

WHY SOCIAL ENTERPRISE AND WHY NOW?

April 12, 2017



Strengthening the Circle
A Native Nonprofit Leadership Program



interSector Partners, L³C
What's *your* bottom line?

Welcome and Introductions

interSector Partners, L3C

- Rick Zwetsch
- Caryn Capriccioso, MNM

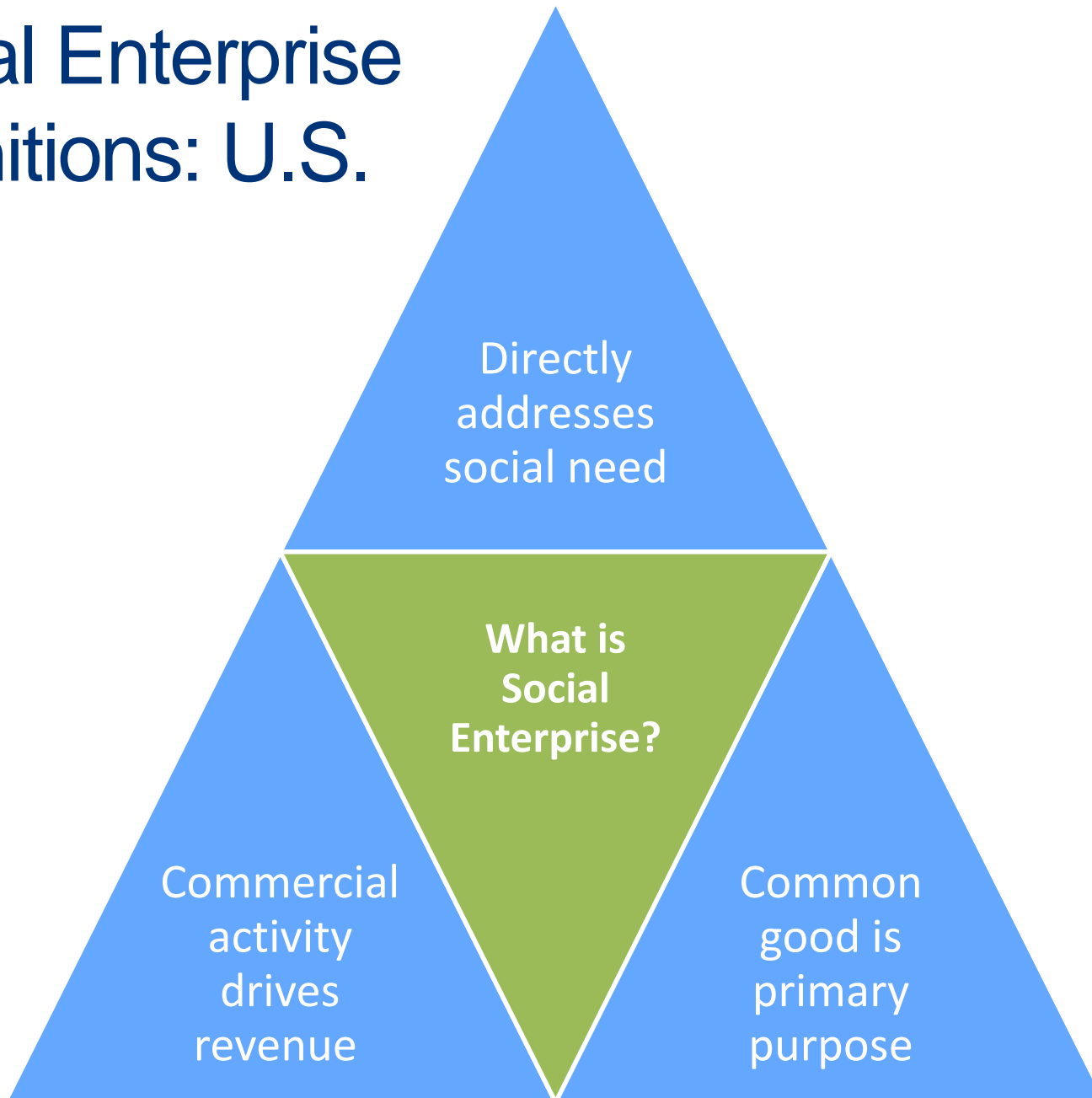


interSector Partners, L³C
What's *your* bottom line?

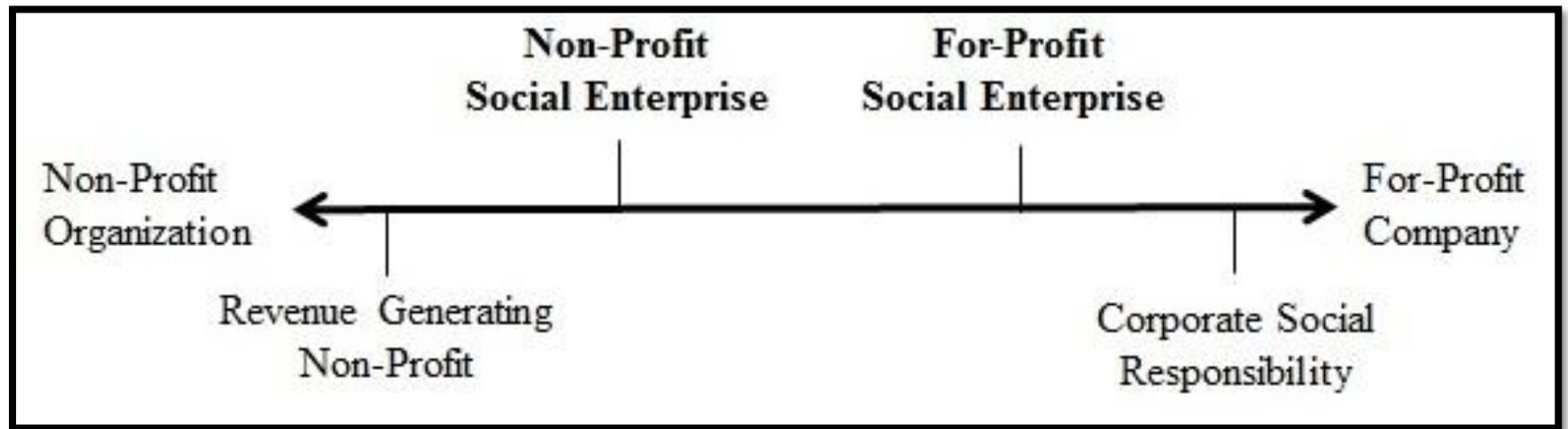
A photograph of a paved road stretching into the distance, flanked by tall, slender trees. The road has a dashed white line down the center. The text "Today's Agenda" is written in a large, white, serif font across the middle of the image.

Today's Agenda

Social Enterprise Definitions: U.S.



Source: Social Enterprise Alliance



Source: Chris Rhodenbaugh

What Can Social Enterprise Offer?

- Sustainable economic model
- Consistent, predictable cash flow
- Diverse funding base
- Increased brand awareness

What Can Social Enterprise Offer?

- Improved Skills and Expertise
- Greater Innovation and Creativity
- Increased Impact
- Jobs for clients / communities served

THERE IS NO ELEVATOR TO SUCCESS...
YOU HAVE TO TAKE THE STAIRS.

-ZIG ZIGLAR



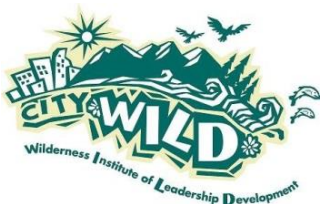


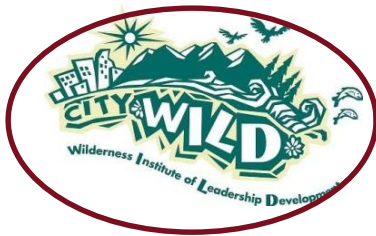




- Cohort-based model
- 9 months: business development
- 1 year: ongoing support
- Ecosystem development











ENROLL TODAY



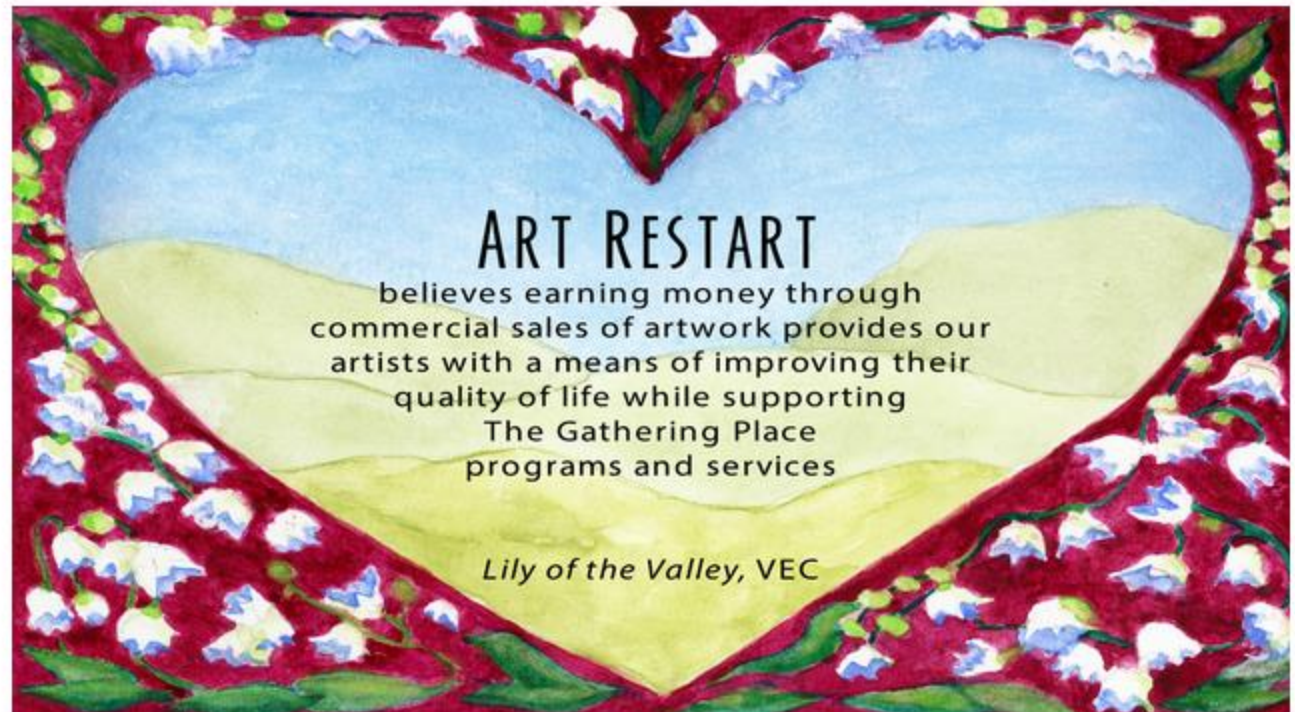
Classes

Summer Camps

Search

Coding Classes Calendar - March

Days->	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Where:	Skinner	McAuliffe	Slavens	Odyssey	Slavens	none
What:	Coding Collection (Intro)	JavaScript-Minecraft Mods & Code Combat	Minecraft Mods- JavaScript	JavaScript Apps	Coding with Arduino & Light up Crafts	
When Time:	4:00-5:00 pm	4:00-5:30 pm	3:10-4:40 pm	3:15-4:15 pm	12:00-3:15 pm	
When Dates:	Jan 23-March 6 Discovery Link,	March 7-April 25	Sess#1 - March 15 Sess#2 March 22-May	March 9-May 18	10-Mar	
Register at:	Neighborhood Center	www.codespire.org	www.codespire.org	www.afterschooladventures.co/		



The Gathering Place
a refuge for rebuilding lives



Art Place by SAM

Aspen Sky View by WA

Beautiful Flowers by EHS

Blue Flowers by FOX



Children's Health
Advocacy
Institute



KIDS & FAMILY
Coloring Outside the Lines at Lalù



HEALTH & WELLNESS
Best Bets: The Barre Code's Free Pop-Up Class



EAT & DRINK
Order It: Linger Taiwanese Shaw

KIDS AND FAMILY

The Safety Store: A One-Stop Shop for Injury Prevention

This tiny shop in Children's Hospital Colorado's south campus is a curated gold mine of pediatrician-approved kids products. Plus, it's staffed with safety experts.

BY LINDSEY R. MCKISSICK

AUGUST 19 2015, 3:34 PM



There's a tiny store inside the Children's Hospital Colorado's south campus in



STRONG, SMART &
**BOLD
BEANS**



A SOCIAL ENTERPRISE
— OF —
GIRLS INC. OF METRO DENVER

THE DENVER POST BUSINESS

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ni damages 3 bridges on NB
i in Denver; 3 lanes closed



Jury deliberating in Fero's Bar
massacre trial



Lockouts at
high schools
caught

BUSINESS

Teen baristas learn skills at Metro Denver Girls Inc. coffee stand

By Steve Raabe
The Denver Post

POSTED: 03/06/2015 12:01:00 AM MST
UPDATED: 03/07/2015 11:32:58 AM MST

2 COMMENTS



DPTV: Girls Inc. coffee shop teaches life
skills and more stories



Visitors to Denver's new Rodolfo "Corky" Gonzales branch library will be able to sate their caffeine cravings — and support a good cause at the same time.

Girls Inc. of Metro Denver on Thursday opened Strong, Smart & Bold Beans, a coffee stand that will serve as a training ground for teenage girls to learn entrepreneurial skills.



**girls
inc.®**

Girls Incorporated
of Metro Denver



vibrant



Vibrant

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Powering Planned Parenthood of the Rocky Mountains

Planned Parenthood[®]
of the Rocky Mountains

For Every Love.
For Every Body.

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Get in touch with **Vibrant**



72% response rate
Typically replies within an h...

Message

See the most helpful reviews of



Love how inclusive and
this is! <3 Amazing pro
amazing cau...



Ryan Garcia
about 6 months ago

Retail Company

5.0 ★★★★★ · Always Open



Invite friends to like this Page

Vibrant is dedicated to providing a space without stigma for all people to take control of their sex life with fun, body... See more



392 Likes
Rebecca Engel and 7 other friends like this



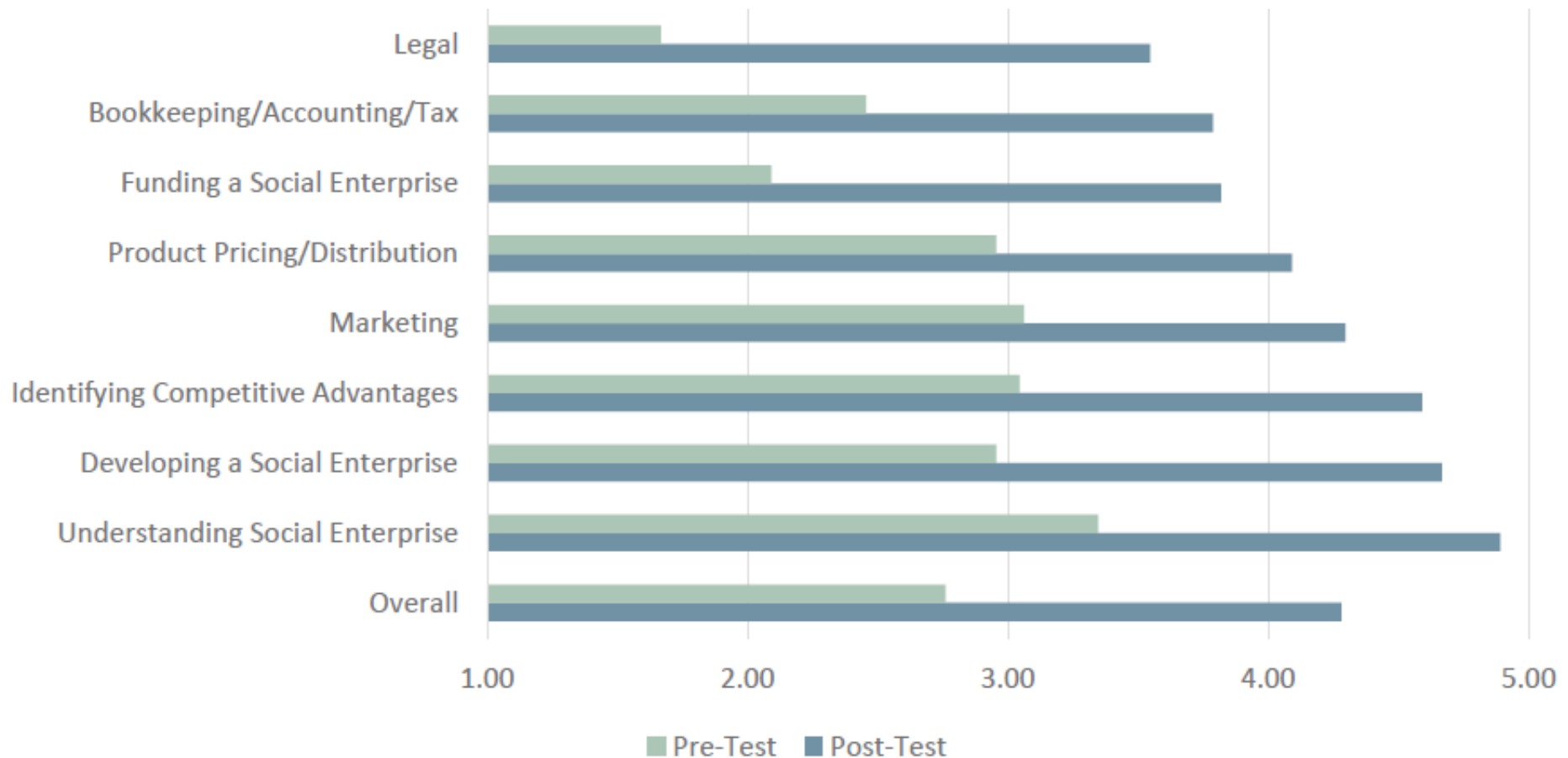
4 people have been here



\$1,800,000

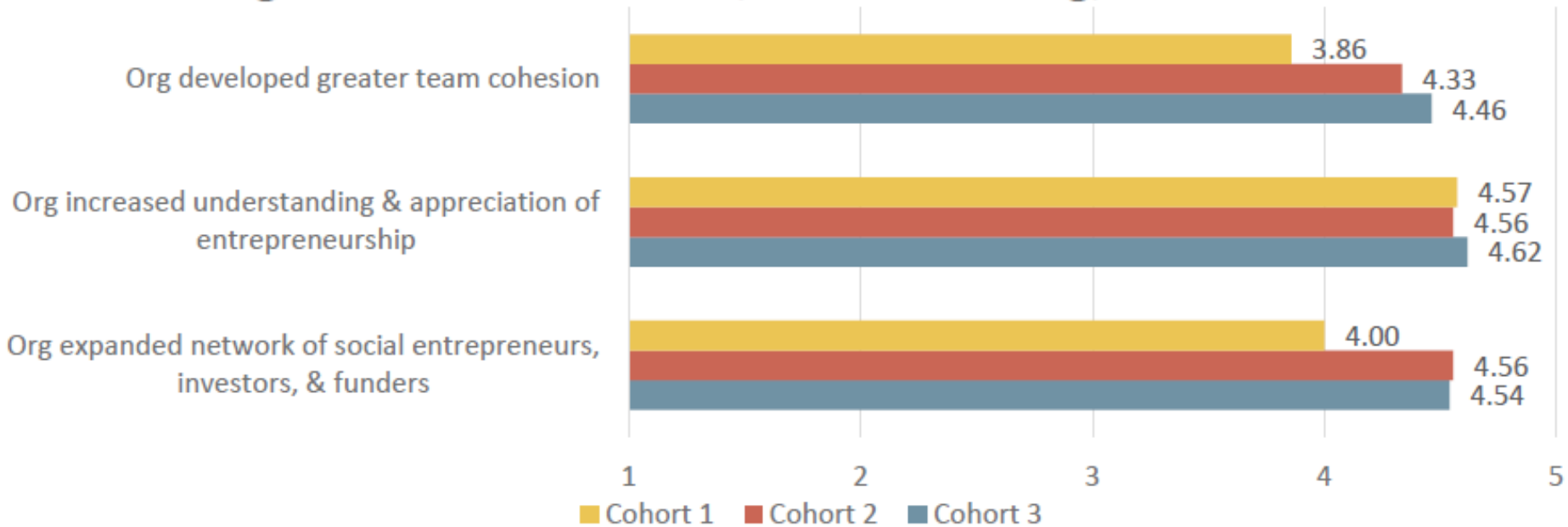
Benefits Beyond the Social Enterprise

Cohort 3 Pre-Post Knowledge by Factor



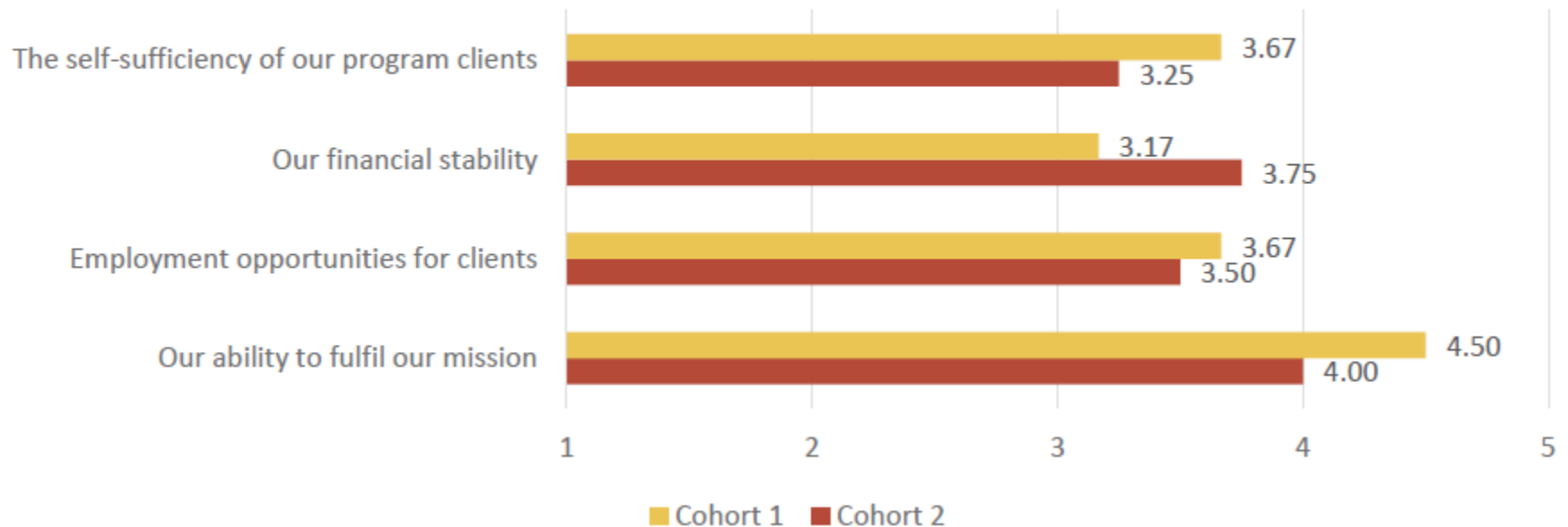
Benefits Beyond the Social Enterprise

Organizational Cohesion, Understanding, and Network



Benefits Beyond the Social Enterprise

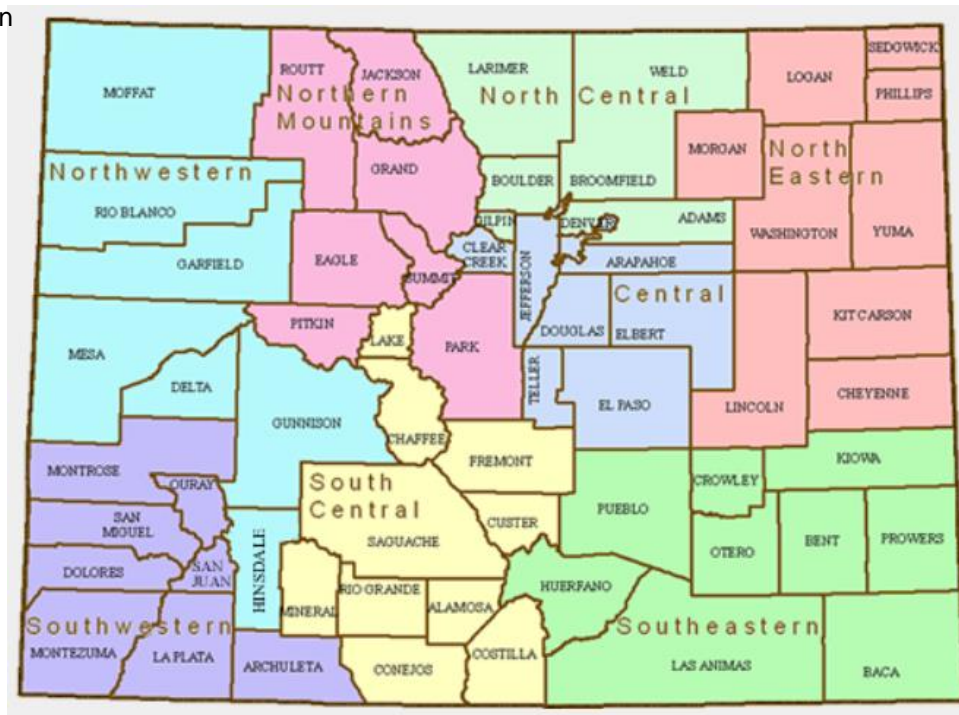
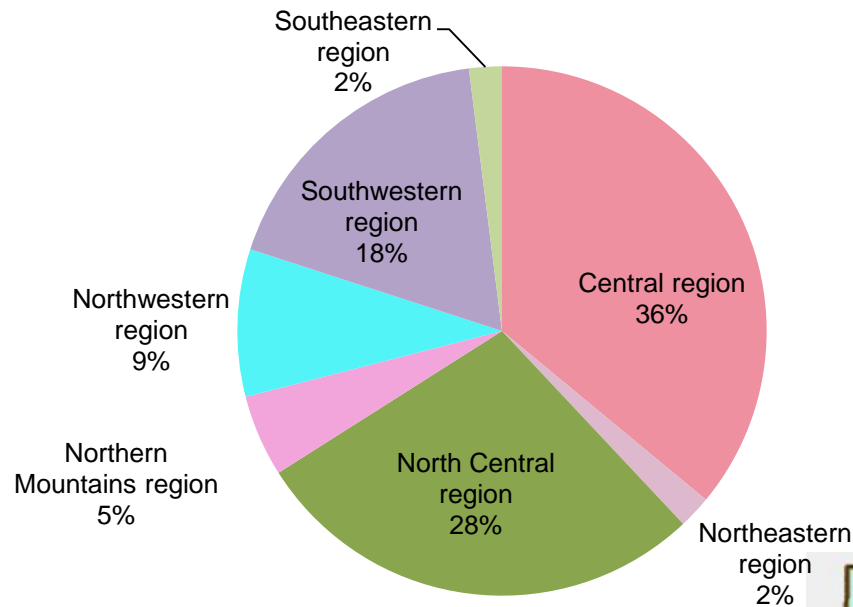
As a result of building a social enterprise, my organization has increased...



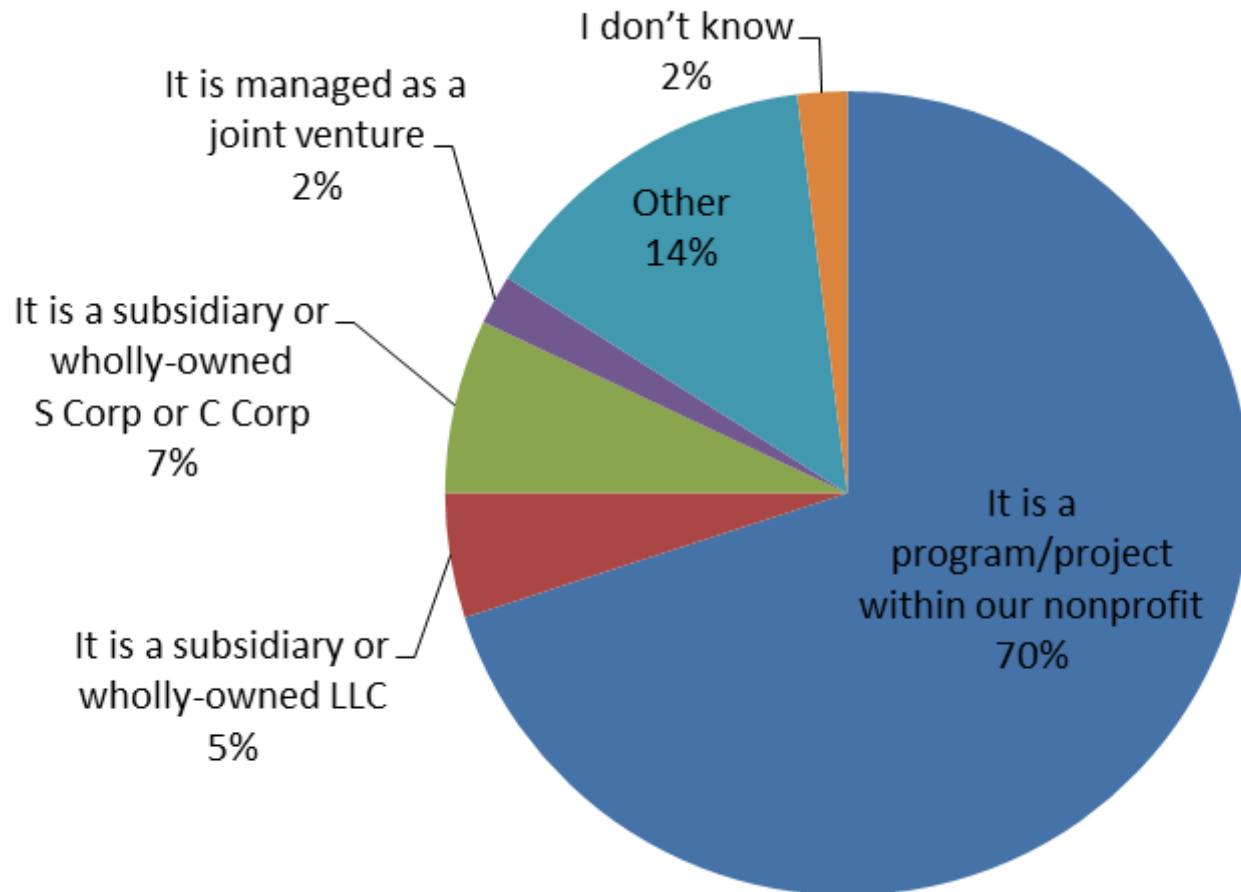
“DO IT! Development of a social enterprise helped us to see the economic value of our work and become more self-sustainable. In addition, we tapped into the creative potential of our team, leading to our staff being able to explore new interests and become energized through this creative, challenging process.”

~Exchange Cohort 3 Participant

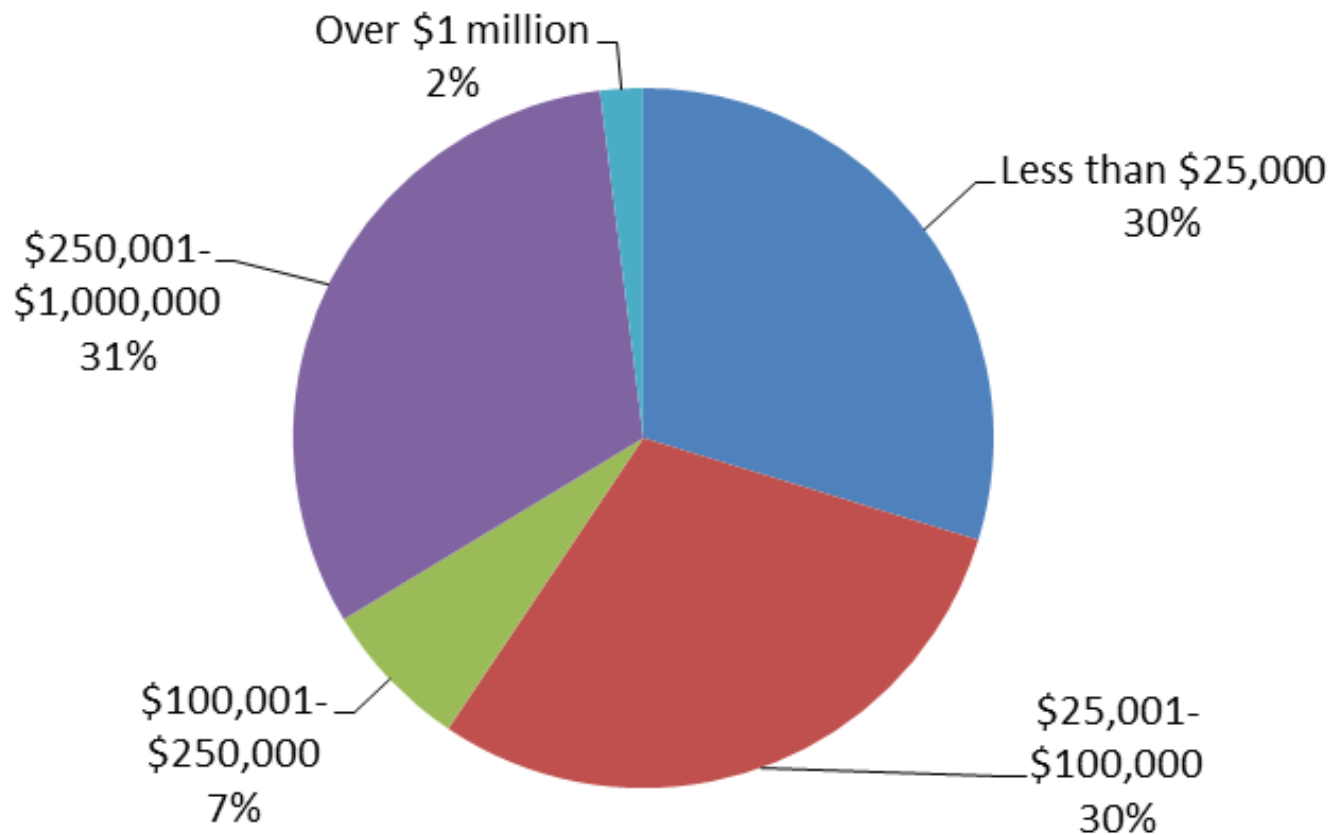




Social Venture Legal Structures



Funding / Financing Amounts



Funding / Financing Sources & Stages

	Internally funded	Grants (foundation, corporate, gov't)	Gift or donation	Traditional loan (bank or other financial institution)	Community loan source (CO Nonprofit Loan Fund, Accion, Community Enterprise Fund, etc.)	Program Related Investment (PRI)	Equity investments	N/A	Responses
Seed, launch or startup funding	36.4 % 16	54.5 % 24	45.5 % 20	0.0 % 0	2.3 % 1	11.4 % 5	0.0 % 0	13.6 % 6	44
Operating or working capital	40.9 % 18	77.3 % 34	59.1 % 26	6.8 % 3	2.3 % 1	13.6 % 6	0.0 % 0	4.5 % 2	44
Capital to grow or scale	27.3 % 12	45.5 % 20	36.4 % 16	2.3 % 1	4.5 % 2	2.3 % 1	0.0 % 0	38.6 % 17	44

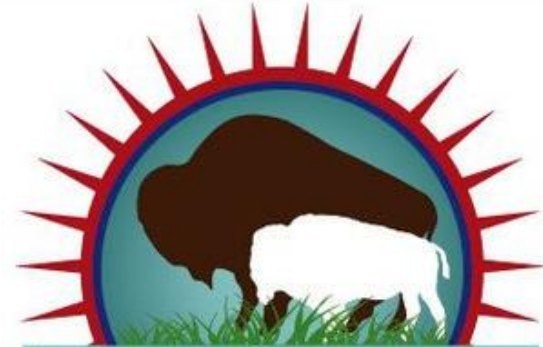
Future Funding / Financing Needs

Source	Percent	Number
Gifts or donations	80%	32
Grants (foundation, corporate or government)	47.5%	19
Program-Related Investments	42.5%	17
Community loan source (Colorado Nonprofit Loan Fund, Accion, Community Enterprise Fund, etc.)	27.5%	11
Internal funds	47.5%	19
Traditional loans (banks or other financial institutions)	15%	6
Equity investments	10%	4

WHAT'S
IN IT FOR
ME

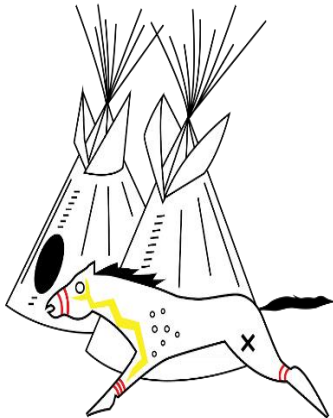


**The
Center
Pole**



WELLKNOWN BUFFALO

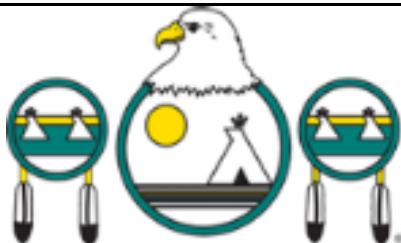
Espresso • Native Art • Ice Cream



**Native
American
Advocacy
Program**



HONEY LODGE



Cheyenne River Youth Project

25 Years of Service to Youth on Cheyenne River



Courtesy Cash Inc.



DINÉHózhó

Diné Innovative Networks of Economies in Hozho, L3C

Why Now?

- Government transitions
- Mobile economy
- The For-Profit Phenomenon
- The Next Gen Phenomenon
- Philanthropy/Impact Investing

**The secret of getting ahead is getting started.
The secret of getting started is breaking your
complex overwhelming tasks into small
manageable tasks, and starting on the first one.**

Mark Twain

ARE

YOU

READY?




To join our live polling session, please:

Text **SECOHORT** to **22333** *once* to join


(Standard text messaging rates may apply)

Or, open a browser on your device and go

to: **www.PollEv.com/secohort**



nd Last Name (WE WILL NOT SHARE your info
anyone. EVER!)



Start the presentation to activate live content

If you see this message in presentation mode, install the add-in or get help at PolleEv.com/app



Total Results: 0



describe my organization as innovative or creative and entrepreneurial; we regularly try new things and test out interesting, promising ideas.



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Total Results: 0





alone in my energy or enthusiasm about new
and creativity. I can name at least two other people
who are like me.



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Total Results: 0





Is at least one person in my organization that
can make the time to champion our social enterprise
exploration and development effort(s).



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Total Results: 0





Organizational culture is based in quick decision-
and action.



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Start the presentation to activate live content



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Describe my organization as a "fun" place to
be a board member or visit or donate money)

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Total Results: 0

FUN.



Organization understands the importance of policies and procedures to guide our work.



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Total Results: 0

PROCEDURE

POLICIES



...a loyal donor and/or customer base for our
...; there are people who will try almost anything
... offer.

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If you see this message in presentation mode, install the add-in or get help at PollEv.com/app

Total Results: 0

CUSTOMER LOYALTY

A hand-drawn diagram on a white surface with several hands visible around the edges, some holding markers. At the top center is a rounded rectangle containing the words 'CUSTOMER LOYALTY'. To the left of this rectangle is a simple smiley face drawn with a red marker. Below the rectangle, the word 'SATISFACTION' is written in large, bold, hand-drawn letters. An arrow points from 'SATISFACTION' down to the word 'QUALITY', which is also in large, bold, hand-drawn letters. To the right of 'SATISFACTION' is the word 'REWARD', with a small yellow trophy icon above it. An arrow points from 'REWARD' down to 'QUALITY'. To the right of the 'CUSTOMER LOYALTY' rectangle is the word 'SERVICE' in large, bold, hand-drawn letters. An arrow points from the rectangle down to 'SERVICE'. Below 'SERVICE' is the word 'SUPPORT' in large, bold, hand-drawn letters, with a green checkmark above it. An arrow points from 'SERVICE' down to 'SUPPORT'. At the bottom center, the word 'FEEDBACK' is written in large, bold, hand-drawn letters. An arrow points from 'FEEDBACK' up to 'QUALITY'. To the left of 'FEEDBACK' is a small brown shopping cart icon. To the right of 'FEEDBACK' is a small blue telephone handset icon. There are also three small coffee cups scattered around the diagram: one on the left, one at the top right, and one at the bottom right.

SATISFACTION

SERVICE

QUALITY

REWARD

FEEDBACK

SUPPORT

There is never a shortage of ideas at my organization
How we might start a business to generate revenue

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Start the presentation to activate live content

If you see this message in presentation mode, install the add-in or get help at PollEv.com/app

Total Results: 0



board is willing to take risks and try new things



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Start the presentation to activate live content

If you see this message in presentation mode, install the add-in or get help at PollEv.com/app



Total Results: 0





is comfortable with words and concepts like
on, demand for services, marketing, and "being
business-like."



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Start the presentation to activate live content

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Total Results: 0





Board has at least two members with solid business experience who don't check their business hat at the door when they walk into board meetings; they keep us on our toes and accountable for budgets and program outcomes.



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Start the presentation to activate live content

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Total Results: 0



Early collaborate or partner with other area no

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Total Results: 0



ularly collaborate or partner with businesses
local government.

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Total Results: 0



Organization can take a calculated risk and withstand the hit if we fail.

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Total Results: 0



to our very first question: Do you think you a

Yes

No

Still

Start the presentation to activate live content

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0%

Take us to send you a report of your assessment

Yes
please!

No

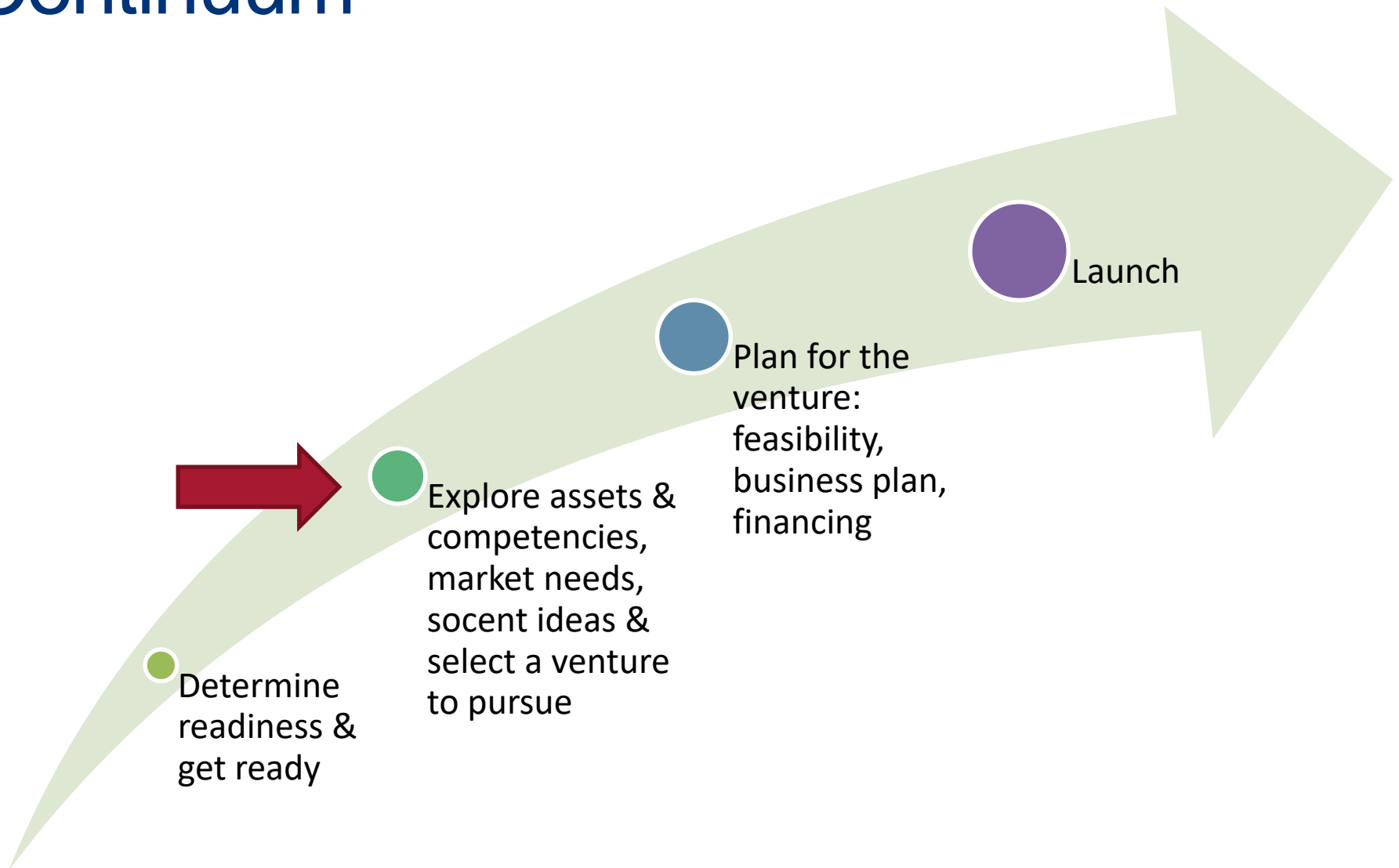
Thanks

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Social Enterprise Development Continuum



Getting Started Session

- **What you know:** considering your organizational assets and core competencies
- **What the market needs:** examining gaps in the market for clients and the community
- **How to make money:** brainstorming ideas for turning assets and market gaps into revenue opportunities
- **Testing the water:** sharing social enterprise ideas for group feedback
- **Planning what's next:** Next steps in the social enterprise development process

Test Drive Your Enterprise

- 20 minute consultations
 - **Pitch us:** share your new social enterprise idea for feedback
 - **Share your challenges:** talk through board push-back, staffing issues, organizational culture, etc.
 - **Talk \$:** what's it going to take and where will you get it
 - **Discuss legal structure:** talk through some options
 - **Brainstorm growth/scale strategies**
 - **Tell us your story:** your successes can become part of our ongoing story-telling

NONPROFIT
LEADERS ARE
THE
ORIGINAL
SOCIAL
ENTREPRENEURS