We will cover...

- Social Value UK, social value and the principles
- The UK Social Enterprise sector
- Collaborative working – the state, the private sector, the charity sector
- Challenges that Social Enterprises face
- Resources
Who are Social Value UK?

We are the UK membership body for anyone interested in social value

Training | Technical Support | Community Assurance | Campaigning
Together we can

Reduce
Inequality + environmental degradation

Improve
well-being

By changing the way the world accounts for value

Our Mission: To change the way society accounts for value through principles, practice, people and power.
We are a part of Social Value International

National Networks
Australia
Canada
Greece
Hong Kong
Indonesia
Italy
Japan
New Zealand
South Africa
Sweden
Taiwan
Thailand
U.K.

Associate Networks
Austria
Bulgaria
Estonia
France
Hungary
Kenya
Portugal
Russia
South Korea
Spain
Turkey
USA

@ 2,000 members
<table>
<thead>
<tr>
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<th>The Social Value Principles</th>
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<tr>
<td>1.</td>
<td>Involve stakeholders</td>
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<td>2.</td>
<td>Understand what changes</td>
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<td>3.</td>
<td>Value the things that matter</td>
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<td>4.</td>
<td>Only include what is material</td>
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<td>5.</td>
<td>Do not over claim</td>
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<td>6.</td>
<td>Be transparent</td>
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<td>7.</td>
<td>Verify the result</td>
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[http://www.socialvalueuk.org/what-is-social-value/the-principles-of-social-value/]
Why follow these principles?

- Provide insight about your project *from the perspective of your users* to be used to drive decisions about your activities

- Framework for collecting data (qualitative and quantitative)
Social Enterprise Sector in the UK

Social Start-ups
- 25% of social enterprises are under 3 years old, three times the proportion of start-ups compared to SMEs (8%).

Female entrepreneurship
- 41% of social enterprises are led by women.
- Over half of social enterprises (51%) have a majority female workforce.

Working where it is needed most
- 28% of social enterprises are based in the most deprived communities in the UK.

Diverse leadership
- The leadership teams of social enterprises reflect the communities where we live and work: 12% of social enterprises are BAME-led; 34% have BAME directors.

Creating opportunities in tough times
- 69% of social enterprises are supporting people from disadvantaged groups.
- 44% are employing them.

Commercially resilient
- 47% grew their turnover in the last 12 months, compared to 34% of SMEs.

Selling to the public
- 27% of social enterprises, selling to the public is the main source of income.
Social Enterprise and Social Impact

FIGURE 16: ACCOUNTABILITY: BENEFICIARIES, STAFF, COMMUNITY ARE ACTIVELY INVOLVED IN DECISION MAKING

- Our beneficiaries are actively involved in decision-making:
  - A large extent: 32%
  - Some extent: 15%
  - Not very much: 8%
  - Not at all: 6%
  - Don't know/NA: 6%

- Staff are actively involved in decision-making:
  - A large extent: 62%
  - Some extent: 26%
  - Not very much: 3%
  - Not at all: 6%
  - Don't know/NA: 6%

- Our community is actively involved in decision-making:
  - A large extent: 20%
  - Some extent: 21%
  - Not very much: 21%
  - Not at all: 19%
  - Don't know/NA: 6%
Collaborative working

Social Value Act Procurement Social Value Taskforce

Wates Mears group Engie

Diversify income

PUBLIC SECTOR

PRIVATE SECTOR

CIVIL SOCIETY ORGANIZATIONS

Community Economic Development
Public Sector Nonprofits
Social Economy Businesses
Public Sector

- Commissioning and procurement
- Local Council commitment
- Social Value Act
- Social investment – SIBs, social finance
- Government resources - Innovate UK, British Council
- SDGs
FIGURE 20: TOP 10 BARRIERS TO SUSTAINABILITY

- Obtaining grant funding: 25%
- Cash flow: 23%
- Lack of demand/economic climate: 17%
- Obtaining debt or equity finance: 17%
- Prohibitive commissioning/procurement with public services: 11%
- Time pressures: 16%
- Recruiting other staff: 14%
- Shortage of skills: 11%
- Availability/cost of suitable premises: 8%
- Understanding/awareness of social enterprise among general public/customers: 6%
Support in the UK

- School for Social Entrepreneurs: https://www.the-sse.org/
- UnLtd: https://unltd.org.uk/
- Social Enterprise UK: https://www.socialenterprise.org.uk/
- Social Enterprise Northern Ireland: https://www.socialenterpriseni.org/
- Inspire to Enterprise: https://www.inspire2enterprise.org/
- Social Enterprise Mark: https://www.socialenterprisemark.org.uk/
- E3M: http://e3m.org.uk/
- Social Finance: https://www.socialfinance.org.uk/
- British Council: https://www.britishcouncil.org/society/social-enterprise
- Social Enterprise Academy: https://www.socialenterprise.academy/scot/
- Wales Co-operative Centre: http://wales.coop/
Thank you!

CONTACT
www.socialvalueuk.org
@socialvalueuk

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Catherine.manning@socialvalueuk.org

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