



# ANNUAL REPORT 2017/18



# A YEAR OF REFLECTION, A DECADE OF DEVELOPMENT

10 years ago few people knew anything about this emerging movement known as 'social enterprise'.

In the decade to 2018, public and political awareness of social enterprise has increased dramatically. The mainstream and specialist media in Scotland, the UK and around the world frequently report on the successes of our thriving social enterprise community. And this profile will be heightened in September 2018 when the Social Enterprise World Forum returns to Edinburgh for its 10th anniversary.

The World Forum will be an opportunity for us to reflect on how far we've come but also to look to the future. We see creativity and fresh thinking everywhere, particularly within the membership of Social Enterprise Scotland. From Hey Girls tackling period poverty, ActivNess improving mental health, the Edinburgh Remakery creating beautiful upcycled furniture, Hemp CIC unleashing the power of natural hemp or Fearless Femme with innovative approaches in publishing.

This is about real social impact for the benefit of ordinary people and we're delighted that you're part of the journey.



*James Dunbar, Chair,  
Social Enterprise Scotland*

## OUR STRATEGIC PRIORITIES

**1**   
Supporting members to be **connected** and **heard**

**2**   
Positioning social enterprise as the **business model of choice**

**3**   
Creating **conditions** to allow social enterprise to **flourish**

## WHAT WE DO

Social Enterprise Scotland is Scotland's national membership body and network for social enterprises, built and led by our members.

  
We support our members with **news, information, advice, connections and events**

  
We **build networks** between social enterprises and their peers and important stakeholders across Scotland

  
We are a **campaigning and influencing voice** for our members on the issues that matter to them

  
We **raise the profile** of social enterprises and their products and services to key audiences



# ACHIEVEMENTS AND HIGHLIGHTS IN 2017/18



- We showcased the very best of social enterprise at the Social Enterprise Awards Scotland 2017. It was the biggest celebration of social enterprise impact and innovation in Scotland with 250 attendees and almost 1 million Twitter interactions!
- We championed social enterprise as a serious contributor to a more inclusive Scottish economy. We represented social enterprise in mainstream economic and business fora including the National Economic Forum and Scotland CANDO Forum and facilitated member participation in the Economy, Jobs and Fair Work Committee evidence sessions on Scotland's economic performance.
- We convened the national Scottish Social Investment Forum, Social Enterprise Local Authority Group and Social Enterprise Communications Group to inform and influence good practice among social enterprises and their supporters and stakeholders.
- We improved our offering for our members, including revamping the Social Enterprise Weekly (which reached its 200th edition in December 2017!), hosting our first webinar and increasing the number of visits we make to our members around the country. Improving our digital services and nationwide coverage will continue to be a priority this year.
- We raised the profile of social enterprise through increased national media coverage and extensive social media activity. We highlighted the rise of ethical energy companies, called for more social enterprise delivery of public services and promoted social enterprise housing solutions among many other topics.
- We worked extensively to feed social enterprise perspectives and priorities into Scottish and Local Government policy development and practice, through the Social Enterprise Strategy Reference Group, Scottish Local Authorities Economic Development Group, engagement with the Third Sector Division, responses to public consultations and other opportunities to inform and influence.

## FINANCIAL SUMMARY

### INCOME AND EXPENDITURE

	2017/18	2016/17
<b>INCOME</b>	<b>£207,601</b>	<b>£265,619</b>
Grants	£141,700	£116,060
Membership income	£60,715	£60,486
Other	£5,186	£89,073
<b>EXPENDITURE</b>	<b>£250,752</b>	<b>£ 257,213</b>
Staff	£165,019	£143,120
Contractors & projects	£26,646	£12,339
Premises & office administration	£43,408	£32,795
Events, communications & promotion	£15,679	£68,959
<b>(DEFICIT)/SURPLUS FOR THE YEAR</b>	<b>(£42,890)</b>	<b>£8,672</b>

### BALANCE SHEET

	2017/18	2016/17
<b>MEMBERS FUNDS</b>	<b>£168,928</b>	<b>£211,818</b>
Profit and loss account	£168,928	£211,818

In 2017/18, **43%** of our non-staff spend was with social enterprises or ethical businesses. This includes meeting venues, catering, phones and IT, research and more!



# WHAT IS SOCIAL ENTERPRISE?

Social enterprises are businesses that trade to tackle social problems, improve communities, people's life chances or the environment. Just like any other business, social enterprises make their money from selling goods and services in the open market but they reinvest all their profits back into the social aims of the business or the local community.

**We'd love to hear from you! Get in touch to make the most of your membership or find out more about joining Social Enterprise Scotland!**

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