Enhancing social enterprise competitiveness through improved business support policies

31 January, 2017 | Kick-off Meeting | Barcelona
Institutional Welcome

Ms. Judit Hidalgo
Director Internationalisation and Investment

ACCió
Generalitat de Catalunya
Government of Catalonia
The RaiSE project

Mr. Robert Bach

Responsible for International Cooperation

ACCIÓ
Generalitat de Catalunya
Government of Catalonia
This is a Social Enterprise in ACCIÓ in 2014
Government of Catalonia Third Social Sector Support Plan

2nd Plan 2012-2015
Focus on internationalisation

3rd Plan 2016-2018
Support to innovation, internationalisation and competitiveness
In 2014 Social Enterprises become a specific target

Strategy for the *Internationalization* of the Social Third Sector and the Social and Cooperative Economy

Access to (foreign) markets focus

4 pillars:
- Sensitization (300)
- Capacity building (50)
- Advisory services (31)
- Market access (40)
The Social Third Sector & the Social and Cooperative Economy

Associations and Foundations with economic activity

Work Integration Social Enterprises (WISE)

Social initiative cooperatives

Worker-owned companies

Sheltered Employment Centres

Mutual benefit societies
How?

- **Reproducing** successful models of social intervention
- **Transferring knowledge** acquired in over 30 year’s experience
- **Implementing innovative** social services with local partners

**win-win cooperation**
EPSA 2015 Best Practice

EPSA 2015 Best Practice

Best Practice Certificate

for the project

Programme for the Internationalisation of the Third Social Sector and Social and Cooperative Economy of Catalonia

submitted by the

Catalan Business Competitiveness Support Agency (ACCIO), Spain

within the category

European/National/Regional Administrative Level

Marga Pöltl
Director-General of EIPA

Susana Molar Noeban
EPSA Manager

Michael Burnett
Category Leader
What are our peers doing to support Social Enterprises?
Mutual learning and exchange of experiences
RaiSE: Issue addressed (1/2)

- In most European regions, business support for social enterprises is still limited and fragmented.
- Local vs Regional
- Support from two separate perspectives:
Focus on promoting social entrepreneurship and addressing barriers faced at early stages of their life-cycle.

But how to effectively promote the competitiveness of SE already competing in the market, taking into account that their support needs differ from mainstream SMEs.
These challenges have motivated RaiSE partners to engage in cooperation and interregional exchange to enhance regional Social Enterprises support policies to foster competitiveness, facilitating access to markets as well as finance and innovation.
Objectives

- **WHAT?** We want to improve our public policy in order to enhance social enterprises competitiveness.

- **WHY?** Social enterprises are drivers of social change. They have the potential to promote more and better jobs and generate inclusive growth, while addressing major societal challenges.

  Business support policies are still rare and, when available, fragmented among public authorities.

- **HOW?** Interregional learning process. Sharing solutions for better regional (national) policies.
Workplan

- Phase 1 (30 months): Focus on the interregional learning process
  - Subphase 1.1: Analysis and exchange of experience (M1 - 25)
  - Subphase 1.2: Peer review & Action Plan development (M21 - 30).

- Phase 2 (24 months): Monitoring of the Action Plan implementation
Exchange of experiences

- Study “State of play”: Mapping, joint survey and needs assessment of social enterprises
- Regional Stakeholder Group meetings
- Project Meetings and Thematic workshops
- Good Practices Guide
- Peer reviews and Phase 1 analysis
- Action Plans
Produced by each region, the **action plan** is a document providing details on how the lessons learnt from the cooperation will be implemented in order to improve the policy instrument that is addressed within their region.

It specifies the nature of the actions to be implemented, their timeframe, the players involved, the costs (if any) and funding sources (if any).
Expectations
Expectations
Project Partners

ACCIÓ  Generalitat de Catalunya
Government of Catalonia

ERVET

Scottish Enterprise

Region Örebro län

IFKA

WestBIC

ZSI
IFKA Public Benefit Non-Profit Ltd for the Development of the Industry

Ms. Maria, Baracsi
Head of Unit of International Cooperation
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30 January, 2017 | Kick-off Meeting | Barcelona
Hungary

- Size: 93,030 km²; population: 9,830,485; GDP growth: 2.1%; inflation: 0.4%; unemployment: 4.5%
- SEs in Hungary are relatively new, but gaining recognition fast – still they are in a very initial stage
- Currently there are 300-400 SEs with a wide range of entrepreneurial models
- Average lifespan: 15-9 years
- Half of them is small (10 employees)
- Only 12% has revenues above 1M€
- The majority of them is in Central and Northern Hungary
Partner information 1

- IFKA is the **auxiliary organization to the Ministry for National Economy** (Managing Authority of EDIOP Economic Development and Innovation Operational Programme),
- **Over 25 years, IFKA as an intermediary organization between policymakers and businesses,**
- IFKA is strategic partner to the **Enterprise Europe Network** and runs several **business acceleration programmes** (EYE, Pioneers into Practice),

- **SOCIAL SEEDS** Exploiting Potentials of Social Enterprises through Standardized European Evaluation and Development System (INTERREG EUROPE Programme, 1st call, Lead Partner),
- **SENSES** (INTERREG DANUBE Programme, 1st call, Lead Partner),
- **MarketMate** (GINOP-5.1.2-15-2016-00001 priority project (Partner)}
Partner information 2

**Social Entrepreneurship Development**
- **MarketMate (EDIOP) audit**
  - Enhancement of social enterprises (economic benefit and social impact)

**IN PROGRESS**
- **Green PPI (innovative and green PPP)**
  - Improving public procurement procedures along sustainability requirements
- **SOCIAL(I)M AKERS (social innovations)**
  - Promotion of social innovation in social enterprises
- **SOCIAL IMPACT INVESTING**
  - Establishment of social impact investment network and competency-based competition

**Business Development**
- **FBRINNO (family business development)**
  - Engaging generation shift at family businesses
- **REBORN (second chance entrepreneurship)**
  - Support to entrepreneurial discovery “trial and error” process (policy)

**Senses (capacity-building and networking)**
- Transnational network building and skills enhancement

**FFWD**
- Business development and access to finance (policy)
Social enterprise in Hungary

- There is currently lack of available statistics on the number of social enterprises,
- It is estimated that there are circa 3,000 social enterprises fulfilling the criteria of EU operational definition,
- Approx. 300 social enterprises are defined by the EDIOP Economic Development and Innovation Operational Programme (2 policy instruments addressed to social enterprises),
- Social enterprise definition applicable: ??
- Low viability of business models of existing social enterprises, also due to overreliance on the grants,
There is no legal definition of social enterprise in Hungary yet (social cooperatives and various types of non-profit organisations - in pursuing social goals in the economy),

There is no clear strategy to promote the development of the sector formulated by the government,

Social investment market is still (very) nascent & adequate investment readiness of to absorb refundable financing is still limited = concept of social enterprise and its possibilities are not well known amongst potential investors,

Few social enterprises are committed to exhibit foreign markets
IFKA’s expectations

- Within RaiSE, we would like to
  - take part in evangelizing the impact investing approach that investments shall generate measurable societal impact alongside financial return,

- In Hungary, we would like to:
  - contribute to shaping the regulatory framework for the proper functioning of the social financing sector in Hungary,
  - Introduce the concept of blended finance (mixing public and private financing, e.g. hybrid financial instruments)
Thank you!

Questions welcome
Ms. Roberta Dall’Olio
Head of EU Territorial and International Cooperation, Social Inclusion
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EMILIA-ROMAGNA regional assets

1. Infrastructure
   • Strategic position
   • International routes

2. Sound economy and knowledge
   • Export-oriented economy
   • University and training
   • Innovation
   • Widespread research system
   • Innovative startups
   • Labour market

3. Quality of life
   • Social cohesion and quality of life

4. Policies, incentives, procedures
   • Effective governance
   • Investment Promotion Law
Emilia-Romagna is a major junction for all transportation systems connecting the centre of Europe with southern Italy, northern Europe and countries in the Adriatic and Mediterranean regions.

The “Scandinavian-Mediterranean”, “Baltic-Adriatic” and “Mediterranean” corridors connect the region to the entire Trans-European Transport Network.

Companies in Emilia-Romagna have extensive access to foreign markets (European and global).

The map shows the foreign trade amounts (imports+exports) in 2015.
Infrastructure: Strategic Position

Main infrastructure:
**Via Emilia** is a road that cuts across the region from southeast to northwest, with a high concentration of economic activity and the main logistics hubs and junctions.

- **The regional railway network** consists of 1,400 km of track (covering 48.8 Km per 1,000 km²). In 2015, 18.2 mln tonnes of goods were transported via rail (total capacity of regional rail freight nodes: 30 mln tonnes), +8.1% than in 2014.
- **Regional highways** cover 25.7 Km per 1,000 km², which is slightly higher than the Italian average (22 km).
- **Ravenna port** is the most important in the region and is the leader nationwide for raw materials movement.
- **The regional system of fluvial ports** comprises the Emilia Centrale port in Pieve Saliceto, Piacenza dock, several dockages and quays along Ferrara waterways and 4 other ports in Lombardy and Veneto. The region is also very well connected to all the main ports along the Adriatic and Tyrrhenian coasts (e.g.: Gioia Tauro, Genoa, etc.).
An export-oriented economy

Regional imports total 31.3 billion euro while exports amount to 55.3 billion, representing 13.2% of the Italian total (2015, Istat-Coeweb);
University and training

- The **regional university system** had about 142,000 enrolled students (42% from other regions) in the 2012/13 academic year, employing 6,400 lecturers and researchers. High presence of international students.

- A **network of training providers** offers professional courses focused on the needs of companies, with 5,500 employees training about 100,000 people every year.

- The **regional Polytechnic network** is organised into three training paths: Higher Technical Institutes; Higher Technical Training and Education; Higher Education.
Innovative Region

Emilia-Romagna shows the highest innovation capability at national level, alongside a few other regions (Regional Innovation Scoreboard - EC, 2014).

Indicators show a strong commitment of the economic system towards innovation

- 29,543 employees in R&D sectors.
- highest proportion of R&D personnel per 1,000 inhabitants (6.7% in 2013 while Italian average is 4.1%).
Social cohesion and quality of life

One of the core aspects of the regional development model is its ability to combine economic competitiveness with social cohesion.

Employment
Emilia-Romagna region shows better employment rate and lower unemployment rate than the Italian and EU average.
Social cohesion and quality of life

Emilia-Romagna ranks second at national level according to the territorial attractiveness index that measures the ability of each territory to attract and retain immigrant population (source: CNEL, 2013).

The wide regional system of public and private universities and training establishments ensures the availability of highly-skilled human resources, providing a range of courses that are fine-tuned to the needs of regional companies.

Healthcare system

Emilia-Romagna ranks first in Italy and third in Europe for the quality of its health services, after Holland and Switzerland (Source: Fond. Economica Rosselli, 2014).

There are 55 public hospitals in Emilia-Romagna.
Effective Governance: a cohesive territorial system

Innovation Capacity and Cohesion of the entire production and social system is a prerequisite to put the territory at the center of an OPEN and COMPETITIVE economy.

Employment Pact (July 20, 2015)

Local institutions, universities, social partners, employers and trade unions, the third sector forum cooperate to implement strategies, actions and tools capable of generating growth, employment and a new social cohesion.

Regional Law for investment promotion (Law N.14/2014)

A public administration that supports new investments.
ERVET: what it is and how it works

ERVET is a limited liability company that operates as an in-house provider for the Emilia-Romagna Region, which is the majority shareholder:

- **operates**, on a not-for-profit basis, in accordance with the guidelines established by Emilia-Romagna Region and within the framework of regional plans and programmes

- **enhances** cooperation between Region and local agencies, as well as collaboration with the various economic and social partners

- **supports** Emilia-Romagna Region in the implementation of coordinated actions to promote the sustainable development and the environmental improvement of the regional territory
ERVET: general areas of activity

- ATTRACTIVENESS AND COMPETITIVENESS OF ECONOMIC SYSTEMS
- EUROPEAN UNION, TERRITORIAL COOPERATION AND DECENTRALISED COOPERATION
- EU STRUCTURAL FUND
- SUSTAINABLE DEVELOPMENT
- TERRITORIAL DEVELOPMENT
- KNOWLEDGE SOCIETY, WELFARE AND EMPLOYMENT
ERVET: experience with social enterprises

Emilia-Romagna Region created a Social Economy Working Group to foster and support Social Innovation and Social Economy experiences promoted by local communities and regional stakeholders

ACTORS INVOLVED

- Coordination: E-R Planning and Development Unit of the Social Services System
- Regional Third Sector stakeholders (Regional League of Co-operatives and Mutuals, Confcooperative, Third Sector Forum)
- Regional officers from different departments (Vice Presidency of the Regional Government, Project Planning and Evaluation Service, European Policies and International Relations Service)
- ERVET - Regional Development Agency
ERVET: experience with social enterprises

MAIN ACTIVITIES

- Highlight the contribution of the third sector to promote social cohesion and its impact in economic terms;
- Design, develop and transfer innovative processes among local communities and/or within different organizations of the third sector (public and private welfare services);
- Support the dissemination of existing experiences on SE, by facilitating the creation of stable relationships at a European or international level;
- Involve the stakeholders system in the design of innovative regional projects;
- Involve social economy stakeholders in EU projects, Networks and programmes.
ERVET: experience with social enterprises

Researches

2011
“A new approach to welfare: generative experiences” to promote the development of a new welfare model, starting from the contribution of the Third sector, which represents an added value in terms of design and production of services intended to feed the community welfare.

2014
“Welfare and (Well)being: the role of enterprises in the development of the Community” to enhance the contribution of for profit companies in the creation of welfare services.
ERVET: international projects on social economy

- **EU LA WIN: European Union and Latin America for Welfare Integrated policies (URB-AL III Programme)**
  - Country: Argentina, Colombia, Brazil
  - Date: 2009–2012
  - Origin of funding: EC – URB-AL III PROGRAMME
  - Overall objective: Supporting the integration of welfare policies within local development policies

- **BRASIL PROXIMO**
  - Country: Brazil
  - Date: 2011-2015
  - Origin of funding: Italian Ministry of Foreign Affairs
  - Overall objective: Support the local development in Brasil. ER focus: supporting cooperativism

- **NETAGE: promote regional Development encouraging Networking of relevant public-volunteering stakeholders**
  - Country: Europe (Italy, Croatia, Albania, Montenegro, Serbia)
  - Date: 2012-2015
  - Origin of funding: CTE – IPA ADRIATIC
  - Overall objective: Boost innovation in delivering social health care services

- **AWARE**
  - Country: Kosovo
  - Date: 2014-2016
  - Origin of funding: IPA-KOSOVO
  - Overall objective: Support women agribusiness for a new regional economy
Social Economy definition and key principles

In Italy as well as in other EU countries "social economy" means…

- group of socio-economic actors which do not simply look for mere profit but their actions are motivated by principles such as reciprocity and democracy → NOT FOR PROFIT
- democratic participation of members
- Production of good and services between “the economy for profit” and “public economy” → THIRD SECTOR ORGANISATIONS
- Mitigating distortions generated by the market → SOCIAL VALUE
Social enterprises in Emilia-Romagna

Numbers.............

IN EMILIA-ROMAGNA REGION...

- 7,500 organizations (associations of social promotion, voluntary organizations and social cooperatives), in which more than 400,000 people work, of which 64,000 paid, with a turnover of 2.6 million Euros

IN EUROPE....

- SE represents 10% of all European businesses, with 2 million undertakings or 6% of total employment (more stable than European average), active population involved in Social Enterprises is 4.1% in Belgium - 7.5% in Finland - 3.1% in France - 3.3% in Italy and 5.7% in UK. (CIRIEC)
Social enterprises in Emilia-Romagna

- **3600 Associations for Social Promotion** oriented towards ricreative activities, culture and sport.
- **3000 Voluntary Associations.** Their activities are focused in particular on health, social assistance and civil protection.
- **970 Social Cooperatives** have a turnover of around 2 billion euros employing approximately 43 thousand employees. Social cooperation plays a major role with regard to the provision of services, in partnership with the Public Administration.
PERFORMANCE OF COMPANIES WHERE THERE IS COHESION AND WHERE THERE IS NOT

Confronto, rispetto alla variazione % dei principali indicatori macro economici, tra le imprese che si relazionano con almeno uno degli altri attori e asset di sviluppo e quelle che non vi si relazionano.

Source: «Coesione è Competizione» (2014), Fondazione Symbola, Unioncamere, Aster, AICCON
Social economy instruments in Emilia-Romagna

- **Regional Law 34/2002, promotion of the associations**
  - Register of associations
  - Allows to stipulate social promotion agreements

- **Regional Law 14/2015** welfare projects able to increase and qualify health, social and housing services for the Community.

- **Regional Law 17/2005, Corporate Social Responsibility**

- **Regional Law 19/2014, promotion of Solidal Economy**

- **Structural Funds (POR Emilia-Romagna)**
  - **ERDF**: support to social innovation, start up and social enterprises.
  - **ESF**: support to social entrepreneurship, strengthening of managerial skills and strengthening of social cooperatives
  - **EAFRD**: social inclusion and social agriculture
Social economy instruments in Emilia-Romagna

**ACTORS**
- Social cooperatives
- Social Enterprises
- Foundations
- Associations
- Volunteering Associations
- NGOs
- Active citizenship/community
- Public Administration

**DRIVERS**
- Human capital
- Social inclusion
- Profit and No profit market integration
- Public Administration Role
- New indicators for development evaluation
- Active citizenship
- Education and training
Expectations

- **GOOD PRACTICES EXCHANGE** (mutual learning, ideas and suggestions)
- **DEEP KNOWLEDGE ABOUT SE CHARACTERISTICS, NEEDS, POTENTIALITIES**
- **STRENGTHEN SE MANAGEMENT CAPACITY**
- **STRENGTHEN THE RELATIONSHIP BETWEEN INSTITUTIONS AND SE TO DEVELOP TARGETED POLICIES**
- **SUPPORT TO THE PROCESS OF CO-DESIGN BETWEEN SOCIAL ECONOMY ACTORS and PUBLIC ADMINISTRATION** (Public and private partnership)
- **SOCIAL ECONOMY ACTORS INCLUSION IN PUBLIC PROCUREMENT TENDERS**
- **SOCIAL ECONOMY SYSTEM INTERNATIONALIZATION**
- **NEW JOINT INTERNATIONAL PROJECTS AND ACTIONS**
- **OTHERS….. Coming from stakeholders group discussion**
Thank you!

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Questions welcome
Region Örebro County

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Örebro County

Örebro County has a surface area of 8,546 km² and consists of 12 municipalities.

In 2015 the county had a population of 291,012 inhabitants.

7.1% unemployed.

GNP = €9,369 million.
Partner information

- Region Örebro County (RÖC) is led by a political assembly (71 politicians) elected by the citizens
  - Public organization
  - 9 000 employees
  - Responsible for health care, dental care, support and service to the disabled, research, education and regional growth
- Support social enterprises on a policy level
  - Give financial support to business support organisations
  - Ongoing dialogue with business support organisations
  - Ongoing dialogue with social enterprises
Social enterprise in Örebro County

- **Criteria's in defining a social enterprise:**
  - they carry out business activities (produce and sell goods and/or services),
  - their overall purpose is to integrate people in the society who have great difficulty getting and/or keeping a job,
  - they empowers employees,
  - they reinvest their profits in their own or similar activities,
  - and is organizationally separated from the public sector.

- **Two examples**
  - Miljövårdscentrum (the oldest SE in the county, established 1991)
  - Funkis (the largest SE in the county, established 2010)

- **Territorial context of social enterprises in your region: State of play**
  - 16 listed SEs
  - 500 employees/occupied (appr)
  - Different business branches
Our expectations

- What are our expectations in the project?
  - Getting the opportunity to learn from others
  - To be inspired on how to improve our policy instruments
  - Contribute to the learning of others

- What needs to be improved in the territorial situation?
  - A better understanding of the role/importance of social enterprises
  - An improved, strengthened and better coordinated support of the social enterprises
  - An increased cooperation between social enterprises, the private sector and the public sector
Thank you!

Questions welcome
ZSI – Centre for Social Innovation

Stefan Philipp
Project Manager
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30 January, 2017  |  Kick-off Meeting  |  Barcelona
The Centre for Social Innovation (ZSI) researches and supports innovation processes including their social dimensions. Since 1990, the Centre has carried out more than 400 research and stimulus projects. This means that social innovations are right up there with economically relevant technical innovations and are considered equally significant by the public, politics and research. In 2015, ZSI celebrated its 25th anniversary.
ZSI – Introducing the organisation

Key areas of activities

1. **Work and Equal Opportunities** – Head of Unit: Ursula Holtgrewe
2. **Research Policy and Development** – Head of Unit: Gorazd Weiss
3. **Technology and Knowledge** – Head of Unit: Christian Voigt

**Scientific Director**: Klaus Schuch
**Business Director**: Wolfgang Michalek

**Types of projects**
Research, education and training, coordination of networks, advisory services to public institutions, pilot projects (in Austria, EU and beyond)

**Legal status**
Private non-profit research organisation, established in 1990
Self-governed, no external board; no base funding

**FINANCIAL SOURCES**: ≈ €3m, **Staff**: ≈ 60
**CLIENTS**: ministries, municipalities, EC, OECD, ILO, other public bodies, NGOs.
ZSI – key facts and figures

Long term success of the ZSI is based on projects.

Facts & figures* …
Department of Research Policy & Development

**Services:**

1. **Coordinating, managing and implementing** national and international RTDI partnerships
2. **Consulting and advising** on RTDI policy and programme development, technoglobalisation and internationalisation strategies
3. **Providing analytical inputs** and tailor-made policy support while ensuring practical follow-up
4. **Providing analyses and studies targeting international RTDI cooperation:** scientific data collection and processing, monitoring and evaluation activities, stakeholder mapping, comparative policy analysis, bibliometric analysis, foresight studies, social network analysis, RTDI evaluation studies and RTDI policy and innovation system analysis, etc.
5. **Designing and organising of RTDI related events** (i.e. workshops, seminars and conferences, trainings)
6. **Providing expertise** in knowledge and process management
7. **Designing and executing** continuing professional development programmes in fields such as evaluation, research project management and foresight
Projects in the field of social innovation, social enterprises

- **SIC:** Social Innovation Community (funded by: EU H2020; 2016-2019)
- **SI-DRIVE:** Social Innovation. Driving force of social change (funded by: EU FP7; 2014-2017)
- **New partnerships for successful programmes of social innovation** (funded by: European Foundation for the improvement of living and working conditions; 2012-2013)
- **entersocial** Good Practice Transfer: Social Innovations for regional development (funded by: European Social Fund; 2012-2013)

ZSI mainly as a scientific and network coordinating partner, similar to the role in RaISE
ZSI: contributions and expectations to and towards RaISE

What ZSI brings and possibly learns from RaISE

- Scientific Supervision, Methodology Development, Expertise on Social Innovation
- Insights on various environments and eco-systems of Social Enterprises in Europe
- Supporting Peer Review Process
- Quality Assurance, Conceptualisation of regional mapping, Consolidation of APs
- Expertise on SE needs and policy instruments accurately targeting those
- In-depth understanding of scaling of SI and SE and the policy context
Thank you!

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Scottish Enterprise

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30 January, 2017  |  Kick-off Meeting  |  Barcelona
Scotland

- Estimated population of 5.422 Million
- 78,782 square kilometres (30,418 sq mi)
- Scotland has a population density of 67.2/km² (174/sq mi).
- Approximately 70% lives in the Scottish Enterprise area
Scottish Economic Facts
September 2016

Gross Domestic Product (GDP)
£147bn
Total GDP Growth on Year
+0.6%
GDP per Capita
£27,400

Employment Rate (16-64)
74.1%
Unemployment Rate (16+)
4.7%
Average Weekly Wage
£527

Private Sector Enterprises
361,345
SMEs
359,050

Largest sector by employment
1. Health
2. Retail
3. Business Admin
4. Education
5. Manufacturing

Top 5 Export Industries
1. Food & Drink
2. Energy (inc renewables)
3. Professional services
4. Petroleum & Chemical
5. Wholesale

Top 5 Export Destinations
1. USA
2. Netherlands
3. France
4. Germany
5. Norway
Scottish Enterprise

• SE is Scotland's main economic development agency and a non-departmental public body of the Scottish Government.

• SE works in close partnership with Highlands & Islands Enterprise which also has a community remit

• SE exists to identify and exploit the best opportunities to deliver a significant, lasting effect on the Scottish economy through partnership and collaboration.

• SE is responsible for a number of services to deliver the Government’s 4 main strategic objectives for the economy:

  *INVESTMENT   *INNOVATION   *INTERNATIONALISATION   *INCLUSIVE GROWTH
Scotland’s Social Enterprise Strategy 2016-26
Social Enterprise – what do we mean?
Voluntary Code of values and behaviours **BUT** not a policy definition:

- *innovative, independent businesses existing to deliver a specific social and/or environmental mission*
- *generate income from selling goods and services in the open market*
- *profits/surpluses are reinvested back into the social/environmental purpose and capital is held subject to an ‘asset lock’*
Key Messages

5,199
Social enterprises currently operating in Scotland

42%
Of Scotland's social enterprises formed in the last 10 years

22%
Of all social enterprises located in the Highlands and Islands

112,409
Employees in Scotland's social enterprise sector

60%
Of Scotland's social enterprises led by a woman

67,768
Volunteers supporting the delivery of social enterprise activity

£3.63bn
The annual income of social enterprises in the country

66%
Of social enterprises expect their income to increase next year

54%
Of social enterprises generating half or more of their income from trading

£1.15bn
In traded income generated by Scotland's social enterprises

68%
Of all social enterprises selling direct to the general public

£8.77bn
In combined assets on the balance sheet of the social enterprise sector

£3.86bn
The net worth of Scotland's social enterprises

£1.68bn GVA
The estimated economic contribution of social enterprises to Scotland

45%
Of social enterprises operating with the stated objective of creating employment opportunities

200+
New social enterprises forming each year
Why collaborate?

- Establish strong networks outside the region
- Exchange best practice
- Apply momentum and pace

with a view to......

- Improving cohesion and communication across geographies and sectors
- Marrying social and economic priorities and policies
- Supporting the full potential of the business model to tackle inequality while driving economic growth
Thank you!

Questions welcome
Supporting Ecosystem for Social Enterprises in Catalonia

Mr. Josep Vidal
Director General for Social Economy, Third Sector, Cooperatives and Self-employment
Social Economy

The Social Economy is one of the essential pillars of the economy, contributing to:

- creation of new **quality jobs**
- reinforcement of the **social, economic and territorial cohesion**
Public policy commitment

- Strategic issue for the Government
- Business model generator of stable and quality employment

What does this commitment mean?
1. More support programmes

- Financial support for cooperatives and worker-owned companies
- Agreements with umbrella organisations
- Financial support to recruit young people (Youth Guarantee programme)
- The continuity of Aracoop Programme
- Creation of a network of Centers to promote cooperativism (Xarxa d’Ateneus Cooperatius)
## 2. More budget

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<td>Aracoop</td>
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<td>Network of Centres to promote Cooperativism</td>
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<td>Singular Projects</td>
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<td>Capitalcoop</td>
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<td>Incorporation of partners</td>
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<td>Support to umbrella organisations</td>
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<td>Young Guarantee programme</td>
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3. Increase of territorial presence

- Favour the creation of social enterprises in order to have **more and better jobs**

- Creation of meeting points to strengthen social and cooperative economy to move collectively towards a much fairer and united society
### Social Economy in Catalonia

<table>
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<th>Category</th>
<th>Number</th>
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<td>Worked-own companies</td>
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<td>Sheltered Employment Centers</td>
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Thank you!
Success Stories

Associació Benestar i Desenvolupament
Ms. Àngels Guiteras

Suara Cooperativa
Mr. Jordi Picas
Questions & Answers
Thank you!