



Making our world  
a better place

# Social Enterprise



# Social Enterprise

## Changing Our World

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Section One

# SOCIAL ENTERPRISE IN THE UK



# Social Enterprises in the UK

- A social enterprise is an organization that applies commercial strategies to maximize improvements in human and environmental well-being, rather than maximizing profits for external shareholders.
- There are seven types of structure for social enterprises in the UK as shown in the model here.





# Social Enterprise

A social enterprise is a revenue-generating business with primarily social objectives whose surpluses are reinvested for that purpose in the business or in the community, rather than being driven by the need to deliver profit to shareholders and owners..

- There are 4,787,650 small/medium sized organisations in the UK of which 283,500 are social enterprises (5.9%) – Social Enterprise UK 2010
- 3,557,255 small/medium sized organisations have no employees (213,400 social enterprises – 6.0%)
- In the UK, social enterprises contribute £24 Billion to the economy (5.9%) – Social Enterprise UK 2010



Section Two

# MODELS FOR SOCIAL ENTERPRISE



# What is Social Enterprise

- Social Enterprise changes the world
- Social Enterprises break moulds
- Social enterprises create new ways of solving old problems
- Social Enterprises meet a need in the community
- Social Enterprises have Legal structures which protect the community



# UK Models for Social Enterprise

Social enterprises are becoming an increasingly popular business model.

The founders and leaders of social enterprises are passionate about achieving explicit social or environmental aims and this motivates them as much, if not more, than the challenge of running a profitable business.



## Examples of UK Social Enterprise

- The Big Issue
- Café Direct
- Jamie Oliver's 15 Restaurant Chain
- Goodwill Solutions CIC
- The Eden Project
- Divine Chocolate





Section Three

# SOCIAL ENTERPRISE IN THAILAND



# Social Enterprise in Thailand

- 116,000 Social Enterprises in Thailand
- Thai National Social Enterprise Committee
- Thai Social Enterprise Office
- Five-year Social Enterprise Plan
- Thai King backs Social enterprise
- Global network of social entrepreneurs
- Thai Young People embracing Social Enterprise

# Social Enterprise in Thailand

- Prime fields for Thai social entrepreneurs are sustainable tourism, healthcare, alternative energy and recycling.
- The highest numbers of Social Enterprises in Thailand are in the agricultural and forestry sectors, according to Change Fusion's Thailand Social Enterprise Landscape Report.
- Opportunities exist to create social business in manufacturing.



Section Four

# CASE STUDY – GOODWILL SOLUTIONS



# Goodwill Solutions

114,000 sq. ft.  
warehouse operation at  
Northampton in which  
60% of the employees  
are from disadvantaged  
backgrounds



## Goodwill Solutions CIC

The model for Goodwill Solutions is that of a commercial logistics business.

It holds stock for overseas manufacturers to facilitate sales for UK based retailers, such as Asda, Sainsbury's and Shop Direct.

With the profit it creates from its Logistics activities, Goodwill Solutions provides training which leads to employment for disadvantaged individuals.



# Goodwill Solutions CIC

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- Founded in 2008, Goodwill Solutions now turns over £6 million per year
  - Social enterprise of the year, 2009 – Business Start Up Awards.
  - Big Venture Challenge Winner 2013 – UN LTD
  - Give training funded by its commercial activities
  - Creates employment opportunities with external companies and agencies



# Customers of Goodwill Solutions

## Commercial

- Asda Wal-mart
- Sainsbury's
- World Stores
- Wayfair
- The Range
- Shop Direct
- Small and Medium Independent Retailers

## Social

- HMP Prison Services
- CAN Drug, Alcohol and Homelessness Charity
- The Job Centre
- The Probation Service
- Rachel Mallows Trust
- The Prince's Trust



Section Five

# THE FUTURE OF SOCIAL ENTERPRISE



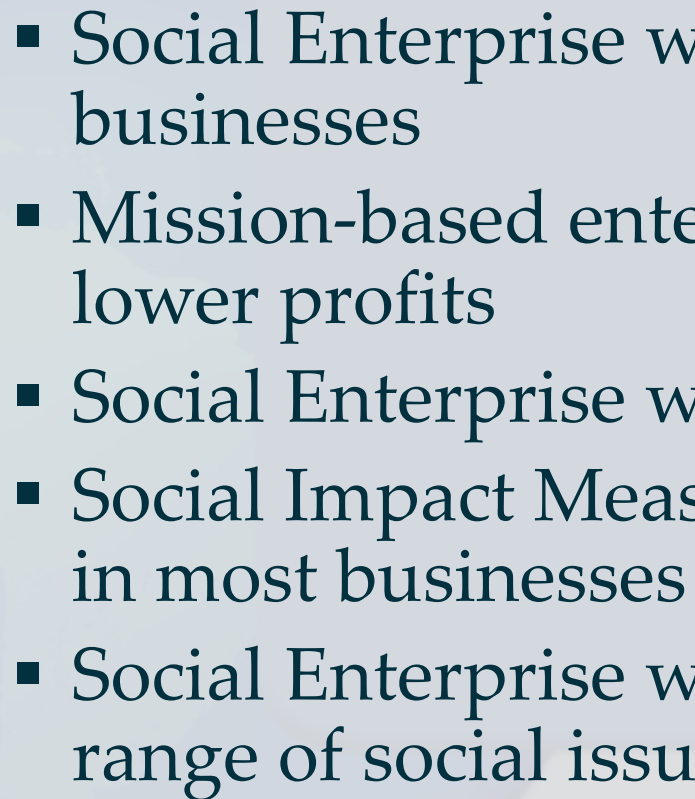
# THE FUTURE OF SOCIAL ENTERPRISE

**SURPLUS WEALTH IS A SACRED TRUST WHICH ITS POSSESSOR IS BOUND TO ADMINISTER IN HIS OR HER LIFETIME FOR THE GOOD OF THE COMMUNITY.**

FORBES, 2012



# The Future of Social Enterprise

- 
- Social Enterprise will become normal for ALL businesses
  - Mission-based enterprises will always produce lower profits
  - Social Enterprise will change corporate behaviour
  - Social Impact Measurement will become obvious in most businesses
  - Social Enterprise will develop to tackle a wider range of social issues



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