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1. Presentation of ENSIE

ENSIE asbl (European Network for Social Integration Enterprises) brings together national and regional networks of work integration social enterprises in Europe. Recently the « social enterprise » and « social entrepreneurship » concepts are very used but there are different approaches on the definitions. ENSIE and its members in 16 EU Member States and in Switzerland and Serbia have specified their meaning of work integration social enterprises.

The identifying principles of the work integration social enterprises are:

- **Enterprises whose social objective is the social integration and citizenship**:
  Their fundamental and initial objective is the social and professional integration of individuals who through their exclusion and their relegation to a marginal role in society have fallen victim to increasing social and professional handicaps. The work integration social enterprises continue to play an ongoing role in the social and professional requalification training that restores to individuals at risk, individuals that are vulnerable and have become marginal, the status of gainfully employed workers. They offer such individuals the opportunity to prepare themselves for their integration into the labour force and to gain access to employment and the training to acquire needed skills.

- **Enterprises at the core of the economic system**:
  In their drive towards their social objectives, the work integration social enterprises have decided to carry on their activities at the very core of what is most frequently a major factor in the phenomenon of exclusion: the economic system. Faced with concrete situations and their inherent pressures, all of the actors involved in work integration social enterprises are forced to overcome the challenges of productivity and, by this fact, of integration. This aspect of integration in a concrete economic context that is subjected to market demand constitutes an effective instrument for the individual and collective upgrading of excluded and marginal persons. This very position induces an obligation towards continuous innovation impacting on the very core of the enterprise.

- **Enterprises with a strong pedagogical dimension**:
  The work integration social enterprises initiate educational programs designed on the basis of existing potential within the enterprise.
  - Programs of socialization based, on the one hand, on the rights and privileges of the employed persons and, on the other hand, on the human entrepreneurial community.
  - Programs designed for professional training within a concrete production environment.
1.1 Objectives of the network

ENSIE takes as its objective the representation, maintenance, and development within the European Union of networks and federations for economic social integration in Europe. ENSIE seeks in particular to:

- reinforce social integration enterprises actors of the social economy by the exchange between the member organizations,
- stimulate co-operation and partnerships by promoting good practices and by distributing research results and new applications,
- organize information exchange between members about national and local legislative policies,
- to represent the network and to promote its activities in all relevant European levels,
- work out texts and proposals in order to contribute to the definition of fight against exclusion European policies,
- develop a close and solid co-operation with other European social economy networks.

ENSIE wants to contribute to a socially sustainable development in the European Union. That includes the following aspects:

- the labour market and social integration of vulnerable groups by improving their employability and productivity,
- the economic viability of work integration social enterprises and the reinforcement of their economic role in general,
- equal opportunities for all by supporting the European Union strategy (gender mainstreaming).
1.2 The structure of the network

At the moment, ENSIE a.s.b.l. gathers 24 national and regional networks, representing 16 countries of the European Union (Austria, Belgium, Czech Republic, Denmark, France, Germany, Ireland, Italy, Grand Duchy of Luxembourg, Poland, Portugal, Romania, Slovenia, Spain, Sweden and United Kingdom) and in Switzerland and Serbia.

All these networks pursue, in a manner adapted to local constraints, objectives of social integration of disadvantaged people. Together, they totalize some 2,400 Work Integration Social Enterprises, and more than 378,000 salaried persons.

National networks

Austria:
- **BDV**, Bundesdachverband für Soziale Unternehmen

France:
- **CNEI**, Comité National des Entreprises d'Insertion
- **COORACE**, Coordination des Associations d’Aides aux Chômeurs pour l’Emploi

Germany:
- **BAG Arbeit**, Bundesarbeitsgemeinschaft Arbeit e.V

Grand Duchy of Luxembourg:
- **OPE**, Objectif Plein Emploi

Ireland:
- **NsP**, Northside Partnership

Italy:
- **Consorzio DROM**
- **EVT**, Enterprise, Vocation, Transition network

Portugal:
- **RESIT**

Serbia:
- **SENS**, Social Economy Network Slovenia

Slovenia:
- **SÊNT**, Slovensko združenje za duševno zdravje
Spain:
- FAEDEI, Federación de Asociaciones Empresariales de Empresas de Inserción

Sweden:
- SKOOPA, Sociala arbetskooperativens intresseorganisation

Switzerland
- Insertion Suisse – CRIEC, Conseil Romand de l’Insertion par l’Economique

Poland:
- ZPPS, Związek Pracodawców Przedsiębiorstw Społecznych

Romania:
- Asociatia RISE Romania

United Kingdom:
- SOCIAL FIRMS IN UK

Regional networks
Belgium (Wallonia):
- RES, Réseau d’Entreprises Sociales

Belgium (Flanders):
- SST, Samenwerkingsverband Sociale Tewerkstelling

Czech Republic:
- FOKUS PRAHA

Spain:
- FEICAT, Federació d’Empreses d’Inserció de Catalunya

Local networks
Denmark:
- TELEHANDELSHUSET

Italy:
- CSAL, Consorzio Sociale Abele Lavoro
- CantierAperto
1.3 The new members

1.3.1 Consorzio DROM

Consorzio DROM gathers 14 consortia of social cooperatives at regional level in Italy. It was created in 1999 and is composed by social cooperatives active in the social and professional inclusion of disadvantaged persons and by cooperatives providing social services. The network particularly works on projects linked to social innovation (e.g. measurement on the social added value produced by work integration social enterprises. It is also partner (in cooperation with Banca Etica) of a microcredit agency in favour of work integration social enterprises.

1.3.2 RESIT

RESIT is the national network of work integration social enterprises in Portugal. It was created in an informal manner in 2011 in order to gather the work integration actors willing to participate in the development of the sector at national level. At the moment, it is composed of 9 organisations that aim to the social and professional integration of people far from the employment market. Its goal is to promote the network, to deepen and strengthen the knowledge at national and international levels to improve the efficiency of active inclusion and to contribute to the optimization of employment answers.

1.3.3 Asociata RISE Romania

The association RISE Romania – Romanian network of work integration sociale enterprises – was created in 2012 with the support of ENSIE and is now composed of 8 work integration social enterprises base in Bucharest and in the north of the country. These different enterprises have various activities aiming the social and professional integration of people furthest from employment: fashion items designing in organic cotton or in recycled advertising banners, collect and recycling of WEE, typography, industrial laundry, archive, bakery, mosaic, maintenance and adapted material for disabled people. Today, the network gathers about 106 permanent salaried persons and 99 persons in integration divided through 60 permanent jobs and 39 springboard contracts. Its members have a strong will to participate in the national public policies in order to stimulate the sector in Romania.

1.4 The network resources

In 2013, at human resources level, some changes have occurred. Patrizia Bussi the network coordinator came back in function beside Aurélie Duprés, the policy officer. Erika Lambert was part of the team during January as well.

The staff was thus composed of one full time and one part time in 2013.

Concerning the financial resources, ENSIE benefited from different sources during this year: the membership fees, the European Commission, DG Employment, Social affairs and Inclusion financial in the framework of the three years partnership agreement with ENSIE, more commonly called the PROGRESS project, as well as other sources from projects implemented in partnership with the members and other organisations of the field such as the project REDIALOGUES.
2. Meeting of the decision-making bodies

The General Assembly of ENSIE took place in Brescia, Italy on the 23rd of May 2013.

The Boards of directors have been organized in:

- Brussels, on the 1st of March 2013,
- Brussels, on the 15th of November 2013,
- Two additional Board of Directors meetings have been organized through video conference on 13 March and 15 April to discuss the revision of the European Directive in public procurement.

During this year 2013, some thematic meetings were organized in parallel of the network decision-making bodies meetings in the framework of the Progress project.
3. Institutional representation and contacts of the network with the political and associative fields

Following the three years partnership agreement between the European Commission, DG Employment, Social affairs and Inclusion and ENSIE, recognizing the network as European key network in the field of social inclusion and fight against poverty, ENSIE benefited from an increasing recognition from the European institutions since 2011.

The network was thus invited to several conferences, events and meetings on topics linked to the sector as employment or social entrepreneurship of which you can find some examples below.

**Some key events in which ENSIE was involved in 2013**

- 18 April 2013 - **GECES sub group on social impact measurement** – Social services Europe, Brussels, Belgium.
- 6 May 2013 - **Potential and limits of the social economy** – UNRISD & ILO, Geneva, Switzerland.
- 17 June 2013 – ‘The social economy, the employment and the local development’ – CARITAS, Lisbon, Portugal.
- 17-19 September 2013 – World forum **CONVERGENCES** – Paris, France.
- 26 September 2013 – Working group on **Social impact measurement** – Confrontations Europe, Brussels, Belgium.
Meetings with the European Commission

ENSIE pursued its dialogue with the civil servants from the main European Commission Directorates General dealing with different thematic linked to the social economy sector and, in particular, to the integration, through emails, debates during its participation to European meetings and direct meetings with the civil servants.

ENSIE team did personally meet O. Ailenei, B. Steppé, E. Holthuis, C. Alionescu, A. Fernandez Lopez from the Directorate General Employment, Social affairs and Inclusion. The main issues dealt with during these meetings were focused on the Social Business Initiative and the public procurement. On public procurement, ENSIE also especially addressed to M. Barnier, Commissioner for Internal Market and Services, L. Andor, Commissioner for Employment, Social affairs and Inclusion and A. Tajani, Vice-president of the European Commission and Commissioner for Industry and Entrepreneurship. (See the public procurement section of the PROGRESS project)

Patrizia Bussi, ENSIE coordinator, has actively participated to the meetings of the Commission Expert Group on Social Entrepreneurship (GECES) and to its sub group on social impact measurement to share her expertise.

The team also participated to different meetings organized by the European Commission as speaker or participant on topics linked to work integration social enterprises. Here are some examples:

- Stakeholders meeting of the European Platform against poverty and social exclusion – 7 June and 30 September 2013.
- Award ceremony of the European Social Innovation Competition – 29 May 2013.
- Peer review on Social Entrepreneurship in Croatia – 29 & 30 October 2013.

Finally, ENSIE also relied on the support of M. Barnier, Commissioner for Internal Market and Services and on the presence of L. Andor, Commissioner for Employment, Social affairs and Inclusion during its event ‘Work Integration Social Enterprises: investing in social Europe!’ organized at the European Parliament on November 14, 2013. (See the related section of the PROGRESS project)
Public consultations

- 04 January 2013 - Consultation on Review of existing legislation on VAT reduced rates
- 28 June 2013 - Consultation on a draft General Block Exemption Regulation (the GBER) on state aid measures
- 9 September 2013 - Consultation on the second draft of the new de minimis Regulation replacing Regulation No 1998/2006
- 10 September 2013 - Consultation on additional categories for a revised draft General Block Exemption Regulation on state aid measures (‘GER II’)

These contributions of ENSIE and its members are available on the website www.ensie.org.

Moreover, ENSIE has also been very active concerning the new proposal of Directive on modernization of the public procurement in position papers. These documents are also available on the website as well as in the public procurement section of the PROGRESS project.

Meetings with the European Parliament

ENSIE have had different contacts with the European Parliament during the year 2013 as through its participation to the Parliamentary Integroups than through direct meetings with the Members of the European Parliament. The main issues dealt with during these meetings were focused on the Social Economy, the Social Business Initiative and the public procurement.

The team met in particular with Denis Janquin and Xavier Gonzalez, assistants of F. Daerden; Marc Tarabella and his assistant Alessia Centioni; Patrick Dondelinger, assistant of F. Engel and Karine Plufer, assistant of M.C. Vergiat.

The network and its members especially had the opportunity to dialogue with MEP F. Daerden who supported the event ‘Entreprises Sociales d’Insertion: investir dans l’Europe sociale!’ organised at the European Parliament on November 14, 2013. (See the related section of the PROGRESS project)

During this meeting, MEP S. Sedo also claimed his support to work integration social enterprises for the year coming.

Different meetings organised by the European Parliament were also interesting for the team, as for example the public hearing on ‘Social Innovation – A priority in the European Agenda’.
One public hearing was organized in 2013:

- 6 March 2013: "Social dialogue and social economy? State of play".

**Other types of representation**

ENSIE also had contacts with the European Economic and Social Committee, the Committee of the Regions and the different European Union presidency in the framework of different meetings and conferences during the year 2013.

Moreover, the network was represented beside other stakeholders at European level, as Social Economy Europe, the network for sustainable development in public procurement or the IRIS network.

4. **Activities in order to promote the work integration social enterprises**

ENSIE team is thus actively involved in the promotion of work integration social enterprises at European level organizing or participating in different relevant meetings or events. Moreover, the network develops a range of projects in collaboration with its members and other organisations active in the social inclusion field.

**ENSIE is involved in different projects as promoter or partner that are usually implemented in collaboration with ENSIE’s members.**
2013 brings to a close three of these projects:
- PROGRESS Project – three year partnership between ENSIE and the European Commission DG Employment, Social Affairs and Inclusion;
- Project ‘Model of good practices in the social inclusion area’;
- Project ‘Work in Station’.

Two new projects were launched during this year:
- REDIALOGUES Project - ENSIE expertise in a project on social dialogue and social economy enterprises lead by Groupe Terre, Belgium, in partnership with different ENSIE members;
- Projet OLD CHALLENGES NEW PATHWAYS - ENSIE as an observer on the current challenges faced by the work integration social enterprises and their involvement in social innovation.

4.1 PROGRESS Project

Presentation of the project

The PROGRESS project is the three year partnership between ENSIE and the European Commission DG Employment, Social Affairs and Inclusion that recognize the network as key actor in the promotion of social inclusion in Europe.

Presented in 2010, the project started in 2011 and aims to reinforce the functioning of the network and its activities of promotion and representation of work integration social enterprises at European level. The partnership ends in December 2013.

Activities done by ENSIE

This project enables to implement different activities during 2013 associating ENSIE staff and the members and aiming to four general outcomes:

1. Improving organizational capacity and management
2. Voicing the conditions, concerns and expectations of people exposed to social exclusion, discrimination and gender inequality or organizations providing services to people exposed to social exclusion, discrimination and gender inequality
3. Reinforcing the skills of the network and its members’ organizations to advance, support and further develop EU objectives and priorities at national level
4. Better integrating cross cutting issues (gender, poverty and non-discrimination) in the day-to-day work

Several activities were implemented this year again in the framework of this project. Some of these actions, presented here below, have shown particular successes for the network in 2013.
**ENSIE members**

The number of members did increase again in 2013: 3 national networks join ENSIE in the General Assembly. From 17 members in 15 countries in 2011, ENSIE has now **24 members in 18 countries**. The Progress financing really helped the development of the network.

The members seem more interested in the network activities and European topics as it was shown with the physical training session held on the new structural funds programme on their own request. The team thus organized the **training ‘Structural funds 2014-2020; ESF, ERDF and work integration social enterprises’** on March 1st at the European Economic and Social Committee (EESC). Following an introduction by X. Verboven, member of the EESC; K-S. De Abreu Moura from the European Commission, DG Employment, Social Affairs and Inclusion presented the new financing opportunities for work integration social enterprises in the framework of ESF and K. Reppel from the European Commission, DG Regional and Urban Policy, those in the framework of ERDF.

The members are also more active in their **lobbying activities at national level**. For example, the campaigning activities held in Czech Republic, Slovenia and Denmark lead to interesting achievement for the sector at national level. In Slovenia, ŠENT was very active in the campaign, promoting WISEs and the social economy through its participation in several meetings and conferences. ŠENT also organised the “Fourth days of social economy” in collaboration with some other institutes concerning social economy and social enterprises. This conference is one of the most important events in this field in Slovenia. In Czech Republic, the WISEs campaign focused on two main topics: support of social enterprises and employment of people with mental health problems and was based on lobbying through the organisation of meetings and seminars from regional to national levels. The achievements of the campaign were the recognition of employment of people with mental health problems as one of the priorities in the new Strategic plan of Reform of psychiatric care and the introduction of employment of people with mental health problems in some of the regional community plans. In Denmark, the campaign was implemented to different meetings, including some with ENSIE’s participation and the promotion of WISEs and social enterprises lead to a new national framework for social enterprises.

Connie Hasemann, representative of ENSIE’s Danish member, won the **Business award of Nobel in May 2013** for her work with the disadvantaged people:

‘The Committee of former Nobel Award laureates has this year chosen a Dane as the winner of the prestige’s Oslo Business for Peace Award. It is the CEO of Telehandelshuset – Connie Hasemann – who for several years has proven that blind and partially sighted are a valuable resource in working life. More information.’

This award means a greater recognition of the WISEs sector and shows how WISEs manage to fight against poverty and social exclusion.

**Work Integration Social Enterprises: investing in Social Europe!**

The event ‘WISEs: investing in social Europe!’ organised in November by ENSIE beside the European Parliament was also a success. An audience of **120 participants from 20 different countries** gets the message on the importance of the recognition and support of the sector.
The conference gathered a wide range of participants: European Commissioners L. Andor and M. Barnier, European Commission civil servants, Members of the European Parliaments, national public authorities’ representatives, and civil society representatives together with WISEs workers.

At this occasion, several workers (from disadvantaged to social workers) were present and some of them participated in the panel ‘Making the WISEs workers and entrepreneurs voices heard - integration of youth, empowerment, citizenship education’ and in the debate following the different round tables. In total, 74 persons from ENSIE network participated in the conference, among which 45 were WISEs workers (61%). The workers that participate in the conference, among which some recognised themselves in the video campaign, gave the team and members a very good feedback on the event. The overall evaluation also revealed satisfaction from most of the participants in the conference.

**The ‘public procurement’ Directive**

This year, ENSIE also focused its work and attention on the proposal of Directive on public procurement, especially on article 17 “Reserved contract” (now article 20) and built a strong partnership with Social Platform and other European organisations in order to draw attention of European commissioners, Members of the European Parliaments and national representatives on the negotiations on this article.

**ENSIE together with the Social Platform and 10 other European civil society organizations** fought strongly against the point 2 added by the Council. On this occasion ENSIE continued its intensive work with the relevant MEPs and MEPs’ assistants and worked in collaboration with some of its members in order to reach also the National Permanent Representatives. ENSIE also especially addressed to M. Barnier, Commissioner for Internal Market and Services, L. Andor, Commissioner for Employment, Social affairs and Inclusion and A. Tajani, Vice-president of the European Commission and Commissioner for Industry and Entrepreneurship.
**The collaborations**

The network also strengthened its contacts with other interesting civil society organisations active in the fight against poverty such as its collaboration with EAPN and EASPD in building a side-event on in-work poverty in the framework of the Convention of the European Platform against poverty and social exclusion.

The participation of ENSIE’s coordinator in the GECES group and in the sub group on social impact measurement also constitutes an outstanding force for the network. Thanks to this participation, the coordinator’s expertise is further recognised and requested by various stakeholders active at European and national levels.

**The renewed partnership with the European Commission**

Finally, the staff and the members were very satisfied to have concluded a new four-year partnership with the European Commission in the framework of ENSIE actions in the fight against poverty and social exclusion. This will provide the network a new opportunity to further develop its actions aiming the social and professional inclusion on the labour market of the most disadvantaged ones and thus to participate in the construction of a strong and sustainable social Europe.

ENSIE’s members involvement was thus essential in the framework of this project all through the year 2013 once again. Very glad of this fruitful collaboration, the staff is looking forward to continue its actions in the framework of a new partnership agreement with the European Commission.

**4.2 Project Models of good practice in the social inclusion area**

This project is managed by CRIES (Resources Centre for Ethical and Solidarity-Based Initiatives), IRIS is the transnational partner and Serviciul Appel association, Integra Romania association and Institutul Cultural Timisoara are the national partners. The project objective is to increase the social inclusion promoting transnational models of social and solidarity-based economy good practices.

ENSIE is also indirectly involved because Aurélie Duprés is engaged as expert in the field of the social integration enterprises. ENSIE’s tasks are: to support Romanian actors, interested in developing social integration enterprises, to work in order to prepare an appropriate environment for their development (promotion, political lobbying, legislative work...). In 2013, Aurélie Duprés participated in different meetings in Romania in order to sustain the development of work integration social enterprises projects.
4.3 **Project ‘Work in Station’**

This project accepted in November 2011 started in March 2012 and ended in April 2013.

‘WORK in stations’, professional integration in and around European stations is a project financed by the European Social Funds of which ENSIE is a partner. With Agence nouvelle des Solidarités actives as promoter, this project aims to develop economic cooperations and to build new professional integration types from the big European capitals stations. Indeed, stations are places of stationing and meeting of people in exclusion situation but also the basis of important economic flows. Stations are thus an ideal subject to create professional integration systems.

The partners of the projects are Active Solidarities New Agency (ANSA), the national Train Company (SNCF), the national federation of Welcoming and Social Reintegration Associations Ile-de-France (FNARS idF), Paris City council, Directorate General for Social Cohesion; Europe Consulting, Ferrovie dello Stato, Commune di Roma Capitale, Provincia di Roma, Regione Lazio; national Train Company (SNCB-Holding), Bruxelles city council; Brussels Federation of social-professional integration organization (FeBISP); FEANTSA, the European Federation of National Organizations Working with the Homeless, European Network of Social Integration Enterprises (ENSIE).

4.4 **Project REDIALOGUES**

‘RE:DIALOGUES’ is a project financed by the European Commission under the line Industrial Relations, developed by Groupe Terre from Belgium. The objective of the project is to find some answers to the industrial relations (social dialogue) that would be adapted to the social economy enterprises in order to enable an harmonious growth favouring quality employment. There is thus a need to prepare the change within the enterprises developing a democratic and participative management. This innovative management raises tensions and paradoxes. It is important to solve it without undermining the social partners.

The project is developed by the Groupe Terre from Belgium in partnership with Consorzio Social Abele Lavoro (CSAL), Italy ; Le Relais, France ; Ateliere Fara Frontiere (AFF), Romania; Federacion Castellano-Leonesa de Empresas de Insercion - Fundacion LESMES (FECLEI), Spain; Netzwerk BeschäftigungsBetreibe Steiermark (BBS), Austria; Social Firms UK (SFUK), United-kingdom; Réseau Européen des Entreprises sociales d'insertion (ENSIE), Europe ; Institut de Développement Européen de l'Economie Sociale (IDEES), Belgium ; Centre d'Economie Sociale de l'Université de Liège, Belgium ; Solidarité des Alternatives wallonnes et bruxelloises (Saw-b), Belgium.

Different meetings between the partners of the project were organised in 2013 in order to develop a methodology and a questionnaire on the state of play of social dialogue and participative practices in the enterprises of each partner country. These meetings were always coupled with field visits in the partners’ enterprises.

4.5 **Project Old challenges new pathways**

‘Old challenges new pathways: social enterprises fostering improvement and social innovation on social inclusion’ is a project financed by the European Commission under the line Grundtvig Partnership, in which ENSIE is involved as observers. This project is focused on the role of social
enterprises - namely work integration social enterprises (WISEs), and other social and solidarity initiatives - in promoting social inclusion of disadvantaged groups. Its main objective is to explore and contrast different models of intervention in the field of socio-professional integration of disadvantaged groups, which have been widely developed in the last decades in European countries.

The partners of the project are Belgium - SST - Samenwerkingsverband Sociale Tewerkstelling; Czech Republic - Fokus - Sdružení pro péči o duševně nemocné; Italy - SCF – Scuola Centrale de Formazione ; Luxembourg - CIGL Strassen asbl – Centre d’Initiative et de Gestion Local Strassen a.s.b.l ; Portugal - A3S – Associação para o Empreendedorismo Social e a Sustentabilidade do Terceiro Sector.

The project started in October 2013 through a first meeting in Portugal between the different partner’s organisations.

5. Perspectives for 2014

2014 will be subject to a new quadrennial partnership with the European Commission following the success of the PROGRESS project 2011-2013. ENSIE team and its members will thus work in straight collaboration once again to develop the work integration social enterprises in Europe and to promote their interests in the relevant European and national legislations.

Moreover at the occasion of the next General Assembly, the members will identify the priority guidelines for the next four years.

2014 will also represents a turning point at European level with the elections and the renewal of the European Parliament and the Commissioners. ENSIE and its members will thus be involved at this level as well to ensure the representation of the work integration social enterprises in Europe.

This year will thus be focused on different activities related to the ongoing projects and to the most important European policy news for work integration social enterprises. Thus notably

- **European and national political activities** linked with the development of social clauses in public procurement, to the second phase implementation of the European Commission Social Business Initiative, with the Services of General Interest and the account of work integration social enterprises in the new European instances;

- **Concrete projects** on social and economic impact measurement of work integration social enterprises in Europe, on work integration social enterprises and NEETS - ‘Not (engaged) in Education, Employment or Training’;

- **Activities of the project ‘REDIALOGUES’** on industrial relations in work integration social enterprises and ‘Old Challenges New Pathways’ on a deepened knowledge of some models of work integration social enterprises.