



Social Entrepreneurship

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Certified trainer of adults**



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Entrepreneurship®**

Two Principles of the EU Economic and Social Model: Solidarity & Cohesion

- **We do not want economic growth at the expense of any section of society**
- **There is an increased interest on social issues in the European Union**

SE accounts for around 8%-10% of GDP and 11 million jobs in the EU



Social Economy prioritizes **social objectives** over **profit maximization**

The EU supports growth of the SE, including funding programs and policy recommendations

Social Economy is an important sector of the economy



Social enterprises were more likely to maintain employment levels and continue providing services after Covid-19 period

In Greece Social and Solidarity Organisations (KALO) are all the organisations which:

- Develop activities of collective and social benefit and applies the **democratic system of decision-making**
- Their statutes provide for **restrictions on the distribution of its profits** as follows:
 - (i) at **least 5% is allocated** to the **formation of reserves**; (ii) **up to 35% is allocated to its working members/employees**; (iii) the remainder 60% it is allocated to the creation of new jobs and the expansion of its productive activity
- Implement a system of **convergence in the remuneration of labour**
- Has not been established and is **not directly or indirectly administered by Public Legal Entities (NPAs) or Local Authorities (LAs) of first or second degree or by any other legal entity of the wider public sector.**

Why cooperatives are important

- **EU economy** - there are 250,000 cooperatives in the EU, owned by 163 million citizens (one third of EU population) and employing 5.4 million people
- **Market share** – cooperatives hold substantial market shares in industries
 - **Agriculture** - 83% in the Netherlands, 79% in Finland, 55% in Italy and 50% in France
 - **Forestry** - 60% in Sweden and 31% in Finland
 - **Banking** - 50% in France, 37% in Cyprus, 35% in Finland, 31% in Austria and 21% in Germany
 - **Retail** - 36% in Finland and 20% in Sweden
 - **Pharmaceutical and health care** - 21% in Spain and 18% in Belgium

Why Catalyst 2030?



SDGs will not be achieved by 2092 (SPI)

Key Challenges

Lack of
Resources

Minimal
collaboration
and siloed work

Disconnect
between
funding models
and needs

Lack of voice in
decision making
processes

C2030 aims to *connect people and create collaborations* around the world to *accelerate the achievement* of the SDGs by 2030.



Mission

Catalysing **collaboration** across sectors to unleash our collective potential for **global systems change**

Vision

A world where we achieve the **SDGs by 2030** through an unprecedented **mobilisation of social entrepreneurs**, partners and resources

Values

- **People and nature** at the centre
- **Co-creative** mindset
- **Collaborative leadership**
- **Humble audacity**
- Spirit of **generosity**



Our Approach



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Vision

A world where
social change innovators achieve
the SDGs by 2030 through an unprecedented
mobilisation of social entrepreneurs, partners and resources.



Objectives

1

Develop Enabling
Environment for
SE to Flourish

2

Catalyse
Collaborative
Action

3

Facilitate
Systems Change
Learning
Ecosystem

Foundation: Support Dominant Culture Shifts Towards Equity



Support

Build and Maintain the Movement of Social Change Innovators

Make Business a Force For Good



The Movement ▾

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Make Business a Force For Good

B Lab is the nonprofit network transforming the global economy to benefit all people, communities, and the planet.

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Donate today



1
Unifying goal

689,800
Workers



93

Get Help

7,646



Social Entrepreneurship versus Social Farming

While **social entrepreneurship** refers to the process of creating innovative solutions to social problems, **social farming** is a type of agricultural activity that aims to provide opportunities for people with disabilities or other disadvantages

Maramao-bio (Italy)

Società Cooperativa Agricola Sociale Onlus
MARAMAO
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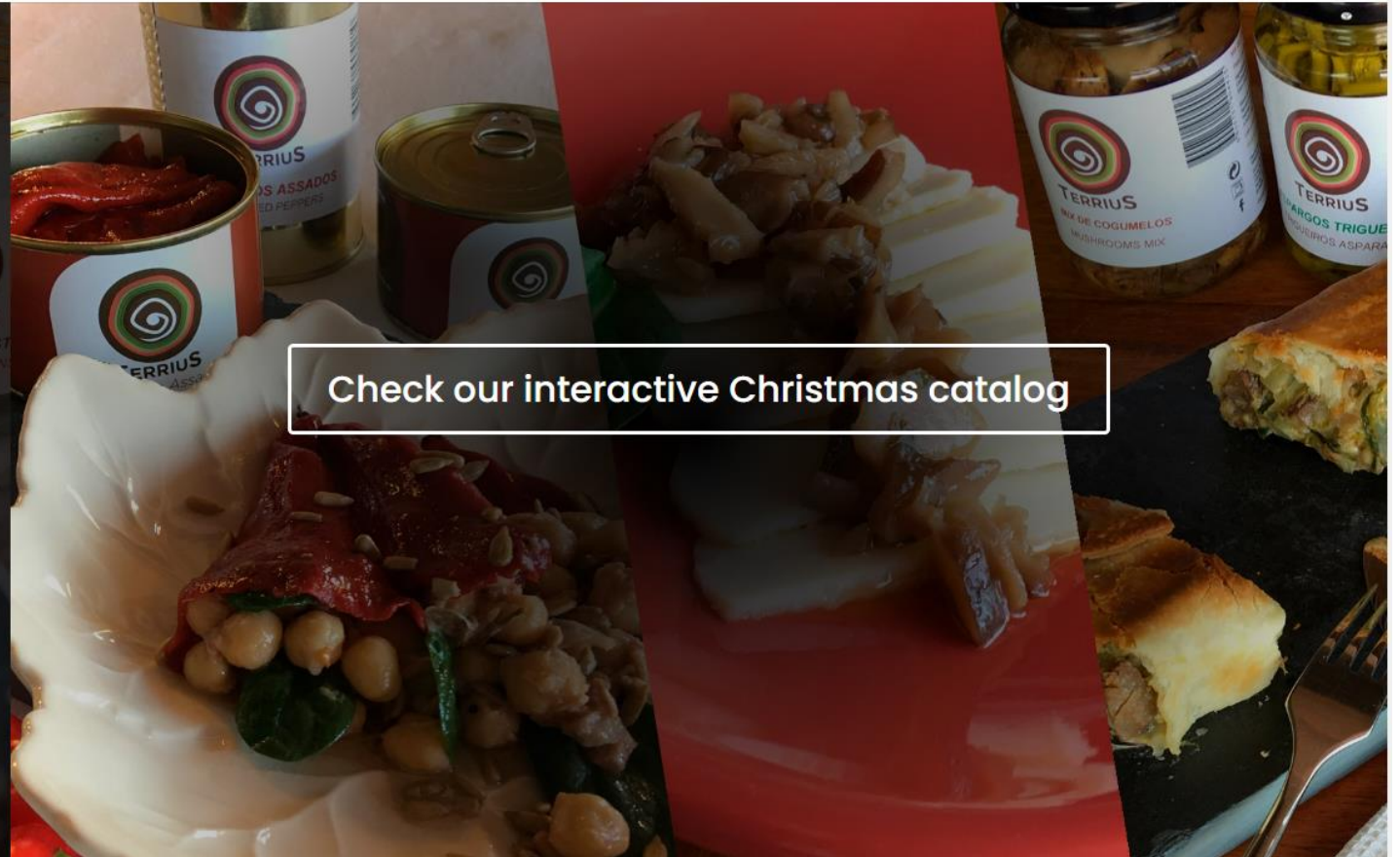
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Terrius

TERRIUS is born in the Serra de S. Mamede – Alto Alentejo – Portugal, one of the largest biodiversity reserves in the Iberian Peninsula, having as the main objective the sustained production, the preservation and commercialization of the wild products, the fruits and the vegetables of excellence from the region.

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Buy Social Europe B2B

Our new European Project
about social procurement



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Procurement for people and planet

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SAP

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The concept of social procurement

In our rapidly changing world, we are increasingly aware of pressing global social and climate challenges, and the need for a more inclusive and sustainable economy. Growing social and legislative pressures are urging companies to firmly integrate sustainability into their business strategies. The concept of **social procurement – buying from social enterprises that put people and the planet first – has emerged as a powerful strategy for sustainability**. It unites purpose and profit for a better tomorrow, allowing mainstream enterprises to source the goods and services they need, while adding impact, innovation and diversity into their supply chains.





Buy Social Europe B2B

A new transnational initiative

Buy Social Europe B2B – has now been officially launched, during the 2023 Social Enterprise World Forum week. It will take the social procurement movement in Europe and globally to the next level in the years to come.

With 23 partners from 17 countries so far, social procurement pioneers from across Europe and the world join forces aiming to offer a one stop shop for social procurement through a network of mainstream and social enterprise partners with an international, as well as local reach.



To Increase Knowledge

Our aim is **to convince more policymakers, funders and investors to make long-term strategic investments in the field of social procurement**, thus accelerating the transition towards a more social economy, through various market analyses, mappings and data collection about social enterprises and procurement needs for mainstream business.



To Give Visibility

Through digital channels, we raise awareness of the movement. The project also is **creating best practices and case studies encourages registration for additional Social Enterprises, Mainstream Enterprises and partners to get involved** and contribute to the project.



Encourage Cooperation

Between Mainstream Enterprises (ME) and Social Enterprises (SE), we want to **encourage transactional relationships** through capacity building, mentoring and coaching. This will be facilitated through **various coaching programs and matchmaking services** at national and international levels.

A conceptual image showing two hands, one light-skinned and one dark-skinned, gently holding a small, glowing globe of the Earth. The hands are positioned above and below the globe, symbolizing care and global unity.

Primary Target Groups



Social Enterprises

Social Enterprises (SEs) who are already successfully selling to or interested in trading with Mainstream Enterprises (MEs).

Buy Social Europe B2B can help Social Enterprises **build their capacity to trade with Mainstream Enterprises** and connect them with potential business clients.



Mainstream Enterprises

A key to sustainability is social procurement - buying products and services from Social Enterprises. It allows traditional businesses to source the goods and services they need, while bringing sustainability into their supply chains.

Buy Social Europe B2B can help MEs **build their capacity for social procurement and connect with proven social entrepreneurs they can trade with.**



Intermediaries Organisations

Civil society and social economy organisations, including Social Enterprise Support Organisation (SESOs) and Mainstream Enterprise Support Organizations (MESOs) are key players in ecosystem development.

SESOs and MESOs provide the necessary structures, networking and services to **build the capacity and scale their desired social and environmental impact.**



SEWF23 FRINGE DAY

Social Procurement Fringe Day

10 OCTOBER, RODE HOED, AMSTERDAM



OUR TEAM

A consortium of 23 partners from 17 countries
A network of over 100 organizations in over 60 countries



Academy of Entrepreneurship as a National Country Partner

Academy of Entrepreneurship contributes to the research of the ecosystem of relations between social and mainstream enterprises in Greece and expands the network of the movement on a national level

Academy of Entrepreneurship will be invited to organise training activities to offer the training, capacity-building activities and concepts that are developed in the project to local and regional SEs/MEs



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