



Social Enterprise and Social Value: The UK perspective

Catherine Manning
Social Value UK

REGIONAL CONFERENCE

The road to financial sustainability of
civil society organizations

15-16 May 2018, Chisinau

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

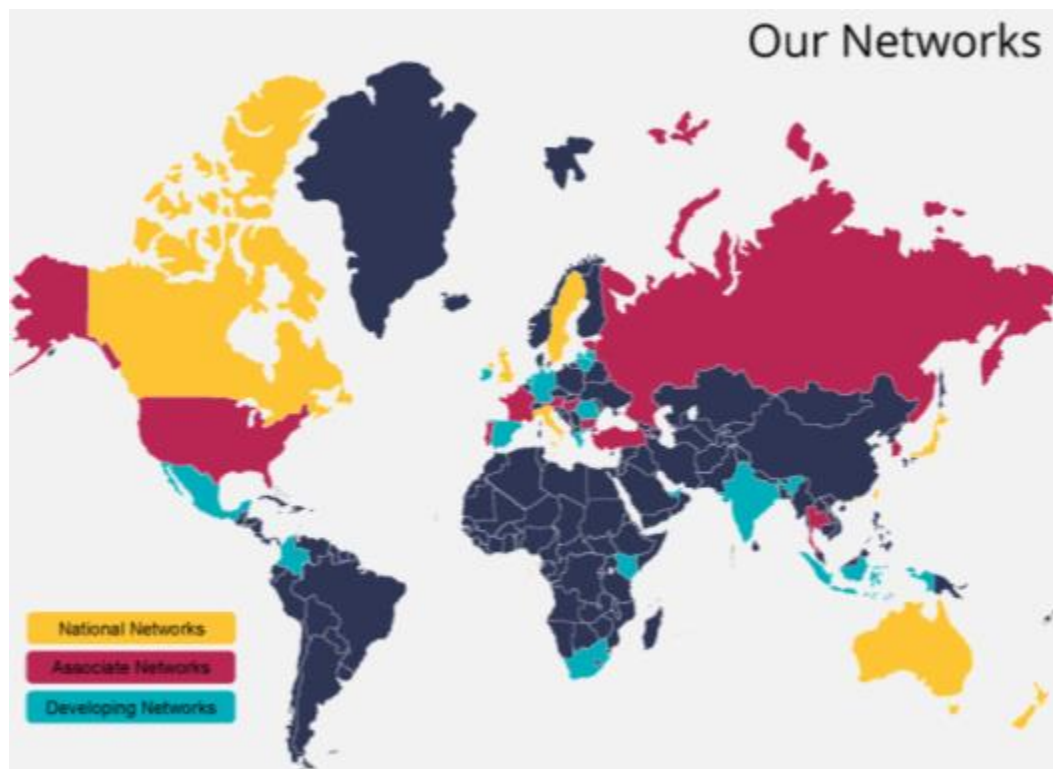
Our Mission: To change the way society accounts for value through principles, practice, people and power.

The EVPA Training Academy is supported by:

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.



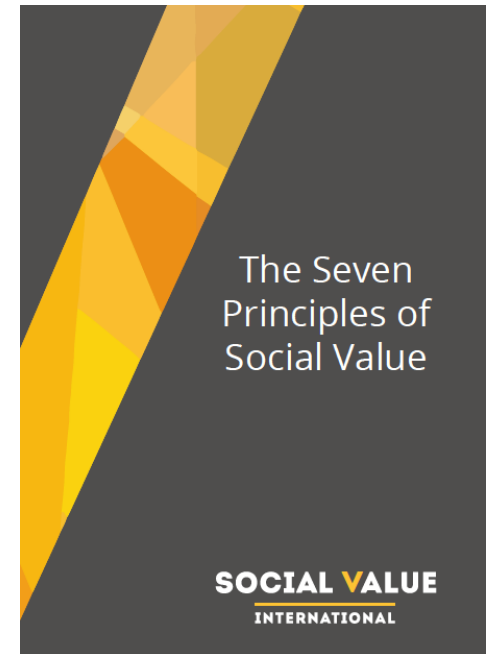
Associate Networks

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

@ 2,000 members

The Social Value Principles

- | | | |
|----|-------------------------------|-----------|
| 1. | Involve stakeholders | |
| 2. | Understand what changes | |
| 3. | Value the things that matter | Analysing |
| 4. | Only include what is material | |
| 5. | Do not over claim | |
| 6. | Be transparent | Reporting |
| 7. | Verify the result | |



<http://www.socialvalueuk.org/what-is-social-value/the-principles-of-social-value/>



















Why follow these principles?

DECISION MAKING

REPORTING

- 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

Retail  16%	Business support/consultancy  13%	Education  11%
Creative industries – web, design, print  9%	Employment and skills  8%	Health care  8%
Social care  8%	Culture and leisure  7%	Environmental - recycling, re-use, awareness etc.  7%
Financial support and services  7%	Hospitality  7%	Housing  6%
Other  6%	Workspace  3%	Childcare  2%
Farming/agriculture/gardening  2%	Transport  2%	Manufacturing  1%

Social Start-ups

25%

8%

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

Working where it is needed most

28%

28% of social enterprises are based in the most deprived communities in the UK.

Female entrepreneurship

41%

51%

Consistent with previous surveys, 41% of social enterprises are led by women.

Over half of social enterprises (51%) have a majority female workforce.

Diverse leadership

UK population
12.9%

Social enterprises
12%

The leadership teams of social enterprise reflect the communities where we live and work: 12% of social enterprises are BAME-led; 34% have BAME directors
1. 2011 UK census

A fair paying field

78%

2.7:1

78% of social enterprises report paying the living wage to their employees.

The ratio between the average wages of highest and lowest paid employees is 2.7:1.

Creating opportunities in tough times

69%

44%

Two-thirds of social enterprises (69%) are supporting people from disadvantaged groups, and 44% are employing them.

Commercially resilient

47%

34%

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

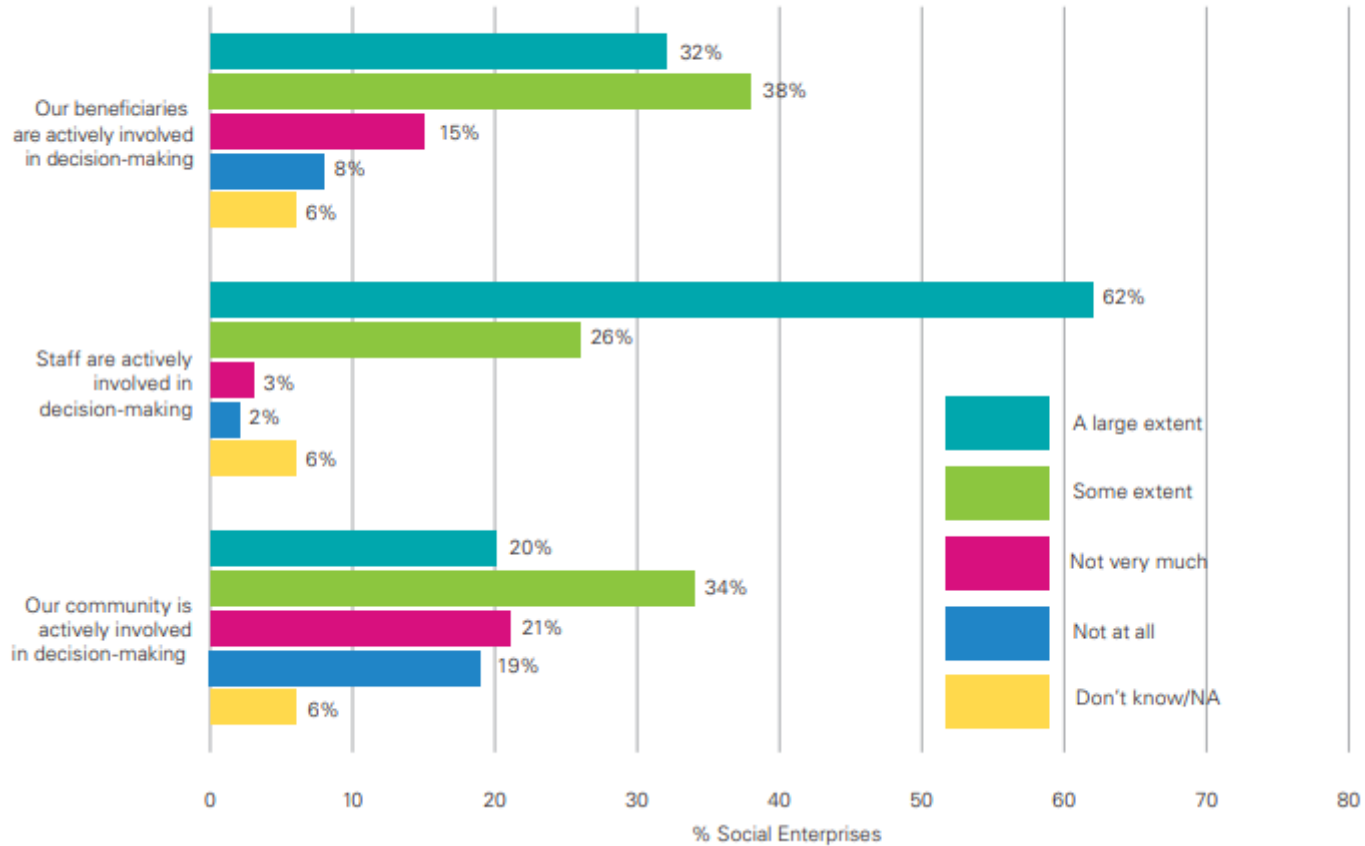
Selling to the public

27%

For 27% of social enterprises, selling to the public is the main source of income.

Social Enterprise and Social Impact

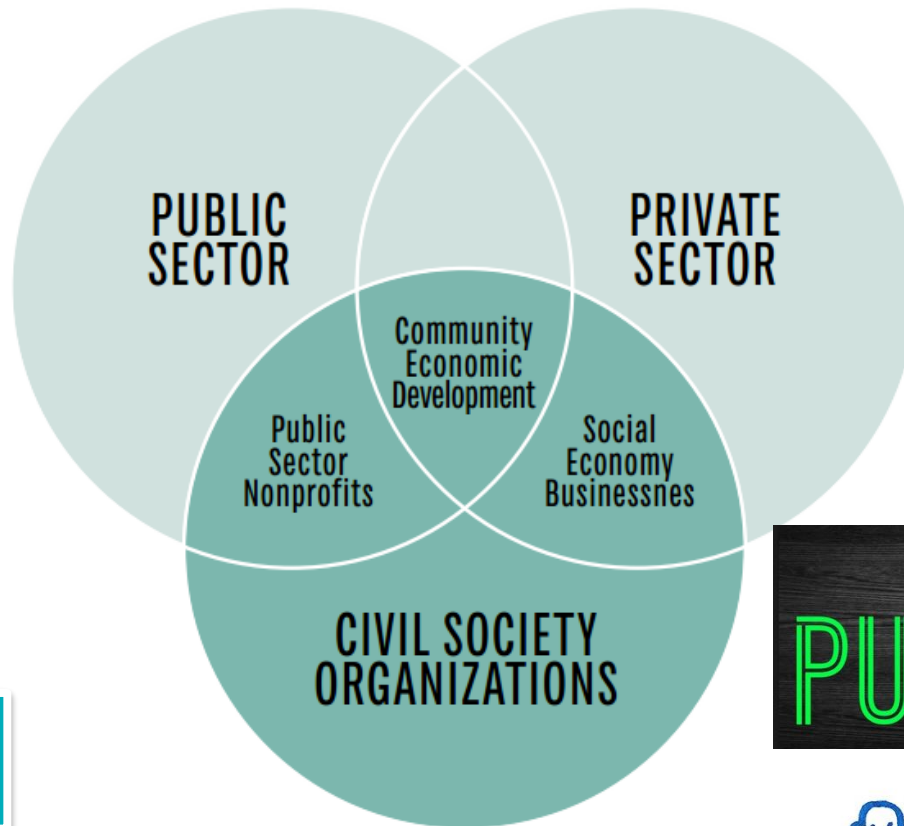
FIGURE 16: ACCOUNTABILITY: BENEFICIARIES, STAFF, COMMUNITY ARE ACTIVELY INVOLVED IN DECISION MAKING



Collaborative working

Social Value Act
Procurement
Social Value
Taskforce

Wates
Mears group
Engie



Diversify income

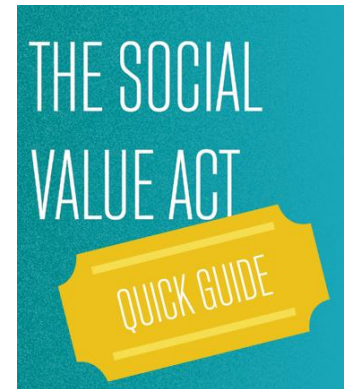
What's my
PURPOSE?



SERVICE USERS SHOULD
BECOME A FULLY VALUED
PART OF THE ORGANISATION

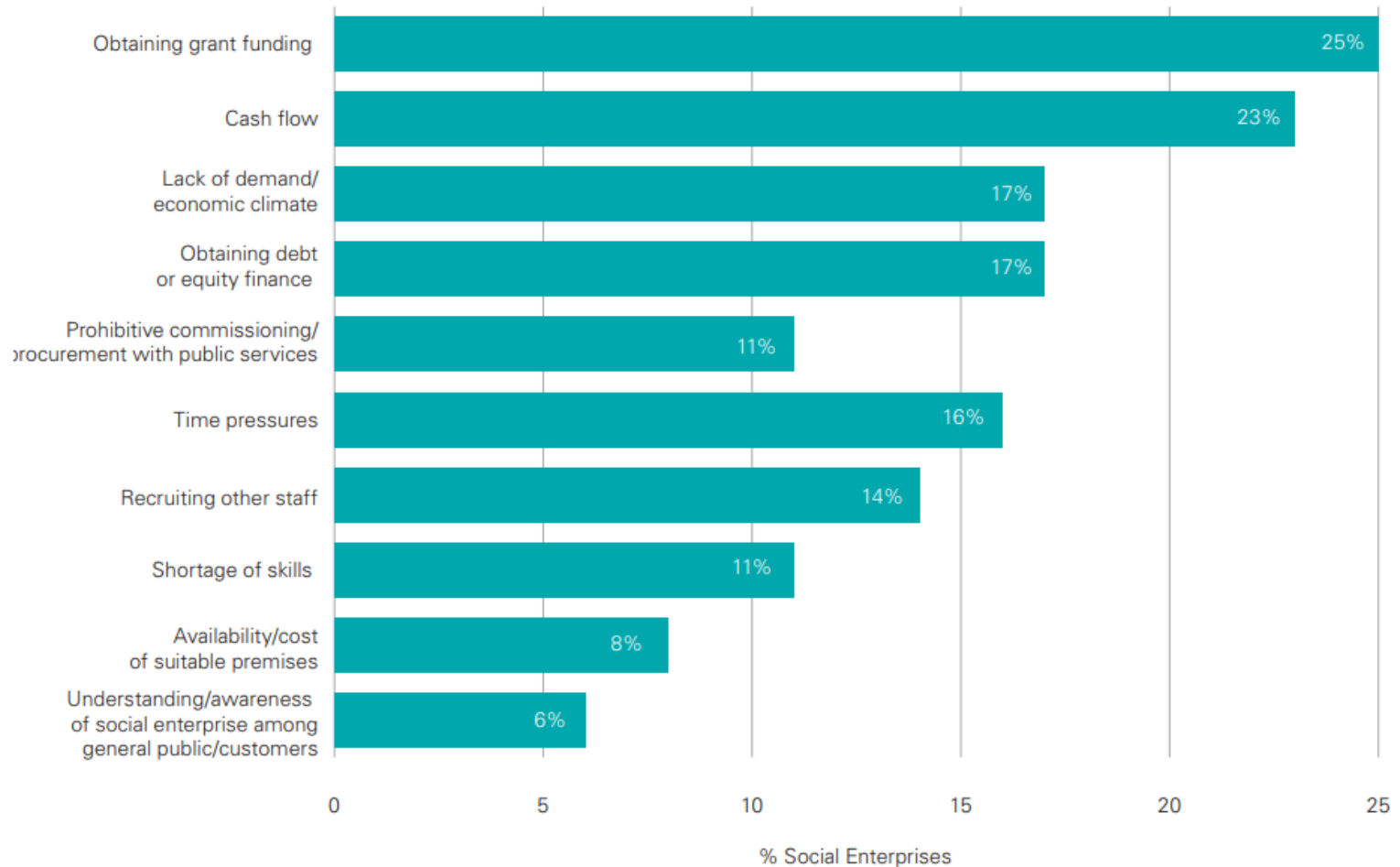
Public Sector

- Commissioning and procurement
- Local Council commitment
- Social Value Act
- Social investment – SIBs, social finance
- Government resources - Innovate UK, British Council
- SDGs



Challenges

FIGURE 20: TOP 10 BARRIERS TO SUSTAINABILITY



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/>
- The Art of the Possible: <https://www.bwbllp.com/file/the-art-of-the-possible-in-public-procurement-pdf>
- 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>
- Maximise your Impact Guide: <http://www.socialvalueuk.org/app/uploads/2017/10/MaximiseYourImpact.24.10.17.pdf>
- Social Enterprise Academy: <https://www.socialenterprise.academy/scot/>
- Wales Co-operative Centre: <http://wales.coop/>



 #road2sustainability

Thank you!

CONTACT

www.socialvalueuk.org

[@socialvalueuk](https://twitter.com/socialvalueuk)

Sign up to our free newsletter

Catherine.manning@socialvalueuk.org

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