Who We Are

About the Global Social Entrepreneurship Network (GSEN)

GSEN is the global network of organisations supporting early stage social entrepreneurs. Our vision is that social entrepreneurs can access great support, no matter where they live.

Every year, GSEN members support thousands of social entrepreneurs across the 6 continents to create sustainable social change in their communities. GSEN brings these support organisations together to enable them to improve the support available to social entrepreneurs around the world. GSEN creates a community of practitioners who share know-how, best practices and innovations, building the foundations for a more robust social entrepreneurship ecosystem.

Find out more at: www.gsen.global

GSEN is bringing together African regional social entrepreneurship supporters to share tools, fundraising strategies and success stories. This would not be possible without avenues such as GSEN’s own google groups and their annual events, which allow us to meet and build relationships. GSEN is a big driver in the development of the social entrepreneurship ecosystem in Africa.”

Yunus Social Business

The annual global GSEN event was a resounding success in bringing people together from across the world for the type of honest, raw discussions at the heart of the social enterprise debate that I haven’t come across in any other forum so far. It also facilitated some great relationships and concrete activities throughout Africa. All in all it was a great event that we were happy to attend and support.”

Reach for Change Ghana

The GSEN initiative has been an important boost for increasing connectivity and knowledge-sharing among social entrepreneurship supporters across Africa. By connecting people with different backgrounds, competencies and resources, GSEN creates the perfect environment for peer to peer learning, international exchange and co-creation.”

Markus Lux, Senior Vice President, Robert Bosch Stiftung
GSEN in Numbers

4,500 social entrepreneurs and social ventures supported

43 GSEN members in June 2017

Representing 56 countries across 6 continents

Education Community, Environment
top three sectors of focus*

165 attendees at our GSEN Global Annual Event in Johannesburg, South Africa

185 participants from 23 African countries represented at GSEN events

100% delegates either satisfied or very satisfied

89% learned something useful for their work

387,756 reached on Twitter #ConnectingLeaders

* Data recorded in 2015
GSEN in Africa: An Introduction

Social entrepreneurs create sustainable economic and social value, solving the most pressing issues in the world. Everywhere, there are people creating entrepreneurial solutions to social problems. These social entrepreneurs set up ventures that create transformative impact in their communities, creating jobs and alleviating poverty. These people are experts in the areas they live in and know what is most needed to make a change.

However, the first years of setting up a new venture can be tough and there are many barriers to success. We believe this is the time when help is most needed.

Access to the right people and to quality support is fundamental to a social entrepreneur’s success.

As a network of supporters, this is where we help: ensuring that social entrepreneurs can access a full range of quality support, as well as connecting them to the best partners, opportunities and expertise.

In 2016, we decided to dedicate some of our efforts to strengthening the social entrepreneurship support ecosystem across Africa, so that social entrepreneurs in Africa can access great support wherever they are.

We have started doing this by increasing the capacity of and connectivity among organisations supporting social entrepreneurs, designing our work around two key events:

- A Learning Workshop hosted in Accra, Ghana in October 2016 to identify, connect and share learning between leading African social entrepreneur support organisations.
- The Global Social Entrepreneurship Network (GSEN) Annual Event hosted in Cape Town and Johannesburg, South Africa in March 2017 inviting various local, national and global stakeholders to join conversations with supporters about how to strengthen and sustain the social entrepreneurship ecosystem in Africa.

This report explores these activities and outcomes that have taken place over this period, as well as the learning that GSEN will take forward as a network, feeding into future work.

Social Entrepreneurship Support in Africa

Social entrepreneurship ecosystems in Africa are unequally developed. In East Africa for instance, a recent report on Impact Investing shows very heterogeneous ecosystems in the region, ranging from countries like Kenya which is crowded out by Impact Investors to Burundi and even Rwanda, with very few actors present in the space and little capital flowing in. Therefore, in many countries, organisations providing support to social entrepreneurs support only a limited number of social entrepreneurs and face challenges to find other organisations to support those they cannot support or their alumni after they exit their programmes. Social entrepreneurs in Africa have therefore an even harder journey towards success than in other parts of the world where social entrepreneurship ecosystems are better developed.

For instance, 73% of young entrepreneurs in Africa want to solve a problem in their community yet half lack key business knowledge and access to networks to succeed. Given that Africa has the youngest population in the world today, with those between 15 and 24 expected to double to 400 million by 2045, it is essential to increase opportunities for young people to fully participate in sustainable economic growth. Social entrepreneurship is one of the solutions.

2 http://intellecap.com/publications/catalyst-change-creating-ecosystem-entrepreneurs
We published in 2016 a first-of-its-kind poll surveying 900 experts in 44 of the world’s largest economies. It’s a collaboration between Thomson Reuters Foundation, UnLtd, the Global Social Entrepreneurship Network and Deutsche Bank, with the aim of understanding where social entrepreneurs are thriving throughout the world.

Nigeria ranks 33rd and South Africa 37th in the global ranking. In both countries, social entrepreneurship is gaining momentum and social entrepreneurs find it relatively easy to sell to the public. In both countries, however, it seems however difficult for social entrepreneurs to get access to investment (debt or equity).

From pioneering programmes in slum housing to mobile phone banking, Nairobi is also emerging as a hot spot for business leaders seeking to drive social change, according to the poll. But, like in many other countries, there is no formal recognition for the sector, depriving it of potential investment and incentives like tax breaks, experts said.

Here is one perspective to provide a flavour of Social Entrepreneurship in Africa. Roshan Paul, Co-founder and CEO of the Amani Institute, based in Nairobi in Kenya.
The GSEN Mapping Exercise formally launched on Thursday 30th March 2017. This is an intrinsic piece of our work mapping, connecting and convening social entrepreneurship supporters and intermediaries across Africa to help improve their reach and effectiveness as organisations supporting early stage social entrepreneurs in the continent.

Here we list over 60 such organisations, the support they offer and the areas where they operate.

**GSEN Mapping Exercise**

**Get the Report**

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<thead>
<tr>
<th>Country</th>
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<tr>
<td>BENIN</td>
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<td>Spark</td>
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<td>ANDE, Ashoka, Co-Creation Hub, Solar Sister</td>
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<td>TUNISIA</td>
<td>Enpact, Spark, TCSE, Yunus Social Business</td>
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<td>ZIMBABWE</td>
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<td>CROSS-CONTINENT ONLINE</td>
<td>Ampion, Empowering people. Network Lionesses of Africa</td>
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GSEN in Ghana

Makhan Sacko from Impact Hub Bamako, Mali summarises the week for us:

Peter Fella from Amani Institute, Kenya and Krisztina Tora, GSEN Lead share their highlights of the workshop:

A reflection of what participants said of the workshop:

Connecting People
Engaging Experts
Better Skilled
Peer-to-Peer
Better Connected

Applied Learning
Across Africa
Collaborative Communities
Best Practice

GSEN organised a two-day Learning Workshop in Ghana, in October 2016, hosted by GSEN member Reach for Change.

The purpose of this workshop was to increase connectivity and knowledge sharing between practitioners supporting social entrepreneurs. GSEN members working in Africa co-created the list of invited participants by identifying the organisations providing support to early stage social entrepreneurs in Africa, especially those offering a combination of both financial and non-financial support to early stage social ventures.

We designed a highly interactive workshop to maximise the opportunities for participants to get to know each other, share, learn and support one another through various session formats.
Sharing Expertise

Participants talked through common challenges to share solutions and cocreate new ones.

**Trade shows – sharing expertise**
- Getting social entrepreneurs investment ready - Yunus Social Business
- Measuring social impact – ours and theirs - Reach for Change
- Mentoring & social entrepreneurship – who benefits, who pays? - Enpact
- Working with investors - Yunus Social Business
- Developing ecosystems and social entrepreneur networks - Reach for Change
- Developing talent & building capacities - Amani Institute

**Supporting each other – Group brainstorming to help 3 organisations faced with a challenge**
- How to develop an online pre-application support programme for social entrepreneurs
- How to improve the support to small scale farmers to become more socially entrepreneurial
- How to best balance organisational development whilst delivering core services

**Mix n’ Fix – cross-border guidance for 3 local social entrepreneurs**

Our group of social enterprise supporters mobilised to provide real time support to three social entrepreneurs based in Ghana:

**Social Enterprise:** Nneka Youth Foundation offers outdoors personal development programs for young people in disadvantaged communities.

**Challenge:** securing their financial sustainability.

**Key takeaway:** ‘That securing in-kind support from the communities that we support is as valuable as financial resources.’

**Social Enterprise:** Young at Heart delivers ICT education to children and young people in rural communities and in schools. They also have an app which uses storytelling and real-life scenarios to educate young people in Maths, Science and English.

**Challenge:** Financial sustainability too, specifically looking at ways to monetise the app.

**Key takeaway:** ‘I have a clear proposition for sponsors or corporates to partner up on creating content for our audience.’

**Social Enterprise:** Zlitch Technologies is an app for effective academic performance monitoring - for schools and parents alike.

**Challenge:** Diversifying income streams and expanding reach.

**Key takeaway:** ‘My team made me understand that what I have in my hand is data, and data is much coveted. So, sensitively handled, my proposition to a wider audience is real.’
The results were exceptional:

| 49 | diverse organisations were invited to participate, with 21 participants from across 16 African countries |
| 93% | made useful connections who they will follow up with |
| 93% | felt the themes were relevant and important for their work |
| 100% | of participants were satisfied or very satisfied with the outcomes |
| 100% | would recommend this type of workshop to colleagues |

From Ghana to South Africa

The social entrepreneurship ecosystem in Africa is diverse and exciting, but emerging and finding its way to play a key role in the region. Organisations are working on the most effective ways to grow the social entrepreneurship space, creating partnerships with unusual suspects and showing innovation and entrepreneurialism in how their support models drive impact.

At GSEN we decided to use the learning from the workshop we hosted in Ghana to feed into the design of our Annual Event in South Africa (March 2017), to keep momentum and offer an opportunity to build on nascent collaborations between people who met in Ghana, generally for the first time.

“
It’s been an invaluable learning exercise with peers. There are very rare occasions that I get to interact at once with representatives from so many countries. What an amazing and diverse group – thank you!”

“
We think people in this room are the exception, not the rule. What we want to do is to scale up mindsets.”

21 participants across 16 African countries
GSEN in South Africa:

In March 2017, GSEN hosted a week of events in South Africa, bringing together organisations supporting social entrepreneurs from all over the world to work on delivering change at scale.

People travelled from as far as Canada, Bulgaria, Serbia, China, Indonesia, New Zealand and many other countries to join this unique week.

165 total attendees

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<th>Participants by Region</th>
<th>South Africa</th>
<th>Africa</th>
<th>Rest of the World</th>
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<tr>
<th>Participants by Type</th>
<th>Social Enterprise Supporters</th>
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<th>Other</th>
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<tr>
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<th>Where</th>
<th>Content</th>
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| Monday 6, Tuesday 7 & Wednesday 8 March | Cape Town | Interactive 2 day workshop:  
  - Sharing learning about supporting social entrepreneurs  
  - Collaboration on shared challenges  
  - Planning the future together  
  - Networking with and visits to SEs from South Africa | GSEN members and guests |
| Thursday 9 | Johannesburg, LifeCo UnLtd SA offices | A day of dialogues:  
  - Social entrepreneurship in South Africa  
  - Collaboration on specific topics such as early stage investing, tech for intermediaries, business models for supporters, etc. | GSEN members and guests |
| Friday 10 | Johannesburg, Nelson Mandela Foundation | Action-oriented conference: Connecting Leaders, Delivering Change: how can social entrepreneurship address inequality? | GSEN members and key stakeholders (foundations, investors, SEs, etc) from Africa and globally |
GSEN Annual Event 2017
GSEN Members’ Annual Meeting

“Why are we here? We are all Social Leaders and we can achieve so much together, as a family.”
Krisztina Tora, GSEN Lead

On March 6th and 7th GSEN members came together for the GSEN Annual Event in sunny, breezy Cape Town, hosted by UnLtd Life CO. 40 participants from across 19 GSEN members – around half of the current membership – attended these two important days.

“I’m so proud to be a member of GSEN.”
Pat Pillai, Co-Founder, Life CO UnLtd in South Africa

Many of the conversations that took place in Ghana were carried forwards to South Africa as we explored key topics, including sharing unique features of respective ecosystems, best practice and tangible tools for programme development.

Most importantly, we worked on our 2020 strategy, agreeing on common actions for the future.

A reflection of what participants said of the workshop:

Passionate
Entrepreneurial
Humble
Sustainability

Listeners
Impact

Relentless
Mainstreaming

GSEN Family
Community
“Connecting Leaders, Delivering Change”

The GSEN Annual Event ‘Connecting Leaders, Delivering Change: how can social entrepreneurship address inequality?’ took place on Friday March 10th 2017 at the Nelson Mandela Foundation in Johannesburg.

In a challenging global context with increasing inequality, where eight people own the same wealth as half the world, there is much work to be done before achieving the Sustainable Development Goals.

In South Africa, inequality and poverty are two interlinked critical issues: 61% of black South Africans and 38% of ‘coloureds’ are poor, compared with 5% of Indians and 1% of whites. Three in five children live in poor households, and many children are exposed to public and domestic violence, malnutrition and inconsistent parenting and schooling. Furthermore, women are more likely to be poor than men: the poverty rate among female-headed households is 60% compared with 31% for male-headed households.

As a group of social leaders from across the world, we wanted to honour Nelson Mandela’s heritage and address the issue of inequality through the lens of social entrepreneurship as a powerful solution to deliver sustainable social change, in South Africa, in Africa and beyond.

Hosted by LifeCo UnLtd South Africa, a range of distinguished speakers from organisations such as Ashoka, UnLtd and Big Society Capital discussed how social entrepreneurship is challenging the ‘status quo’ in society, with a grassroots, asset-based approach, creating both economic and social value for all – and putting the focus, and indeed faith, in people to solve their own problems.

“"We must move from Egosystem to Ecosystem.”
— Pat Pillai, Co-founder LifeCO UnLtd

A key learning emerged from the day: social entrepreneurship should be less about personalities and heroes, and more about real people quietly acting to transform the world in which they live.

“"Solving poverty is in the hands of all of us.”
— Cliff Prior, CEO Big Society Capital

""We need to stretch ourselves and step out of our comfort zones in order to address inequality at scale.”
— Mark Norbury, CEO UnLd UK

Finally, ensuring that opportunities (including funding and support from start-up to scale up) reach the beneficiaries who truly need them was a central theme of the day.

Tools, Ecosystems & Practices

Below we have selected a range of example tools, resources and inspiring content that were developed in the lead up to and during GSEN’s week in South Africa:

Tool Shop

**Teach For All - Social innovation madlib for very early-stage entrepreneurs**

**Description**
Discover the tool we use to help early stage social entrepreneurs articulate their innovation in a logical, accessible way to others and which forms the basis of their theory of change and pitch.

**More**
Many early stage social entrepreneurs struggle to articulate the problem their innovation solves, how it solves it and what the impact is in a clear, pithy and logical away. This tool helps them to do this and forms the basis of their theory of change and elevator pitch.

**Social Enterprise Academy South Africa - Sustaining Social Enterprise... or ‘Testing your triple bottom line’**

**Description**
A fast, interactive group session for testing the sustainability of social enterprises and helping increase the resilience of how they operate, not just the impact they create.

**More**
A chance to check in on your personal and organisational sustainability
- Links triple bottom line thinking to leadership and entrepreneurship
- Opportunity to generate Key Performance Indicators Radar in an energising format
- Simple tool and participative methodology

**Yunus Social Business (Uganda) - Customer Discovery**

**Description**
An exercise we use to understand what the entrepreneurs’ needs are in regard to financing and enterprise support.

**More**
Learn how to ensure that the value proposition you offer actually matches the customer needs.
Indonesia’s social enterprise scene is small but steadily growing. The advantage of a small ecosystem is that the major players and intermediaries know each other well, and we are able to complement each others programs - creating a continuous pipeline of support based on our respective strengths and stages of SE development (ideation, prototyping, growth). Further, we actively collaborate with one another on events, conferences and share resources such as office space and cross-promotion of our programs. There is minimal involvement or support for SE at a government or policy level, but the advantage is that we are able to shape the culture and growth of SE organically without too many legal barriers. Financing options include crowdfunding/crowdlending platforms, angel investors, grant funding and impact investment, however most SE’s in Indonesia are seeking a ticket size of <$500k investment and there are few players in the local and regional ecosystem serving this ‘missing middle’ need.

UnLtd Indonesia

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Ecosystems

noun, Ecology.
1. a system, or a group of interconnected elements, formed by the interaction of a community of organisms with their environment.
2. any system or network of interconnecting and interacting parts.

Gathered in the room, participants came with a diversity of experiences of different social entrepreneurship ecosystems around the world. We asked them to depict their own social entrepreneurship ecosystem, showcasing aspects that other people from other organisations or other countries would find interesting or useful to replicate (or avoid).
Canada’s SE Ecosystem

SoJo

The Canadian social enterprise ecosystem is growing - with increasing support from both the private sector and public sector. Key public sector ecosystem actors include governments (from municipal to federal) and our public higher education institutions. From the private sector, there is support from a range of private foundations and corporates - especially banks. Highlighted in green are a sampling of cross-sector initiatives that support social enterprises. For example, the RECODE initiative funded by the J.W. McConnell Family Foundation provided $5 million in funding to support the building of SE/SI programs at Canadian public higher education institutions.

South Africa’s SE Ecosystem

Social Enterprise Academy

The South African ecosystem for social enterprise is still establishing. It currently comprises of: Academic institutions offering academic programmes and research/advocacy, mainly in Cape Town and Johannesburg; some training organisations offering workshops (often connected to the academic institutions); a policy framework in development, coordinated by the International Labour Organisation and due for completion in 2020; some financing organisations offering crowd-funding, loan or equity financing specifically for social impact businesses. Several incubators/accelerators; some co-working spaces for social/impact entrepreneurs – often attached to incubators; business support organisations/experts, e.g. BEE experts, legal experts, consultants, accountants, SROI and impact experts. The Social Enterprise Academy fits in as an organisation focusing on personal development, learning and growth of those involved in social enterprise, in order to build resilience, confidence and skills of individuals and of the sector as a whole.
Organisations supporting social entrepreneurs from around the world showcased some of the best examples of their work globally during the week.

**Social Enterprise World Forum SEWF 2017**
Akina Foundation, New Zealand (Christchurch, September)

The Akina Foundation, host of the SEWF 2017 edition, presented the programme and its various streams and shared their vision for an inclusive and accessible event that will contribute to growing the social enterprise sector in the Asia Pacific region and further.

**Social Innovation Ecosystem: transferrable lessons for regional ecosystem-building**
Mladiinfo International, Western Balkans

Mladiinfo presented findings from running two editions of the Social Impact Awards programme to develop the social innovation ecosystem on a regional level in the Western Balkans.

**Growing SE Incubator Impact: providing better support for early stage social entrepreneurs**
Non-Profit Incubator, China

NPI China shared a recipe for success developed from 10 years’ experience running incubators in China and global observations on best practice.

**Universities as Anchor Institutions: connecting social entrepreneurs with the community**
Oxford Brookes University, England

The Oxford Brookes team shared findings on how their model creates a unique bridging platform connecting current students, graduates, academics, practicing social entrepreneurs and supporters of social entrepreneurship.

**Impact Wizard: welcome to the enchanting world of your social impact!**
The Social Innovation Factory, Belgium

Social Innovation Factory made us discover the Impact Wizard, a hands-on online roadmap that guides you through a step-by-step process at your own pace to assess, measure and improve your social impact, supported by databases of the most relevant methods, tools, techniques, outcomes and indicators.

**The Box Shop Incubator**
TechnoServe, South Africa

With a pledge to help create 800 new jobs and support over 250 suppliers over the next 4 years, we heard about the not-for-profit retail chain transforming township manufacturing companies into internationally competitive branded goods suppliers.

**Corporate Venturing for Impact: how social entrepreneurs engage with corporates**
UnLtd Spain

UnLtd Spain shared a practical set of tools for business leaders able to unlock corporate resources for social impact. They presented their approach to Corporate Venturing for Impact in three strategic sectors: accessible health, sustainable agri-food and resilient cities.
Social Franchising & International Replication: sharing a learning & development approach
Social Enterprise Academy International

Now creating a social franchise with partners in 9 countries, Social Enterprise Academy looks at key elements and considerations in scaling up through replication, concepts of social franchising, and the impact of responsive learning and development as vital part of any ecosystem.

Pathways to Funding 2017
Bertha Centre for Social Innovation & Entrepreneurship, South Africa

The Pathways to Funding Do-Ference is designed by and for local entrepreneurs. With a particular focus on those from low-income communities, it builds the ecosystem and gives local entrepreneurs a chance to access the support they need to build their enterprises. The third Do-Ference roadshow will travel South Africa in September 2017.

Funding Models for Social Enterprises in Nigeria (Pre-Incubation Programme)
Co-Creation Hub, Nigeria

CcHUB pioneered a pre-incubation program to get social enterprises the much-needed funding to kick-start their ground-breaking ideas. Later, this extended into an Incubation program and a growth fund to invest in scaling of social enterprises, completing the full cycle of critical funding for social tech businesses.

Supporting Social Entrepreneurs at Distance: leveraging online platforms
SoJo, Canada

SoJo presented strategies for supporting social entrepreneurs wherever they may be by leveraging online platforms to support their learning and business development objectives. Supporters of social entrepreneurs got tips on how to scale programs by leveraging technology in meaningful ways.

Global Entrepreneurship Summer School: billion dollar projects to foster societal change
Social Entrepreneurship Akademie, Germany

2018 will be the 10th anniversary of the Global Entrepreneurship Summer School, now a joint initiative with six leading universities in three continents, and three key cities: Mexico, Bogota and Munich. Hear about GESS successes, replicability and partnership opportunities.
Social Entrepreneur Stories from Around the World

**Greenway Grameen Infra India** Supported by UnLtd India

Greenway Grameen Infra (GGI) provides immediate relief and long term economic value to Base Of Pyramid users by co-creating and marketing appropriate and low cost products that are ecologically sustainable and will mitigate climate change.

UnLtd India was GGI’s first funder, and through the support period advised GGI on how to structure deals and review agreements. UnLtd India also talked through fundraising strategy and key decisions, advised on how to scale and on distribution strategy.

**Be Better Education, China** Supported by NPI

Established 9 years ago, Be Better Education started as an NGO providing Economic Citizenship (financial literacy & social skills) education to 3 – 25 underprivileged youth. Since 2014, Be Better Education set up a social enterprise to extend their services to kids from middle class families, inventing online games and tools to benefit both their beneficiaries and paying customers.

In the past 9 years, they have already reached 500,000 kids, and in the next 10 years their target is 20 million.

NPI incubated Be Better Education in 2009, delivering ongoing capacity building programs and fundraising assistance. In 2014, NPI’s Vice President joined their board, and in 2016 NPI approached Be Better Education for a potential half million dollar social impact investment.

**Iris Technologies, Tunisia** Supported by Enpact

Iris technologies improves honey production and quality by using smart technology.

Today, Iris Technology founder Khaled is Tunisia’s Tech Entrepreneur of the year and the winner of Univenture, one of the greatest startup competitions in Tunisia. His social enterprise is also the winner of souk Attanmia, a competition run by the African Bank in Tunisia.

Khaled first joined Enpact’s national mentoring program in 2014/15 where they helped him with the difficult first stages of developing his business idea. After that, he joined their international program and today he is based in Enpact’s Startup Space in Tunis with more than 8 employees.

**LifeBank, Nigeria** Supported by Co-Creation Hub

LifeBank operates an online smart blood system that takes an inventory of available blood types in blood banks, receives blood requests from hospitals and, through its cold chain system, delivers blood and blood components in the right condition to various points of need in good time. They also address the supply side by having regular blood drives to improve voluntary donations.

It has saved over 2,000 lives in the past 9 months of operations.

CcHUB made an initial investment of $25,000 in Lifebank and have delivered business mentoring ever since. Currently incubated at CcHUB, LifeBank is also engaged in negotiations to receive further investment via their Growth Capital strand.
**Indus Action, India** Supported by Teach For All

Indus Action mobilises the collective power of the community to empower poor families to gain increased access to school education programs.

First, Indus focuses on a specific legislation within critical issue areas— their first and current project focuses on education, specifically a government clause that obligates private schools to set aside 25% of all seats for the poor, thereby increasing access to education and promoting educational choice for this segment of the population. Second, Indus activates hundreds of community volunteers who target this population and disseminate information regarding their legislative rights. Third, Indus supports beneficiaries to enable effective integration or adoption of the policy.

To date, Indus Action has directly enrolled 6813 children and are on their way to enrol 20k this admission cycle across 4 cities in India. The founder of Indus Action, Tarun Cherukuri, is a Teach For India alumni and together they and Teach For All supported Tarun to test out and establish Indus Action in Delhi.

**Kilisun, Tanzania** Supported by UnLtd Spain

In Tanzania, one in every 2,500 inhabitants is a person with albinism, making them more susceptible to sunburn and putting them at increased risk of skin cancer.

To address this issue, Mafalda Soto, a Spanish social entrepreneur and pharmacist supported by UnLtd Spain, together with two albino Tanzanian colleagues, patented and produced the first solar lotion for the albino population made in Africa.

Kilisun was one of the 6 projects supported by Program Emprende inHealth, a social enterprise supporting program developed by UnLtd Spain and pharma company Eli Lilly.

**ExquisiPan, Peru** Supported by Oxford Brookes University

ExquisiPan is a bakery producing high-quality artisan bread and pastries. Working with communities in El Milagro, they support and train women as skilled bakers, helping them to find work that fits around family life. During their training, many of the women also have the opportunity to take core literacy and numeracy courses as some never got the chance to finish primary school. All this, whilst producing nutritious and quality food for them and their community.

By January 2017 - just 7 months after becoming operational, 14 women had been trained and 5 had already moved on to find work.

ExquisiPan founder Juany Murphy was awarded a £5,000 grant from Oxford Brookes Social Entrepreneur Awards and went on to receive further training and support to get ExquisiPan established.

**De Stuyverij, Belgium** Supported by Social Innovation Factory

De Stuyverij is a community venue and flexible workspace for anyone with a project of a social or creative nature, or for parents who are self-employed or work from home.

Visitors devise socially innovative ideas, such as solidarity-based care, alternative currencies, or activities in the local parks. Focus is laid on intergenerational and intercultural learning and visitors are able to develop ideas together through business coaching and workshops.

The Social Innovation Factory helped De Stuyverij in the design of their impact driven business model, connecting them to an ever-growing network providing financing, pro bono consultancy and new partnerships. Social Innovation Factory also helps them articulate their impact in new and creative ways and gain media exposure in the process.

Today, they are scaling up to have a presence in three other cities in Flanders.
Social Entrepreneur Stories in South Africa

Here we share just four examples of the 33 social entrepreneurs that we met and interacted with in South Africa. Learning is crystallised by examples – and we met some of the most talented and inspiring entrepreneurs throughout the week:

Yethu

Yethu (‘ours together’) is a social business created by Tuskan Owen-Thomas & Sebastian Daniels. Whilst studying for an MBA, they uncovered an issue prevalent in South Africa and negatively impacting thousands of people. Stokvels is a common practice, seen in South African townships especially, where communities save together. But the practice is flawed, and often targeted by thieves or fraudsters.

Stokvella is their response to the problem; an online financial management tool to create a more transparent, accountable and secure Stokvel industry. User friendly and accessible with a basic mobile phone, Stokvella allows both members and leaders to ensure that all contributions are accounted for on a monthly basis whilst maintaining trust among one another.

Deaf Hands at Work

When he lost his modest collection of tools in a fire, Charles Nyakurwa applied to LifeCo UnLtd South Africa for a grant to replace them. Charles was developing a social business model wherein unemployed deaf people are recruited and trained to join Deaf Hands at Work construction projects. Unemployment is awfully high in areas of South Africa, especially amongst the deaf and hard of hearing.

Charles’ model is simple, with skilled tradespeople working alongside deaf and hard of hearing apprentices, exchanging manual skills and sign language as they go. ‘The quietest construction crew you’ll ever meet’, they have employed 60 people since 2012 and had an annual turnover of £86,475 in 2015-16.

The Spinach King

Lufefe Nomjana founded Esipnaca Innovations in 2011. He hails from an informal township in the Western Cape of South Africa called Khayelitsha. Seeing that 60% of his fellow inhabitants were running out of food on a regular basis, he saw a solution in the soil and began his journey to becoming the spinach king. Having helped people around him to grow and eat their own spinach, he also runs a bakery producing healthy, alternative spinach-based products for consumption in Khayelitsha Mall.

Ukama Holdings

Ukama (‘we are family’) is a packaging company for the food industry. In 2014, Janine Roberts established to address unemployment in South Africa, as well as cater to small, medium and large companies wishing to outsource their production and packing.

At the heart of their model is the advancement of black entrepreneurs and micro-enterprise development. Ukama identifies, trains and provides work and premises for micro-enterprises. Each micro-enterprise owner employs up to 5 people, meaning they have employed over 60 people in total so far.
Member Reflections

Carolyne Kirabo
Yunus Social Business Uganda

Shefali Gupta
UnLtd India

Adetunji Eleso
Co-Creation Hub

Bistra Kumbaroska
Mladiinfo International

Ellen Martin
SoJo
What Was Our Impact?

Overall GSEN’s annual week of events was a great success. A fantastic mix of inspiring people participated, from social entrepreneurs to supporters, funders and policy-makers – creating an effective platform for conversation, debate and engagement around social change.

Members commented on the value of the connections and partnerships forged throughout the week, and through follow-up activities. It helped to widen perspectives of all those gathered together, ensuring a variety of shared experiences, good practice and success stories – whether the conversation focussed on new tools, services, models, motivators or approaches.

The true value of the GSEN network was experienced and demonstrated in South Africa.

- 100% of attendees declared themselves either satisfied or very satisfied with the event.
- 89% of attendees reported they have learnt something useful for their work.
- 100% of participants made on average 6 new and useful connections they will follow up on, some report making up to 80 connections.

"Building a more resilient inclusive economy will require us to strengthen partnerships, break down barriers or aspects of separation and share our resources and expertise as a collective. The connections that were made will greatly assist with this."

"Great mix of content, style and quality. A very high standard event overall."

"An inspiring event with deep and meaningful conversations throughout. It is great to be part of such a strong network. Thank you!"

"Very smooth organisation and great design, stimulating content."

"The delegates were diverse. The content was illuminating."
Conclusions and Next Steps

We have a Common Purpose, Common Challenges and Common Goals.”

Krisztina Tora, GSEN Lead

Here is a brief look back over some of what we achieved together with GSEN members in 2016:

- **The Best Place to be a Social Entrepreneur**
  [http://poll2016.trust.org](http://poll2016.trust.org) a global ranking created with insights from 900 experts in the 45 biggest countries, reaching 700 million people via news pick up (Daily Mail, New York Times, etc.)

- **Grow Scale Impact** – a practitioner orientated handbook produced with GIZ (the German Development Agency) on scaling, mapping best practices from across the world.
  [www.gsen.global/scaling-handbook](http://www.gsen.global/scaling-handbook)

- **ELYSE (European Learning for Supporting Young Social Entrepreneurs)**: an EU funded project with 4 GSEN members, collecting data and best practices for youth support.
  [www.gsen.global/projects/elyse](http://www.gsen.global/projects/elyse)

- **Talent**: an initiative funded by the BMW foundation to explore the talent issue (attraction, retention development) in the impact space.

- Other learning and networking events hosted in London, Lisbon, Paris, and Hong Kong.

- GSEN representing the voice of early stage social entrepreneurs in the OECD Impact Investing Expert Group.

Going into 2017 and beyond our key priorities will be as follows:

- Enhancing the existing network approaches for shared learning
- Focusing on key topics to influence the wider sector
- Improving the quality and efficiency of our work globally by acting regionally
- Supporting our members’ capacity to deliver early stage investment to social entrepreneurs
Let’s Be Bold & Change the Paradigm

We will leverage opportunities and create a network which transforms the social entrepreneurship ecosystem

**From thousands to millions:**
Increasing the number of social entrepreneurs who get quality support at the early stages of their journey

**From little money to sustainability:**
Creating financial resources that allow social entrepreneurs and their supporters to become more sustainable and more impactful

**From “pipeline” issues to impact:**
Backing social entrepreneurs from start to success

Currently with 9 African members – 4 new this year and operating across 13 countries – learning from many of our established members across other continents, and contributing significantly to new learning across the network – this key expansion for GSEN would not have been possible without our events in Ghana and South Africa across 2016 and 2017.

We look forward to welcoming you as a member, partner or ally to the Network.

*The GSEN Team*
Thank You

GSEN would like to thank the following partners and allies for their support in the delivery of our work in Africa in the past year:

Our Project Partners

Network Partners

Special thanks to:

This whole project has been made possible with the generous support of The Robert Bosch Stiftung.

Robert Bosch Stiftung

The Robert Bosch Stiftung is one of Europe’s largest foundations associated with a private company. In its charitable work, it addresses social issues at an early stage and develops exemplary solutions. To this purpose, it develops and implements its own projects. Additionally, it supports third-party initiatives that have similar goals. The Robert Bosch Stiftung is active in the areas of health, science, society, education, and international relations.

Moreover, in the coming years, the Foundation will increasingly direct its activities on three focus areas:

- Migration, Integration, and Inclusion
- Social Cohesion in Germany and Europe
- Sustainable Living Spaces

Since it was established in 1964, the Robert Bosch Stiftung has invested more than 1.4 billion euros in charitable work.
LifeCo UnLtd South Africa

Our Hosts in South Africa

LifeCo UnLtd SA is a social enterprise in its 20th year. It has R110m in assets and is invested in Renewable Energy, Architecture and Venture Capital.

It tackles inequality through ownership, reinvested dividends and a focused development mission. The group is 100% owned and governed by a trust. It operates nationally and has delivered social impact to over 112 000 beneficiaries and over 5000 young entrepreneurs to date, with just over 124 market-established entrepreneurs in its network currently.

It develops, invests in and supports impact enterprises and is a founder member of the Global Social Entrepreneurship Network.

LifeCo UnLtd was voted among the top 10 Most Trusted NGOs in SA by Ask Africa Trust Barometer.

www.lcu-sa.com

Hosting GSEN in South Africa has been a privilege! People from around the world gathered and embraced a shared mission and each other – with sincerity and renewed purpose. Thank you for inspiring the LifeCo UnLtd SA team anew. We loved having you in our home.”

Pat Pillai & Carmen Di Rito, Co-Founders LifeCo UnLtd South Africa

LifeCo UnLtd South Africa
Before you go...

Find out more about the work of GSEN: www.gsen.global
Contact us at global@unltd.org.uk
Reach us on Social Media: @GlobalSEN #ConnectingLeaders

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