

Unlocking the potential of youth-led social enterprises

Young people are starting businesses that drive social, environmental and economic change.

Youth Entrepreneurship Policy Academy (YEPA)

Workshop#3

Social Entrepreneurship by Young Entrepreneurs





Young people aspire to entrepreneurial jobs with social impact



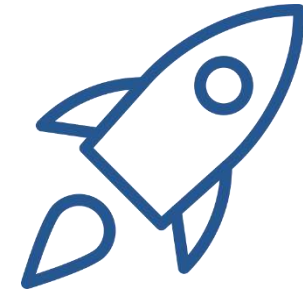
of young people plan to become entrepreneurs after graduating.

(OECD/European Commission, 2021)



of young people prioritise social impact in career choices.

(World Economic Forum, 2017)



of young people are actively working on a start-up.

(OECD/European Commission, 2021)



Social enterprises are **well positioned** to meet these aspirations



of businesses in Europe
are social enterprises.
(Monzón and Chaves, 2016)



of social entrepreneurs in Western
Europe are age 18-34.
(Bosma et al., 2016)



of French social enterprise
employees are expected
to retire by 2028.
(ESS France, 2020)



Youth-led social enterprises present **a double opportunity** for young people

To run businesses ...

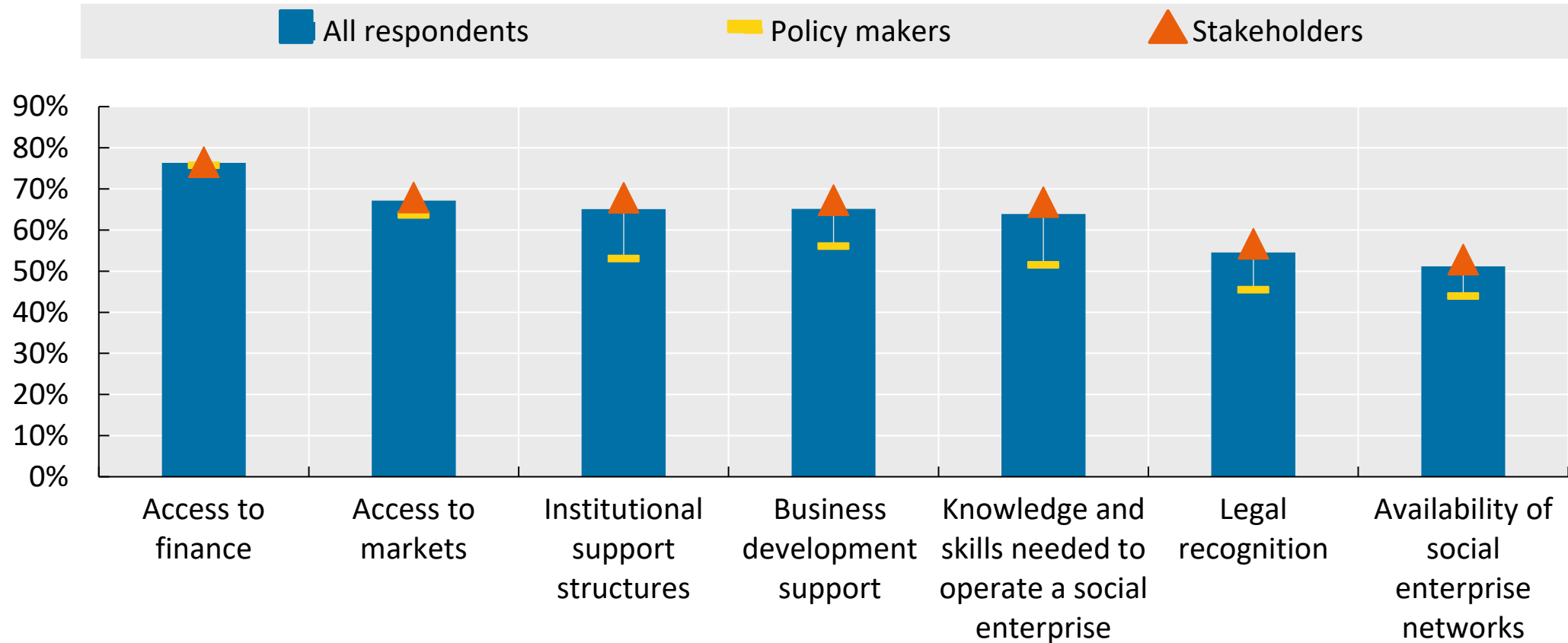
... that **drive social impact.**





Perceived challenges facing youth-led social enterprises

OECD YSE Survey 2021





Youth-led social enterprises face **a double bind** due to their nature and the age of their founders



Access to knowledge and skills



Access to funding and financing



Navigating legal frameworks



Low visibility





Policy makers can help address these challenges by:



Promoting skills development to run and scale social enterprises



Encouraging private investment and developing tailored finance and funding



Raising the profile of social enterprises



Giving youth a seat at the table

Improving the evidence base on social enterprises





Unlocking the potential of youth-led social enterprises



Scan with your
phone to read the
report



oe.cd/il/Unlock-YSE



OECD
Global Action

Promoting
Social & Solidarity
Economy Ecosystems



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THE POWER OF SOCIAL ENTREPRENEURSHIP FOR IMPACT AND SUSTAINABLE CHANGE OF THE SOCIAL ENVIRONMENT

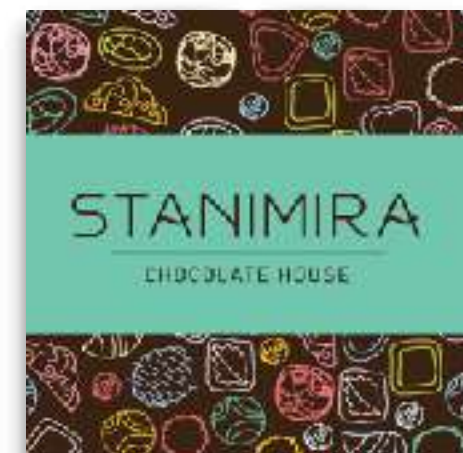
26th April 2024

EYES OPEN



®

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СОЦИАЛНО
ПРЕДПРИЯТИЕ



Eyes Open Ltd <https://eyesopen-bg.com/> is a social enterprise registered in Bulgaria with main activities production of handmade chocolate and management of sports charity events. Our mission is to **create opportunities for professional integration and social inclusion of people from vulnerable groups in the field of social economy by giving them chances to be included in sustainable employment.**



At **Stanimira Chocolate House** [https://](https://www.stanimirachocolatehouse.com/en/)

www.stanimirachocolatehouse.com/en/ a brand of

Eyes Open Ltd we create with love and care sweet chocolate which is WOW, made of high quality Belgian chocolate and raw materials with guaranteed origin, a product of responsible agriculture.

Here young people with disabilities work and **develop labour skills**. Our goal is to give them the opportunity for professional development, to change public mindset and to reduce the risk of social exclusion. Together we create exquisite chocolate products.

Our specialty - hand made, hand colored chocolate







Rallytsa at work

27y old, sightless, first job, graduated American Studies, speaks English, Spanish, French; loves art, dances tango, practice yoga

Rallitsa's and Marina' production



Chocolate Tasting for awaken 5+ senses and workshop @Anglo-American School in Sofia June 2019



Chocolate as a tool for inclusive working environment



A Special Olympics Champion is part of our team at Stanimira Chocolate House



Our colleague Tsvety won 3 medals - **golden, silver and bronze** at the equestrian competent at the Special Olympics in Abu Dhabi 2019. She was a part of the Bulgarian National Team at the Special Olympics Games Berlin 2023, June 18th - 25th and won again silver and bronze.

“I work! There are rules and discipline. That is how I became an Olympic champion!”, Tsvety said to the journalist of NOVA TV

Our colleague Tsvety with the President of the
Republic of Bulgaria Rumen Radev
Tsvety won 3 medals at Special Olympics in Abu Dhabi 2019



Marina from Ukraine
@Chocolate event, work and social events



Awards for contribution in the social economy



Pleven Friendship Marathon



Goal - promote active life style, open door sport,
incision of people with different abilities



Run...Run



- “At the Start we are all equal. At the finish we are all Winners”, Boyka Arsova 70y old participants at 42km



Social impact

Children with intellectual challenges active participation in the cross, PARK+ and volunteers
They were very proud of their contribution



Rich cultural programme



Volunteers Roma Community



Social impact



Charity causes supported in 8y



EYES PEN



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ПРЕДПРИЯТИЕ



GIVE JOY! THINK GOOD. DO GOOD. BE GOOD

<https://dropovercl.s3.amazonaws.com/bd72cf1b-80ea-4070-b0c8-a90a0c7819f1/3c19dd28-413e-4e7e-a089-50d8bd570d96/19bfa186-4314-4ee8-a20f-2827cb837458.mov>

ENG

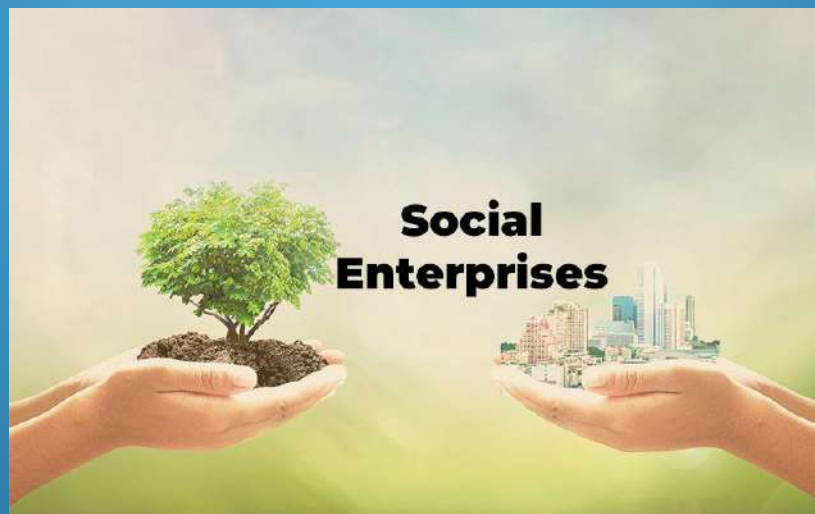
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(BG)



AUTHORITY FOR COOPERATIVE SOCIETIES

SOCIAL ENTERPRISES IN CYPRUS THE LEGAL FRAMEWORK & INCENTIVES



Marinos Aniftos

Responsible of the Unit for Promotion & Development of
Cooperative Institution & Social Entrepreneurship

LEGISLATION FOR SOCIAL ENTERPRISES

- **Law** - It was approved by the House of Representatives in December 2020 and was amended in December 2023.
- **Regulations** - They have been approved by the House of Representatives in December 2023.

CATEGORIES OF SOCIAL ENTERPRISES (SE)

- **SE of General Purpose** – The social mission is achieved through the promotion of *social, cultural* and/or *environmental* activities for the interest of the society.
- **SE of Inclusion** – The social mission is achieved through a minimum of **10%** employment of people with disabilities and a minimum of **30%** employment of vulnerable people as it is determined in the relevant annex of the Law.

ELIGIBLE LEGAL ENTITIES TO REGISTER AS SOCIAL ENTERPRISES

- **A Cooperative Society**, which is registered in accordance with the provisions of the Cooperative Societies Law.
- **A Private Limited Liability Company** with shares or with a guarantee, which is registered in accordance with the provisions of the Companies Law.
- **A General or Limited Partnership**, which is registered in accordance with the provisions of the Law of General and Limited Partnerships and Trade Names.

BUSINESS ACTIVITY AND RE-INVESTMENT

- **At least 70%** of a registered social enterprise's revenue must be generated from business activities, providing goods and/or services, based on a business model.
- A registered social enterprise of the category of ***“general purpose”*** must re-invest **at least 80%** of its profit after tax (carrying forward to non-distributable reserves).
- A registered social enterprise of the category of ***“inclusion”*** must re-invest **at least 40%** of its profit after tax (carrying forward to non-distributable reserves).

ADMINISTRATION OF SOCIAL ENTERPRISES

Every social enterprise shall be managed in a manner that is conducted in a business, accountable and transparent manner, in particular with the participation of its members, employees and/or customers, as appropriate, as well as with the participation of other stakeholders, affected by its business activities.

EMPLOYEES' SALARY POLICY

Every social enterprise applies salary policies and practices in a way that the salary of each of its senior management employees, as well as the highest salary received by any other employee, does **not** exceed ***four times*** the salary received by an employee of the lowest pay scale.

INCENTIVES - SUBSIDY SCHEME

Subsidy Scheme – The Authority of Cooperative Societies prepared a subsidy scheme for social enterprises to cover initial expenses (e.g. set up and operative expenses). The scheme provides €10.000 for each registered social enterprise, with a total amount of €300.000 per year for the period of 2024 – 2026 and with a total budget of €900.000. The scheme needs to be submitted to the Council of Ministers for approval.

INCENTIVES – TAX RELIEVES

- A tax relief on the compulsory special contribution for defense on deemed distribution of profits, which is at the rate of 17%.
- A tax relief on natural persons, who invest in social enterprises, up to 50% of their taxable income in the year of the investment and up to the total amount of €150.000 for a total period of five years. (The bill has been drafted by the Ministry of Finance and sent to the Legal Service of the Republic for a legal technical review).

INCENTIVES – TRAINING & COUNCELING

The Department of Social Inclusion of the Deputy Ministry of Social Welfare is in the process of developing a training & counseling program for people with disabilities, who will be interested in working for a social enterprise or setting up their own social enterprise.

INCENTIVES – PUBLIC PROCUREMENTS

Social enterprises that will be registered in the Registry of Social Enterprises are fully covered and will be treated on the basis of the relevant European Directive (2014/24/EU), which was transposed into Cyprus national law by the Regulation of Public Procurement Procedures and on Related Matters Law.

INCENTIVES - OTHER

Social enterprises could also benefited from subsidy schemes announced from time to time by various other Ministries/Services in relation to entrepreneurship, innovation, rural development and others. For example, the Ministry of Energy, Commerce and Industry has recently announced a New Business Activity Support Scheme, with a total budget of €20 million, which is included in the "THALEIA" Programme 2021-2027 and is co-financed by the European Regional Development Fund (ERDF), the European Social Fund (ESF+) of the European Union and the Republic of Cyprus.

INCENTIVES – ACTION PLAN

In addition to the above, the Co-operative Societies Authority, in the context of the relevant recommendation of the EU Council and the EU Action Plan, intends to update the Action Plan for Ecosystem Development for Social Enterprises in Cyprus, which was initially approved by the Council of Ministers in 2018.

MUTUAL LEARNING PROGRAMME OF THE EUROPEAN COMMISSION

In June 2023, the European Commission with the support of the Republic of Cyprus (Authority of Cooperative Societies) has organized in Cyprus a Peer Learning Event on “Establishing an ecosystem for the support of social enterprises”. During the two days event, there was an exchange of ideas and best practices with other Member States, which have established some developed ecosystems for social enterprises and from which Cyprus could extract some good examples.



THANK YOU



YEPA Workshop N°3

Social entrepreneurship by young entrepreneurs

25th of April 2024



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What is ENSIE ?

European Network of Social Integration Enterprises (ENSIE) – established in 2001

Objective: representation, maintenance and development within Europe of networks and federations of work integration social enterprises (WISEs).

Geographical coverage: 31 national, regional and local WISEs networks across Europe (22 from the EU but also from Azerbaijan, Moldavia, North Macedonia, Serbia and Ukraine).

What are WISEs' identifying principles?

1. The **social and professional integration** of disadvantaged people.
2. Carrying out **business activities** at the core of the economic system.
3. Development of a strong **pedagogical dimension**. Work Integration Social Enterprises initiate training and educational programmes designed on the basis of existing potential of the target group and develop this individual potential (at professional level and in its participation in society) within the enterprise.



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Young entrepreneurs' challenges & needs

- The insufficient know-how (skills)
- Schools do not provide much support in this direction.
- The taxation system does not allow small enterprises and young entrepreneurs to thrive and develop but also dissuade young people from following that path.
- Young people do not always have access to financial aid and tools that help them to start up a business. + Difficulties to diversify funding sources.
- Another important reason is the absence of a culture of entrepreneurship. Many young people are brought up to look for a permanent job. Also, there is the popular idea that becoming and being an entrepreneur is difficult in some countries (ex: ES).
- Have a support network in place (build strategic collaborations)



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Young entrepreneurs: recommendations

Provide and Enable Access to Resources

Provide access to funding, mentorship, and tailored training programs to meet the specific needs of young entrepreneurs. This includes grants, loans, equity financing, and crowdfunding platforms, along with mentorship, coaching, and guidance from experienced professionals. Increase knowledge of public contracting authorities on socially responsible procurement, creation of tools for effective implementation, opening and bringing public procurement processes closer to actors of social entrepreneurship.

Provide Training, Mentorship and Capacity Building for Young Potential Entrepreneurs

Develop capacity-building programs, workshops, and training sessions focused on entrepreneurship skills, sustainable business practices, leadership development, and innovation.

Celebrate and Award the Achievements of Social Enterprise

Recognize and award the achievements of social enterprises to inspire and motivate entrepreneurs, while also raising awareness about their impact. By celebrating successes, these organizations foster a culture of innovation and encourage others to pursue similar initiatives. Use awards and recognition as powerful tools to highlight exemplary practices, attract investment, and build trust and credibility within the community.



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Young entrepreneurs: recommendations

Foster Networking, Collaboration and Knowledge Share

Foster an environment of collaboration and networking among young entrepreneurs, industry experts, investors, and other stakeholders. This can be facilitated through informal networks, workshops, forums, and online platforms.

Create a Supportive Regulatory Environment

Work towards establishing supportive regulatory environments for social entrepreneurship, including SE laws, public procurement laws with clauses on reserved contracts, and promotion of national SE strategies.

Facilitate Local Connection and Collaboration

Emphasize the importance of building strong local connections and ecosystems of support. This includes collaborating with nearby businesses, establishing relationships with local authorities and municipalities, and leveraging local support systems such as free counseling, legal assistance, and seminars.

Establish specialised one-stop-shops for the development of social entrepreneurship.

Foster a social entrepreneurial culture

Foster a social entrepreneurial culture to cultivate an environment that nurtures innovative thinking and action aimed at addressing social challenges through entrepreneurship. Promote values such as creativity, collaboration, and social responsibility. Encourage individuals to think outside the box, take risks, and pursue ventures that create positive social impact.



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Young entrepreneurs: some tools



- ❖ Curriculum on SE and WISEs
- ❖ Curriculum for impact management and measurement
- ❖ Western Balkans Social Economy All-Stars Compound
- ❖ Sustainability Roadmap

More information available here: <https://www.ensie.org/projects/wises4youth>



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Thank you !

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Bridging Education & Entrepreneurship

Preparing the next generation for tomorrow's challenges

Empower the next generation to shape the future

Equip young changemakers with tools
& resources to significantly
increase the odds of solving the
world's most pressing problems

10,000+
young leaders
empowered

15,000+
mentoring
sessions enabled

450+
SDGs solutions
developed

400+
mentors & experts
involved

moensHOT
pirates



PURPOSE

GUIDANCE

SAFE SPACE

SHARP

THE FUTURE CHALLENGE

Climate

May 10 - June 19

1500+ young innovators aged 15-20

4-week-challenge to develop solutions for climate change

mentoring and expert guidance

final pitching to international experts

winners earn a Silicon Valley innovation trip

👉 [MOONSHOTPIRATES.COM/CHALLENGE](https://moonshotpirates.com/challenge)

Launchpad for young founders

An ecosystem of resources, mentorship, and community.
Designed to turn visionary ideas into impactful solutions.

AI POWERED
100-STEP JOURNEY

DYNAMIC VIRTUAL
MENTORSHIP

TAILORED GUIDANCE
& RESOURCES

PEER-TO-PEER
COLLABORATION

100-STEP FOUNDER JOURNEY PREVIEW

AI-Powered Journeys: All the micro-steps guiding founders to launch their venture



92% match
3k peers

STEP 1

Unleash Your Passions to Change the World

Finding Your Fire • 6 Action Points



86% match
2k peers

STEP 7

The Fundamentals of the Entrepreneurial Mindset.

The Resilient You • 4 Action Points



65% match
3.7k peers

STEP 12

Define your target audience & personas

Know Your Tribe • 6 Action Points



93% match
3.4k peers

STEP 20

Select a Business Model That Fits Your Mission

Know Your Business Why • 5 Action Points



45% match
1.5k peers

STEP 31

Learn about intellectual property and if it applies to your business

Money Matters • 3 Action Points



73% match
3.3k peers

STEP 43

Explore Partnerships to Amplify Your Impact

The Power of Your Tribe • 8 Action Points



85% match
1.9k peers

STEP 70

Establish a Culture of Innovation & Openness Within Your Team

The Power of Your Tribe • 6 Action Points



93% match
2.3k peers

STEP 89

Explore Sustainable Practices for Your Business

Impact to Infinity • 4 Action Points



68% match
3k peers

STEP 95

Develop a Succession Plan or Explore Exit Strategies

Know Your Business Why • 5 Action Points



89% match
2.3k peers

STEP 100

Set Challenges & Goals for the Next Phase of Your Entrepreneurial Journey

Find Your Fire • 18 Action Points

Get involved

BECOME A MENTOR



SPONSOR A CHANGEMAKER



PARTNER WITH US



BECOME A LAUNCHPAD INVESTOR



Imagine a world where the next generation of leaders and innovators are well-equipped with the knowledge, skills and mindset to tackle global challenges.



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Silviya Georgieva

Entrepreneurship Department, University of National and World Economy, Bulgaria

Social entrepreneurship in Bulgaria

Social and Solidarity Economy Law, 2019

Target group

Products and services

Financing

Skills

Team

Environment

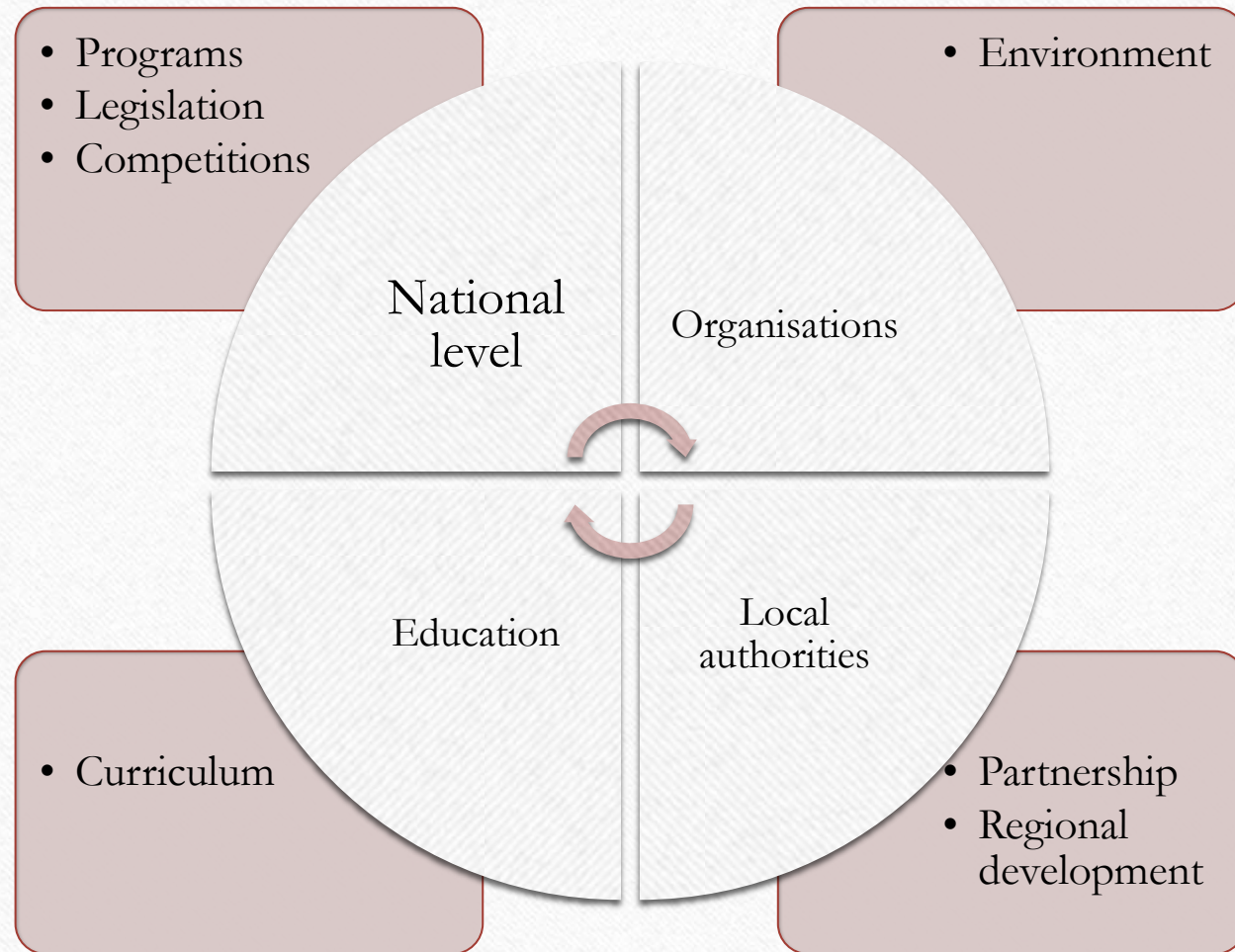
PROBLEMS FACING SOCIAL ENTREPRENEURS

Mirceva, Al., Shabani, N., 2023 Entrepreneurship for NGOs 2023: Key findings,
Bulgarian Center for Non-Profit Law

YOUNG ENTREPRENEURS CHALLENGES



NEED AND LEVELS OF SUPPORT



Thank you for your attention!

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