changed my life; I was going down a slippery slope into depression. This has given me a new lease of life". After having the prosthetic leg fitted Michael dedicated his heart and soul to golf and just three years later he became a professional golfer, after a brilliant amateur career, he participated in the Great Britain team that played in the Simpson Cup against the US, and his golfer career continues to go from strength to strength.

In the UK he is committed to providing affordable housing. The focus is not only on providing affordable housing, but also using the properties that are built and renovated to

allow apprentices to become fully qualified to work in the construction industry. At each building site Jan provides places for apprentices to work alongside his highly qualified trades-people in order to carry out the on-site elements of their NVQ (National Vocational Qualification). His scheme has produced over 6,000 fully qualified people to work in the construction industry.

Jan has developed cutting-edge Virtual Reality training which is used as part of the students' journey to becoming a fully qualified tradesperson. The Virtual Reality system, which was developed for students to practise before they attend one of his building sites, has won 11 E-Learning Awards, beating companies such as Marks & Spencer, Honda and EDF Energy. JT Consultancy has calculated that the Virtual Reality reduces the training, wastage and damage costs by 81% for each Apprentice. That's a saving of £8,748 per Apprentice per year, which is then reinvested in further cutting-end technology, including a Virtual Glove which is currently in production. The reduction in wastage and damage has created a huge saving to the environment of over 4,000 tons of CO2. Energy savings have been drastically reduced along with the 81% savings in materials, equipment, wastage and damage. This innovative method of achieving qualifications has also caused an increased retention rate of learners. Jan strongly believes that using Virtual Reality to teach people hands-on skills is the future; it makes learning fun, reduces peer pressure and causes a massive saving to the environment by drastically reducing CO2 emissions, wastage and damage.

In the UK a generation of young people and young families are being locked out of the housing market without a hope of ever sharing in the asset wealth of the generation before them. Jan started a Rent To Buy initiative to set people free from a lifetime of renting.

Getting together the deposit to buy a property, and earning enough to qualify for a mortgage, are the major obstacles which prevent people from owning their own home. Jan's Rent To Buy initiative overcomes these major obstacles.

The scheme fixes the sale price at the start of the contract, which provides certainty for the buyer and insulates against the effect of house price inflation in a rising market. All of the rent paid at the end of the 3 year period (or 2 years if that option is taken) is made available as the deposit money when the Right To Buy is exercised. This means that the rent paid is being put to good use, and not just disappearing into a landlord's pocket. Hundreds of people have already been helped onto the housing ladder using Jan's Rent To Buy initiative.

Purchasers fully own the property, as opposed to shared ownership schemes where the purchaser only owns part of the property. It's Jan's vision to make properties affordable. A generation of young people face the prospect of never owning their own home. And their parents face subsidising them long after they were expected to fly the nest. Jan's mission in the UK is to change this.

Over 6,000 people have become qualified skilled tradespeople on one of Jan's many building sites. Each person who has gained their qualification through his scheme has gone on to get a job in the industry; Jan's company is creating skills and reducing unemployment, and providing a unique Rent To Buy initiative which allows people to fulfil their dream of becoming a home-owner.

Jan has the environment at heart in every decision made during construction. Eco-friendly materials, such as PVC-free linoleum and water-based paints are used, along with reclaimed or sustainably sourced timber. Renewable energies are used, along with smart-metering. Jan's company developed the first carbon neutral store for Screwfix in the UK. During all renovations the highest priority is given to maintain the original structure and features of the buildings.

In Central Europe Jan has a chain of environmentally friendly hotels and leisure resorts. Jan is the founder of AquaCity in Poprad. These facilities have won the World Travel Awards international competition in the category "World's Leading Green Resort". More than 200,000 professionals from 190 countries voted for AquaCity Poprad and it became a winner of the international competition World Travel Awards in category "World's Leading Green Resort". AquaCity has also won a string of other awards for its environmentally friendly approach to providing hotel and leisure facilities, including The Green Apple Environment Award in recognition of promoting environmental best practice. AquaCity was the first organisation in Central Europe to be certified by Green Globe. It is one of the highest standards and most prestigious standings an organisation can adopt for sustainable development in tourism. The Queen has visited AquaCity and acknowledged the contribution the resort has made in providing environmentally friendly, affordable leisure facilities.

Geothermal spring water, drilled from a vast subterranean lake and harnessed by heat exchangers, powered by solar power and wind turbines, heats the resort's hotels, spa and water park, and supplies up to 80 per cent of the total electricity. By avoiding fossil fuels, the resort saves 27 tons of carbon emissions per day. Heat energy is drawn off the

geothermal water, found in vast subterranean lakes beneath the foothills of the High Tatras Mountains in Podtatranská kotlina. Once the heat energy is drawn off, using heat exchangers, the water is cooled and returned back to nature, so the natural process can begin all over again. AquaCity is located in the sunny north east of Slovakia. In the glass facade of the Blue Sapphire Pool Centre the sun's energy is stored and converted by photo-cells, to provide additional green energy for the resort. AquaCity is literally self-sufficient in terms of energy.

Jan employs his eco-friendly methods at all of his hotels and leisure facilities in Central Europe. Several million customers go through Jan's resorts every week, many of whom are provided with facilities that they would not normally be able to afford. It opens up sport and other leisure facilities to a much larger number of people, because they benefit from the low costs due to the money saved through the energy saving methods employed; and our planet also saves.

Jan's beautiful eco farm lies just beneath the Tatra Mountains in over 900 hectares of land. The farm, known as Spisska Teplica, is a leader in sustainable agriculture. It concentrates mainly on animal and plant production. It uses organic fertiliser, livestock manure from the bovine animals, in the volume of about 10000-12000 tons. The farm uses good management practices, which include regular crop rotation and cover crops thereby achieving better conditions for the surrounding ecosystem

The farm has a total of about 820 grazed beef cattle, of which 250 are cows that provide around 1.8 million litres of milk a year. The farm's milk is certified as GMO FREE. It has its own milk processor which is just 50 km away from the fields and there they produce the most popular Slovak GMO free dairy products that are consumed almost exclusively on the Slovak market.

The vast majority of the food for the animals is grown on the farm, including rape and soy meal, without GMO. Organic fertilizers is used throughout, but Jan believes we need to look to the future, and with the help of microorganisms, earthworms and other organisms the farm ensures a better crop yield as well as securing the surrounding ecosystem.

Every year the farm also produces around 70 000 kg of beef of the highest quality sold only in Slovakia, they contribute to the reduction of transport kilometres by having their own slaughterhouse on the farm.

The farm is completely self-sufficient, including feeding the animals, milk production, slaughter and packaging of their produce.

The philosophy is to produce healthy, high quality foods for the local community, and at the same time, ensure sustainable development and adequate care of the country.

*Jan Says*

*"I never work for money – I began to make money when I stopped counting it... I'm interested in the result, the idea"*