



Project name: **Alliance for Social Entrepreneurship**
Project code: **KA204-BF8C4AAB**



Alliance for Social Entrepreneurship

*“IO1 - Research on the existing legislation and
tools for support of social entrepreneurship
education in Bulgaria”*

Partner organization: Horizont ProConsult - Bulgaria

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Contents

Desk research	3
Introduction	3
Legislation on social entrepreneurship in Bulgaria	3
Training in social entrepreneurship education	5
Methodology in SE training	6
Good practice examples for social enterprises	7
Good practice examples for educational resources	9
Field research	12
Introduction	12
Learner’s group questionnaire results:	12
Educational institutions group questionnaire results:	15
Social entrepreneur professionals group questionnaire results:	18
Conclusion	22



Desk research

Introduction

The research is part of project Alliance for Social Entrepreneurship and Its aim is to identify the state of art and procedures available for integrating the social economy sector and to define the already existing tools for effective initiation of social business, implementation of innovative solutions in community and creation of social enterprises. The research is collecting data from the official state documentation and conducting questionnaires with various target groups and relevant stakeholders such as public bodies, educational institutions and possibly business actors, mainly involved in the social economy sector.

The desk research is composed of literature and documentation review related to the subject. We are reviewing the legal framework in the country, educational institutions providing training on the topic of social entrepreneurship and their methodology. In addition, there are good practices for successful SE and training materials.

Legislation on social entrepreneurship in Bulgaria

In 2012, the Council of Ministers of the Republic of Bulgaria adopted a National Concept for the Social Economy, which initiated a targeted coordinated state policy in this field. In implementation of it, action plans are being developed and the activities envisaged are in line with the objectives of the Concept and the new legal framework adopted in 2018 - the Law on Enterprises of the Social and Solidarity Economy. The activities are carried out independently by the state institutions or jointly with stakeholders from the non-governmental sector, social partners, employers' associations and others.

According to the Bulgarian law for the enterprises of the social and solidarity economy the definition of the the social and solidarity economy is a form of entrepreneurship aimed at one or more social activities and/or social goals pursued by enterprises, including the production of various goods or the provision of services, in cooperation with state or local authorities or independently.

The principles of the social and solidarity economy are: the advantage of social over economic goals; association for public and/or collective benefit; publicity and transparency; independence from the bodies of state power; participation of members or employees in making management decisions.

The social enterprises are divided in two classes A and A+. Both need to carry out social activity that produces social added value, determined according to a methodology issued by the Minister of Labor and Social Policy. They need to be managed transparently and the employees should be engaged in the decision-making process.

In order to classify as a class A enterprise more than 50 percent of the positive accounting financial result of the enterprise after taxation for the last reporting period should be spend for carrying out a social activity or such purpose. Or not less than 30 percent and not less than three persons employed by the enterprise at the date of the employment should be part of any of the following groups:

- people with permanent disabilities;
- long-term unemployed persons who are entitled to monthly social assistance under the Social Assistance Act;
- persons up to the age of 29 who have no previous professional experience;
- persons placed outside the family under the Child Protection Act, including after termination of their placement;
- unemployed persons over 55 who are registered with the Labor Office Directorate; persons who raise children with permanent disabilities;



- persons who have been imprisoned (for a term not less than 5 years) if the sentence has expired within the last three years of employment;
- persons with addiction to alcohol or narcotic substances who have successfully undergone a medical or psychosocial rehabilitation program in the last two years prior to the employment; homeless persons;
- foreigners who have received asylum in the Republic of Bulgaria in accordance with the Law on Asylum and Refugees during the last three years after their employment;
- persons who have been granted special protection status under the Anti-Trafficking Act;
- persons affected by domestic violence within the meaning of the Domestic Violence Protection Act.

All these should be fulfilled and the additional requirements that need to be met in order to classify as class A+ are either the social added value that the enterprise is carrying out should be entirely within the administrative boundaries of municipalities which, for the previous year, have an unemployment rate equal to or higher than the national average; or to invest more than 50 percent and not less than 75,000 BGN of the positive accounting financial result of the enterprise after taxation is social activity; or at least 30 of the employees are persons from minorities (mentioned beforehand) have worked continuously in the enterprise for the last 6 months.

The Ministry of Labour and Social Policy is managing a register with social enterprises. All of them have the possibility to be entered there after submitting a form with all relevant documents, which certify that they comply with the requirements mentioned. When they are complied with, the Minister of Labor and Social Policy shall issue a certificate to the enterprise for entry in the register of social enterprises within 14 days of filing the application for registration. Once they are entered in the register of social enterprises, they have the right to add to their name and legal form the words "social enterprise" and to designate the goods or services they provide with the words "product of social enterprise".

In case of inconsistencies and/or incompleteness of the application, the applicant is notified and has 14 days term to provide all the additional documents, so the application can be reevaluated.

A Class A social enterprise entered in the register of social enterprises must submit to the Minister of Labor and Social Policy the documents proving that the enterprise continues to be eligible for registration every third year from the date of its registration. A class A + social enterprise entered in the register must provide proof every second year. If the submitted documents show that a class A + social enterprise no longer fulfills the conditions for a social enterprise of this class but continues to satisfy those of a class A, the Minister of Labor and Social Policy can issue an order, with which re-registers it as a Class A social enterprise in the Register of Social Enterprises.

The Minister of Labor and Social Policy encourages and supports the subjects of the social and solidarity economy by: facilitating dialogue with each other and with public authorities, including facilitating joint initiatives in the field of social and solidarity economies with different public bodies; supports the involvement of citizens in the activities of social and solidarity economy entities and in pursuit of their social goals by creating an electronic platform through which they are able to present their activities to stakeholders for the purpose of future partnerships and collaborations.

The Ministry provides methodological assistance in seeking specialized financing for the activity of the social enterprises; conducts national training programs for the development of their management capacity; creates, registers and maintains a distinctive certification mark for social enterprises and their goods or services, making them available for use by social enterprises entered in the register of social enterprises; proposes the establishment of objective indicators for the statistical reporting of the social and solidarity economy with the National Statistical Institute, analyzes and proposes changes or new measures for promotion.

Local self-government bodies can assist the social and solidarity economy entities in their activities by encouraging people to participate in courses provided by the governmental body on topics in the field of social entrepreneurship; participate in the activities of the social and solidarity economy through various forms of cooperation.



The 2020-2021 plan for development of the social entrepreneurship in Bulgaria contains the following aims:

- Raising stakeholder awareness of legal, financial, information and other aspects related to the functioning of the social and solidarity economy and social entrepreneurship through: conducting information campaigns, as well as organizing conference '10 years Social and Solidarity Economy in Bulgaria' and European seminar under the name 'Cooperatives - a key partner in the European social and solidarity economy'.
- Building partnerships and disseminate good practices in the social and solidarity economy by organizing of yearly forum for social enterprises, international seminars and conferences in the field.
- Providing institutional support for the social economy by organizing information meetings with participants from different sectors, to present funding opportunities and micro-credit instruments to social enterprises. In addition, the web platform development for database of social enterprises. The plan foresees establishment of a network of resource centers/incubators at local and regional level to support the social economy, including providing targeted institutional support through initial and continuing training programs.
- Maintaining an information environment for the development of the social economy through web pages, implementation of a structured information and training program for the implementation of the Law on Enterprises of Social and Solidarity Economy.
- Development and implementation of educational and training programs in the field of social and solidarity economy, based on assessed economic and social impact of social and solidarity actors on employment, social inclusion and the achievement of social and territorial cohesion.
- Optimizing the national regulatory and strategic framework for the development of the social and solidarity economy.

The Bulgarian national registry of social enterprises can be found here: <http://seconomy.mlsp.government.bg/db/bg>

Training in social entrepreneurship education

In the last years there are various organisations that have started promoting and offering courses on social entrepreneurship such as universities, non-governmental organizations and training centers. Some of them are free or they are part of a university degree, so they are paid or online.

One example for such a training is an elective course in the Faculty of Economics, Sofia University 'St. Kliment Ohridski' for bachelors and masters and is open to all associates who are interested in social entrepreneurship. The course aims to prepare students for the real world of business by building on examples of successful social enterprises in Bulgaria, Kenya, South Africa and the USA. The organizers are United ideas for Bulgaria (<https://oib.bg/>).

Students can acquire practical knowledge and skills related to building, financing and managing a social enterprise. By discussing case studies from Bulgaria and the world, they can learn the main steps, challenges and goals in the design, launch and scaling of successful entrepreneurial initiatives with a social element.

The course content includes analyzes of various business structures, resource management methods, team structuring and good practices for achieving enterprise sustainability. They explore strategies, risks and challenges in starting and managing a social enterprise. The practical orientation of the course, at the expense of a very limited theoretical formulation, is a major advantage of the subject. The course includes case discussions, each exploring the following factors:

- Sustainability - Social enterprise revenue channels, methods to ensure a long-term vision for development.



Project name: **Alliance for Social Entrepreneurship**
Project code: **KA204-BF8C4AAB**



- Impact and Measurement of Success - Effect of social enterprise (social effect, influence on target groups), methodology for measuring the impact of social enterprise and its effectiveness.
- Innovation - Types of social innovation, process of creation and growth.

Another platform to learn more about SE is created under project Open Mind, cooperation between 8 partners. The online course that they provide is free, with 75 h duration and 8 topics that are covered:

- Basic Social Economy and Entrepreneurship
- Business management
- Legislative framework
- Business models
- Social Enterprise Marketing Financing
- Writing a business plan
- Social projects and social impact

The course is created in a special gaming platform and uses one of the latest trends in e-learning - gaming. It features game design elements, such as goals, levels, rules, collaboration, competitiveness, sharing, feedback, rewards, fun, and more. They create an engaging and motivating learning environment that will help you acquire the knowledge, skills and competencies needed in social entrepreneurship

Link for the platform: <http://platform.open-mind-project.eu/>.

Yet another platform that was developed under as a collaboration between different countries is the SUYSE: Starting Up Young Social Entrepreneurs. The objectives of the project are to strengthen the entrepreneurial spirit; to offer training and guidance to provide the participants with an introduction on how to start up socially as well as to increase the sense of initiative and entrepreneurship; with the aim to lower the unemployment rate among young people, and therefore, contribute to their labor and social inclusion. The online course prepared by them has 5 modules:

- Introduction to SE
- Your idea
- Product development and project planning
- Starting up and leadership/marketing
- Extralife: Business plan development, Business Model Canvas, Strategic forms

Link for the platform: <http://www.suyse.eu/>.

Along with the online tools there are also programs that are taking place after working hours and during the weekends. The course that the Academy for social entrepreneurs is organizing is a 9-day training course, containing 3 main modules: Social change, Sustainable business model and Attracting support. It has a lot of practical examples and workshops for the participants, so they are able to engage and learn from real life situations. The process of selection is with an application form and then an interview. There are scholarships for the 30 best applicants, and they receive 50% off the tuition fee. The fee for the full course is 480 BGN (240 EUR).

Link for more information: <https://www.se-academy.bg/>.

Methodology in SE training

The trainings conducted in Bulgaria can be summarized in two main groups:

- Online trainings

These trainings take place on different platforms and the methodology used in them is allowing anyone interested to learn more on the topic of social entrepreneurship to enroll in the course. The courses are



prepared by professionals in the sphere and are normally divided in 5 to 8 categories. The main two topics that are discussed are information on SE and how to develop your own social enterprise.

The courses contain a module for introduction to SE, presenting the basic aim and idea behind the name social economy and entrepreneurship. Then, they continue with part dedicated to the legislative framework used in the country and afterwards business models and business management, dedicated to providing guidance on how the business should be structured and gave the chance to acquire knowledge about different business models that can be used.

Once the basics have been reviewed thoroughly, is time for the development of the participant's own idea. This part of the training contains modules about product or service development and project planning. Another main topic is writing a business plan, creating marketing strategy and finding funding for the newly started social enterprise.

This type of trainings try to attract people with new and user-friendly platforms, which give them a chance to interact with other participants through feedback, reviews, sharing ideas etc. Most of the platforms are free to register and use, which is giving them advantage compared to the life trainings. Another advantage is the possibility to watch or read the materials online anything from everywhere.

- Life trainings

This type of trainings take place in a specific city and are limited to number of people who can participate, as well as specific schedule. Prior to join such training the applicant should fill in a form, very often there is also motivational letter or other kind of document showing a real interest in the program. Then only part of the applicant are selected to participate in the training and this life interaction during the course is giving chance for networking and interacting with people right on the spot, thus creating closer connections and possibility for future projects.

The trainings vary in the duration from 3-4 days to 2-3 months depending on the intensity of the course. The main topics discussed do not differ much from the topics covered in the online training. There is introduction part for the social enterprises and how does a business model is structured. Then most of the trainings also have analyzes of working examples, which is giving the participants more practical approach and based on the case studies they might learn what are the difficulties that they might encounter. On the other hand, that is also helping them learn good practices that are working in different countries or spheres.

The second main part of the training is the development of the participants own idea or business plan. They might work in teams in order to create a strategy plan for the development of a social enterprise its products or services. Depending on the course, there might be mentors for every enterprise, that could help with guidance and advise. Important topics which are discussed are the social enterprise marketing and finances, as they are crucial for the success of the newly founded enterprise.

Once the course is over, the mentors continue to work with the participants in order to provide support for the first six months of the life cycle of the newly founded social enterprise.

This model is giving a chance to have a team work together on a specific topic and develop it, but is it mostly paid type of a course, also due to the application process there are only selected participants. Some of the courses have scholarships, which cover the fee fully or partially. Another disadvantage of such trainings is the limitation regarding the place that it is held, as well as the limit of time.

Good practice examples for social enterprises

Name: House of Opportunity program

Target group: young people brought up in institutional care



Project name: **Alliance for Social Entrepreneurship**
Project code: **KA204-BF8C4AAB**



Description: The NGO Foundation for Social Change and Inclusion has been working for the social development and integration of disadvantaged individuals, groups and communities in Bulgaria. Its programme "House of Opportunity" has been working to break the cycle of abandonment by helping young people brought up in institutional care to gain skills for independent living in order to become dignified and contributing members of our society.

The social enterprise called "HOPE SOAP" started in March 2012 as a workshop as part of the "House of Opportunity" Programme. The process of soap making is very suitable for the young people who due to their specific characteristics are not able to be successful on the job market. This activity engages their time with productive activities, giving them sense of contribution, develops their coping skills and gives them opportunity for decent income.

The process involves a few simple operations suitable for the intellectual and physical abilities of the young people in the House of Opportunity Programme. The combination of creativity and routine sequence of operations helps to promote their psycho-social skills and work habits in a secure environment. The soap is made of ready to use base, flavors and colors that meet all regulatory requirements for quality and hygiene.

The soap workshops aim at providing productive activity to disadvantaged young people and to generate funds in support of the House of Opportunity Programme. The young people produce handmade soaps which are ideal gifts for different occasions – company events or personal celebrations.

HOPE Restaurant is another part of the House of Opportunity Programme - a restaurant with excellent food and noble mission, created and managed by the Bulgarian NGO "Foundation for Social Change and Inclusion". The restaurant offers carefully selected menu complying with both the Bulgarian traditions and tastes, and with the global trends in cooking. Besides a diverse menu, being a social enterprise, HOPE Restaurant offers its clients the opportunity to support the "House of Opportunity" Programme through their orders in the restaurant. By buying food from the restaurant, people help the FSCI maintain the House of Opportunity Programme - a network of observed homes for young people who have grown up without parental care.

Both activities try to spread their work to as many places as possible – participating on bazaars or other events, where people can see the products from HOPE soap and buy them. They also collaborate with big companies which are organizing private events with different NGOs where people can get acquainted with the products of the social enterprises.

Another great idea that HOPE restaurant is implementing is offering deliveries or catering services for private events. This is giving a chance to the young people working there to have more exposure and get a real feel of the world, as well as develop their skills.

More information: <http://www.fscibulgaria.org/>

Name: Green Laundromat

Target group: people with mental illness

Description: People with mental illness are among the most vulnerable groups in society. They have very limited social, training and employment opportunities. The main barriers to finding and retaining work for people with mental disorders are stigma and lack of work habits. Their labor integration is a long process that requires sustained efforts. The Mental Health Services Center is actively working to support the social inclusion of people with mental illness and to enable them to reach their potential. It was created by the Global Initiative for Psychiatry (GIP) in Sofia with the support of Sofia Municipality, NGOs and other organizations.

Human Rights in Mental Health-FGIP is an international non-profit foundation that was founded in 1980 as the International Association on the Political Use of Psychiatry (IAPUP). They actively support the development of mental health care services in developing countries and strive to ensure that every person can participate in society as fully as possible, irrespective of the fact whether he/she is a hospitalized psychiatric patient in Sri Lanka, a person with an intellectual disability in Ukraine or an



Project name: **Alliance for Social Entrepreneurship**
Project code: **KA204-BF8C4AAB**



AIDS-orphan in South Africa. In order to bring about structural reforms in mental health, they work at grass root level together with local partners and at governmental level with politicians and policy makers.

In addition to mental health services, GIP offers a vocational rehabilitation program aimed at improving the quality of life of people with mental illness through participation in the labor market. This includes on-the-job training and supported employment in a social enterprise. The job search module helps clients step-by-step develop a realistic idea of their capabilities and make a good assessment of the right job profiles, find the right job offers, and present themselves to employers. The training introduces them to applying for a job, making effective phone calls, arranging meetings with employers and conducting interviews. They are also offered a supported work environment through the Green Laundromat.

The Green Laundromat washing machine is a social enterprise established in 2009 with the support of the MATRA - KAP program. The benefit is for people with mental disabilities and their immediate environment - for their full and autonomous existence through the creation of employment opportunities.

Revenues from the operation of the laundry are reinvested in achieving social impact on people from vulnerable groups - ensuring employment, improving their standard of living, creating conditions for the development of their capacity as individuals despite the effects of the disease.

In addition to the specific activities related to the operation of the laundry, Green also aims to implement a work rehabilitation program whose role is to help build a supportive environment that empowers people with mental disabilities to acquire and develop their search and skills. job retention.

More information: <https://www.gip-global.org/>

Good practice examples for educational resources

Name: Bulgarian Center for Not-for-Profit Law – BCNL

Description: Entrepreneurship for non-profit organizations is a program devoted to helping organizations create their social enterprises. The course is provided by the Bulgarian Center for Not-for-Profit Law. BCNL is part of the network of the International Center for Not-for-Profit Law (ICNL) and of the European Center for Not-for-Profit Law (ECNL) which operate in over 100 countries worldwide with the aim to protect the right to association and develop the legal framework for civil organizations.

Their mission is providing support for the drafting and implementation of legislation and policies with the aim to advance the civil society, civil participation and good governance in Bulgaria. They pursue it with the strong belief that the improvement of the NGO legal framework is instrumental for the creation of an independent and prosperous civil society.

The program is suitable for all non-governmental organizations developing or intending to pursue business in support of their mission and goals. The requirements are to be a non-governmental organization (association, foundation or community center) that:

- has at least two successfully implemented projects / initiatives alone or in partnership (projects can be both non-profit and economic);
- has annual revenues over BGN 5,000 (2,500 EUR) for the last two years (the requirement is for both non-profit and business income).

There is application process, for taking part in the course. The interested parties should apply filling an application form, then only part of them are being selected for participation in the program. The chosen should pay tuition fee for the amount of 180 BGN (90 EUR), which partially covers the cost of accommodation, food and coffee breaks at the training sessions of the program and the application at the NGO Best Business Plan Contest.



Project name: **Alliance for Social Entrepreneurship**
Project code: **KA204-BF8C4AAB**



Then the participants will have the chance to take part in two training meetings (two or three days) and individual consultations are planned according to the needs of each participant. Through these, the participants in the first phase of the program, will improve their organization's business plan and presentation skills.

After that till a certain deadline, each participant will be able to submit their organization's final business plan for inclusion in the second phase of the program - NGO Best Business Plan Contest. The business plans will be reviewed and evaluated by a jury composed of representatives of the program's partners.

The winners of the NGO Best Business Plan Contest after the second phase will be announced at an official ceremony, among which the prizes will be distributed. Traditionally, the Ceremony is held in February and is accompanied by the Bazaar of Social Enterprises "Little is Much". Those awarded in the Contest will receive additional training and mentoring from business experts in the next six months.

This is the third stage in the Program - «Lab4e - mentoring program for a successful start».

Currently till 2020 based on the program there are over 170 organizations which are developing their business plans with their help. Over 195,000.00 BGN (97,500 EUR) were invested in the best ideas.

More information: <http://bcnl.org/>

Name: Social Enterprise School

Description: For the past 7 years the team of the Bread Houses Network, have been developing various innovative services, products and programs, which solve different social problems by using social entrepreneurial approaches. The Social Enterprise School offers Bulgarian and international trainings on social entrepreneurship.

Their mission is to offer training and equip the participants with specific, practical skills how to create and develop step by step a sustainable social business model as that this is the best way to achieve long-term social change. They have previous experience in the creation of:

- the first "social franchise" model in Bulgaria, which consists of social enterprises – bakeries for sour-dough bread and employs people from vulnerable groups.
- social and cultural community centers, which offer free Bread therapy for people with disabilities, traumas and other special needs.

The bread houses are the first Bulgarian social innovation that has become popular worldwide and has already spread to more than 18 countries on 5 continents.

They have founded Sofia Bread House – Nadezhko Social Bakery (www.nadezhko.com) – an innovative model of social enterprise-bakeries for authentic sourdough bread, which trains and employs people from different vulnerable groups (at-risk youth, people with disabilities and chronic diseases, long-term unemployed mothers). At the same time, it offers regular free sessions of the unique Bread Therapy for people with disabilities and other special needs. The positive effect of the Bread Therapy has been confirmed by many psychologists. The mission of the bakery is to serve its neighborhood and city as a social and cultural community center organizing supportive community bread making events for mixed groups of different age and background every week. Their motto is "We are all from the same dough".

In trainings they apply approaches and concepts from the fields of social entrepreneurship and social change. The great added value is the practical experience in starting and managing social enterprises as well as foreign good practices they have acquired through international work.

The training they perform is divided in three modules:

- Training in the field of social entrepreneurship which consists of definitions and best practices, business plan development, challenges and social impact assessment
- Social Entrepreneurship & BHN: case study module in which the history and development of the social enterprise model is being reviewed. These sessions include hands-on training and learning the methods for teambuilding and art therapy used.



Project name: **Alliance for Social Entrepreneurship**
Project code: **KA204-BF8C4AAB**



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- Development of own business model – developing the idea, fundraising strategy and development of plan for finding customers, marketing products and services.

The tuition fee is 700 EUR, but it can be lowered depending on the group size.

More information: <http://en.socialenterpriseschool.eu/>



Field research

Introduction

Part of project Alliance for Social Entrepreneurship (KA204-BF8C4AAB) is a research on the existing tools and needs for support of social entrepreneurship education in each partner country. The output was elaborated during 6 months through a standard methodology for delivering research work, including the use of questionnaires, face-to-face interviews, and participative observation. Various activities were integrated to have the output produced:

First, part was the data collection After creation of online questionnaire, information for field analysis was gathered through 50 selfcompletion questionnaires by various target groups in each country, 5 face-to-face interviews with relevant fellow partners and observation done by the project promoters in their communities

Second, the data categorization, processing, and analysis. All information collected was processed according to quantitative and qualitative analysis techniques, such as content comparative analysis, correlative analysis, and Khi-2 dependence tests relevant for executing this type of research. Results were carefully analysed and dressed in categories such as the legal social economy framework in Bulgaria, the precise learning needs of target groups and stakeholders in terms of social entrepreneurship education, the existing cross sectorial partnerships relevant for the topic and a summary on how entrepreneurial learning is so far implemented in Bulgaria. Categories were set up also for tools for implementation of entrepreneurial and lifelong learning in the field of social economy since they could differ from country to country and might not be used in the same way.

The interviews and questionnaires were conducted in March 2020 locally in Bulgaria. During the data collection, 10 face to face interviews were conducted with relevant respondents and 40 online surveys were received. Both interviews and questionnaires were done in Bulgarian and the summarized results are translated in English.

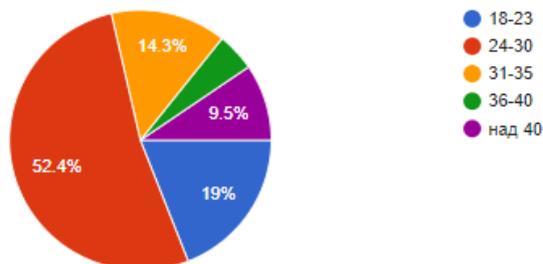
Regarding the focus, the participants were separated in three groups:

- learners, a local group of people from different age ranges;
- institutions, different companies who are part of the institutions providing education;
- social entrepreneurs, group of people with experience and working in or with social enterprises.

Total of results 50 questionnaires are separated in 21 surveys filled from the learners' group, 10 from institutions and remaining 19 from professionals.

Learner's group questionnaire results:

1. In which country do you live currently?
All the participants that took part in the survey were currently living in Bulgaria.
2. Age:



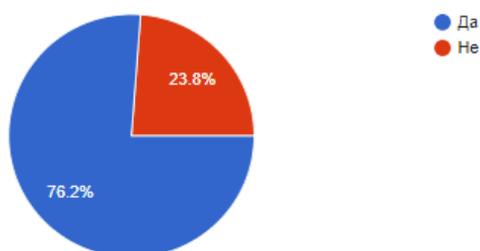
Half of them were in the 24-30 years old range, another 20% were younger, in the range of 18 to 23 years old and 14 % - 31-35 years old. The remaining were over 35.

3. What do you understand when you hear social entrepreneurship?

This question had the form of an open question.

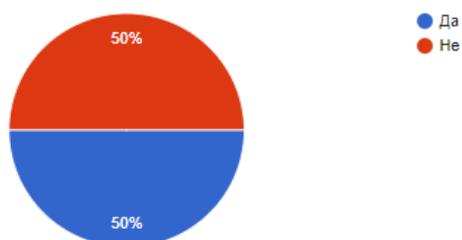
- Social entrepreneurship is a term referring to groups of people who work to find innovative solutions to social problems
- Initiatives and projects have a lot of added information to discuss, in relation to what has been implemented, and based on opportunities / weaknesses on this action.
- A social enterprise or social business is defined as a business that has specific social objectives that serve its primary purpose. Social enterprises seek to maximize profits while maximizing benefits to society and the environment.
- Private companies whose product is supporting the public interest
- Carrying out some economic activity, the income of which is invested in a social cause.
- Shops and services that benefit society
- A business venture that aims to help people who are in risk groups.
- NGO
- I have no idea
- Start up with the purpose to help the society

4. Have you heard the concept before?



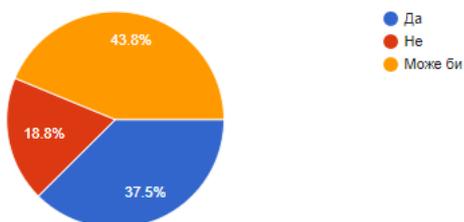
About 2/3 of the participants had previously heard of the concept.

5. Are you interested in following an education in topics related to social issues and impact?



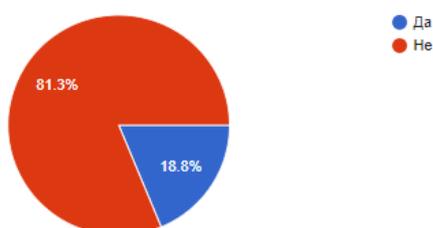
Half of the respondents answered that they would be interested in such topic.

6. As social entrepreneurship aims to focus on businesses for a greater social good and not uniquely pursue of profits, would you consider pursuing a career in this area?



More than 35% replied that they are considering such a career, 18 % were not interested at all, 44% said that they were interested to some extent.

7. Do you think there is enough information available on the topic of social entrepreneurship?

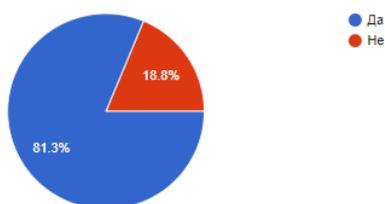


More than 80% replied that the data on the topic is not enough.

8. Which are the areas connected with SE, where there is lack of information and tools?
 This question had the form of an open question.

- the effect on the society and economy
- opportunities for business development with such a focus
- assistance from authorities or tax breaks.
- the financial sphere
- ideas how to market products and services provided by SE.

9. Do you believe in the positive impact of social entrepreneurship in society?



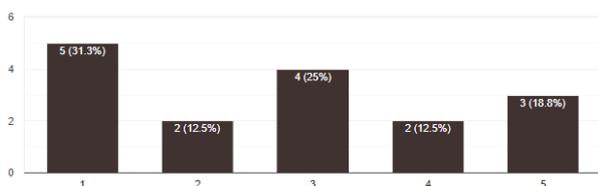
More than 80% replied positive that they believe in the positive impact of social entrepreneurship.

10. Which are aspects of social entrepreneurship that you would be interested to learn more about?



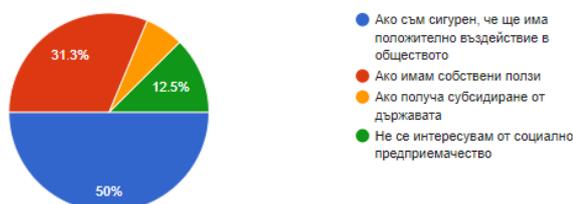
47% of the participants said that it would be the impact over the community that a SE has; 27% were interested in how to become social entrepreneur and the remaining 26% were curious to learn more about the basic information for social entrepreneurship.

11. How likely is to participate in an introductory course for SE?



One third of the respondents said that it was very likely that they would participate in a introductory course about social entrepreneurship. Another 13% replies that they are likely to do it, 31% responded that it is unlikely or very unlikely to take part in such course and 25% remained neutral.

12. What would make you change your chosen career path to social entrepreneurship?



Half of the respondents said they would be interested in changing their career path to social entrepreneurship only if they are sure, that this will have a positive impact over the community. 31% said that they would do it if they have personal benefits from that; 12% were not interested at all and 7% replied that they would if they received aids or are being subsidized by the state in some form.

In conclusion, based on the series of questions in the survey the results are showing lack of knowledge and understanding of what social entrepreneurship is, what are the problem it tackles and what are the instruments at its disposal. Most of the participants were eager to learn more about the topic or clarify the confusion that is around the term.

In summary, based on the education part of the questionnaire it was visible that there is interest on the topic. Considering the desire that most of the respondents showed during the research, a module with well-organized and prepared information on social entrepreneurship will be useful and can motivate more people to engage in this field. Due to the lack of materials, or their scarce promotion a lot of people are not aware of the possibilities that this sector gives.

The conclusion that can be drawn from the last part is that a full course of education on social entrepreneurship is needed. There should be different parts covered discussing:

- the basic information, which will be useful for all kind of people;
- the impact it has on the community, as it is one of the main drivers for the participant's interest in pursuing education or their own business in the field
- how to become a social entrepreneur – module for people interesting in following a deeper education on the topic, looking forward to implementing the knowledge as their future career path.

Educational institutions group questionnaire results:

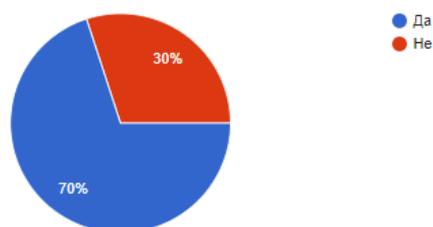
1. What kind of educational institution do you represent?

The participants in the institutions questionnaire were from three main groups of education bodies – 20% schools, 20 % non-governmental organizations and 60% universities.

2. What is your role in this?

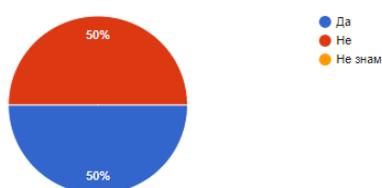
According to the results the respondents were teachers, professors and project managers.

3. Are you aware of the meaning of Social Entrepreneurship?



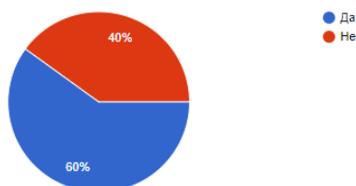
According to the results on the survey 70% of the respondents replied positive, that they are aware of the meaning of SE.

4. Is there a program at your educational institution that teaches Social Entrepreneurship?



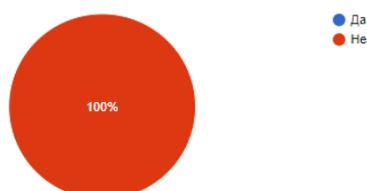
Half of the education bodies had a specific program dedicated to teach social entrepreneurship.

5. Have you attended a course on Social Entrepreneurship?



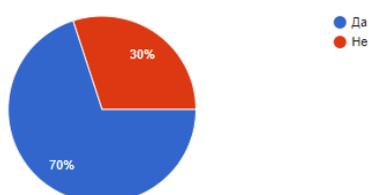
60% of the respondents had followed some kind of a course on social entrepreneurship.

6. In your opinion, does the state provide the necessary support to institutions that teach Social Entrepreneurship?



All the participants agreed that the state was not providing enough support to institutions which are providing social entrepreneurship education.

7. Is your educational institution interested in providing more education on Social Entrepreneurship?



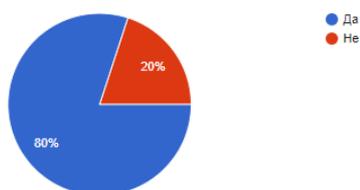
On the question if their institution is interested in providing more education about social entrepreneurship – 70% of the respondents replied positive.

8. What would help your educational institution to promote social entrepreneurship?

This question had the form of an open question. The following are the answers of the respondents regarding the practices that would help educational institutions to promote social entrepreneurship.

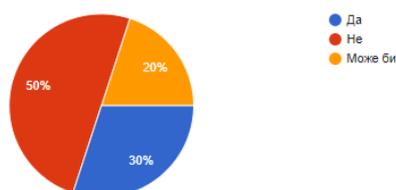
- The appropriate educational materials and tools
- Targeted training and funding by the state
- Online materials
- Funding for additional educational material
- Collaboration with successful social enterprises

9. Would you be interested in attending an online course aimed at educators in social entrepreneurship?



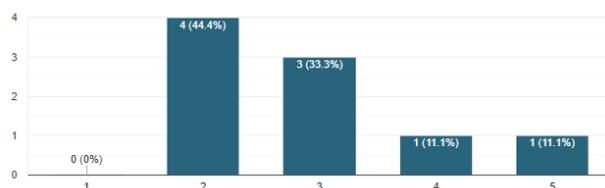
80% of the participants replied that they would be interested in following an online course for educators on social entrepreneurship.

10. Would you be interested in teaching a course on Social Entrepreneurship?



Half said that they are not feeling prepared and replied negative, 30% were interested in doing it and the rest remained neutral.

11. Do you think students would be interested in attending a course on Social Entrepreneurship?



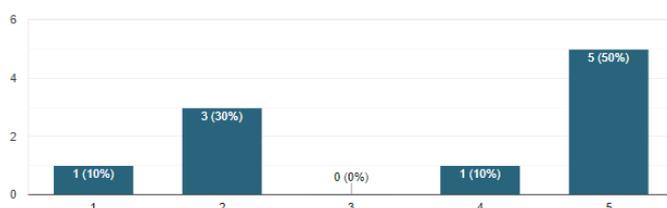
According to the respondent who replied on the question 45% replied that it was very likely to attend a course on SE, 34% remained neutral and 21% replied that in their opinion it was not very likely that their students would be interested in such a course.

12. In your opinion, what are the biggest difficulties facing education on Social Entrepreneurship?

This question had the form of an open question. The following are the answers of the respondents regarding the obstacles and difficulties education on Social Entrepreneurship has faced.

- Lack of know-how and appropriate training
- It is difficult for people to understand the legal framework of social enterprise
- Lack of information
- Lack of teachers and good practises
- The field is not promoted enough, and people do not know the possibilities
- People are not interested to learn more

13. How possible is it for you will to start your own social enterprise?



According to the results 10% replied that it was very likely to start their own SE; 30% said it was likely and 60% of the respondents said it was quite unlikely.

Based on the answers received from the participants in the institutions group, it is clearly visible that additional training is needed both for the educators and learners on the topic of social entrepreneurship. Lack of resources and support from the state is another factor which is negatively impacting the spread of the possibilities that SE gives.

Summing up, the lack of information, resources and good practices are the main setbacks when talking about SE education. Most of the participants, among which there were professors, teachers and others believe that more than 40 % of the people they work with would be interested in such education, which is a great input from people in the education field.

Social entrepreneur professionals group questionnaire results:

1. How and why did you decide to become a social-entrepreneur?

This question had the form of an open question. The respondents answer the following about the ways and the reasons of deciding to become a Social Entrepreneur.

- The desire to help and create better opportunities for people in vulnerable groups.
- The desire to give better opportunities for young people at risk, people with disabilities or mental problems, to help their integration and provide support.
- The belief that social entrepreneurship is a sustainable model for developing ideas and projects that are meaningful and useful to society.
- I had a problem defined, then I found the solution and developed a business plan for the project.
- Due to unemployment and desire to help
- To integrate my family who are in risk groups
- Inspired by education trainings in which they have participated and then decided to create their own social enterprise and try giving better possibilities for all
- Volunteer in different organizations and based on this I already had experience working with all kind of people and were looking for solutions.

2. Where does your business focus on?

This question had the form of an open question. According to the respondents, the following are the sectors their businesses focus on.

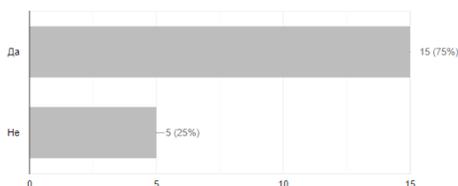
- education,
- art therapy,
- helping women in difficulties,
- integration of young people without families,
- raising awareness for the protected areas and polar regions
- elderly people and people with mental health problems.
- catering
- processing of agricultural products
- coffee shop

3. Where did you get the idea for your business?

This question had the form of an open question. The following answers indicate from where Social Entrepreneurs were inspired to start their businesses.

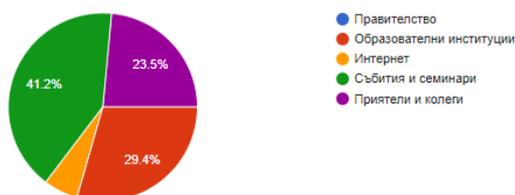
- I have seen something similar in other countries and decided that it is a good practice that is needed in Bulgaria as well.
- I have been working as a foundation and after that decided that in order to have more diverse way of funding their activity, they can grow it and develop a social enterprise.
- I noticed a need which I was able to resolve with the social enterprise I have created for example a platform for young people devoted to art.
- When noticed the real needs of the local community that were not served by the private or the public sector
- From my participation in such a training
- The idea for a social enterprise which was born from the need for financing of an NGO working in the environment and biodiversity sector - the idea of symbiosis emerged between protected area farmers and the products produced there. By creating a social enterprise, we supported the distribution of the products and raise funds for raising awareness and the conservation of these protected areas and their biodiversity.

4. Did you have any training on Social Entrepreneurship before you started your own business?



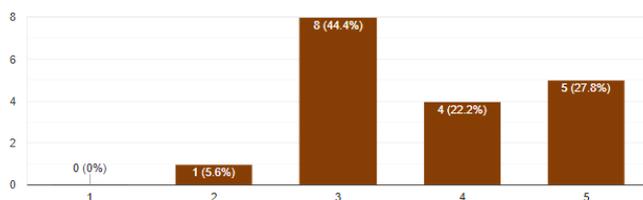
Based on the results 75% of the respondents answered positive, that they have participated in a training on the topic prior to starting their SE.

5. Where did you find information on Social Entrepreneurship before you started your business?



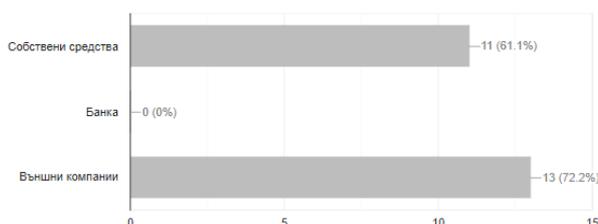
According to the results 41% of the participants said events and conferences; 30% answered educational institutions; 24% replied that the main source were friends and colleagues; the remaining part was based on Internet.

6. How easily did you find information about the laws and regulations on Social Entrepreneurship?



Based on the difficulty of finding information about legislations and law in social entrepreneurship in Bulgaria only 5% of the participants replied that it was easy, 50% said it was rather difficult and 45% remained neutral.

7. Who invested in your business?



When asked who invested in their businesses – two thirds of the participants said that the initial funds for starting the social enterprise were provided by their savings and external companies; and the percentage was equally spread between business which were funded by own savings and external companies.

8. What was the biggest obstacle you had to face when you started your business?

This question had the form of an open question. The following are the answers of the respondents regarding the obstacles and difficulties they have faced when they started their businesses.

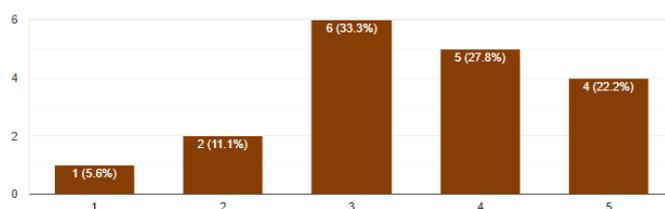
- Among the biggest obstacles when starting the businesses was the lack of information and good practices
- The constant changes in the laws
- Difficulties in marketing the products as people are unaware of the specifications of social enterprises.
- It was difficult starting because of the funding and then sustaining the business in the long run.
- Funding capital
- The ignorance of the people for the difference that social enterprises have.
- Bureaucracy
- The ignorance of civil servants about the specifications of SE

9. What helped you the most to be convinced and establish your social enterprise?

This question had the form of an open question. The following responses indicate what was that that helped the most the Social Entrepreneurs to be convinced and thus to establish their social enterprise.

- the networking from various events and seminars in which I have participated
- the Bulgarian Center for Not-for-Profit Law was the organization who helped us during the whole process
- EU projects funding
- the passion to help
- personal characteristics such as patience, perseverance and the motivation to make a difference for the risk groups we are working with.
- Collective responsibility and team effort
- the social benefit
- the common acceptance of the idea among the members

10. How easy was to start your own social business?



On the last question of the survey on how easy was to start a business in social entrepreneurship in Bulgaria – 17% said it was overall easy, half of the respondents replied that it was difficult and 33% remained in the middle.



Project name: **Alliance for Social Entrepreneurship**
Project code: **KA204-BF8C4AAB**



In conclusion, among the biggest part of the professional group a desire to help and previous volunteering experience was noticeable. They were socially engaged, looking for ways to improve things and address the pain topics that the society has with young people at risk, people with disabilities or mental problems, and they wanted to help their integration and provide support.

In summary, we can say that the field of social enterprises focus is quite diverse. We can see SE focused on work with young people working with art; raising awareness and building a well working symbiosis, etc. The amount of people who said starting a SE business in Bulgaria was quite small, and half of the entrepreneurs even say it was difficult to do so. Bigger part of the companies were funded with personal savings or external companies help.

In conclusion, prior starting the business biggest part of the entrepreneurs had received some kind a training and based on events and conferences they were able to receive more information on the topic. Everyone agreed that the legal framework is difficult to understand and there were difficulties in regard to finding relevant information. This, together with the funding were among the biggest challenges faced when starting the SE. The motivators were the network that they have build when participating in events and conferences and the personal motivation and belief in the positive impact from their work.



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Conclusion

Considering all the questionnaires from the field research performed during the project, the need of a well systemized and easy to access education on SE is needed. All three groups of participants agreed on the lack of clear legal framework and guidance on the topic. It was provided that the majority of the respondents in the learners' group were not hundred percent sure on the topic but eager to learn more. In addition to that, the respondents confirmed the need of support by the state toward Social Entrepreneurship.

The educational institutions confirmed the need of training on the topic of social entrepreneurship and the interest such training would receive from students. A full course containing topics such as what is social entrepreneurship, the benefits it has for the community, how to become SE and how to navigate amount the legislation on the topic is needed. In summary the social entrepreneurs motivation to help and create a better environment was noticeable and all of them confirmed that starting a social enterprise is not an easy task due to lack of information and bureaucracy, but their passion helped them pursue their dream.