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The year 2017 was a continuation of ENSIE’s activities in terms of promotion and visibility of work integration social enterprises at European level. Today, Europe is still facing important challenges especially concerning job creation, the issue of long-term unemployment and the refugees crisis. In this context, work integration social enterprises remain a key solution for the most vulnerable groups.

ENSIE thus put in place this year again several activities in order to raise awareness and promote WISEs, enterprises whose main identifying principles are: the social and professional integration of vulnerable groups, the decision to carry on their activities at the very core of the economic system and a strong pedagogical dimension beside relevant European stakeholders from the European Institutions to other EU-level civil society organisations.

ENSIE also focused its activities in reinforcing its members and their involvement at national and regional levels; especially concerning the transposition of the public procurement Directive, their involvement within the European Structural and Investment Funds and the European semester processes. New topics were also addressed according to the European Commission’s initiatives: the European Pillar of Social Rights, the European semester, the European Solidarity Corps and the European Structural and Investment Funds.

Thematic topics were also studied according to the interest of ENSIE’s members and specific activities were organised related to the social and economic impact measurement, integration of migrants and young people and participatory management.

Most of ENSIE activities were implemented in the framework of its 4-years framework partnership agreement with the European Commission under the EU Programme for Employment and Social Innovation (EaSI).
ENSIE - European Network of Social Integration Enterprises - unites national and regional networks of Work Integration Social Enterprises (WISEs).
At the moment, ENSIE gathers 28 national and regional networks, representing 21 countries in Europe: Austria, Belgium, Croatia, Czech Republic, Denmark, France, Germany, Hungary, Ireland, Italy, Luxembourg, Netherlands, Poland, Portugal, Romania, Serbia, Slovenia, Spain, Sweden, Switzerland and United Kingdom.
All these networks pursue, in a manner adapted to local constraints, objectives of social integration of disfavored publics. Together, they totalize some 3,150 Work Integration Social Enterprises, and more than 270,000 salaried persons.

WISEs identifying principles

These networks are made up by enterprises of which identifying principles are:

★ The social and professional integration of individuals who due to their exclusion and their relegation to a marginal role in society have fallen victim to increasing social and professional handicaps.

★ Enterprises at the core of the economic system: 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.

★ Enterprises of a strong pedagogical dimension. The work integration social enterprises initiate training and educational programs designed on the basis of existing potential (at professional level and in its participation in society) and develop this individual potential within the enterprise.

Our Board of Directors

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Director

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Communication Officer

Aurélie Duprés
Policy officer

Laurenne Makubikua
Communication Officer
## Our members

<table>
<thead>
<tr>
<th>Name</th>
<th>Country</th>
<th>Representative</th>
<th>Website</th>
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<td><a href="http://www.cauto.it/cau-to.php?cooperativa_sociale=cantieraperto">http://www.cauto.it/cau-to.php?cooperativa_sociale=cantieraperto</a></td>
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<td><strong>8</strong> Stichting De Omslag</td>
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<td><strong>ISEN (Irish Social Enterprise Network)</strong></td>
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<td><strong>La fédération des entreprises d’insertion</strong></td>
<td>France</td>
<td>Justine Jourdain, Mathieu Grosset</td>
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<td>Claudia Piovano</td>
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At the occasion of the General Assembly Meeting 2014 ENSIE’s members identified the priority guidelines for the next four years. They were the basis of ENSIE memorandum.
WORK INTEGRATION SOCIAL ENTERPRISES PROMOTING
THE EMPLOYMENT OF THE PEOPLE FURTHEST FROM THE LABOR MARKET

The 2020 Strategy and the achievement of its goals would move towards the sustainable development of the European Union. Unfortunately, these goals for smart, sustainable and inclusive growth are still far from being achieved, as shown the current data on employment and people in poverty or at risk of poverty and social exclusion in Europe.

The work integration social enterprises are part of the wider sector of social economy based on three principal fundamentals:

- The primacy of the person and the community purpose
- The democratic governance and inclusiveness
- The collective ownership of the profits and surpluses which are reinvested

ENSIE strongly believes in the possibility to develop ‘another way of entrepreneurship’ that would not be the victim of the profit maximization, of speculations and that would not be done to the detriment of society. Moreover, the social economy initiatives that have shown evidence all around Europe concerning the satisfaction of social and economic needs (integration, training, local and alternative trade, personal services, etc.), usually have a strong local dimension. It represents an important return on investment for the community that has to be taken into account. For this reason, ENSIE thus continue to call upon the creation within the European Commission a dedicated unit or a transversal department in charge of social economy issues with a specific work integration social enterprises related focus and a European Action Plan for the development of social economy enterprises, in particular work integration social enterprises, in line with the actions initiated by the European Commission and the European Economic and Social Committee in the framework of the Social Business Initiative. This action plan have to focus on the creation of appropriate national legal framework for work integration social enterprises in the countries where it doesn’t exist yet, as well as increasing the visibility of these enterprises and their added-values.

As direct actors in active social inclusion, ENSIE and the work integration social enterprises more particularly call on:

- The implementation of a concrete strategy to fight against poverty and exclusion that aims, among others, the creation of jobs and that takes into account the positive economic and social impact of work integration social enterprises on employment, inclusion of the most disadvantaged people and local development.

- The provision of assistance and guidelines beside public authorities in the implementation of the new opportunities for the development of work integration social enterprises (introduction of social considerations on employment of disadvantaged people and reserved markets) issued through a positive transposition of the ‘public procurement’ Directive. And, for some countries where the transposition has been delayed, the provision of assistance and guidelines beside public authorities in order to ensure the relevant implementation of the new development opportunities of the Directive.

- The establishment of a taxation system, adapted to the Work Integration Social Enterprises’ economic model that fulfill a mission of general interest, with reduced VAT rates and compensation by the State.

- The development of a monitoring mechanism for the use of the European Structural and Investment Funds and, in particular, the European Social Fund. This mechanism must ensure that the percentage of the Fund for the reduction of poverty (20%) is respected and the implementation of partnership agreements takes into account the representation of Work Integration Social Enterprises and the promotion and development of this type of companies.

- The organization of an annual public hearing beside the European institutions on work integration social enterprises, representing their managers and workers in order to ensure the needs of the sector to be taken into account.

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ENSIE organized the first meeting of the board of directors in March where members of the board exchanged about the network activities, its finances and projects (PRESS, Jobcoach +, Study on work integration in the Mediterranean, EaSI). On this occasion, the promotion of the transposition of the Public Procurement Directive\(^1\) for work integration social enterprises was discussed. A specific working group was organized to update members on the transposition. This meeting was followed by a presentation of the toolkit on the European Semester elaborated by ENSIE to facilitate members’ involvement in this process.

15th & 16th June – Ghent, Belgium

In Ghent, 24 ENSIE members met on 15 June for the General Assembly of the network. Among the members, three networks were invited as observers: Social Entrepreneurship Association from Latvia, Estonian Social Enterprise Network (ESEN) and Eco-Razeni the Moldavian association. Two new members were welcomed: ULESS from Luxembourg as well as ISEN from Ireland.

Several key themes of the network were discussed: the European Semester, the integration of migrants, job creation, social innovation, the long-term unemployed and the Directive 2014/24 / EU on public procurement.

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On the second day, members participated at the ENSIE public event. The European Pillar of Social Rights and the future of work integration social enterprises were presented by the representatives of the European Commission Patricia Pedelabat and Risto Raivio as well as the President of FADEI Maria Nieves Ramos Rosario and Gilberto Pelosi from Social Platform. These presentations were followed by the award event for the selfie contest at the workplace and a study visit of work integration social enterprise - the *Balenmagazijn* which is part of the former manufacturing site of the Cotton Union, one of the renowned actors of the textile industry in Ghent. There was a particular focus on employment, public spaces and the social bond.

16th & 17th November – Marseille, France

In November ENSIE with its members met in Marseille (France) on the occasion of the Congress organized by its member “La Fédération des Entreprises d’insertion” (FEI) and organized its Board of Directors in parallel with an active participation in the Congress Workshops.

The FEI Congress started with ENSIE working groups where members shared their good practices on public procurement and the professional integration of disadvantaged groups, followed by a conference on different models of social entrepreneurship in the Mediterranean countries.

Following a call for tenders launched by the FEI, ENSIE conducted a study on professional integration in the Mediterranean region.
This study is particularly interesting for the South and East of the Mediterranean where the subject is less documented. The study demonstrates interest in sharing good practice, as each labour market actor operates in different contexts, stimulating innovation and creativity, from which everyone can learn.

At this Board of directors, good news was announced concerning the composition of ENSIE’s network, as a new application for membership was introduced. A Greek candidate, Klimax Plus, will therefore introduce itself at the General Assembly of ENSIE in Stuttgart (June 2018), and its candidacy will be voted on.

Focus

Active labour market measures and integration of disadvantaged people

The study based on the ‘Impact WISEs’ tool of ENSIE and presented on November 17th, 2016 at the European Parliament, underlines two important results:

1. The work integration social enterprises are active at the very core of the economic system, in several sectors of activity and according to the industry agreements of these sectors;
2. The work integration social enterprises have a success rate of 65% of people who have positive outcome after their pathway to integration.

In 2016, in the 730 work integration social enterprises (WISEs) interviewed, present in 7 countries of the European Union and among the 12,685 disadvantaged workers:

- 48% found a job in the same WISE, in another WISE or in the classic labour market;
- 16% became self-entrepreneurs or found a professional training;
- and 35% have other outcomes such as unemployment, illness or death.

These figures well demonstrate the efficiency of work integration social enterprises and their success rate, in particular in the framework of active labour market measures implemented by public authorities to develop this type of enterprises and favour the integration of people the most excluded from the labour market and society.
**European Pillar of Social Rights**

The Pillar is a political commitment and provides guidance to the member states and the EU institutions; it aims at strengthening the social acquis and delivering more effective rights to citizens. It focuses on employment and social aspects and at making the European social model fit for the challenges of the 21st century. The objective of the Pillar is to contribute to social progress by supporting fair and well-functioning labour markets and welfare systems.

The Pillar of Social Rights is about delivering new and more effective rights for citizens. It builds upon 20 key principles, structured around three categories:

- **Equal opportunities and access to the labour market** (1. Education, training and life-long learning; 2. Gender equality; 3. Equal opportunities; 4. Active support to employment);
- **Fair working conditions** (5. Secure and adaptable employment; 6. Wages; 7. Information about employment conditions and protection in case of dismissals; 8. Social dialogue and involvement of workers; 9. Work-life balance);

To support members in the adequate implementation of the Pillar at national level, ENSIE has created a policy guidance document about what to know and how to act in this framework. The document is available at this link.

**European Semester**

The European Semester is a cycle of economic and fiscal policy coordination within the EU. It is part of the European Union’s economic governance framework. Its focus is on the 6-month period from the beginning of each year, hence its name - the ‘semester’. During the European Semester the member states align their budgetary and economic policies with the objectives and rules agreed at the EU level.

ENSIE created a toolkit to support its members in engaging within the European Semester process in the framework of the EU2020 strategy. It helps understanding the different steps of the Semester process and where and when national and regional organisations are able to intervene and give relevant outputs linked to the Work Integration Social Enterprises’ objectives.

In particular, the toolkit explains different mechanisms, especially, the annual growth survey, the country specific recommendations and the national reforms programmes. It identifies the opportunities to engage and lists the relevant contact points for our national member organisations.

The toolkit can be consulted both in English and French.
Representation at EU level

ENSIE is a member of Social Platform, Social Economy Europe and RIPESS Europe.

Some examples of the topics on which we have been working with those networks:

- «Human rights for all : for a European strategy for disabled people 2020-2030 and an EU inclusive budget», Social Platform
- «Smart solutions for a sustainable and inclusive society», Social Platform
- «Our Europe: Civil society & the future of the EU», Social Platform
- «Social economy, a model of enterprises for future Europe », Social Economy Europe
- Action plan for the Social economy, Social Economy Europe
- Intergroup Social Economy : meeting with the European Commission Vice-President for Jobs, Growth, Investments and Competitiveness Jurki Katainen and the Commissioner for Employment, Social Affairs, Skills and Labor Mobility Marianne Thyssen, Social Economy Europe
Contributions and consultations

- ENSIE contribution to the recommendations on the promotion of social inclusion and common European values through education and non-formal learning
- Open public consultation for the mid-term evaluation of the European Union Program for Employment and Social Innovation (EaSI)
- Mid-term evaluation of the Europe for Citizens Program 2014-2020
- ENSIE contribution to the European Solidarity Corps
- Urban Agenda - Integration of migrants and refugees
- Contribution à la consultation du Parlement européen: enquête sur les entreprises sociales et solidaires
- ENSIE’s contribution about members’ activities regarding the refugee crisis.
- Public consultation on the evaluation of the EU framework for national Roma integration strategies up to 2020
- ENSIE contribution to the evaluation of the recommendation on long-term unemployment
- Contribution to the European Parliament consultation: survey on social and solidarity-based enterprises
- Investing in services for people’s well-being: a collection of case studies.
- Online tool to stimulate the development of social enterprises (OECD)
- Rules governing the 2017 EESC Civil Society Prize: Rewarding Excellence in Civil Society Initiatives
- ENSIE position on the future of GECES: suggestions and recommendations on the appropriate format of a structured dialogue with experts and stakeholders to support actions in favor of social enterprises and the social economy

A few numbers

- 15 Spoke at EU level
- 19 700 Website visits
- 1 330 Likes on Facebook
- 830 Twitter followers
Who we met

- Commissioner Employment, Social Affairs, Skills and Labour Mobility, M. Thyssen
- DG Employment, Social Affairs and Inclusion
- DG Internal Market, Industry, Entrepreneurship and SMEs
- Global Impact Sources Coalition (GISC)
- Permanent EU representative of The Netherlands
- European Economic Interest Grouping
- 2 EU presidencies: Estonia and Austria
- Minister of Labour of Scotland
- Informal meeting with EPSCO ministers
- 2 meetings with GECES
- International Center for Research and Information on the Public, Social and Cooperative Economy (CIRIEC)
- Consultation of Professional and social integration workshops (CAIPS)

EU level conferences spoke and participation

- National Conference on Social Entrepreneurship
- Fostering social entrepreneurship
- Back to work, now!
- Second International WISE conference
- Social enterprise as part of an integrated approach to Roma inclusion
- Valutare per dare valore: l’impatto sociale del terzo settore
- Informative day and round table on Roma social economy
- Side event on social economy and the future of work
- XV Workshop sull’impresa sociale innovazione e riforma all’ultimo miglio
- Academy on Social and Solidarity Economy, the future of work
- Workshop SECOIA
- Strategies and Policies of the European Union for the Inclusion of disadvantaged People
- 30 ans d’Idées S3
- Transdisciplinary forum: social enterprises for sustainable societies: from research to practice and back
- A strong Pillar of Social Rights for the economic and social progress of Europe
- EASPD Conference on the EU Investment Plan for Social Services
- Tax fairness conference
- Existe-t-il un futur pour le travail peu qualifié en Europe?
- The European Solidarity Corps: Stakeholder Forum
- Conference on The European Pillar of Social Rights: going forward together
- Conference: Opening up to an Era of Innovation
- Urban Agenda for the EU: External stakeholders meeting launching the public feedback
- First European Day of Social Economy Enterprises: From words to action!
- UNIVERSSE 2017
- Social Rights, integration and inclusion into the labour market
- Audition publique sur l’Application des règles en matière d’aides d’État aux compensations
New technologies and digitalization: opportunities and challenges for Social Economy and Social Enterprise
European Industry Day
Indicators for monitoring the sustainable development goals (SDGs) in an EU context
ESF Transnational Platform conference on “Tackling long-term unemployment: the role of integrated services”
Evaluating the EFSSE 2016 and planning the EFSSE 2017
In-work-poverty: sharing experiences
The EU Investment Plan: Investing in Social Care and Support
ESF transnational Platform conference: inspiration, practice, future
Social Partners involvement in ESF Flanders
ESF Translational Platform: Transnational coordinated call 2018 & flexible calls
The impact of EU tax policies in the social economy
Scalable & cost-effective facilitation of professional identity transformation in public employment services: Empowering change in public employment services
60th Anniversary of the Treaty of Rome: social economy’s contribution to economic, social and territorial cohesion in Europe
Contribution of the social economy to the ecological transition in Europe
Silver Economy and Public Services
TISA, Droit de Réguler et Normes Sociales
Social Economy, an enterprise model for the future of Europe
Structured dialogue with European structural and Investment funds’ partners group of experts
EaSi – Funded Networks Meeting
Progetto foncoop aviso 25
Social rights, integration and inclusion in the labour market
Workshop on the online tool for social enterprise development
Financing agency for social entrepreneurship: an intermediate bridging the financing gap for social enterprises
A statute for social and solidarity-based enterprises
European Migration Forum third meeting
Improving the effectiveness of EU policies for SMEs organized by the EESC
ENSIE is a partner

### Jobcoach +

The main goal of the project is to create a training module for jobcoaching in Work Integration Social Enterprises.

The project is divided in 3 parts:

- **RESEARCH PHASE** – 10 months: Research part on existing modules and real needs of enterprises on the topic: 1. Building tools to do the research 2. Do the research – 2 meetings

- **CREATION PHASE** – 9 months: Create the training module together (mainly on behalf of University) with objective to do a training for trainers – 1 meeting with 2 people from each country to be trained

- **IMPLEMENTATION PHASE** – 9 months: Testing the training module: trainers train job coaches in each country. Accreditation phase of the module. Dissemination of the project.

7 partners from 5 European countries (Belgium, Italy, Hungary, Spain and Latvia)

2 transnational meetings and study visits – Budapest, Hungary, Riga, Latvia

### PRESS

PRESS aims to promote, compare and disseminate contacts, best practices, methodologies used in EU for the inclusion of disadvantaged people among public and private social organizations of 6 different European countries, and to stimulate the development of Social Economy and Social Entrepreneurship and the importation of the WISE model in Hungary.

The goal is the maximum involvement of political and administrative representatives of public entities and civil society organizations, to foster the collaboration which can bring a significant benefit both in terms of KnowHow that in the rational use of public resources.

The target group is women in situation or at risk of social exclusion; particularly women of the Roma minority, whose rate of employment and qualification are very low. The Social Economy and Social Entrepreneurship, in particular the Work Integration Social Enterprises (WISE) have proven to be an important and effective tool for development and social inclusion of disadvantaged groups.

7 partners from 6 European Union countries (Hungary, Belgium (2), Spain, Portugal, Croatia, Italy)
Rights 2 Grow

The project aims at mapping governance models of Social Enterprises across Europe, identifying and analysing good practices and drafting policy recommendations for EU, national and local institutions and stakeholders in order to foster information and consultation rights for employees of Social Enterprises in Europe.

The action focuses on social enterprises providing social services, work integration opportunities for disadvantaged and disabled persons (WISEs) and also social enterprises involved in Public–Social Partnerships. It covers a large number of countries (IT, FR, UK, BE, ES, SL, CZ, SK, PL, HR, RO, Serbia and Montenegro) thanks to a broad partnership including European level organisations (DIESIS, CECOP, ENSIE, ETUC and SEE) both on the workers and employers side and national organisations (SEUK, RISE, ACT GRUPA, Legacoopsociali, CGM, AVISE, FISE).

INNO-WISEs

Small or medium-sized companies that work on the integration of disadvantaged groups face significant shortages of skilled labour force. Such shortages mainly refer to technological progress and economic innovation. The INNO-WISEs project will tackle these weaknesses by improving the capacity of such companies enabling them to offer qualified jobs to disadvantaged groups. The project connects actors from work-integration social enterprises, research, technological experts and relevant public authorities.

Together they will develop and deliver solutions for applying key technologies and managerial models to the social enterprise sector. The project will create a knowledge management framework, a flexible digital communication platform and training programmes. Through its activities, it will change the entrepreneurial mind-set, skills and attitude of the sector thus building and promoting a stronger culture of entrepreneurship and greater social cohesion.

5 partners from EU countries (Croatia, Poland, Slovenia, Italy, Belgium)
ENSIE is an expert?

PROFIT

PROFIT aims at promoting the financial awareness and improves the financial capability of citizens and market participants. The project aims to develop a promotion platform. ENSIE has been invited to participate in the User Forum. This forum is composed by representatives of all key stakeholders (financial institutions, entrepreneurs, government bodies, educational institutions, banks’ customers and other potential customers and/or final users of PROFIT platform), as well as high-profile experts in the area. The Forum provides the project with regular feedback. 6 partners from 5 European countries (Slovakia, Greece, United-Kingdom, Austria, Belgium) 7 associated partners and 20 User Forum Members 1st User day – Brussels, Belgium
The Social Business Initiative Communication states that “the Commission ... shall ... set up a consultative multi-stakeholder group on social business to examine the progress of the measures envisaged in this Communication ... this group could be made up of representatives of the Member States, local authorities, social entrepreneurs’ organisations, the banking and finance sector and the academic and university sector.”

The group (GECES) was therefore set up for 6 years (2012 – 2017), and will be consulted by the Commission, on the opportunity, development, setting up and implementation of all the actions mentioned in the SBI, or further development of social entrepreneurship and social economy.

ENSIE director (Patrizia Bussi) as well as other representatives of ENSIE’s members (Judith Puerhinger, Dolores Korces) were part of the first round of expert of the group. ENSIE team keeps participating in the GECES meetings as an observer.
During 2017, the activities linked to the promotion of the social economy, in particular work integration social enterprises were enhanced towards the key European Institutions. ENSIE’s members were also engaged in that framework and interesting results enabled to highlight the positive impact of our enterprises when it comes to integrating disadvantaged people in Europe.

The continuity of these activities, according to ENSIE’s strategy is essential for an efficient implementation of the objectives of the network in 2018.

2018 will be characterised by the start of the implementation of ENSIE’s strategic plan 2018-2020.

The activities to be performed can be divided in two main strands:

⭐ Policy dossiers:

- SME definition: ENSIE will lobby to ensure that the new definition of SMEs, with specific focus on “partner organisations”, will not lead WISEs to be excluded from most needed public funds;

- General Block Exemption Regulations (GBER): in connection to the previous point, attention will be payed to make sure that the GBER will take in due consideration the reformed definition of SMEs;

- Multiannual Financial Framework (MFF): through the different platform ENSIE is part of (structured dialogue on ESI funds, Social Platform, etc.) the implementation of the current MFF period and a correct design of post-2020 MFF will be monitored, with a special eye on European Social Fund (ESF) and ESF+.

⭐ Networking activities:

- Public Procurement: after the achievement of having “social considerations” and “reserved contracts” within the Directive on Public Procurement, there still is a lot to be done to ensure a correct transposition at national and local level. Lobbying activities at EU level, and support to members at national and local level are foreseen in order to come up with the best possible outcome;

- Capacity building: some new EU strategic objectives and policy tools, such as the European Pillar of Social Rights and the European Semester, though very important, still struggle to be understood at national level. For this reason, ENSIE is foreseeing capacity building activities to make this framework clearer for its members and to help them to realise the potential coming from it;

- Internal and external communication: ENSIE has highlighted the need to better hone its internal and external communication plans, in order to attract potential investors and donors and to involve its member more closely.
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