

Saskatchewan Social Enterprise Sector Survey - 2015



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Acknowledgments

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INTRODUCTION

Overview and Purpose

This survey is the first profile of social enterprises in Saskatchewan. Social enterprises work in communities to achieve training, income, social, cultural, and environmental mission. They contribute to local economies and growth while striving to address social inequalities. In this study, a social enterprise was defined as a business venture owned or operated by a nonprofit organization that sells goods or provides services in the market for the primary purpose of creating a blended return on investment, both financial and social/environmental/cultural. A further selection criterion was that the social enterprise must, when possible, be independently verified as a social enterprise.

The findings in this report cannot be considered a definitive reflection of all social enterprise sector activity in Saskatchewan. This is due to three factors. First, not all responding social enterprises provided complete financial data and our financial analysis was restricted to those that did. Second, the response rate, although excellent for a survey of this type, does not allow us to predict what the remaining non-responding social enterprises would have reported, had they done so. And third, we anticipate that the sample frame for this survey does not represent a comprehensive listing of all organizations in the province engaged in social enterprise activities.

The Saskatchewan Social Enterprise Sector Survey 2015 represents the first research initiative supported by the Saskatchewan Nonprofit Partnership, an informal partnership of organizations that collaborate with one another and other organizations toward the betterment of the nonprofit sector in Saskatchewan. Research has been identified as one of five areas of focus for the Partnership in recognition of the lack of Saskatchewan-specific information about the sector.

As demonstrated in this report the social, economic and cultural contributions of organizations engaged in social enterprise are significant. In 2015, the 130 responding enterprises in Saskatchewan reported to have generated at least \$ 97 million in revenues, including at least \$40 million in sales for the year 2014. They paid at least \$33 million in wages and salaries to 2,200 people. They also trained at least 2,400 people, provided services to at least 398,000 and involved at least 34,000 volunteers.

Extrapolating these results to all social enterprise organizations, and indeed to all nonprofits in the province, speaks to the largely unrecognized impact of the sector generally. The Partnership will continue to engage in research initiatives designed to illuminate the significance and value of the sector in Saskatchewan.

What is a social enterprise?

In this study, a social enterprise (SE) was defined as:

“A business venture owned or operated by a nonprofit organization that sells goods or provides services in the market for the purpose of creating a blended return on investment, both financial and social/environmental/cultural.”

SUMMARY OF THE FINDINGS

Our initial research findings indicate there may be at least 941 social enterprises in Saskatchewan. This number was reduced to a list of 916 confirmed social enterprises after further screening to determine if they operated as social enterprises during the study period. We received responses from 130 of these social enterprises (for a valid response rate of 14.2%), but report financial data from 113 respondents that provided sufficiently complete responses.

- Responding social enterprises in Saskatchewan have a median age of 27 years.
- Social enterprises exist for a variety of purposes:
 - 16% of social enterprises in Saskatchewan provide employment development.
 - 11% of social enterprises in Saskatchewan provide training for workforce integration.
 - 12% of social enterprises in Saskatchewan generate income for a parent organization.
 - 84% of social enterprises in Saskatchewan operate to achieve a social mission.
 - 59% of social enterprises in Saskatchewan operate to achieve a cultural mission.
 - 14% of social enterprises in Saskatchewan operate to achieve an environmental purpose.

Social Enterprise Impact

- Social enterprises engage people in multiple ways, unlike the more confined employee and client relationships in a traditional business. The same individual may have multiple, intersecting connections to a social enterprise, as member, recipient of training, employment and services, employee or volunteer:
 - Social enterprises in Saskatchewan have an average of 73 individual members and 14 organizational memberships. Overall, the responding social enterprises in Saskatchewan have at least 8,100 individual members and 1,520 organizational memberships.
 - Social enterprises provided paid employment for at least 2,200 workers in Saskatchewan. This includes fulltime, part-time, seasonal and contract workers, who together earned over \$ 33 million in wages and salaries. Fulltime, part-time and seasonal workers represent an estimated 1,470 fulltime equivalent employees.
 - Those employed include 1,600 people who were employed as part of the mission of the social enterprise, such as those with disabilities and/or other employment barriers.
 - Social enterprises also involved 34,000 full- and part-time volunteers.

- In addition, social enterprises provided training to 2,400 people and provided services to over 398,000 people.

Financial Results

- Total revenue for responding social enterprises in 2014 was at least \$ 97 million. This includes sales of goods and services of \$40 million.
- In financial terms, social enterprises in Saskatchewan average \$712,000 in total revenues, and \$470,000 in sales. The province's social enterprises average \$15,000 in net profit/surplus.
- Finance and support:
 - The main sources of grants for social enterprises were provincial (68%), federal (28%) and municipal governments (28%). Other sources included private individuals (52%), foundations (15%), corporations (31%) and credit unions (16%). 10 percent of social enterprises in Saskatchewan received no grants.
 - A few social enterprises received loans from banks (4%), credit unions (10%), provincial government (5%), municipal government (1%) and private individuals (2%). 78 percent of social enterprises received no loans.

DATA NOTES AND METHODOLOGY

Given the objectives of the study, to generate widely intelligible quantitative indicators of the impact of the social enterprise activity in Saskatchewan, we opted for a sample survey method using a short and highly standardized questionnaire designed for easy completion and return to maximize the response rate.

Due to time and capacity constraints the survey focused on those categories that 1) could be most easily compiled as a complete list; and 2) where the majority if not all organizations within a category would be engaged in social enterprise activities.

Organizations were invited to participate in the survey through email, and where an email was not available they were contacted by regular mail. Email reminders were sent four times, mail reminders were sent twice.

Only one category, agricultural societies, was contacted by phone to remind them of the survey.

The initial invitation to agricultural societies was distributed by the provincial Saskatchewan Association of Agricultural Societies and Exhibitions. One reminder to museums was distributed by the provincial Museums Association of Saskatchewan.

Other sources used to identify verifiable or potential social enterprises included:

- A list created by the Saskatchewan Nonprofit Partnership and the Community Initiatives Fund (CIF)
- Advice from persons knowledgeable about the social enterprise sector

Based on these lists, a total of 941 organizations that were potential social enterprises were identified. They were screened either verbally, or with the following text included on the first page of the questionnaire to determine whether they were (still) operating a social enterprise:

“A social enterprise is business venture owned or operated by a nonprofit organization that sells goods or provides services in the market for the purpose of creating a blended return on investment, both financial and social/environmental/cultural.”

This resulted in 916 confirmed social enterprises.

A total of 130 organizations completed the questionnaire. Hence, our overall response rate was 14.2 percent [130 out of confirmed 916] (See Table 1), a positive response for an initial undertaking of this type of survey. However, we only report data from the 130 respondents that provided sufficiently complete responses. When reporting financial averages, we base our estimates on the 113 respondents which provided complete financial data.

Table 1: Sample Survey Response

Initial list of potential social enterprises	941
Confirmed list of social enterprises	916
Contacted, not a social enterprise	25
Not contactable	26
No response	800
Contacted, refused to participate	0
Partial response	15
Completed responses	113
Net response rate (130/916)	14.2%

Questionnaire

The questionnaire was initially developed and piloted by students in Peter Hall's spring 2009 course, SCD 403 (Leadership in Sustainable Community Development). The questionnaire has been further refined by the research team in subsequent (e.g., legal structure was clarified; set of sector definitions was expanded) and to also meet newly identified specific data needs (e.g., sources and uses of grant financing). However, the basic structure and length of the tested and proven questionnaire was retained. See Appendix E for the complete questionnaire. The questionnaire was transferred for online completion using the online survey software, SurveyCrafter in 2012. Paper copies of the survey were made available online or via mail on request.

Data Treatment and Management

Online completion by individual respondents was followed by a series of random checks for internal consistency in responses. When necessary, respondents were re-contacted to clarify unclear or contradictory responses, especially regarding the reporting of financial data.

Various decisions about data classifications were made based on the responses received, including:

- Demographic groups: SEs providing assistance to students were recorded as serving 'youth'.
- Types of business: 'accommodation' includes banquet halls, conference facilities, party space as well as overnight and short-term rental; 'waste management' includes recycling; 'delivery/postering' is a business service; 'printing' includes publishing; 'health and social services' includes treatment for addictions.
- When calculating the number of target populations (e.g. women, homeless, etc), the category "all people in a place" was not included.
- Some respondents were unable to provide an estimate of the Full-Time Equivalent (FTE) positions in their organization. In calculating Estimated FTEs, if respondents provided an FTE count, this was accepted. Otherwise an estimate based on 1 FTE per full-time employee, 0.5 per part-time and 0.25 per seasonal was calculated. Missing data were regarded as 0 for this calculation.

It is inaccurate to speak of many social enterprises in terms of profitability, since many are budget- or service-maximizers, while others have extremely complex motivations and seek to meet the multiple needs of defined populations without trying to maximize any one of them. We did calculate Net Profit / surplus as revenue minus expense. This allowed us to identify social enterprises that broke even (i.e., showed a surplus of zero or more in the 2014 financial year).

Outliers

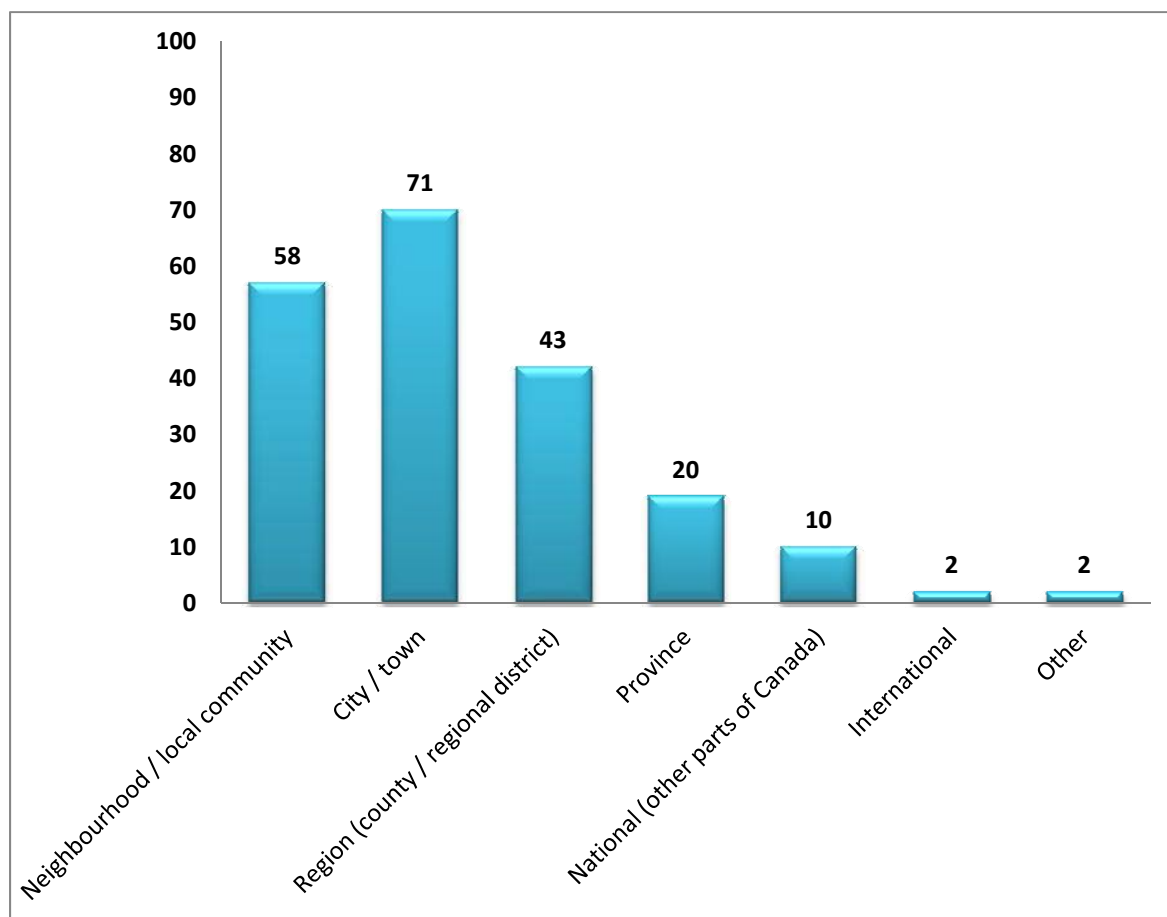
We found considerable variation in levels of employment, financial indicators and the number of people in targeted groups that were trained, employed and served. We reviewed the data for potentially misleading outliers – for example, experience tells us that cultural sector organizations may overstate membership and people served numbers by including patrons in their reports. Not all high numbers are likely to be outliers, however. Finally, financial information was incomplete for some organizations, resulting in potentially misleading estimates for some indicators. Although we primarily present results that include all responses, we include only those that provided complete financial data when average financial data per social enterprise is reported.

ORGANIZATIONAL PROFILE

Social enterprises in Saskatchewan are most likely to operate at the scale of neighbourhood or local community (57%), at the city or town scales (70%) and/or regional district (42%) scales. The least proportions of social enterprises operate at the provincial scale (19%), national scale (10%) and international scale (2%) (See Figure 1). The full breakdown of geographical scales of operation of social enterprise's activity is as follows:

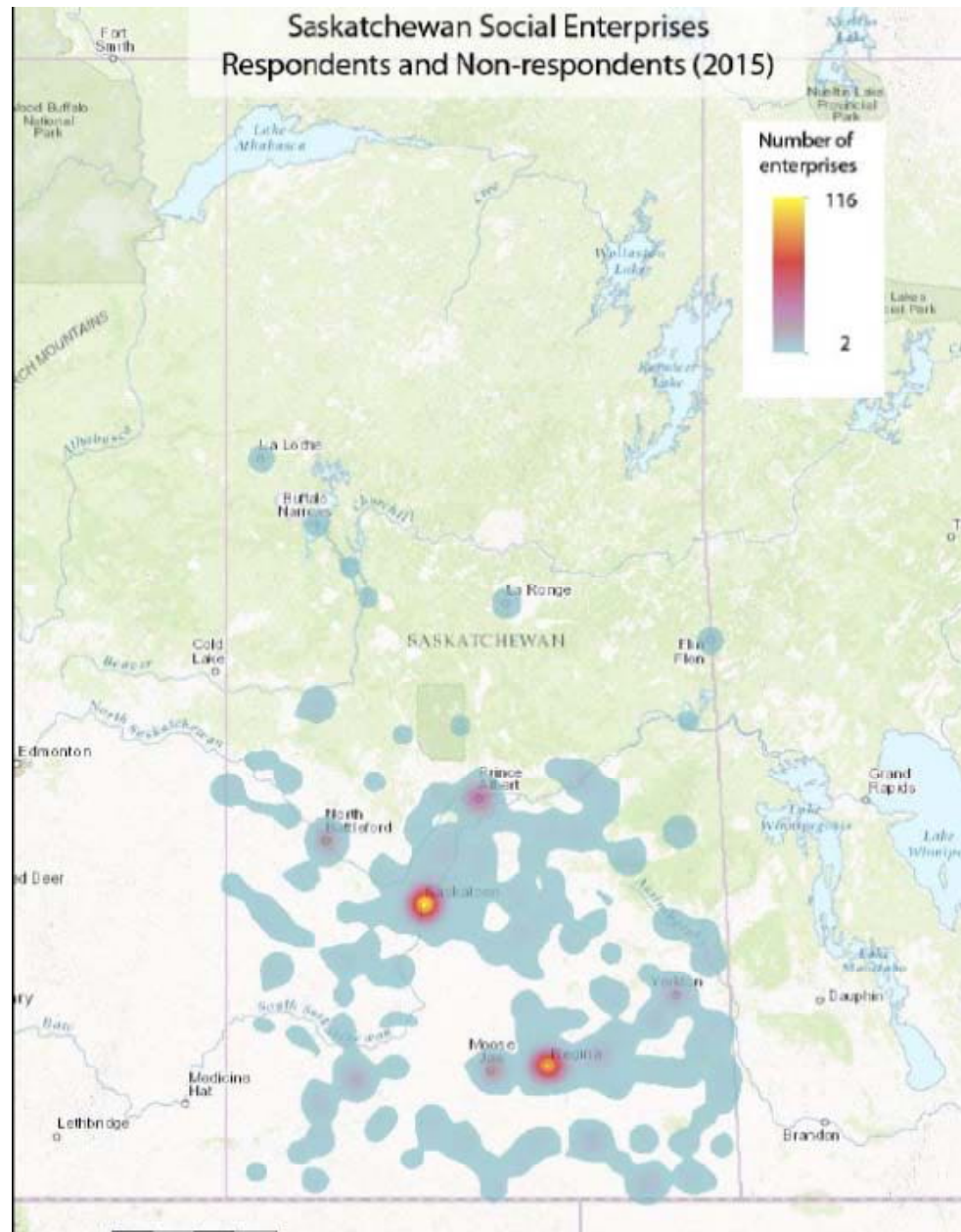
- 58% operate at neighbourhood/local community scale
- 71% operate at city/town scale
- 43% operate at the regional district scale
- 20% operate at the provincial scale
- 10% operate at national scale
- 2% of social enterprises operate at the international scale

Figure 1: Scale of Social Enterprise Activity (percent)



Map 1 below shows the scales of operation of all identified social enterprises (respondents and non-respondents) in Saskatchewan.

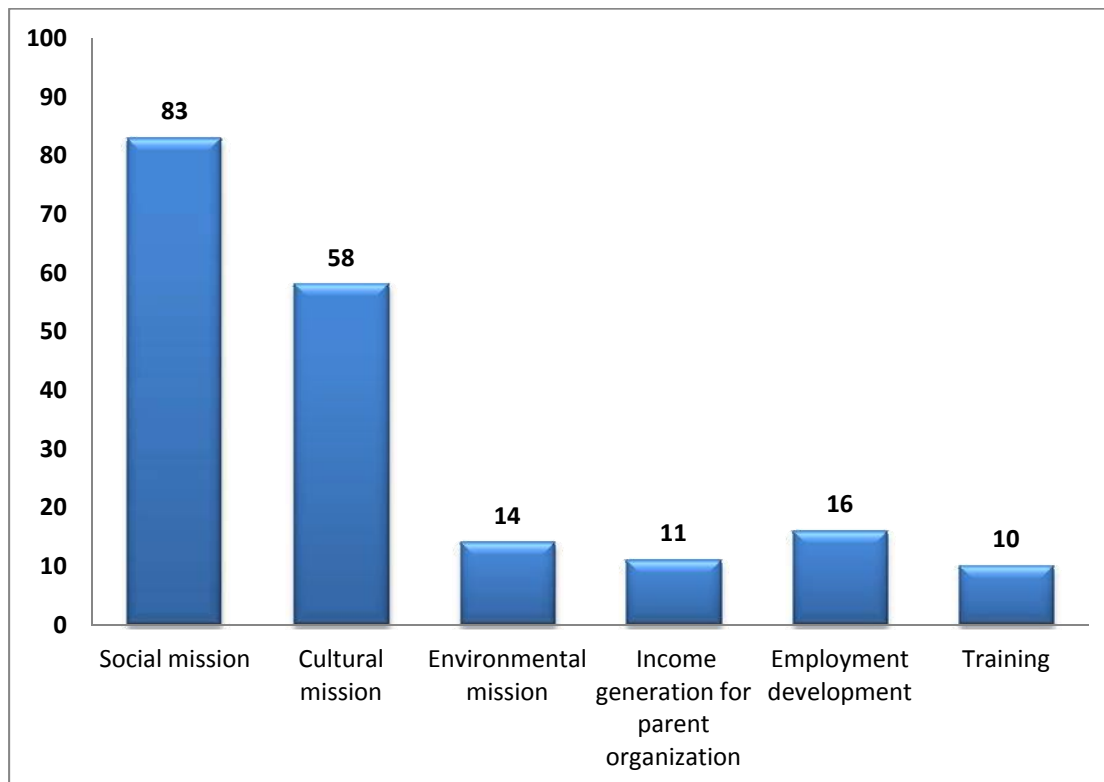
Map 1: Social Enterprise Respondents and Non-respondents



Purpose and Mission Profile

Social enterprises in the survey reflect a number of non-exclusive purposes. As shown in Figure 2, the highest percentage of social enterprises (83%) describe themselves as having a social purpose, while 58 percent of social enterprises operate to achieve a cultural purpose. 16 percent work towards employment development, 14 percent focus on the environment and 11 percent on income generation for parent organizations. 10 percent of social enterprises in Saskatchewan focus on training.

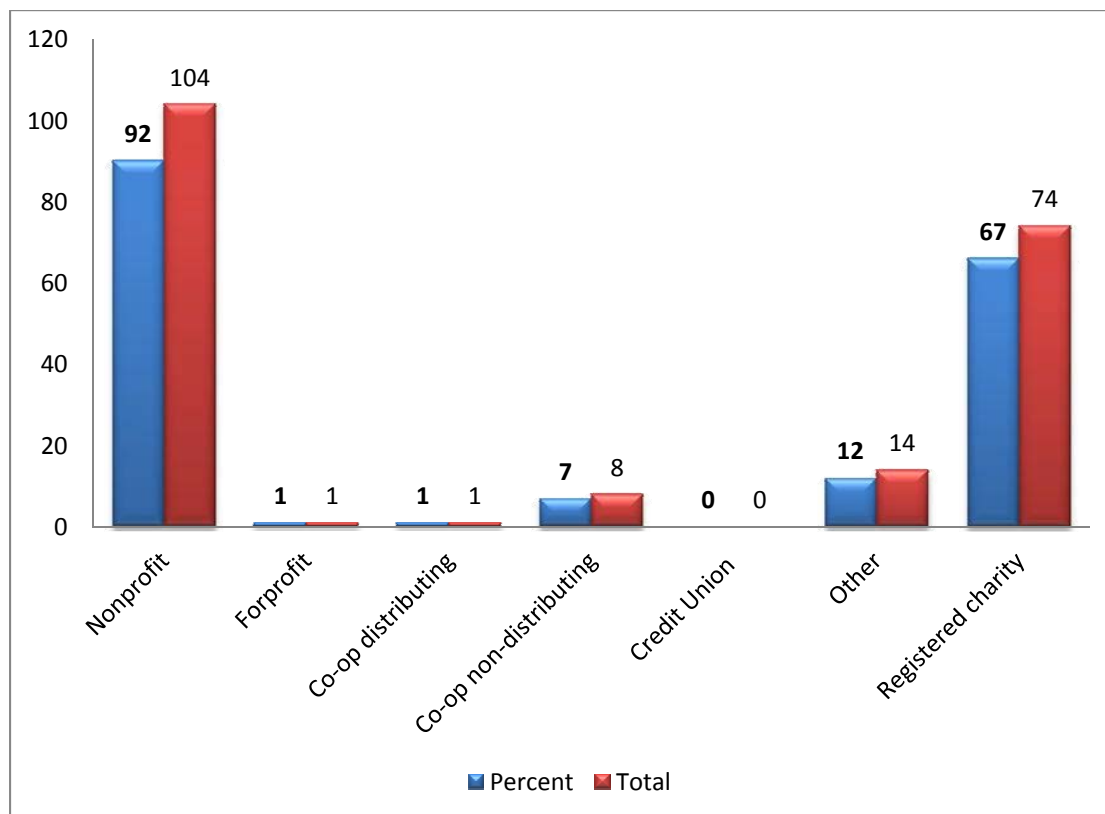
Figure 2: Social Enterprises Purpose (percent)



Organization Structure

104 (92%) of the surveyed social enterprises have a nonprofit corporate structure. 67 percent of the social enterprises were registered charities. Few (1%) of the SE's described themselves as a for-profit organization; hence they are wholly owned by a nonprofit parent and that work to fund their parent nonprofit corporation. None of the respondents had a credit union structure, while 7 percent are co-op non-distributing structures (See Figure 3).

Figure 3: Corporate Structure (percent/ total)

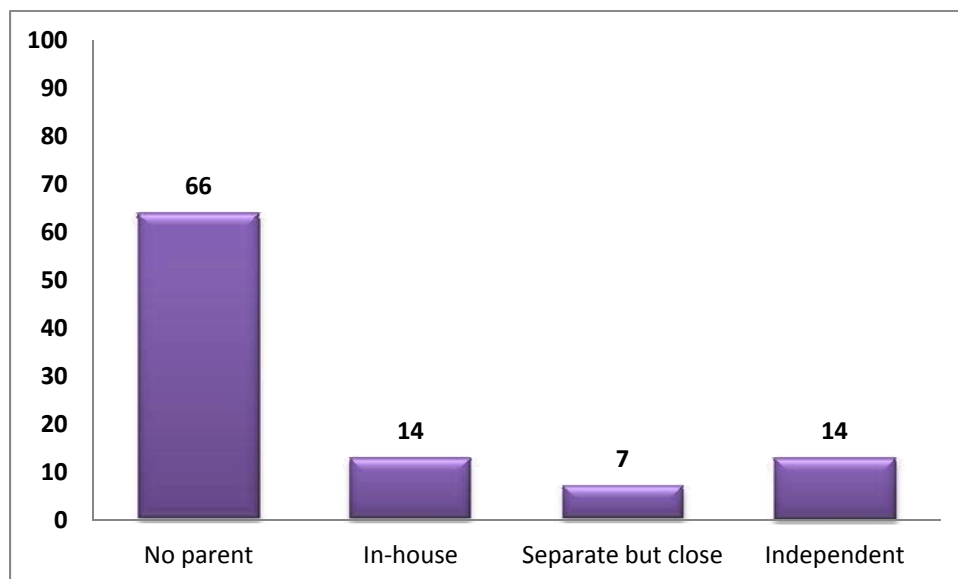


Relationship with Parent Organization

Only 35 percent of responding SE's in Saskatchewan have a parent organization. As Figure 4 shows, the majority of SE's (66%) are not owned or supported by a parent organization. Social enterprises with parent organizations characterized their relationship with their parent in the following ways:

- In-house, program, project or department of the parent organization: 14%
- Separate organization working closely with parent organization: 7%
- Independent from parent organization: 14%

Figure 4: Relationship with Parent Organization (percent)

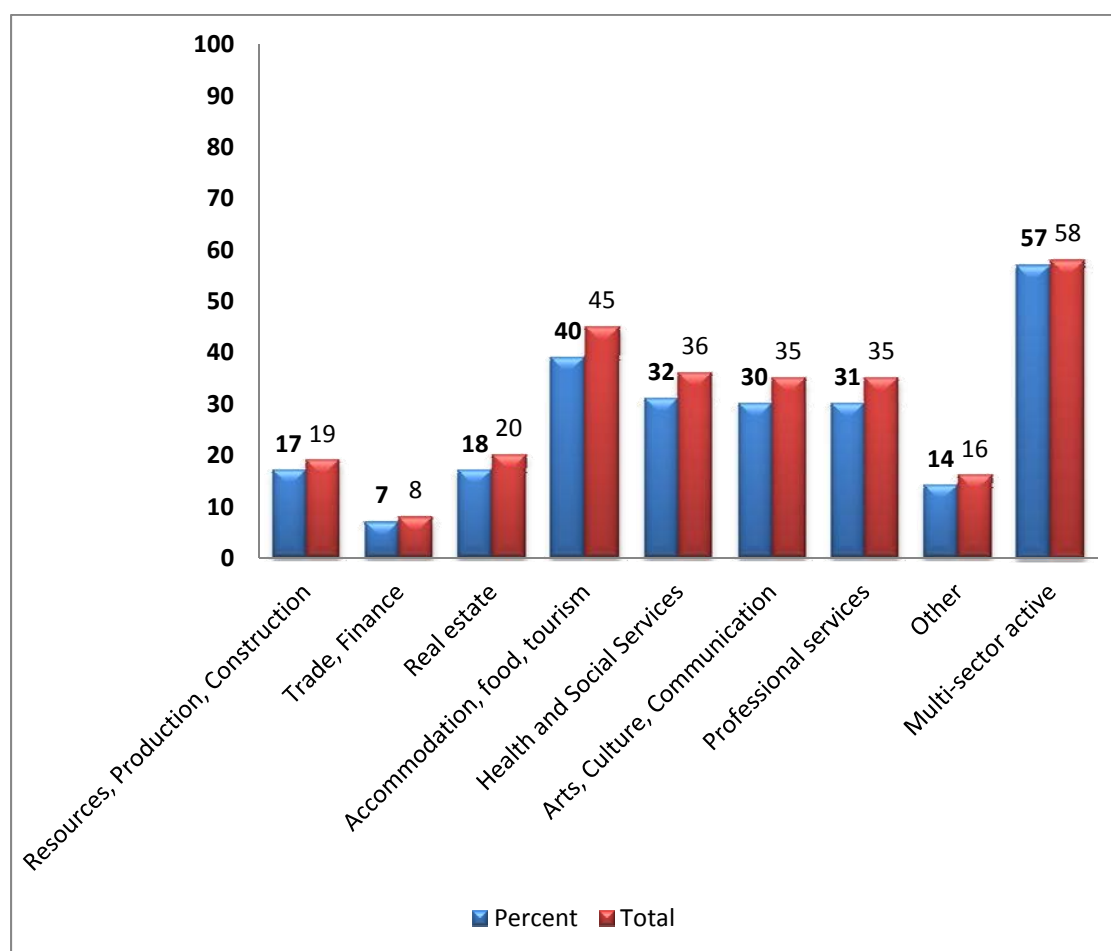


Sectors of Operation

Survey respondents were given a list of 42 business categories in which they may sell products and services, and were asked to select all options that applied. The categories were clustered into seven groups which correspond to the classification scheme developed by Bouchard et al. (2008; R-2008-01) (See Appendix C).

Figure 5 shows the seven sectors, as well as the number and percentage of social enterprises operating in multiple sectors. In fact, more than half all social enterprises (57%) sell products and services in two or more sectors. Since an individual social enterprise could sell more than one product or service within each sector, this implies that some social enterprises are selling multiple products and/or services. A number of social enterprises operated in the accommodation, food and tourism (39%), and the arts, culture and communication sectors (30%).

Figure 5: Sector of Operation (percent and total)



Groups Served

A wide variety of groups are served by social enterprises. As Figure 6 and Table 2 reveal, 71 percent of social enterprises focus on those people living in the immediate neighbourhood as their target population. Half of the SE's served children, while 49 percent focused on youth. 43 percent of the SE's served First Nations groups and a significant number focused on women, people living with disabilities, minority groups, and low income individuals.

Figure 6: Population Served (percent)

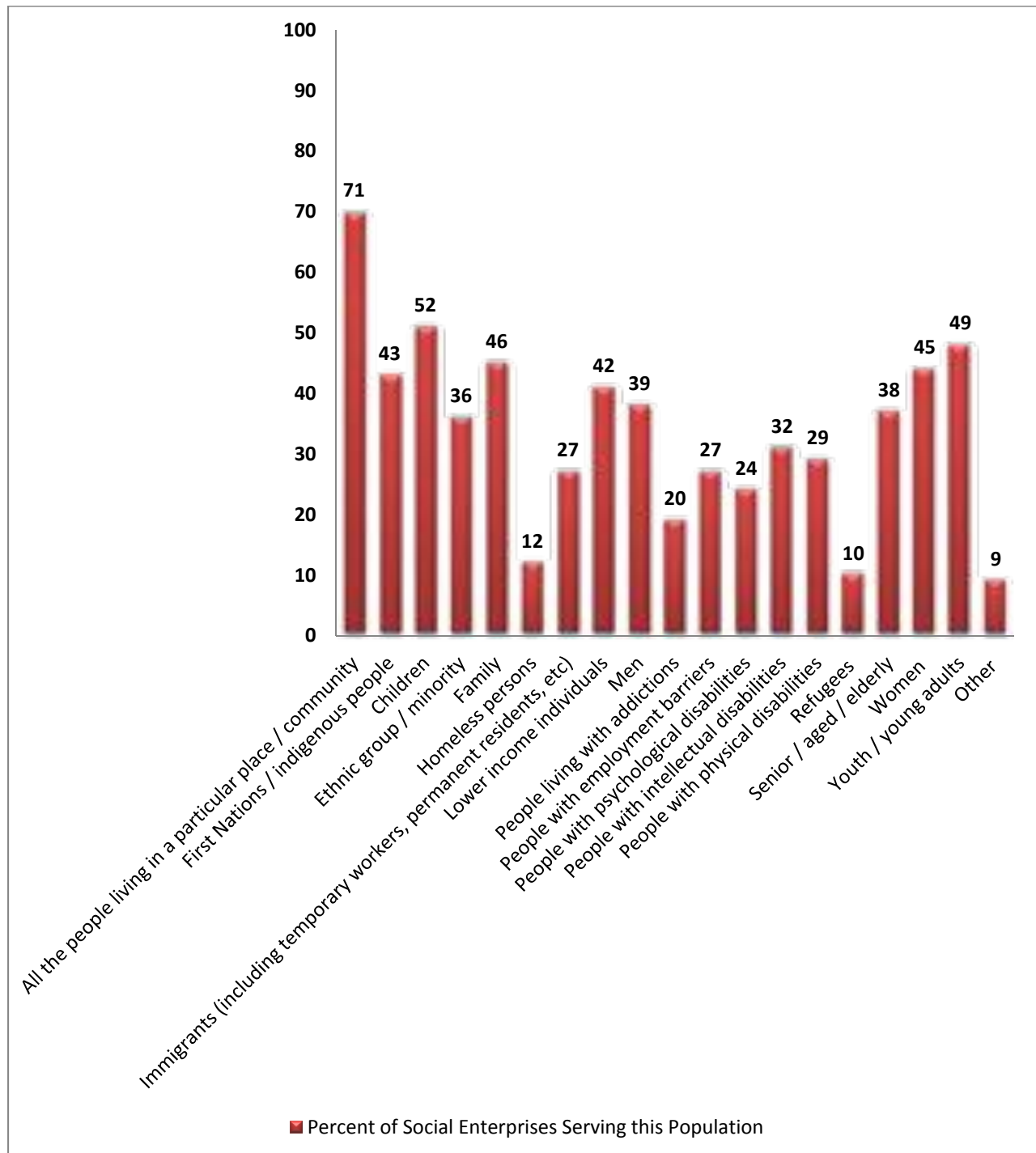


Table 2: Population Served

Population Served	Percent of Social Enterprises Serving this Population (Percent)
All the people living in a particular place / community	71
First Nations / indigenous people	43
Children	52
Ethnic group / minority	36
Family	46
Homeless persons	12
Immigrants (including temporary workers, permanent residents, etc)	27
Lower income individuals	42
Men	38
People living with addictions	20
People with employment barriers	27
People with psychological disabilities	24
People with intellectual disabilities	32
People with physical disabilities	29
Refugees	10
Senior / aged / elderly	38
Women	45
Youth / young adults	49
Other	9

Employment

Social enterprises engage members, volunteers, employees, and those that could be designated as special needs employees. Social enterprises provide meaning and dignity for marginalized individuals or those with a disability through work. While the social enterprise may be subsidized by the public sector, these individuals also earn wages that are fully or partially paid for by the earned revenue of the business. Often the subsidy funds are allocated to training and special supports that allow social enterprise beneficiaries to engage in

business and employment opportunities they might not otherwise be able to access. This particular phenomenon within social enterprises complicates the task of enumerating employment figures than otherwise would be the case.¹

Social enterprises provided paid employment for at least 2,200 people in Saskatchewan. This includes fulltime, part-time, seasonal and contract workers, who together earned at least \$33 million in wages and salaries. Fulltime, part-time and seasonal workers represent an estimated 1,470 fulltime equivalent employees.

Those employed include at least 1,600 who were employed as part of the mission of the social enterprise, such as those with disabilities and/or other employment barriers.

Social enterprises also involved at least 34,000 full- and part-time volunteers.

Table 3 reflects a breakdown of the employment statistics. The surveyed social enterprises were responsible for at least 1,300 full-time, 470 part-time, 280 seasonal and 150 contract positions.

Table 3: Employment

Number	Mean²	Range	Total
Members of designated groups employed in 2014 (included in the full-time, part-time, FTE, Seasonal and contract counts)	15.4	0-500	1,598
Full-time (work 30+ hrs per week)	13.4	0-400	1,304
Part-time (work<30hrs per week)	4.9	0-135	471
Seasonal employees (30 or more hours per week for more than 2 weeks but less than 8 months) in 2014	2.9	0-100	278

¹ Note that our employment numbers are conservative regarding estimation of impact on social enterprise activity. For example, some marketing and cooperative social enterprises that work with, for example, small-scale farmers, refugees, street vendors, to ensure that they receive market access and fair trade prices for their product are recorded as receiving services (i.e., marketing, distribution, technical advice) and may be working as 'contractees' but are not recorded as employees. Many of these people would not be receiving an income without the activity of the social enterprise, but to call them employees in the standard sense is not accurate. Where social enterprises place members of designated groups in employment, these individuals may be counted as FTEs or as contract workers as appropriate. Somewhat balancing this underestimation is that in a limited number of cases, the 'employed' from designated groups are counted as 'unpaid volunteers'. The bottom line is that the employment of individuals from the designated groups is broadly but not precisely encompassed within the count of paid employment (i.e., FTEs) and so should be interpreted with care. Of course paid employees also include professional and other stage that do not face employment barriers and are not employed as part of the mission of the SE.

² These figures are based on reported data. The average could be impacted by missing data.

FTE (Estimate)	15.2	0-425	1,471
Freelance and contract workers (hired for a specific project or term) in 2014	1.5	0-40	151
Volunteers (incl. unpaid interns, etc) who worked 10 or more hrs/month in 2014	17.7	0-500	1,415
Volunteers (incl. unpaid interns, etc) who worked less than 10hrs/month in 2014	402.9	0-29,000	32,631

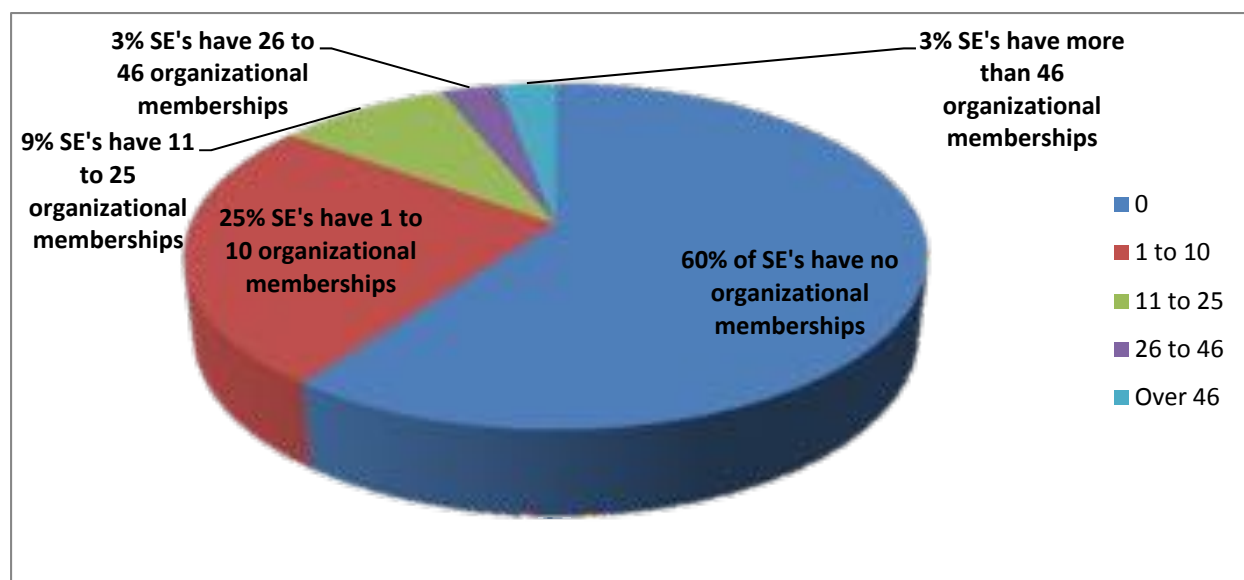
Membership

87 percent of the responding social enterprises in Saskatchewan reported having a membership base. The SE's had an average of 73 individual members per SE, combining for a total of at least 8,100 individual members, as well as at least 1,520 organizational memberships. The individual members per social enterprise ranged from zero to 2,451 members. Table 4 and figure 7 illustrate distributions in organizational membership. 25 percent of social enterprises have one to ten organizational memberships, while 9 percent have 11 to 25 members. Few SE's have more than 25 members. Most SE's had no organizational membership.

Table 4: Distribution of Social Enterprises by Number of Organizational Membership

Number of Organizational Members in 2014	Percent of Social Enterprises
0	60
1 to 10	25
11 to 25	9
26 to 46	3
Over 46	3

Figure 7: Distribution of Social Enterprises by Number of Organizational Membership

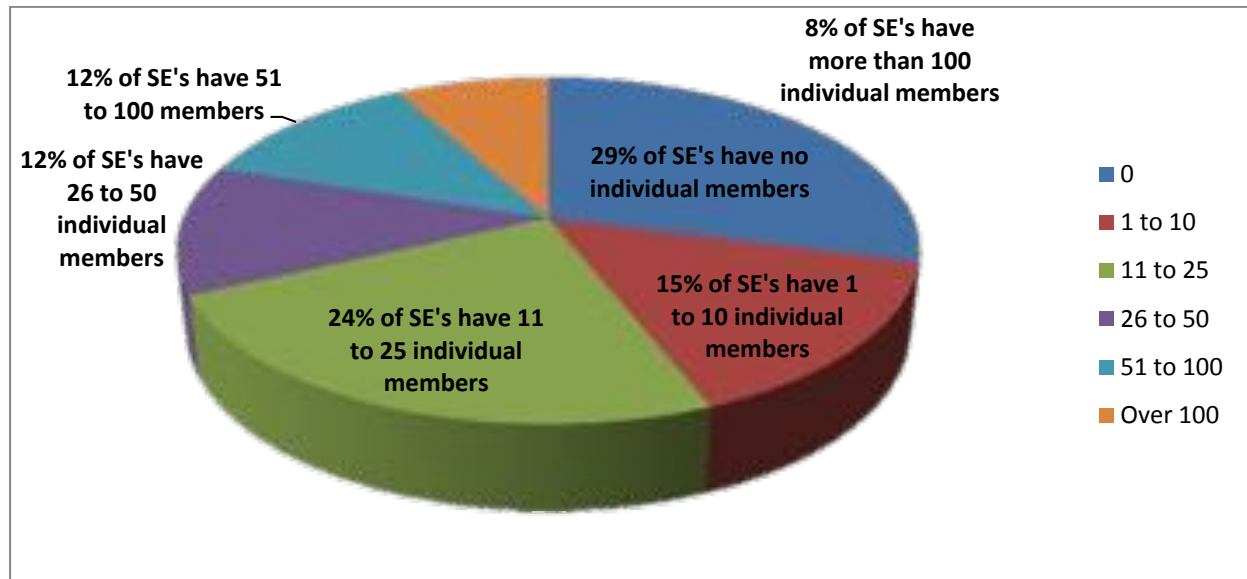


Many SE's (24%) in this study had 11 to 25 individual memberships, while 15 percent had 1 to 10 organizational memberships. 29 percent of the enterprises had no organizational memberships (See Table 5 & figure 8).

Table 5: Distribution of Social Enterprises by Individual Members

Number of Individual Members 2014	Percent of Social Enterprises
0	29
1 to 10	15
11 to 25	24
26 to 50	12
51 to 100	12
Over 100	8

Figure 8: Distribution of Social Enterprises by Individual Members



ORGANIZATIONAL ANALYSIS

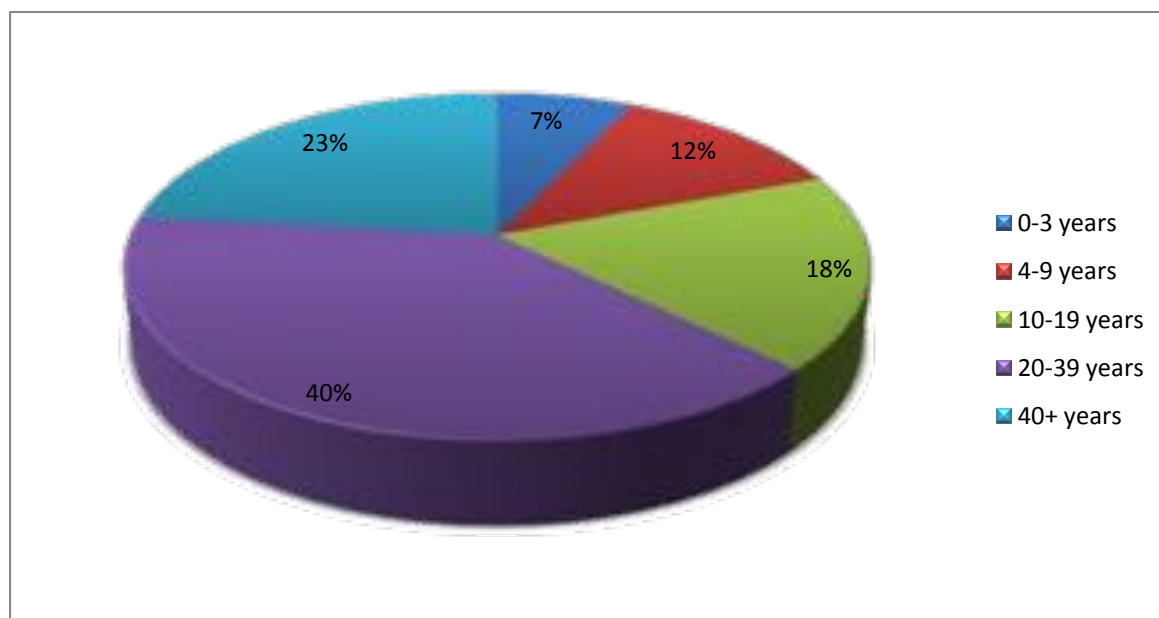
Age of the Social Enterprises

Social enterprises in Saskatchewan vary in the number of years they have been in operation as highlighted on Table 6 and Figure 9. Most of the social enterprises surveyed (39%) have been in operation for 20-39 years. Older organizations or those that have been in operation for more than 40 years account for 23 percent of the responding social enterprises. The mean age of social enterprises in the province was 30 years. Many of the responding organizations began selling their goods and services after 1989 (median). The oldest enterprise was formed in 1883 (132 years old) and the newest was formed in 2015.

Table 6: Distribution of Social Enterprise by Years of Operation

	Percent	Total
0-3 years	7	6
4-9 years	12	10
10-19 years	18	15
20-39 years	39	32
40+ years	23	19

Figure 9: Distribution of Social Enterprise by Years of Operation



Areas of Focus

The purpose(s) of the social enterprise exerts a clear influence on the scale and nature of the operations, and social enterprises typically combine multiple purposes. We used three mutually exclusive categories to classify social enterprises based on their stated purposes. First, there are social enterprises whose primary purpose is to generate income for its parent nonprofit organization. Second, there are social enterprises intended to fill a social, cultural, and or environmental mandate, but that do not identify income generation or training or employment development as their core mandate. Third, we grouped social enterprises that serve multiple goals, whether a social, environmental, cultural or income-generation mission *and* provide employment development and training under the 'multi-purpose' category. This categorization provides a means of classifying social enterprises into three mutually exclusive groups:

Income-focused: Defined as an organization with a singular purpose (income-generation). These organizations may also combine income-generation with up to two other purposes, whether an employment, social, cultural or an environmental purpose.

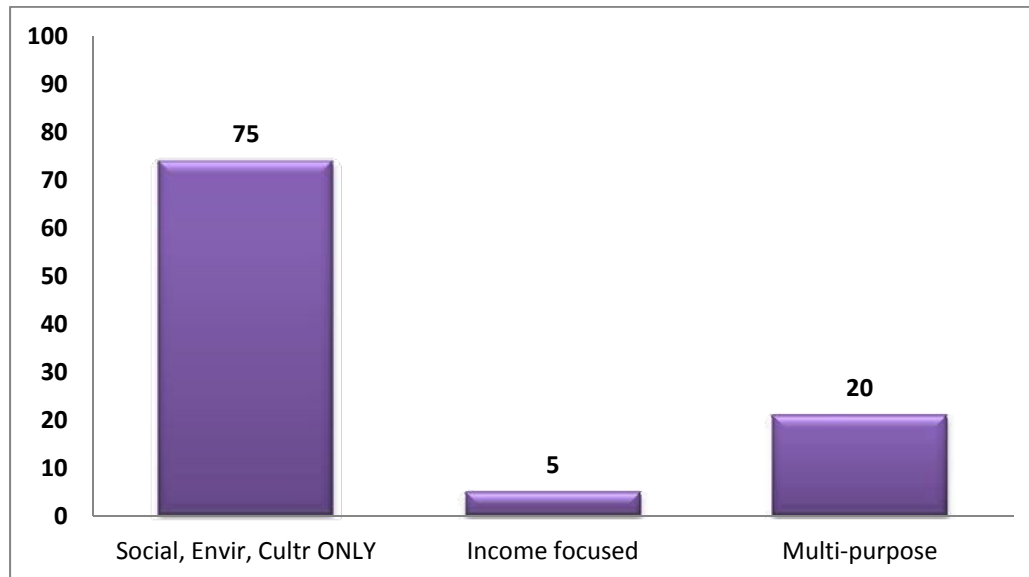
Socially, culturally or environmentally-focused: an organization with a social, cultural and/or environmental focus and which has neither income-generation nor employment as an additional focus.

Multi-purpose focused: an organization that has a combined, multiple purposes, most often including the intent of creating employment opportunities.

A 3-way Purpose Classification

Figure 10 shows a 3way purpose classification for the categories used in this study. 75 percent of social enterprises in Saskatchewan have a social, cultural and/or environmental purpose, 5 percent focus on generating income for a parent organization, while 20 percent have multiple areas of purpose.

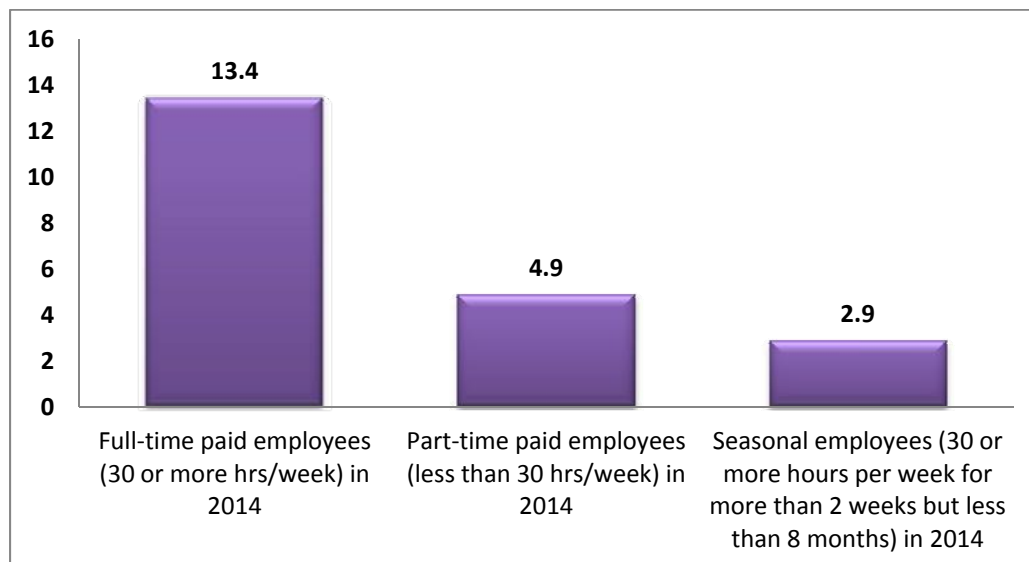
Figure 10: Areas of focus by 3way Purpose Classification (percent)



Employment

Social enterprises are important direct employers in their communities. In responding Saskatchewan social enterprises, a mean of about 13 people were full time paid employees (See Figure 11), while 5 people were paid part-time employees and at least 3 people (mean) were seasonal employees.

Figure 11: Employment per Social Enterprise, 2014 (Mean)

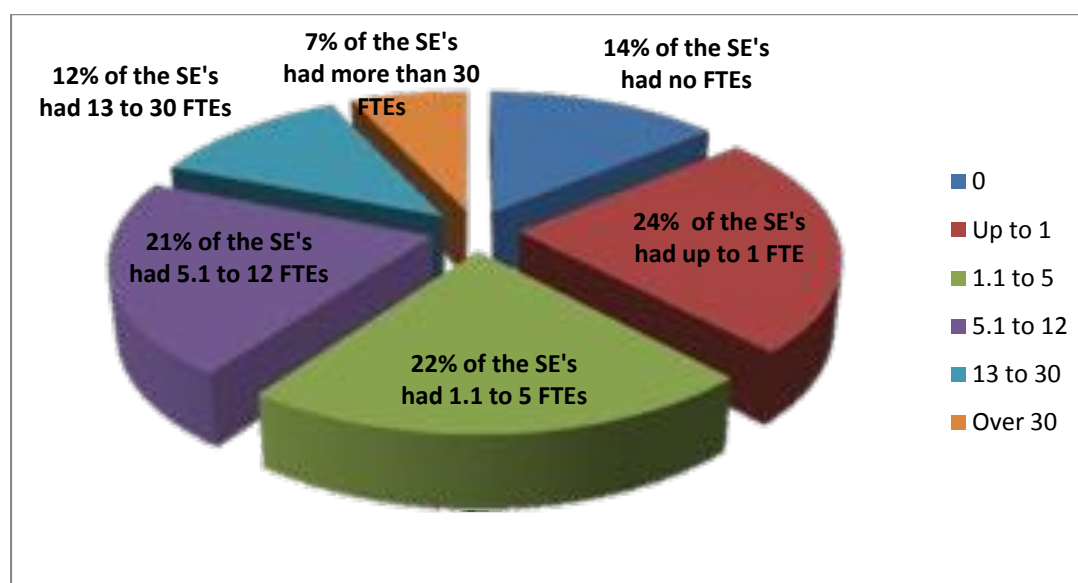


22 percent of responding social enterprises provided Full Time Equivalent (FTE) positions in a range of 1 to 5 employees (See Table 7 & Figure 12). 21 percent of the enterprises provided FTE positions in a range of 5 to 12 FTEs.

Table 7: Distribution of Social Enterprises by Estimated FTEs in 2014

Estimated FTEs in 2014	Percent of Social Enterprises
0	14
Up to 1	24
1.1 to 5	22
5.1 to 12	21
13 to 30	12
Over 30	7

Figure 12: Distribution of Social Enterprises by Estimated FTEs in 2014



Employment and Poverty Focus

Many of the responding social enterprises reported having an employment purpose or targeting people with employment barriers, low income or homeless. Half of the social enterprises address poverty by targeting people with employment barriers, low income or the homeless. 36 percent of the responding SE's reported having an employment focus revealing that they provided employment, trained or targeted people with employment barriers.

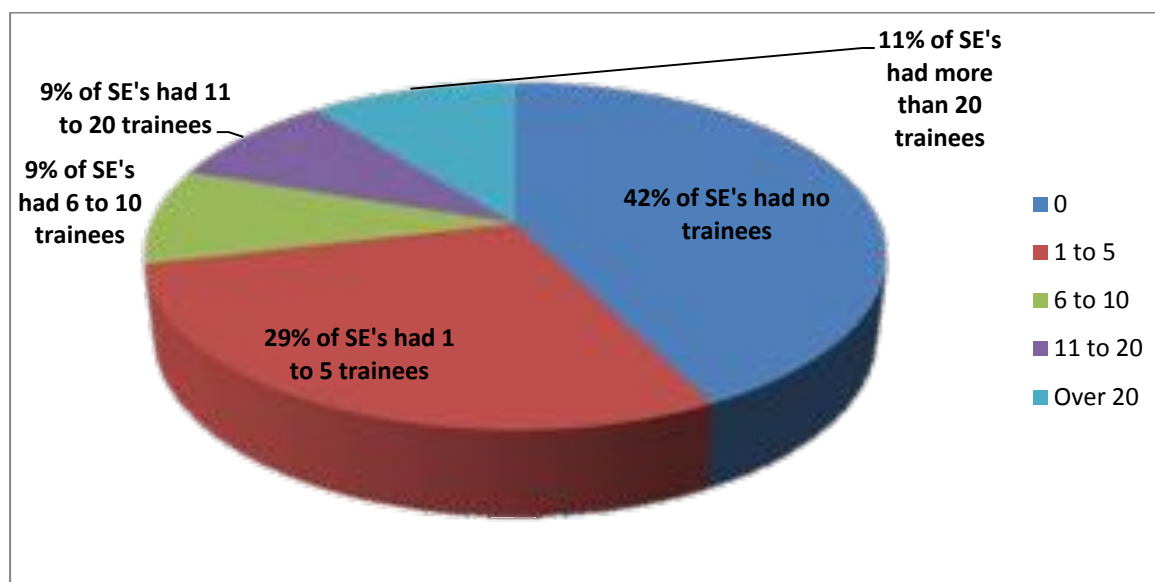
Training

As part of their mission, social enterprises often train and members of designated groups (See Figure 2, Page 15). Table 8 and Figure 13 show the distribution of people trained from target population in 2014.

Table 8: Distribution of Number Trained from Target Population by Social Enterprises

Number Trained, 2014	Percent of Social Enterprises
0	43
1 to 5	29
6 to 10	9
11 to 20	9
Over 20	11

Figure 13: Distribution of Number Trained from Mission-focus by Social Enterprises



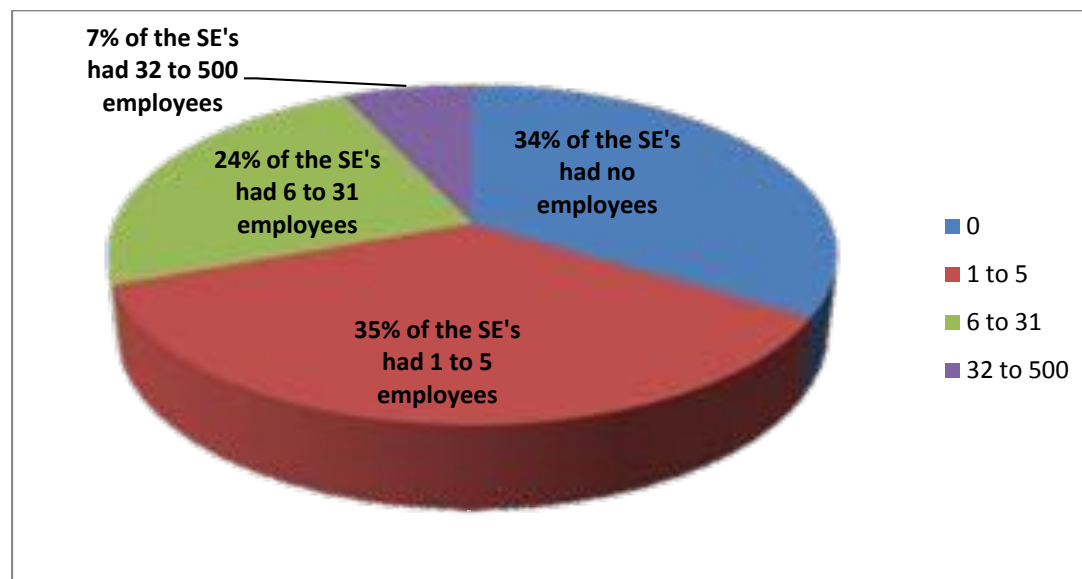
Mission-focus training and employment

The social enterprises surveyed also provided employment for the targeted groups. 36 percent of the responding enterprises employed between 1 to 5 people from the target population, while almost quarter of social enterprises provided employment for 6 to 31 individuals (See Table 9 & Figure 14).

Table 9: Distribution of Social Enterprises by Number Employed from Mission Focus

Number of People Employed in 2014	Percent of Social Enterprises
0	34
1 to 5	36
6 to 31	24
32 to 500	7

Figure 14: Distribution of Social Enterprises by Number Employed from Mission focus



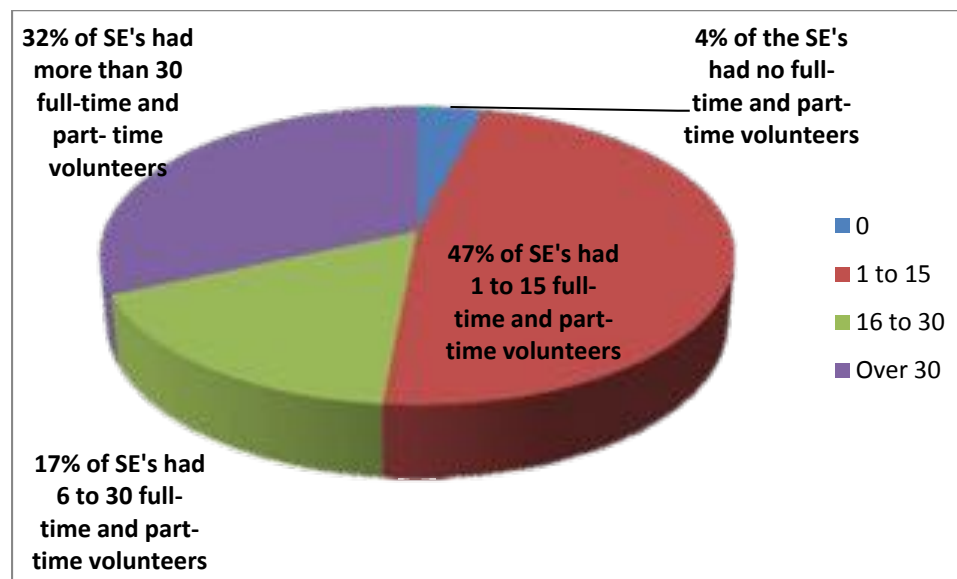
Social enterprises are key actors in mobilizing volunteers. 96 percent of the responding enterprises had volunteers. The total number of full-time and part-time volunteers in the responding social enterprises in Saskatchewan was 34,000. Almost half (48%) of the SE's had more than 1 to 5 part-time and full-time volunteers, while 32 percent had more than 30 part-time and full-time volunteers (See Table 10 & Figure 15).

Table 10: Distribution of Social Enterprises by Total volunteers (part and full-time added)

Number of Total Volunteers	Percent of Social Enterprises
0	4
1 to 15	48
16 to 30	17
Over 30	32

Note: part-time volunteers worked less than 10 hrs per month in 2014; full-time volunteers worked 10 or more hrs/month in 2014. Volunteers include those in unpaid internships, etc.

Figure 15: Distribution by Total volunteers (part and full-time added)



29 percent of the social enterprises surveyed included 1 to 5 volunteers in their activities for 6 to 10 hours in a month (See Table 11 & Figure 16). 45 percent of social enterprises had volunteers' more than 10 volunteers working less than 10hrs in a month (Table 12 & Figure 17).

Table 11: Distribution by Full-time Volunteers (incl. unpaid interns, etc) who worked 10 or more hrs/month in 2014

Number of Volunteers working 10 or more hrs/month	Percent of Social Enterprises
0	33
1 to 5	29
6 to 10	10
Over 10	28

Figure 16: Distribution by Full-time Volunteers (incl. unpaid interns, etc) who worked 10 or more hrs/month in 2014

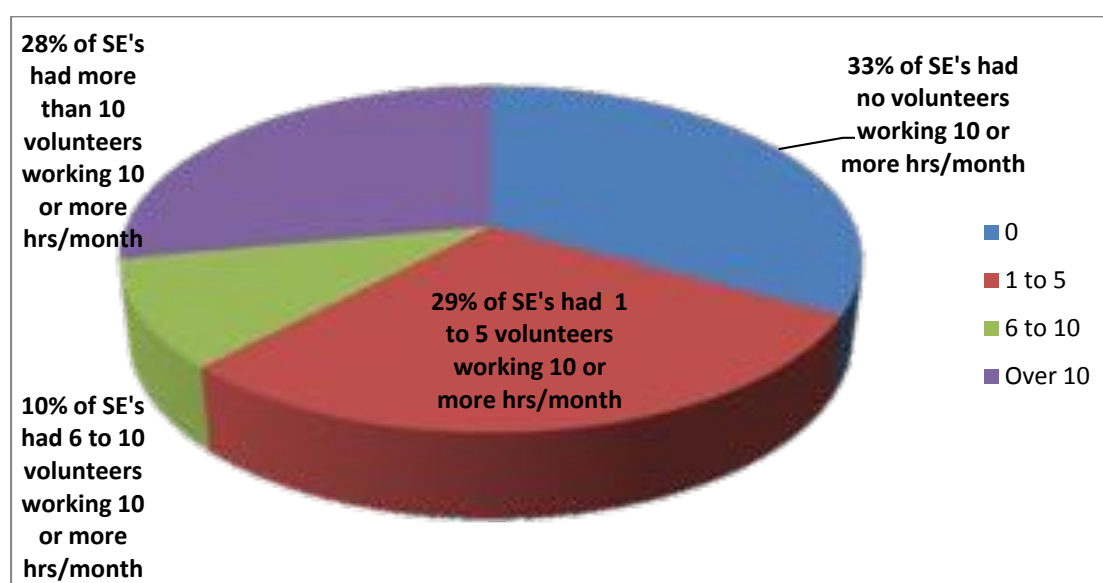
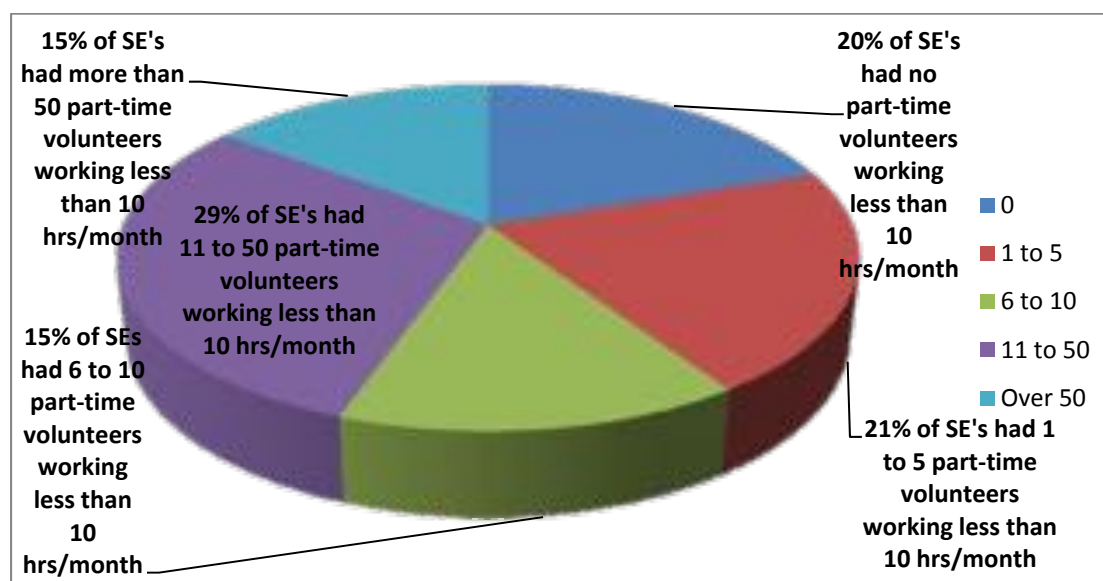


Table 12: Distribution by part-time Volunteers (incl. unpaid interns, etc) who worked less than 10 hrs/month in 2014

Number of volunteers working less than 10 hrs/month in 2014	Percent of Social Enterprises
0	20
1 to 5	21
6 to 10	15
11 to 50	30
Over 50	15

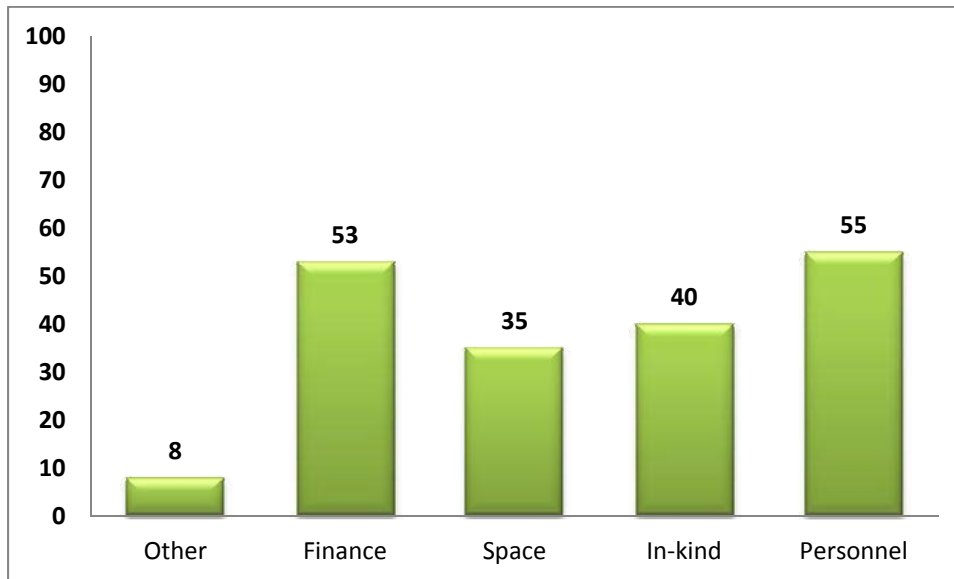
Figure 17: Distribution by part-time Volunteers (incl. unpaid interns, etc) who worked less than 10 hrs/month in 2014



Relationship with Parent Organization

66 percent of the responding social enterprises did not have a parent organization. 54 percent of the respondents who had a parent organization received support in the form of personnel. Approximately 51 percent of social enterprises with parent organization received support from them in the form of financial support. Grants from parent organizations amounted to \$4.8 million. At the same time some social enterprises made transferred back to their parent organization in the amount of \$ 96,000 (These numbers are a reflection of only the SE's that responded to questions regarding their finances). About 39 percent received support through in kind contributions, and 34 percent of the social enterprises with parent organizations received support in the form of physical space (See Figure 18).

Figure 18: Areas of Parent Support (only for those with parents) (percent)



FINANCIAL PROFILE

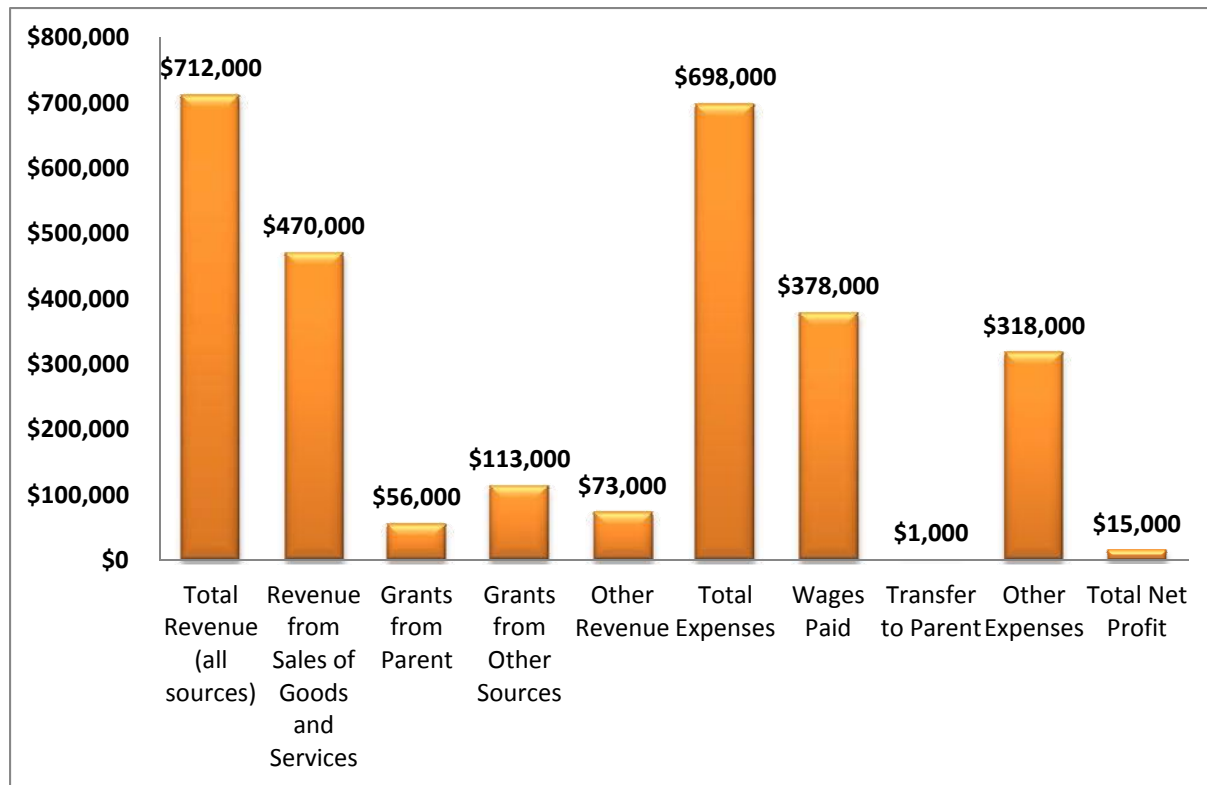
Financial Results

Social enterprises make significant contributions to local economies. Moreover, social enterprise success is determined by their ability to generate profits. In this survey, the average revenue from all sources for the surveyed social enterprises in 2014 was \$712,000 (See Table 13 & Figure 19). The responding social enterprises generated more revenue than expenses (an average positive net profit) of \$15,000. 74 percent of responding SE's broke even in 2014, while 31 percent of the enterprises broke even without grants. This latter finding underlines the importance of ongoing grant funding support to allow social enterprises to achieve their social mission.

Table 13: Finances: Average Revenue and Expenses in 2014 reported by responding SE's

Total Revenue (all sources)	\$712,000
Revenue from Sales of Goods and Services	\$470,000
Grants from Parent	\$56,000
Grants from Other Sources	\$113,000
Other Revenue	\$73,000
Total Expenses	\$698,000
Wages Paid	\$378,000
Transfer to Parent	\$1,000
Other Expenses	\$318,000
Total Net Profit	\$15,000

Figure 19: Finances: Average Revenue and Expenses in 2014 reported by responding SE's (n=85)



Sources of Finance

Governments were an important source of financing for social enterprises as were private individuals, corporations and foundations (See Figure 20). Most of the grants (82%) were used for social enterprises' operations (See Figure 21).

Figure 20: Sources of Grants (percent)

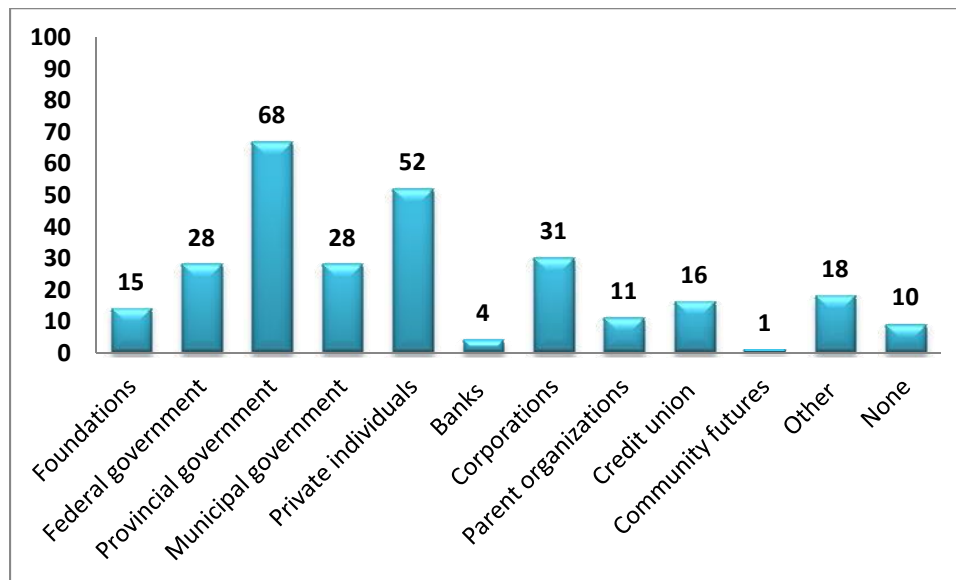
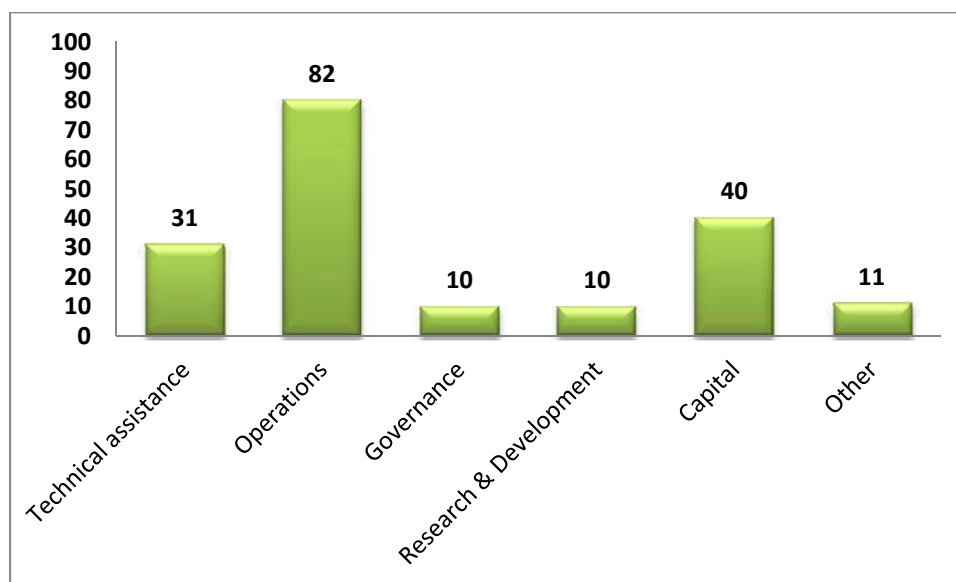


Figure 21: Purpose of Grants (percent)



78 percent of the responding social enterprises did not receive any loans (See figure 22) and the few with loans used the funds for organizations' operations and capital investments (see figure 23).

Figure 22: Sources of Loans (percent)

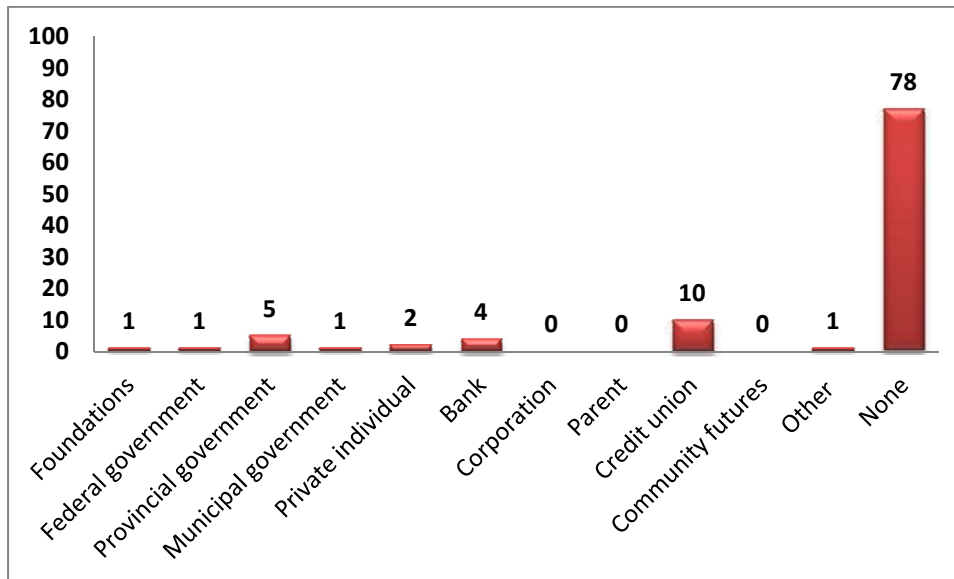
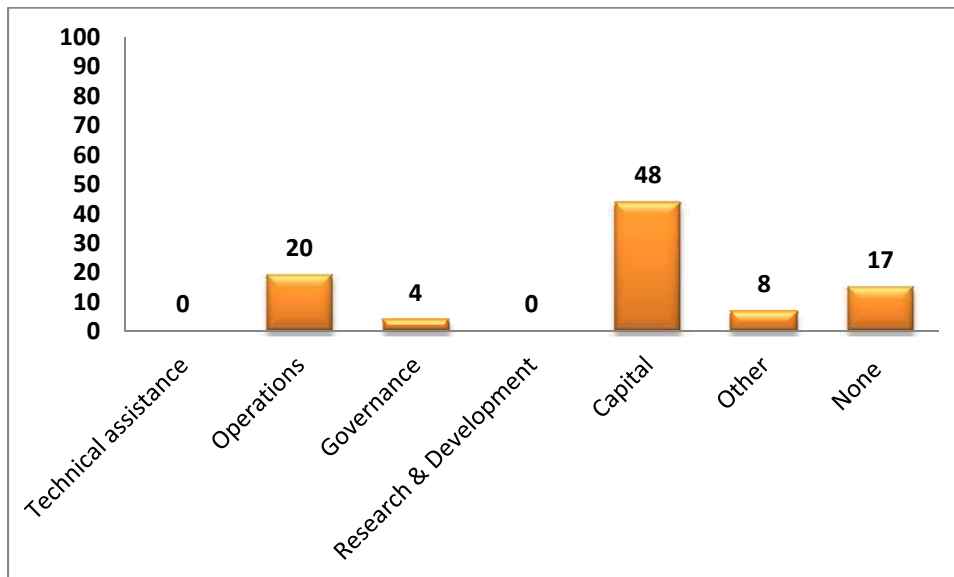


Figure 23: Purpose of Loans (percent)



CONCLUSION

This survey highlights the scope and activities of social enterprises in the province and reveals that social enterprises are critical actors in multiple sectors of the economy. They provide goods and services to local neighbourhoods, cities and towns and regions. Social enterprises also play a role in the labour economy by creating jobs, training and services for underrepresented or marginalized groups in society. Social enterprises in Saskatchewan also serve different categories of people including youth, women, and aboriginal and indigenous groups as well as those with disabilities. Almost all of the responding enterprises worked with volunteers in advancing their missions. The study also shows that social enterprises in the province rely on funding from government, private individuals and corporations and are trying to become more effective by meeting their missions using enterprising strategies. While a strong majority (74%) of social enterprises broke even in 2014, only 30 percent broke even without grants, underlining the importance of ongoing financial support for social enterprises in Saskatchewan.

Appendix A: Key Points of Comparison-Purpose³

	Mission focused (cultural, environmental, social)	Income- focused	Multi- purpose (Employment focused+ either a cultural, social or environmental focus)	All
Demographic profile				
Year of formation: median	1980	1996	1997	1978
Year of first sale: median	1982.5	1978	1997	1985
Number of business sectors (1-17): average	1.7	2.5	2.5	1.9
Number of targeted populations (0-16): average	5.0	11.3	6.3	5.6
Individual members: average in 2014		14	56	73
Organizational members: average in 2014	13	2	18	14
Trained: average for 2014	14	111	33	23
Employed (from target group): average for 2014	14	8	24	8115
Served: average for 2014	4765	1266	493	3824
FTEs: average in 2014	6.9	14.1	21	10.2
Volunteers (full and part-time): average in	95	100	100	96.2

³ / * Note: The inclusion of key points of comparison by purpose is affected by inadequate sample size. Typically, we only report financial results if there are approximately 30 valid and complete responses in each category. We also round most numbers off to the nearest, whole, 5, 10, 100 or 1000 as appropriate, and the results should be interpreted with caution

2014				
Finances (Rounded to the nearest 1000)				
Total expenditure: average in 2014	498,000	804,000	1,445,000	698,000
Total wages and salaries: average in 2014	241,000	497,000	873,000	378,000
Transfers to parent: average in 2014	2,000	0	0	1,000
Other expenses: average 2014	255,000	307,000	571,000	318,000
Total revenue: average in 2014	525,000	860,000	571,000	712,000
Revenue from sales of goods and services: average 2014	259,000	705,000	121,000	470,000
Revenue from grants and donations received from parent organization: average 2014	71,000	1,000	15,000	56,000
Revenue from grants and donations from other organizations and private individuals: average 2014	114,000	74,000	122,000	113,000
Other revenue: average 2014	80,000	80,000	44,000	73,000
Revenue exceeds expenses in 2014 : percent	72	100	69	74
Sales as percent of revenue: average per organization 2014	41	90	60	48
Revenue less grants/loans/donations exceeds expenses in 2014 : percent	31	67	19	31
Purpose (percent of social enterprises)				
Employment development	0	17	71	16

Training	0	0	50	10
Income generation for parent organization	0	1000	30	11
Social mission	80	100	88	83
Cultural mission	62	33	50	58
Environmental mission	7	0	42	14
Legal structure (percent of social enterprises)				
Nonprofit legal structure	97	100	88	90
Registered charity	63	67	77	66
For Profit	0	17	0	1
Coop Distributing	1	0	0	1
Coop Non-distributing	6	0	13	7
Target groups (percent of social enterprises)				
All the people living in a particular place/community	72	67	63	70
Aboriginal /indigenous people	35	83	58	43
Children	57	67	29	51
Ethnic minority	31	83	42	36
Families	48	67	29	45
Homeless people	7	50	21	12
Immigrants	22	67	33	27
Men	34	83	42	38
Lower income individuals	37	67	50	41
People with addictions	13	50	33	19
People with employment barriers	19	83	42	27
People living with psychiatric disabilities	18	67	33	24
People living with intellectual disabilities	24	67	50	31
People living with physical disabilities	24	33	46	29
Refugees	7	33	13	10
Senior/aged/elderly	39	83	21	37

Women	42	83	42	44
Youth/young adults	46	67	50	48
Sources of grants and donations received in 2014 (percent of social enterprises)				
Foundations	10	33	26	14
Federal government	30	17	22	28
Provincial government	65	67	74	67
Municipal government	30	17	22	28
Private individuals, philanthropists, donors	52	50	52	52
Bank	4	0	4	4
Corporations/private businesses	35	0	22	31
Parent organization	11	0	13	11
Credit union	17	0	17	16
Community futures	1	0	0	1
No grants	7	33	13	10
Purpose of grants and donations received in 2014 (percent of social enterprises)				
Technical assistance grants	35	0	20	31
Operational grants	82	100	70	81
Governance	10	25	5	10
R&D	8	0	20	10
Capital	43	25	30	40
Sources of loans/debt instruments taken out in 2014 (percent of social enterprises)				
Foundations	1	0	0	1
Federal government	0	17	0	1
Provincial government	2	0	13	5
Municipal government	0	0	4	1
Private individuals, philanthropists, donors	1	0	4	2
Bank	4	0	4	4

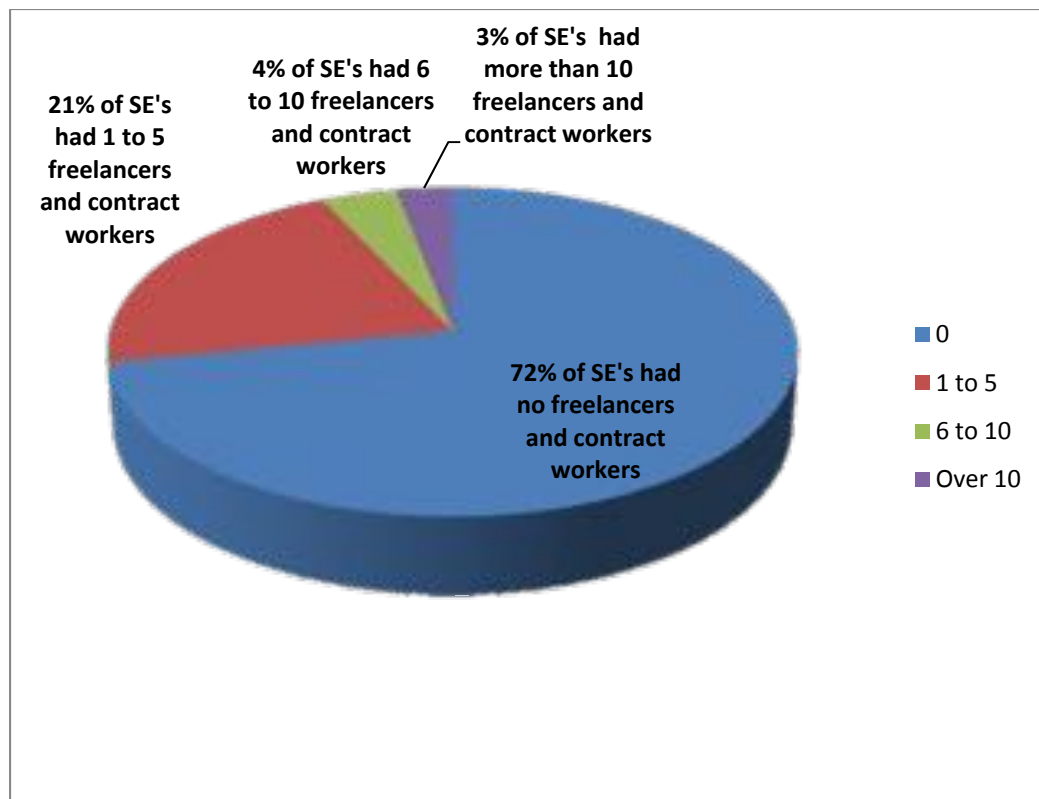
Corporations/private businesses	0	0	0	0
Parent organization	0	0	0	0
Credit union	6	33	17	10
Community business development corporations	0	0	0	0
No loans/debt instruments	86	67	48	77
Purposes of loans/debt instruments taken out in 2014 (percent of social enterprises)				
Technical assistance grants	0	0	0	0
Operational grants	16	0	25	19
Governance	8	0	0	4
R&D	0	0	0	0
Capital	46	100	33	44

Appendix B: Distribution Tables

Distribution of Social Enterprises by Freelancers and contract workers (hired for a specific project or term)

Number of Freelancers and Contract Workers, 2014	Percent of Social Enterprises
0	72
1 to 5	21
6 to 10	4
Over 10	3

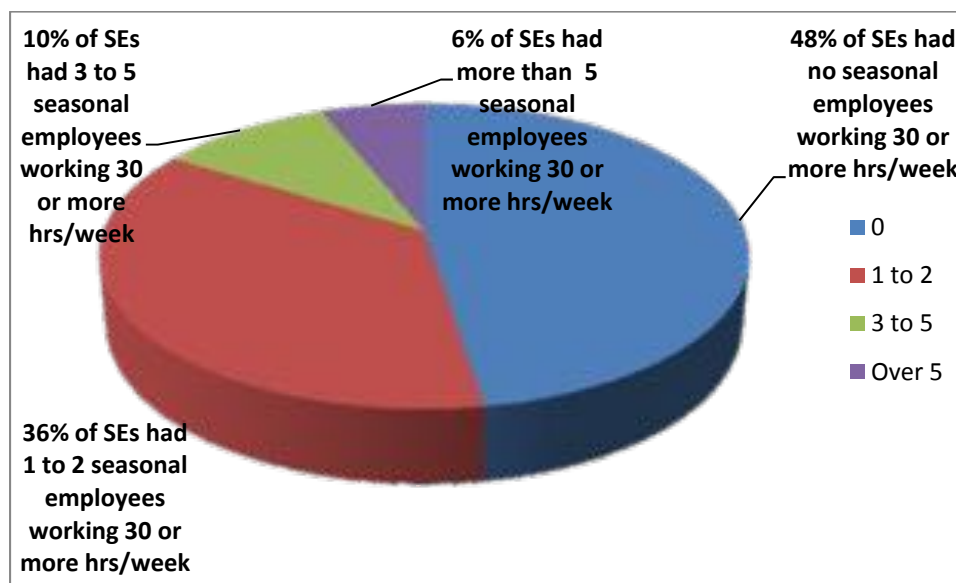
Distribution of Social Enterprises by Freelancers and contract workers (hired for a specific project or term)



Distribution of Social Enterprises by Seasonal employees (30 or more hours per week for more than 2 weeks but less than 8 months)

Number of Seasonal Employees, 2014	Percent of Social Enterprises
0	47
1 to 2	36
3 to 5	10
Over 5	6

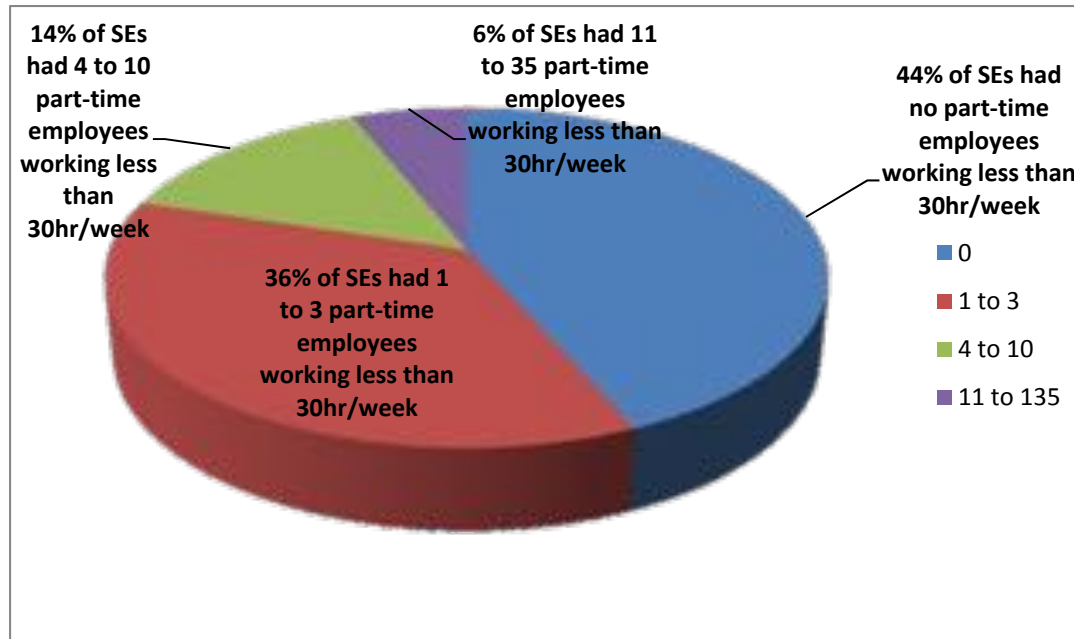
Distribution of Social Enterprises by Seasonal employees (30 or more hours per week for more than 2 weeks but less than 8 months)



Distribution of Social Enterprises by paid Part-time employees (less than 30 hrs/week) in 2014

Number of Paid Part-Time Employees, 2014	Percent of Social Enterprises
0	43
1 to 3	36
4 to 10	14
11 to 135	6

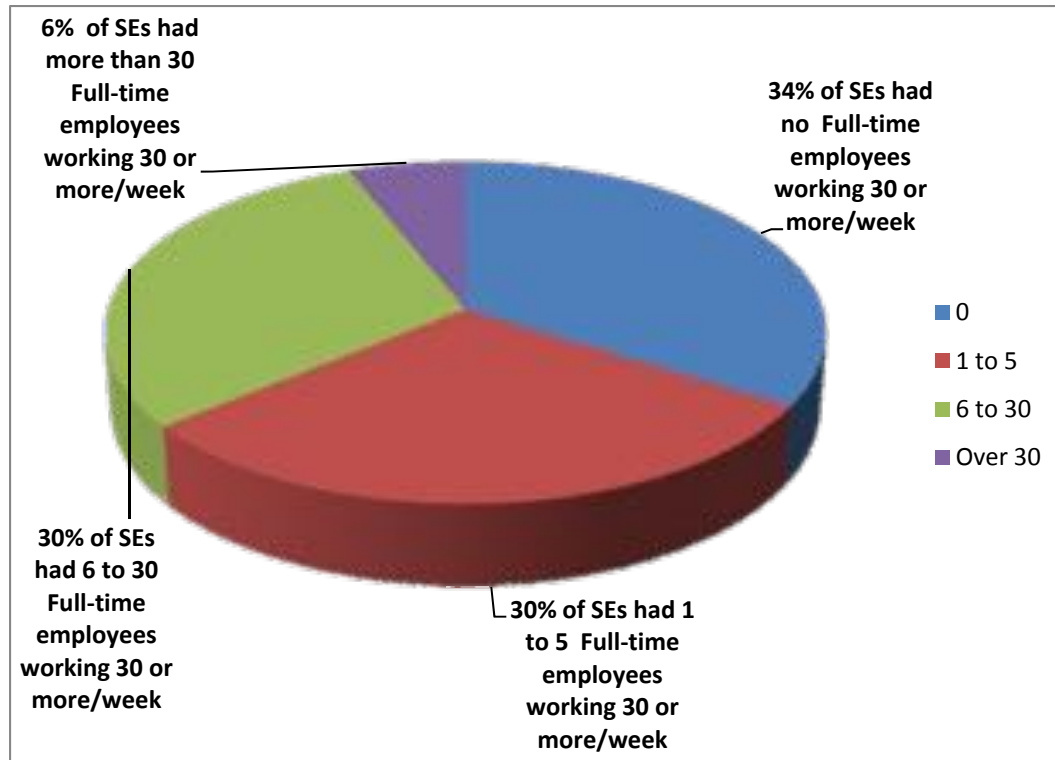
Distribution of Social Enterprises by paid Part-time employees (less than 30 hrs/week) in 2014



Distribution of Social Enterprises by Paid Full-time Employees (30 or more hrs/week) in 2014

Number of Full-time Employees, 2014	Percent of Social Enterprises
0	34
1 to 5	30
6 to 30	30
Over 30	6

Distribution of Social Enterprises by Paid Full-time Employees (30 or more hrs/week) in 2014



Appendix C: Business Sector Classification

Broad Sector Grouping based on Bouchard et al., 2008 (R-2008-01)	Detailed Sector Description (from questionnaire)	Percentage of Social Enterprises Active in this Sector
Resources, production and construction	Agriculture, forestry, fishing, mining Construction Food production Printing and publishing Production/manufacturing/sewing Repair and maintenance	17%
Trade and finance	Finance and insurance Retail sales (incl. thrift stores) Wholesale sales	7%
Real estate	Housing Property management Real estate	18%
Accommodation, tourism and food service	Accommodation Facilities (banquet, conference, etc.) Food service/catering Food distribution Sports and recreation Tourism	40%
Health and social services	Emergency and relief Employment services Environment and animal protection Health care Social services	32%
Arts, culture and communication	Arts, culture and communication Gallery/arts Theatre/performing arts	31%

Professional Services	Administrative services, Consulting Law, advocacy, politics Professional services Public administration services Research/education, Scientific/technical services Services for businesses/social enterprises/co ops/non profits	31%
Other services	Janitorial/cleaning / Landscaping/gardening Movers/hauling Personal services Transportation and storage Waste management	14%
Multi-sector (social enterprises which sell goods or services in two or more of the above)		57%

Appendix D: Provincial Comparisons

Provincial Comparison Table (February 3, 2016)

	2014 Surveys							2015 Surveys		
	AB	BC	MB	NB	NS	PE *	TR **	SK	ON ***	NFLD*
	(n=101)	(n=121)	(n=111)	(n=129)	(n=232)	(n=16)	(n=47)	(n=113)	(n=450)	(n=30)
Demographic profile										
Year of formation: median	1984	1997	1985	1990	1991	1993.5	1990	1982	1992	1990
Year of first sale: median	1988	2000	1988.5	1991	1992	1995	1995.5	1988.5	1993	1993
Number of business sectors (1-17): average	1.7	1.9	1.9	1.7	1.5	2.0	2.2	1.9	2.3	2.4
Number of targeted populations (0-17): average	4.3	5.4	4.3	5.3	1.8	4.0	6.1	5.7	5.1	5.1
Individual members: average in 2013/4	67.6	150.5	255.2	605.5	87	15	205.5	73	226.9	69.8
Organizational members: average in 2013/4	22.4	14	6.9	29.3	10.9	9.4	16	13.7	8.3	4.1
Trained: average for 2013/4	464.6	43.8	88.9	51.8	102.5	74	52.8	23.1	103.3	51.7
Employed (from target group): average for 2013/4	35.8	11.8	37.5	14.3	20	16.9	11.7	15.4	20.3	21.1
Served: average for 2013/4	6916.9	8109.4	7688.5	4154.6	3733.7	1959.6	2247.3	3823.9	4114.2	2806.7
FTEs: average in 2013/4	28.4	9.0	19.4	16.5	14.4	13.4	9.2	15.2	8.8	9.1
Volunteers (full-and part-time): average in 2013/4	175.6	50.0	75.2	60.2	120.4	42.6	40.9	429.6	58.6	30.5
Total expenditure: \$ average in 2013/4	694,164	764,304	695,395	936,872	1,179,887	580,453	3,642,839	697,500	946,881	452,710
Total wages and salaries: \$ average in 2013/4	404,792	396,916	407,895	578,215	616,315	409,687	566,327	378,198	415,754	253,890
Total revenue: \$ average in 2013/4	702,900	792,895	750,792	962,494	1,318,872	579,954	4,047,917	712,296	958,544	457,762
Revenue from sales of goods and services: \$ average 2013/4	407,690	611,256	579,614	737,719	857,346	285,976	3,784,184	470,324	649,277	301,402
Revenue from grants and donations received from parent organization: \$ average 2013/4	17,624	28,090	6,894	21,606	38,470	8,929	97,036	55,841	39,849	22,592
Revenue from grants and donations from other organizations and private	138,954	112,020	108,654	50,688	373,784	18,024	126,969	112,824	179,840	107,530

	2014 Surveys							2015 Surveys		
	AB	BC	MB	NB	NS	PE *	TR **	SK	ON ***	NFLD*
	(n=101)	(n=121)	(n=111)	(n=129)	(n=232)	(n=16)	(n=47)	(n=113)	(n=450)	(n=30)
individuals: \$ average 2013/4										
Revenue exceeds expenses in 2013/4: percent	76.4	80.9	80.0	77.4	76.2	78.6	76.9	73.6	76.8	57.1
Sales as percent of revenue: average per organization 2013/4	46.6	60.7	57.0	60.2	54.5	62.1	48.4	47.8	71.0	56.4
Revenue less grants/loans/donations exceeds expenses in 2013/4: percent	34.8	33.7	28.9	34.4	40.6	42.9	31.6	31.4	51.6	23.8
Purpose (percent of nonprofit social enterprises):										
Employment development	19.8	32.2	33.3	29.5	28.4	37.5	25.5	15.9	23.8	26.7
Training	14.9	23.1	29.7	20.2	19.8	25.0	17.0	10.6	16.9	26.7
Income generation for parent organization	22.8	22.3	29.7	19.4	8.2	50.0	17.0	11.5	21.6	13.3
Social mission	79.2	82.6	77.5	80.6	82.8	68.8	78.7	84.1	82.2	63.3
Cultural mission	64.4	48.8	58.6	37.2	35.3	50.0	53.2	59.3	37.8	50.0
Environmental mission	24.8	28.1	24.3	24.8	25.4	18.8	23.4	14.2	34.5	23.3
Legal structure (percent of nonprofit social enterprises):										
Non-profit legal structure	96.0	90.1	86.5	75.2	72.8	87.5	89.4	92.0	58.0	90.0
Registered charity	61.0	65.5	51.8	52.7	53.7	62.5	52.3	66.7	48.0	75.9
Target groups (percent of nonprofit social enterprises):										
All the people living in a particular place / community	73.3	65.3	63.1	62	59.5	87.5	76.6	70.8	63.8	66.7
First Nations / Indigenous people	25.7	41.3	34.2	27.9	6.0	18.8	68.1	43.4	24.5	36.7
Children	47.5	40.5	25.2	37.2	9.5	18.8	51.1	52.2	28.9	40.0
Ethnic minority	21.8	29.8	24.3	28.7	6.9	25.0	27.7	36.3	23.3	16.7
Families	42.6	37.2	25.2	41.9	9.1	25.0	57.4	46.0	44.0	43.3
People living without homes	8.9	20.7	11.7	16.3	3.0	12.5	25.5	12.4	19.3	13.3
Immigrants	15.8	22.3	23.4	23.3	6.0	25.0	23.4	27.4	22.7	16.7
Lower income individuals	23.8	38.8	31.5	41.9	8.2	25.0	42.6	41.6	47.6	33.3
Men	29.7	33.9	28.8	37.2	7.8	25.0	51.1	38.9	34.9	40.0

	2014 Surveys							2015 Surveys		
	AB	BC	MB	NB	NS	PE *	TR **	SK	ON ***	NFLD*
	(n=101)	(n=121)	(n=111)	(n=129)	(n=232)	(n=16)	(n=47)	(n=113)	(n=450)	(n=30)
People living with addictions	8.9	22.3	13.5	19.4	5.6	18.8	21.3	19.5	20.2	13.3
People living with employment barriers	17.8	30.6	22.5	28.7	10.8	18.8	23.4	27.4	29.1	26.7
People living with psychiatric disabilities	13.9	28.1	16.2	24.8	15.9	6.3	14.9	23.9	22.7	16.7
People living with intellectual disabilities	14.9	31.4	26.1	29.5	24.1	25.0	19.1	31.9	26.0	20.0
People living with physical disabilities	20.8	33.1	24.3	32.6	19.4	31.3	17.0	29.2	27.1	33.3
Refugees	7.9	9.9	12.6	10.1	1.7	12.5	8.5	9.7	16.0	13.3
Senior / aged / elderly	41.6	37.2	33.3	37.2	13.8	37.5	40.4	38.1	36.4	50.0
Women	36.6	41.3	35.1	45.7	11.6	31.3	55.3	45.1	39.8	43.3
Youth / Young adults	49.5	43.8	36.9	50.4	23.3	43.8	63.8	48.7	41.9	53.3
Sources of grants and donations received in 2013/4										
Foundations	25.3	43.5	33.3	25.6	20.7	31.3	12.8	14.5	24.2	22.2
Federal Government	21.1	27.0	30.6	35.7	31.9	43.8	42.6	28.2	24.9	59.3
Provincial Government	67.4	44.3	50.9	58.1	50.4	68.8	63.8	68.2	30.2	63.0
Municipal Government	50.5	38.3	25	26.4	23.3	25	36.2	28.2	27.0	22.2
Private individuals, philanthropists, donors	48.4	47.0	47.2	46.5	42.7	37.5	46.8	52.7	32.3	59.3
Bank	7.4	7.8	4.6	6.2	5.2	6.3	2.1	3.6	3.9	7.4
Corporations/Private businesses	36.8	28.7	30.6	35.7	19.4	18.8	29.8	30.9	22.4	40.7
Parent organization	7.4	7.0	13.9	4.7	5.2	18.8	12.8	10.9	4.4	11.1
Credit Union	2.1	21.7	14.8	7.8	1.7	6.3	0	16.4	2.3	7.4
Community futures	3.2	2.6	7.4	0	3.9	0	4.3	0.9	3.2	0
No grants/donations	13.7	18.3	16.7	17.8	28.0	25.0	12.8	10.0	34.4	0
Purposes of grants and donations received in 2013/4:										
Training and technical assistance grants	21.1	15.7	23.1	24.8	22.8	18.8	19.1	31.3	38.2	33.3
Operational grants	73.7	62.6	68.5	66.7	63.8	62.5	80.9	81.8	75.4	59.3
Governance and management	10.5	13	7.4	11.6	6.5	12.5	19.1	10.1	9.5	14.8
Research and development	13.7	13.9	15.7	16.3	10.3	0	23.4	10.1	24.9	14.8
Capital project	38.9	25.2	32.4	15.5	15.5	25	31.9	40.4	33	22.2

	2014 Surveys							2015 Surveys		
	AB	BC	MB	NB	NS	PE *	TR **	SK	ON ***	NFLD*
	(n=101)	(n=121)	(n=111)	(n=129)	(n=232)	(n=16)	(n=47)	(n=113)	(n=450)	(n=30)
Sources of loans/ debt instruments taken out in 2013/4										
Foundations	2.1	0	1.9	0	0.4	0	0	0.9	1.8	0
Federal Government	1.1	0	0.9	1.6	0	0	0	0.9	2.3	0
Provincial Government	1.1	1.7	2.8	3.1	0.9	0	0	4.5	0.9	3.7
Municipal Government	3.2	0.9	0	0.8	0.4	0	2.1	0.9	1.8	0
Private individuals, philanthropists, donors	1.1	0.9	9.3	3.9	1.3	6.3	2.1	1.8	2.3	0
Bank	10.5	6.1	4.6	9.3	7.8	12.5	8.5	3.6	8.8	0
Corporations/Private businesses	0	0.9	7.4	0.8	0.4	0	2.1	0	2.5	0
Parent organization	2.1	3.5	2.8	0.8	0	0	2.1	0	0.7	0
Credit Union	1.1	4.3	15.7	13.2	2.2	31.3	0	10.0	5.5	3.7
Community futures	1.1	0.9	0.9	0.8	1.3	0	2.1	0	0.5	0
No loans / debt instruments	73.7	73.9	64.8	63.6	80.6	50	85.1	78.2	74.9	81.5
Purposes of loans/ debt instruments taken out in 2013/4:										
Training and technical assistance Loans	0	0.9	0	2.3	0.4	0	0	0	0.2	0
Operational Loans	8.4	10.4	21.3	17.8	5.6	18.8	6.4	4.9	9.3	4.0
Governance and management	0	0.9	0	1.6	0.4	0	2.1	1.2	0.5	0
Research and development	1.1	0.9	1.9	0.8	0.9	0	2.1	0	0.7	0
Capital project	9.5	7.8	16.7	9.3	7.8	25.0	10.6	11.0	10.8	4.0
Sector of products and services sold										
Resources, production, construction	16.8	25.6	26.1	27.9	19.8	25.0	23.4	16.8	26.0	20.0
Trade, finance	13.9	24.8	27.9	17.1	12.9	43.8	17.0	7.1	36.2	23.3
Real estate	8.9	14.0	18.0	13.2	5.2	6.3	10.6	17.7	33.1	10.0
Accommodation, food, tourism	60.4	43.8	45.0	33.3	32.8	56.3	61.7	39.8	34.5	56.7
Health and social services	18.8	24.0	15.3	37.2	37.1	18.8	31.9	31.9	16.2	16.7
Art, culture, communication	35.6	36.4	45.9	27.9	23.3	31.3	44.7	31.0	28.0	43.3
Professional services	36.6	41.3	35.1	51.9	25.9	62.5	59.6	31.0	29.2	46.7
Other services	15.8	19.8	15.3	17.1	14.2	18.8	27.7	14.2	30.4	26.7
Active in two or more sectors (above)	46.3	58.7	54.4	54.5	37.7	53.8	68.3	56.9	56.6	75.0

	2014 Surveys							2015 Surveys		
	AB	BC	MB	NB	NS	PE *	TR **	SK	ON ***	NFLD*
	(n=101)	(n=121)	(n=111)	(n=129)	(n=232)	(n=16)	(n=47)	(n=113)	(n=450)	(n=30)
Focus ****										
Employment	24.8	38.0	36.0	36.4	32.3	37.5	27.7	20.4	39.8	26.7
Poverty	36.6	48.8	47.7	47.3	34.5	43.8	51.1	35.4	59.2	40.0
Disability	19.8	30.6	20.7	23.3	29.7	18.8	12.8	20.4	33.7	20.0
Mission *****										
Social, environmental, culture-focused	67.3	54.5	51.4	55.8	64.7	25.0	63.8	75.2	58.7	56.7
Income-focused	9.9	11.6	12.6	14.0	3.9	43.8	10.6	5.3	15.8	10.0
Multi-purpose	22.8	33.9	36.0	30.2	31.5	31.3	25.5	19.5	25.6	33.3

Notes:

* Small sample size, interpret with caution.

** Includes only those respondents from Yukon, Northwest Territories and Nunavut surveys that indicated they own or operate an enterprise.

*** Includes only non-profit social enterprises, excluding child care providers. Data for Ontario are weighted by sub-sector.

**** Focus - Employment Focus: SE has employment / training purpose, or targets people with employment barriers. Poverty Focus: SE with an employment /training purpose, or targets people with employment barriers, low income or homeless. Disability Focus: serve those with physical, intellectual and/or psychological disabilities. The calculation method changed from 2014 to 2015; results reported here are consistent based on the revised method, which excludes those respondents who reported 13 or more target populations.

***** Mission - three mutually exclusive categories used to classify nonprofit social enterprises based on their stated purposes.

Appendix E: Questionnaire

2015 SOCIAL ENTERPRISE SECTOR SURVEY FOR SASKATCHEWAN

This survey is part of a national study of social enterprises being conducted by Simon Fraser and Mount Royal Universities in partnership with the Saskatchewan Nonprofit Partnership. Its purpose is to better understand the social enterprise sector, primarily nonprofits, co-operatives, and other organizations in Saskatchewan that:

- *earn some, or all, of their revenues from the sale of goods and services; and*
- *invest the majority of their surpluses/profits into social, cultural or environmental goals*

Questions? The primary contacts are *Tracey Mann* e-mail: traceymann.cif@sasktel.net / 306.780.9395 and *Angela Tremka*, 306.780.9394, admin@cifsask.org.

This survey has been pre-tested and is expected to take a maximum of 25 minutes to complete, assuming you have the required information, including your 2014 year-end financial statement, available.

Please note, you can exit the survey and then return to complete it by entering your e-mail on the front page, as long as you have not finished it.

We appreciate you taking your valuable time to complete this survey. An opportunity to provide comments or suggestions will appear at the end of the survey.

You may preview a [READ ONLY](#) version of the entire survey. This is for information purposes only.

Please complete the survey as soon as you are able. Your information is important to us.

Please enter your email address below.

You will need to re-enter your email address here if you want to return to complete the survey.

PLEASE DO NOT CLICK ON THE FINAL SUBMIT BUTTON AT THE END OF THE SURVEY IF YOU INTEND TO RETURN TO COMPLETE THE SURVEY.

Data is saved automatically as you complete each page.

Email:	<input type="text"/>
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Statement on research ethics

This research project is being conducted by the Saskatchewan Nonprofit Partnership under the direction of Tracey Mann, and in collaboration with Dr Peter Hall (Simon Fraser University) and Dr Peter R Elson (Mount Royal University).

This initiative builds on the results of the other provincial surveys and is part of a [pan-Canadian research initiative](#). With this survey, we will be able to describe growth and trends over time, as well as a more complete picture of the sector. The information gathered from this survey will be shared with stakeholders like yourself, as well as used to better understand and promote social enterprises in Saskatchewan.

Your participation in this survey is entirely voluntary. It is assumed that you have the authority to answer the questionnaire on behalf of your social enterprise. Ideally, we would like you to answer all questions, but please feel free to decline any or all questions you would rather not answer. No risks to participating in this survey are anticipated, while the social enterprise sector broadly will benefit from the study.

Your name will be kept confidential, as will the individual answers you provide. However, we cannot guarantee the confidentiality of questionnaires submitted by email. Your answers will be combined with those provided by other respondents, and analyzed by the research team. The original questionnaires will be held in locked cabinets in our university offices until at least the end of 2017, and then destroyed. An electronic version of the data will be available only to the research team on secure computers.

The final survey report will be placed on the websites for the Saskatchewan Nonprofit Partnership and the Social Enterprises Sector Survey (www.sess.ca) and may be used in promotional and educational materials, and policy-related initiatives. We will send you an email informing you of the release of the report. We anticipate that the research will be completed by December, 2015.

If you have any questions please contact Tracey Mann at 306.780.9395 or Dr Peter Elson at 403-462-4384 or pelson@mtroyal.ca or Dr Peter Hall at 778-782-6691 or pvhall@sfu.ca. The research has been reviewed and approved by the SFU Office of Research Ethics (ORE ref 2011s0245) and the MRU Human Research Ethics Board (HREB). You may address any concerns or complaints to Dr Jeff Toward, Director, Office of Research Ethics by email at Jtoward@sfu.ca or telephone at 778-782-6593. or to the Chair HREB, MRU (403)440-6494 or hreb_chair@mtroyal.ca.

Please answer the following: I agree, of my own free will, to participate in this questionnaire survey for the Social Enterprise Study, 2015 (please check one):

	Yes	No
	<input type="radio"/>	<input type="radio"/>

Definition of a social enterprise

"A social enterprise is a business venture owned or operated by a non-profit organization that sells goods or provides services in the market for the purpose of creating a blended return on investment, both financial and social/environmental/cultural"

So that we can classify your organization correctly, does your organization undertake both, one, or none of the following activities that define a social enterprise?

		YES	NO
	Our organization owns or operates a business venture or facility	<input type="radio"/>	<input type="radio"/>
	Our organization sells goods and services in the market for the purpose of creating a blended return on investment, both financial and social/ environmental/cultural	<input type="radio"/>	<input type="radio"/>

Is your social enterprise (Please click the one response that is most applicable)		
	An agricultural society?	<input type="radio"/>
	A thrift store?	<input type="radio"/>
	A farmers market?	<input type="radio"/>
	Nonprofit child care?	<input type="radio"/>
	Arts or cultural organization?	<input type="radio"/>
	Employment focused?	<input type="radio"/>
	A nonprofit housing agency?	<input type="radio"/>
	A Cooperative?	<input type="radio"/>
	Other (not listed above)	<input type="radio"/>

Social Enterprise as Program or Organization			
<p>The term 'social enterprise' can refer to either to an entire independent organization or to a program managed within a nonprofit organization. If your social enterprise is a program within a nonprofit organization we request that you fill out the survey from the perspective of just that individual social enterprise program. However, if you do not have the program specific data available, providing the data for your entire non-profit organization is acceptable.</p> <p>Please be consistent about whether you are completing the survey as a program within a nonprofit organization, or as an independent organization.</p> <p>Indicate below whether you are responding on behalf of (1) an independent social enterprise, (2) a program within a nonprofit organization, or (3) on behalf of an entire nonprofit organization</p>			
	Responding as an independent social enterprise	Responding on behalf of a program within a nonprofit organization	Responding on behalf of an entire nonprofit organization
	<input type="checkbox"/>	<input type="radio"/>	<input type="radio"/>

Multiple Social Enterprises			
<p>Some organizations run multiple social enterprises. Normally one would complete one survey for each enterprise. However, if you are limited by time or only have access to consolidated data for multiple enterprises, answering the survey collectively for multiple social enterprises is acceptable.</p> <p>If you are completing the survey on behalf of multiple social enterprises within one nonprofit organization, please indicate below the number of social enterprises your response represents:</p>			
	The survey responses apply to the following number of social enterprises: (enter number in the next column)		<input type="text"/>

Thank you. Please continue to complete the survey.

<p>The questionnaire is designed for quick completion.</p> <p>Please complete check the appropriate box for each question, or insert dates, numbers, amounts or text as requested.</p>
--

Please provide the following details about your social enterprise		
	Name of social enterprise	
	Mailing address	
	Postal code:	
	Phone number (with area code):	
	Web site URL:	

1.0 Year of formation and operation. Please answer parts 1.1 and 1.2		
	1.1 In which year was your social enterprise formed (incorporated/ approved its founding constitution)?	
	1.2 in which year did your social enterprise first start selling products or services?	

2. What is the PURPOSE of your social enterprise?		
<i>Please check all that apply</i>		
	Social purpose	<input type="checkbox"/>
	Cultural purpose	<input type="checkbox"/>
	Environmental purpose	<input type="checkbox"/>
	Income generation for parent organization	<input type="checkbox"/>
	Employment development	<input type="checkbox"/>
	Training for workforce integration	<input type="checkbox"/>

2.1 In your own words, what is the <u>PRIMARY</u> MISSION of your social enterprise?		

3.0 Does your social enterprise have individual or organizational members?		
	Yes	<input type="radio"/>
	No	

If YES		
	3.1 How many individual members does your social enterprise have?	
	3.2 How many organizational members does your social enterprise have?	

4

4.0 What is the form of incorporation of your social enterprise?		
<i>Please check all that apply</i>		
	<input type="checkbox"/> Nonprofit corporation/ society	
	<input type="checkbox"/> Limited liability corporation (for-profit)	
	<input type="checkbox"/> Co-operative, non-financial (distributes surplus)	
	<input type="checkbox"/> Co-operative, non-financial (non-profit distributing)	
	<input type="checkbox"/> Credit union/ Caisse Populaire	
	<input type="checkbox"/> Other (please specify) _____	

5.0 Is your Social enterprise a registered charity with the Canada Revenue Agency or a qualified donee?		
	Yes	<input type="radio"/>
	No	<input type="radio"/>

6.0 Do you have a parent organization?		
	Yes	<input type="radio"/>
	No	<input type="radio"/>

6.1 If yes, what is the name of your parent organization?		

6.2 What is your relationship with the parent organization?		
<i>Select the one option which best describes your relationship with the parent organization:</i>		

	We have no parent organization	<input type="radio"/>
	We are an in-house program, project or department of the parent organization	<input type="radio"/>
	We are a separate organization that works closely with the parent organization	<input type="radio"/>
	We are an independent organization, operating at arm's length from a parent organization	<input type="radio"/>

6.3 Did your parent organization regularly provide any of the following supports in the past 12 months?		
<i>Please check all that apply</i>		

	<input type="checkbox"/>	Personnel (time of staff, administration, management, etc)
	<input type="checkbox"/>	In-kind (goods, materials, transportation, etc)
	<input type="checkbox"/>	Space (offices, storage, accommodations, etc)
	<input type="checkbox"/>	Finance (grants, loans, loss write-off, etc)
	<input type="checkbox"/>	Other (please specify) _____

7.0 What is the name of the municipality (town, city, village, district or reserve) in which your main office is located?		

7.1 In which of the following geographic areas or scales does your social enterprise operate or provide services?		
<i>Please check all that apply</i>		

	<input type="checkbox"/>	To a neighbourhood / local community
	<input type="checkbox"/>	To a city / town
	<input type="checkbox"/>	Across a region (county / regional district)
	<input type="checkbox"/>	Across the province / territory
	<input type="checkbox"/>	Across Canada
	<input type="checkbox"/>	Internationally
	<input type="checkbox"/>	Other (please specify) _____

8.0 In which sectors does your social enterprise sell products and/or services?		
<i>Please check all that apply.</i>		

	<input type="checkbox"/>	Accommodation (overnight, short-term)
	<input type="checkbox"/>	Administrative services
	<input type="checkbox"/>	Agriculture, forestry, fishing, mining
	<input type="checkbox"/>	Arts and culture
	<input type="checkbox"/>	Communications (mail, radio, internet)
	<input type="checkbox"/>	Construction
	<input type="checkbox"/>	Consulting
	<input type="checkbox"/>	Day care

8.0 In which sectors does your social enterprise sell products and/or services?

Please check **all** that apply.

<input type="checkbox"/>	Education
<input type="checkbox"/>	Emergency and relief
<input type="checkbox"/>	Employment services
<input type="checkbox"/>	Environment and animal protection
<input type="checkbox"/>	Facilities (banquet, conference, party)
<input type="checkbox"/>	Finance and insurance
<input type="checkbox"/>	Food service/catering
<input type="checkbox"/>	Food production
<input type="checkbox"/>	Food distribution
<input type="checkbox"/>	Gallery/arts
<input type="checkbox"/>	Health care (incl. hospital, nursing, clinic, crisis care, addictions, etc)
<input type="checkbox"/>	Housing (long-term rental, assisted, etc)
<input type="checkbox"/>	Janitorial/cleaning (incl. street cleaning)
<input type="checkbox"/>	Landscaping/Gardening
<input type="checkbox"/>	Law, advocacy, politics
<input type="checkbox"/>	Movers/hauling
<input type="checkbox"/>	Personal services
<input type="checkbox"/>	Printing and publishing
<input type="checkbox"/>	Production/manufacturing
<input type="checkbox"/>	Professional services
<input type="checkbox"/>	Property Management
<input type="checkbox"/>	Public administration/services to government
<input type="checkbox"/>	Real estate (development and management)
<input type="checkbox"/>	Repair and Maintenance
<input type="checkbox"/>	Research
<input type="checkbox"/>	Retail sales (incl. Thrift stores)
<input type="checkbox"/>	Scientific/technical services
<input type="checkbox"/>	Services to private businesses
<input type="checkbox"/>	Services to social enterprises, cooperatives, non-profits, charities and their employees
<input type="checkbox"/>	Sewing
<input type="checkbox"/>	Social services (incl. income, social work)
<input type="checkbox"/>	Sports and Recreation
<input type="checkbox"/>	Theatre/performing arts
<input type="checkbox"/>	Tourism
<input type="checkbox"/>	Transportation and storage
<input type="checkbox"/>	Waste management (incl. recycling)
<input type="checkbox"/>	Wholesale sales
<input type="checkbox"/>	Other (please specify) _____

6

9.0 Which of the following demographic groups does your social enterprise train, employ or provide services to as part of your mission?

Please check **all** that apply:

<input type="checkbox"/>	All the people living in a particular place / community
<input type="checkbox"/>	First Nations / Indigenous people
<input type="checkbox"/>	Children
<input type="checkbox"/>	Ethnic group / minority
<input type="checkbox"/>	Family
<input type="checkbox"/>	Homeless persons
<input type="checkbox"/>	Immigrants (including temporary workers, permanent residents, etc)
<input type="checkbox"/>	Lower income individuals
<input type="checkbox"/>	Men

9.0 Which of the following demographic groups does your social enterprise train, employ or provide services to as part of your mission?

Please check **all** that apply:

<input type="checkbox"/>	People living with addictions
<input type="checkbox"/>	People living with employment barriers
<input type="checkbox"/>	People living with psychiatric disabilities
<input type="checkbox"/>	People living with intellectual disabilities
<input type="checkbox"/>	People living with physical disabilities
<input type="checkbox"/>	Refugees
<input type="checkbox"/>	Senior / aged / elderly
<input type="checkbox"/>	Women
<input type="checkbox"/>	Youth / young adults / students
<input type="checkbox"/>	Other (please specify) _____

9.1 - 9.3 We would like to know about how many people in the target populations listed in Question 9.0 you trained, employed or provided with services.

It is okay to count the same person in more than one category.

Estimated totals are acceptable.

Do not include people who are exclusively the retail customers of your social enterprise.

9.1 From the groups listed above, in 2014, how many people did you train?	_____
9.2 From the groups listed above, in 2014, how many people did you employ?	_____
9.3 From the groups listed above, in 2014, how many people did you provide services to?	_____

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10.0 How many people were employed or volunteering at your social enterprise during 2014?

Estimated totals are acceptable.

Please include those who you employed as part of your mission (see question 9.3):

Full-time paid employees (30 or more hrs/week)	_____
Part-time paid employees (less than 30 hrs/week)	_____
Seasonal employees (30 or more hours per week for more than 2 weeks but less than 8 months)	_____
If known, TOTAL FTEs (full time equivalent employment at 2,000 hours p.a.)	_____
Freelancers, contract, on-call workers (hired for a specific project or term)	_____
Volunteers (incl. unpaid interns, etc) who worked 10 or more hrs/month	_____
Volunteers (incl. unpaid interns, etc) who worked less than 10 hrs/month	_____

11.0 We would like to know about the revenue and expenses in 2014 of your social enterprise.

Estimated totals are acceptable.

Please fill in as much detail as you can, and round off amounts to the nearest \$1,000.

If there is no revenue or expense for a category, please enter 0.

REVENUE	
Revenue from sales of goods and services, including service contracts with government	_____
Revenue from grants and donations received from parent organization (do not include loans)	_____

11.0 We would like to know about the revenue and expenses in 2014 of your social enterprise.

Estimated totals are acceptable.

Please fill in as much detail as you can, and round off amounts to the nearest \$1,000.

If there is no revenue or expense for a category, please enter 0.

	Revenue from grants and donations from other organizations and private individuals (do not include loans)	_____
	Other Revenue	_____
	Total revenue from all sources in 2014	_____
	EXPENSES	
	Total wages and salaries paid, including target groups in training within your Social enterprise	_____
	Total financial transfers to parent organization, if applicable	_____
	All other operating expenses	_____
	Total expenses on all items in 2014	_____

12.0 What were the sources of **grants and donations** received in 2014?

Please check **all** that apply:

<input type="checkbox"/>	Foundations
<input type="checkbox"/>	Federal government
<input type="checkbox"/>	Provincial government
<input type="checkbox"/>	Municipal government
<input type="checkbox"/>	Private individuals, philanthropists, donors
<input type="checkbox"/>	Bank
<input type="checkbox"/>	Corporations/Private businesses
<input type="checkbox"/>	Parent organization
<input type="checkbox"/>	Credit Union
<input type="checkbox"/>	Community Futures/ Community Business Development Corporations
<input type="checkbox"/>	Other (please specify) _____
<input type="checkbox"/>	No grants and donations received

12.1 What were the purposes of **grants and donations** received in 2014?

Please check **all** that apply:

<input type="checkbox"/>	Training, and technical assistance
<input type="checkbox"/>	Operations and program/ service delivery
<input type="checkbox"/>	Governance and management (e.g. strategic planning)
<input type="checkbox"/>	To research, develop, implement or expand a product or service
<input type="checkbox"/>	Capital project (e.g. new land, building, equipment, upgrades/ retrofit)
<input type="checkbox"/>	Other (please specify) _____
<input type="checkbox"/>	No grants and donations received

12.2 What were the sources of **loans/ debt instruments** taken out in 2014?

Please check **all** that apply:

<input type="checkbox"/>	Foundations
<input type="checkbox"/>	Federal government
<input type="checkbox"/>	Provincial government
<input type="checkbox"/>	Municipal government
<input type="checkbox"/>	Private individuals, philanthropists, donors
<input type="checkbox"/>	Bank
<input type="checkbox"/>	Corporations/Private businesses
<input type="checkbox"/>	Parent organization
<input type="checkbox"/>	Credit Union
<input type="checkbox"/>	Community Futures/ Community Business Development Corporations
<input type="checkbox"/>	Other (please specify) _____
<input type="checkbox"/>	No loans/ debt instruments taken out

12.3 What were the types **loans/ debt instruments** taken out in 2014?

Please check **all** that apply:

<input type="checkbox"/>	Operating line of credit
<input type="checkbox"/>	Repayable equity
<input type="checkbox"/>	Long-term loans / equity
<input type="checkbox"/>	Short-term loans
<input type="checkbox"/>	Other (please specify) _____

12.4 What were the purposes of **loans/ debt instruments** taken out in 2014?

Please check **all** that apply:

<input type="checkbox"/>	Training, and technical assistance
<input type="checkbox"/>	Operations and program/ service delivery
<input type="checkbox"/>	Governance and management (e.g. strategic planning)
<input type="checkbox"/>	To research, develop, implement or expand a product or service
<input type="checkbox"/>	Capital project (e.g. new land, building, equipment, upgrades/ retrofit)
<input type="checkbox"/>	Other (please specify) _____
<input type="checkbox"/>	No loans and debt instruments received

THANK YOU FOR YOUR PARTICIPATION!

If there is any information that you wish to add to the questionnaire response and are unable to do so,
please e-mail *Tracey Mann* e-mail: traceymann.cif@sasktel.net
Additional contacts are Angela Tremka, 306.780,9394, admin@cifsask.org.

Once the final survey report has been prepared you will be sent a link so it can be downloaded

Please use this space to
make any comments or
suggestions



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