

INNOVATIVE KEYS FOR SOCIAL ENTREPRENEURSHIP:  
PILOTING FOR VET PROVIDERS READINESS INNOVATIVE  
PRACTICES IN A DIGITAL ERA

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# E-LEARNING TRAINING COURSE FOR E-LEARNING DESIGNERS AND VET KEY ACTORS

DON'T miss it!

## The course:

The E-learning Training Course for E-learning Designers and VET Key Actors is available !!!!

The course addresses the target group's need to acquire knowledge, skills and competences to deliver quality and inclusive education through online/virtual means, including distance or blended teaching, training and learning. Moreover, this course wants to promote a more conscious and responsible use of digital technology and, finally, to show how to best incorporate digital online technology into subject-specific teaching, training and learning.

The training course is divided into 4 modules:

- the first delivers knowledge on how to design effective e-learning courses;
- the second Introduces participants to the most recent innovations in digital technology;
- the third teaches how to define and apply effective standards for learning material production;
- the fourth shares knowledge on how to integrate e-learning within class physical lessons, mobility and personal study.

## Target Groups:

- Key VET actors, e-learning designers, trainers, teachers, educators, tutors, VET agencies and education institutions, public bodies responsible for VET and education ect.

## Where you could find the e-learning course?

The e-learning course is available on the project e-learning platform:

- <http://e-learning.ikse.eu/moodle/login/index.php>
- <https://ikse.eu/e-learning-platform-io4/>



## The e-book is available in:

[English](#) [Bulgarian](#) [Italian](#) [Spanish](#) [Turkey](#)

- <https://ikse.eu/intelectual-outputs/>

Parallel to our Project calendar, project partners organised a Short-term Joint Staff Training event in Bulgaria and a Transnational Project Meeting in Turkey respectively.

A Short-term Joint Staff Training event named *"Blended course: designing and developing e-learning training course"* was organised on 20-22 June in Plovdiv during the 10th European Forum of Social and Solidarity economy actors where among special guests was Mrs. Iliana Yotova, Vice President of the Republic of Bulgaria, Mr. Georgi Gyokov, Minister of Labour and Social Policy of Bulgaria, Mr. Nicolas Schmit, Commissioner for Jobs and Social Rights, European Commission, Mr. Hristo Prodanov, Minister of Tourism, Mr. Daniel Lorer, Minister of Innovation and Growth, and Mr. Ivan Ivanov, Minister of Agriculture.

The training course has been prepared and taken by prof.dr Inmaculada Remolar and Alejandro Estelles from INIT/UJI, Spain. The training involved around 20 participants, and after 3 days immersive learning in how to design on line courses, ended with a tour at the exhibition dedicated to the Bulgarian social enterprises.

In addition, of the training event, the consortium took the maximum advantaged of the high level European Forum and participated in a range of round tables and discussions such as Digital Transformation and Social Innovation on the National and European levels.



**Transnational Project Meeting** was organised on 21-23 September in Cappadocia, Turkey by Directorate of Ankara National Education on to ensure the coordination of project works. All the Project partners were ready in the meeting and they discussed the ongoing activities and e-learning platforms. The next activities of the IKSE Project was dicussed in detail and it was decided that the next learning event would be organised in Perugia in the end of January and beginning of February.



**The next training event:** Perugia, January 30th to February 3th 2023. The training will be organised by Aris and each partner will be represented by selected participants.

The selected participants to the physical mobility will have the opportunity to improve their learning related to Social Entrepreneurship through e-learning. They will enrich the learning activities already carried out with real-life cases visit and study, hosted by partners.

The activity will be divided in 2 parts:

- 3 days the participants will meet professional in Social Entrepreneurship experts and trainers in order to prepare people and exchange experience and best practices
- 2 days of focus groups and group working will be divided by chance , each group will work together and in individual session.

# DEVELOPING SOCIAL ENTREPRENEURSHIP IN 2022 IN BULGARIA

## When business meets the cause

Every civic organization (association, foundation, community center) has its own unique cause - to help people in need, to fight for nature conservation, to preserve cultural values, to give a chance for development to those who are forgotten by the state or rejected by society. One way CSOs do this is by developing an entrepreneurial initiative linked to their mission. This can take many forms: employing people from vulnerable groups, selling goods made by people with different abilities, providing catering prepared by refugees and much more. Therein lies the heart of social entrepreneurship.

Growing a business with a cause gives organizations two superpowers:

- Financial sustainability - income from business activities gives them independence and freedom to decide how to develop their business idea;
- Cause visibility - social enterprises' products and services reach people's hearts more easily because of their social added value.

In our Let's Go NGO Entrepreneurship Programme over the last 11 years we have managed to develop the potential of over 180 CSOs. Many of them already have successful businesses that can be found on DarPazar.bg - an online platform that brings together products and services with a cause of social enterprises in Bulgaria.

The year 2022 has begun promisingly for the entrepreneurial ecosystem. In January, 3 CSOs kick-started training programs to develop entrepreneurial skills and capacity, open to citizens and organizations:



**DEVELOPING SOCIAL ENTREPRENEURSHIP IN 2022**

- **LET's GO - NGO** Entrepreneurship Program of **the Bulgarian Center for Not-for-Profit Law**
- **Start a Business in a Changing World** - Startup Factory's Accelerated Validation and Development Program for Entrepreneurial Ideas from Ruse
- **Social entrepreneurship - NEW MODERN or how to combine business with a cause** - training meeting of the Social Teahouse in Varna

The good news does not end here. The CSO House now has two new locations in the country. Starting in the summer of 2021, Startup Factory Association and the Social Teahouse Foundation in partnership with the Bulgarian Center for Not-for-Profit Law have started developing local hubs to support local civic activism. In addition to Sofia, active people and organizations can now find a shared space for work, training and collaboration in Ruse and Varna.

The CSO House in Ruse and the CSO House in Varna provide specialised services for NGOs. Thus, anyone who is part of the active civil society in these regions can rely on direct communication, quick legal support, accessible coaching and thematic trainings tailored to the needs of the local context.

<http://bcnl.org/news/da-razvivash-sotsialno-predpriemachestvo-prez-2022.html>

# Find your nearest local hub for civil society organisations:

## **The CSO House in Sofia**

website: [www.ngohouse.bg](http://www.ngohouse.bg)

email: [info@ngohouse.bg](mailto:info@ngohouse.bg)

tel: 0888 874 504,

address: "Hristo Belchev 3, et. 1

## **House of Civil Society Organisations in Ruse**

website: [www.startupfactory.bg](http://www.startupfactory.bg)

email: [info@startupfactory.bg](mailto:info@startupfactory.bg), tel.: 0888 79 66 73, address: 4, Tsar Kaloyan Str.

## **House of Civil Society Organisations in Varna**

website: [www.thesocialteahouse.bg](http://www.thesocialteahouse.bg)

email: [info@thesocialteahouse.bg](mailto:info@thesocialteahouse.bg)

tel.: 0884 614 108,

address: "53 Preslav Street, Varna



# RENEWABLE ENERGY COMMUNITIES – RES: AN OPPORTUNITY FOR UMBRIA, A CHALLENGE FOR SOCIAL AND COMMUNITY COOPERATIVES

In recent months, also following the increase in energy costs, the attention towards energy communities has grown in Umbria both for their environmental value and for their economic and social potential.

Renewable Energy Communities (CER - Comunità Energetiche Rinnovabili) represent an alternative model for the promotion and use of energy from renewable sources, focused on the energy, environmental and social needs of the area and on the resources and potential available to the community.

Energy communities represent a great opportunity for Umbria which could equip itself with a widespread network of CERs capable of covering the entire regional territory in order to reduce the cost of energy for families and businesses, increasing the environmental sustainability of the region. and carrying out concrete actions to combat energy poverty. To this end, the PNRR also provides for a specific measure that in 2023 will finance the construction of new plants built by energy communities in municipalities with less than 5,000 inhabitants at zero interest.

The value of RES/CERs, however, goes beyond energy. They represent an instrument of economic democracy and can be an example of how, through self-organization, families, businesses and local authorities can manage public services and common goods.



The great potential of energy communities, however, risks being lost if only models promoted, created and managed - following a top-down approach - by large energy players, who see energy communities as a marketing tool, or only by companies established in Umbria. that could make instrumental use of RES/CERs.



To avoid these risks and not waste the potential of energy communities, it will be important to carry out a widespread activity of territorial animation and to carry out processes of constitution of RES/CERs that arise from the bottom and generate collective benefits for all actors in the territory. Some targeted and limited time public support could be dedicated to these activities, which can finance the animation activities and start-up costs of energy communities.





In this perspective, an important role can be played by social and community cooperatives. These companies, in fact, governed by a national law (law 381/1991, social cooperatives) and by a regional law (regional law 2/2019, community cooperatives) pursue purposes of interest, include in governance and management different categories of stakeholders and are present throughout the region, even in rural and geographically more marginal areas.



The experiences of the Renewable Energy Community of San Vito, the first CER of Umbria promoted by the community cooperative of Monte Peglia and the Green Community project created by Legacoopsociali Umbria and Aris, with the support of the Cassa di Risparmio di Perugia Foundation, go in this direction. , which aims to create 10 CERs in our region over the next few months, involving social cooperatives and third sector entities.

*Andrea Bernardoni - President of Legacoopsociali Umbria*



## THE IMPORTANCE OF SOCIAL ENTREPRENEURSHIP IN SPAIN

For some years now, certain types of entrepreneurial activity have begun to creep into the Spanish business fabric, which, in addition to being initiatives that are committed to generating value in society, are forms of business that can bring benefits. In this sense, the importance of social entrepreneurship in Spain has gained special relevance. Together with the figure of traditional entrepreneurs – those entrepreneurs who create a business with a methodology that seeks profit as a primary goal – coexists that of social entrepreneurship. This term implies the start-up of a company in which the main objective is not personal or collective economic gain, but the creation of a benefit for society as a whole.

This formula should not be confused with the work carried out by NGOs, since social entrepreneurs, although their activity also promotes the training of people with disabilities or the social inclusion of groups at risk of exclusion, do acquire benefits in the same way as makes a businessman to use. The main difference? With social entrepreneurship, the social impact is reduced, the local economy linked to the activity is favored and the sustainable development of the project is taken into account.

Social entrepreneurship seems to have left behind traditional marketing campaigns in which customers were shown the enormous advantages of acquiring or contracting this or that product. Now companies take into account the values pursued by their users and try to associate them with the brand to provide it with that plus that will differentiate them from the competition. At a time when sustainability is making its way to forced marches in society, more and more people want the products they buy to have been manufactured in an environmentally responsible manner. There is also no shortage of those who seek support for social goals or groups at risk of exclusion in their reference brands. For this reason, entrepreneurs who have opted for a social entrepreneurship model have more and more followers and their business ideas are conquering the market.

Is it difficult to undertake socially in Spain?

-In general terms, people who want to dedicate themselves to social entrepreneurship in Spain are going to find FOUR 'enemies' that they will have to face.

### Access to financing:

The most common in cases of social entrepreneurship is the use of own funds to finance the project. This fact means that, on occasions, the initial investment is not large enough to start the initiative with all the needs covered and ends in failure, dissolving the company. It may also be the case that the social entrepreneur resorts to sources of financing such as crowdfunding, the most common source of external subsidy. As the ideas of social entrepreneurship do not seek economic profit as their main goal, it is more difficult for private banks to bet on them

## The Problem of Workforce:

Most social entrepreneurship projects find it difficult to hire employees who are loyal to the idea and assume that, sometimes, the economic benefits will take time to arrive. The lack of financial resources that has been discussed in the previous point, makes entrepreneurs pay their workers a salary below those offered in commercial companies, something that not everyone is willing to accept. It is common for people from the group to be helped to work in social entrepreneurship.

## The Shadow of Unknowing:

The lack of knowledge about social entrepreneurship means that it is seen by private investors as not very stable. For now, the Spanish education system has not included in its curricula a specific methodology for this new form of entrepreneurship that provides sufficient skills to start it up with minimal risk.

## Absence of a Specific Legal Framework:

As in the educational sector, too much attention has not been paid to social entrepreneurship in the legislature. The lack of regulations in this regard contributes to its being seen as an unstable and unreliable project. Even so, according to the latest 'Forética 2015 Report on the state of Corporate Social Responsibility in Spain', half of the consumers in our country make their purchases taking into account ethical criteria. Thus, Forética –the leading association of companies and professionals in corporate social responsibility/sustainability in Spain and Latin America– puts on the table the enormous importance that social entrepreneurship activities are acquiring in our country

# Entrepreneurship

# THE ITALIAN PRESIDENCY OF THE MONITORING COMMITTEE OF THE LUXEMBOURG DECLARATION ON SOCIAL AND SOLIDARITY ECONOMY IN EUROPE

On Friday, July 15th, the inaugural conference of the activities of the Monitoring Committee of the Luxembourg Declaration on Social and Solidarity Economy in Europe, under Italian presidency for 2022, was held in Trento. The event, titled The Social Economy: Primacy of People, focused the three macro areas and their relation to the social economy: Public Sector, Local Development, and Financial Instruments, with this last topic addressed in a session moderated by Euricse Secretary General Gianluca Salvatori. The year of Italy's presidency of the Committee will include other intermediate steps and will conclude with a meeting of the Ministers of the Monitoring Committee countries on October 21st, all with the aim of promoting and supporting the European Commission's Social Economy Action Plan.

In 2022, Italy is entrusted with the presidency of the Monitoring Committee of the Luxembourg Declaration on Social and Solidarity Economy in Europe. The Declaration, signed in 2015 by Italy, Luxembourg, France, Spain, the Slovak Republic and Slovenia, counts 20 countries signed on to date. The declaration recognizes the social economy as a powerful lever for job creation and social innovation.





# START MY OWN BUSINESS!

The work of the Italian presidency kicked off on July 15 in Trento, Italy, with the event "The Social Economy is the Person at the Center". The Italian presidency year will feature several events promoted by the Conference of Regions, the National Association of Italian Municipalities and the Third Sector Forum. The concluding event is scheduled for October in Bologna when the Declaration's Monitoring Committee will meet again. The aim is to put the Committee's action at the service of the social economy and the implementation of the Social Economy Action Plan proposed by the European Commission in view of the proposed Council Recommendation, expected in 2023.

In Trento, the discussion between the world of research, organizations, Third Sector networks and public administrators focused on the three priorities identified by the Italian Presidency, namely:

- The relationship between the social economy and the public sector;
- Local development and
- Financial instruments.

For all these areas, the chosen approach is that of the centrality of the person (“Primacy of people”) and the involvement of social economy actors in collective choices.

Specifically, on the topic of social economy and financial instruments based on the paper prepared by Euricse[1], participants discussed the need for dedicated finance for the social economy. As pointed out in the paper, to meet the nature and mission of social economy organizations, autonomous forms of financing (cooperative credit, mutuals, guarantee consortia, etc.) have been developed that are more responsive to the need not only to meet business growth and consolidation objectives (as is the case for for-profit enterprises) but also, and more importantly, to meet the needs of people and local communities.

[1] <https://www.lavoro.gov.it/temi-e-priorita/Economia-Sociale/Documents/03-Social-Economy-and-Financial-Instruments-Gianluca-Salvatori-30062022-rev.pdf>



However, such forms of financing may no longer be sufficient in light of the new "capital-intensive" activities (waste management, cultural activity management, social housing, etc.) in which social economy organizations are increasingly engaging. According to the paper, "From a financial point of view," it will be necessary "to develop an appropriate and accessible offer with a mixed approach, mixing different instruments and strategies, consistent with the specificities of social economy organizations (e.g.: self-financing and budget surpluses, grants and donations, equity and debt instruments). This approach excludes an orientation aimed primarily at investor remuneration, in favor of reinvesting profits in activities that produce a collective benefit." The suggestion is that a dedicated tax regime be applied to these organizations and likewise that state aid regulations not be applicable to them.

# Among the policy recommendations:

- the variety and multiplicity of the SSE organizations to be served needs a precise analysis in terms of proportionality and adequacy, taking into account the various stages of the organizational and entrepreneurial development;
- for SSE organizations it is essential a mix of different resources: repayable and nonrepayable; philanthropic, public, and market-based; for investments, working capital and capitalization. It is therefore important that the policies supporting the social economy facilitate the use of all these resources in combined forms;
- policies to improve guarantee schemes are crucial for facilitating access to credit or investment instruments;
- the definition of indices and indicators for measuring social impact must ensure that the values and interests of social economy organizations are adequately considered, and appropriately balanced against the positions of investors and financial institutions;
- supporting policies for the development of the SSE must recognize and encourage the development of the specific and appropriate tax regimes, according to the rules that prevent or limit the distribution of profits and of assets.





# SOCIAL ENTREPRENEURSHIP IN TURKEY: AN APPROACH TO ECONOMIC INCLUSION - 2022

Social entrepreneurship is gaining momentum in Turkey and is considered a promising avenue for addressing key social and economic problems including refugee integration, unemployment, and economic downturns. Social enterprises are organizations that prioritize social and environmental impacts. They generate more than half their revenue from trading, reinvesting any profit primarily in their mission.

Currently, Turkish law does not provide for a separate legal entity for social enterprises, and they operate under a broad spectrum of legal status, including Cooperatives (29 %), Limited liability companies (19%), Sole traders (19%), Associations (14%), Corporations (13%), and Foundations (3%).

Policy is fragmented but active, with ongoing efforts from a number of government entities to support the ecosystem. With support from the EU for social entrepreneurship and social innovation under the Instrument for Pre-Accession Assistance funds and other EU programs such as the 4 years, EUR 39.5 Million, Social Entrepreneurship, Empowerment and Cohesion in Refugee and Host communities in Turkey (SEECO)



Social entrepreneurs in Turkey operate in a diverse range of sectors, the most common are in education, manufacturing, creative industries, and agriculture. Women entrepreneurs tend to focus on agricultural production, food production, textile and garments, arts and crafts, and social services. The scope and focus of social enterprises are often innovative. 86% of social enterprises in Turkey brought a new product or service to the market. Social enterprises are mostly operating at the micro level at startup. In average a social enterprise employs about four people full-time and 5-6 part-time on average, and rely heavily on volunteers. They are generally optimistic about growth.



Social enterprises are mostly led by women (55% compared with 19% women managers in commercial enterprises) and they are also a form of business in which young men and women want to work (47% of social enterprise leaders are under the age of 35). Other key actors in the social enterprise ecosystem are intermediary organizations (incubators, accelerators, co-working spaces) as well as academic institutions, government agencies, and local institutions and funding organizations.

A recent study highlighted the main barriers to the development of social enterprises in Turkey as the lack of;

- Access to finance to expand their businesses is more problematic for women than men, as they cannot access the full range of sources and external funding.
- People and institutions who invest in social enterprises, caused in part by the lack of a common language between finance providers and social entrepreneurs, and the high profit expectations of potential investors
- The skills needed to develop a microbusiness around a marketable good or service
- Visibility and marketing
- Public institutions' understanding and awareness regarding the purpose and approach of social enterprises.
- The costs of establishment, high taxation they pay despite their socially-oriented objectives and the struggle with bureaucracy
- In order to address these challenges the study recommends six key sets of actions:
- enhancing visibility and public understanding with the general public and with public institutions and local administrations
- supporting improvements in the policy environment through an inclusive and flexible approach



- promoting access to finance and growth through better awareness of investors and better readiness of social entrepreneurs, as well as stepping up support from a broad range of external sources
- creating targeted training programs for women with measures to facilitate women's access to funding and finance
- motivating young women and men and supporting their learning; and
- ensuring access to support and capacity building through intermediary and other supporting organizations, networks, and platforms.

<https://darpe.me/social-entrepreneurship-in-turkey/>

## PARTNERS



ENTE NAZIONALE PER IL MICROCREDITO

