

## **GM Social Enterprise Survey Headlines**

There are more than 3,500 social enterprises in Greater Manchester investing between £45-90m back into the region every year.

More than two thirds of social enterprises work directly in a neighbourhood or locality.

41% of social enterprises in Greater Manchester are reinvesting profits in the communities in which they operate.

49% of Greater Manchester social enterprises work in education, health & social care.

One fifth of social enterprises in GM work to improve people's health and wellbeing, another fifth work directly to support vulnerable people

94% have at least one woman on their board, 18% have board members that are black or minority ethnic, 33% have disabled people on their board.

63% of social enterprises have members of the local community on their board.

Less than 10% of social enterprises in Greater Manchester are charities, much lower than the national average of 20%.

86% of social enterprises in GM pay the real Living Wage (rather than the National Living Wage). This is far higher than the rest of the private sector and even higher than other social enterprises in the rest of the UK.



**Salford**  
**Social Enterprise City**

**Is your organisation a social enterprise?**

2% Don't know  
16% No  
82% Yes

All of those surveyed were a social enterprise

**Does your organisation operate across:**

28% A neighbourhood/community  
45% A local authority  
17% Across GM  
9% North West  
0% UK  
1% Internationally

22% A neighbourhood/community  
42% A local authority  
16% Across GM  
10% North West  
2% UK  
8% Internationally

**How long has your organisation been trading?**

4% > 6 months  
4% 7 mnth - 1 year  
32% 1-3 years  
17% 4-5 years  
14% 6-10 years  
9% 11-15 years  
7% 16-20 years

**What was your annual turnover?**

5% £0  
19% > £10,000  
18% £10k - £30k  
5% £30k - £50k  
9% £50k - £85k  
11% £85k - £150k  
10% £150k - £250k  
8% £250k - £500k  
6% £500k - £1 m  
4% £1m - £3m  
1% £3m - £5m  
2% £5m - £10 m  
0% £10m - £20m  
1% £20m - £50m  
1% £50m+

Total income from trading activities?	Main way you generate your income?	Did your organisation:	What is the principal trading activity of your organisation?
33% 0 - 24% 11% 25% - 49% 12% 50% - 74% 35% 75% - 100% 9% Don't know	15% Contract with the public sector 7% Donations 15% Grants from the government/local authority/public sector 9% Other grants 4% Members 1% Trading internationally (including EU contracts) 2% Trading with other social enterprises 8% Trading with the general public 6% Trading with the private sector 3% Trading with the public sector 5% Trading with third sector organisations 9% Other 16% Unknown	41% Make a profit/surplus 19% Make a loss 30% Break even 10% Don't know	2% Manufacturing 9% Construction/property or real estate 5% Wholesale/retail 1% Transport/storage 7% Hospitality/food services 49% Education/health & social care 12% Arts/entertainment 5% Digital/creative 5% Financial/professional/administrative services 5% Other
	15% Contract with the public sector 16% Unknown 24% Grants 25% Trading 4% Members 7% Donations 9% Other		

<b>What is the social mission of your organisation?</b>	<b>P/T paid employees?</b>	<b>F/T paid employees?</b>	<b>No of volunteers?</b>	<b>No of board members?</b>
3% Addressing financial exclusion	35% 0	40% 0	16% 0	9% 0
11% Addressing social exclusion	50% 1-5	39% 1-5	35% 1-5	2% 1
10% Creating employment opportunities	5% 6-10	4% 6-10	12% 6-10	11% 2
11% Improving a particular community	6% 11-20	7% 11-20	16% 11-20	17% 3
19% Improving health and wellbeing	0% 21-30	1% 21-30	5% 21-30	18% 4
6% Promoting education and literacy	2% 31-50	3% 31-50	10% 31-50	8% 5
4% Protecting the environment	1% 51-100	3% 51-100	3% 51-100	10% 6
1% Providing affordable housing	1% 101-200	1% 101-200	2% 101-200	6% 7
8% Supporting other social enterprises/organisations	0% 201-249	0% 201-249	0% 201-249	6% 8
8% Supporting vulnerable children and young people	0% 250+	2% 250+	1% 250+	2% 9
13% Supporting vulnerable people				7% 10-14
2% Supporting women and girls/gender equality				4% 15-20
4% Other				

**1+ board members %  
women?**

6% 0%  
5% 1-24%  
27% 25-49%  
34% 50-74%  
10% 75% - 99%  
18% 100%

**1+ board members %  
BAME?**

81% 0%  
10% 1-24%  
7% 25-49%  
1% 50-74%  
0% 75% - 99%  
0% 100%  
1% Don't know

**1+ board members %  
disabled?**

66% 0%  
16% 1-24%  
10% 25-49%  
6% 50-74%  
0% 75% - 99%  
1% 100%  
1% Don't know

**16 – 24    25 – 44    45 – 64    65+**

11%    67%    77%    35%

**Which are on the board?**

- 63% Members of the local community
- 34% Employees
- 26% Customers/service users
- 20% None of these
- 5% Don't know/not applicable

**What is your organisation's legal status?**

- 26% Company Limited by Guarantee (CLG)
- 6% Company Limited by Shares (CLS)
- 2% Community Benefit Society – BenCom (IPS)
- 26% Community Interest Company (CIC) CLG
- 4% Community Interest Company (CIC) CLS
- 6% Community Interest Company (CIC) (Unsure which)
- 5% Sole proprietorship
- 8% Unincorporated association
- 15% Registered Charity
- 1% Company Limited by Guarantee (CLG)/Registered charity
- 1% Charitable Incorporated Organisation

<b>Company type</b>	<b>No.</b>	<b>Sector</b>	<b>No.</b>	<b>Locality</b>	<b>No.</b>
Charity	213	Agriculture/Manufacturing/Utilities	39	Bolton	252
Community Benefit Society	49	Construction/Property	93	Bury	265
Community Interest Company	617	Wholesale/Retail	47	Manchester	1116
Co-operative Society	56	Transport/Storage	18	Oldham	201
Credit Union	10	Hospitality/Food services	76	Rochdale	198
Industrial and Provident Society	72	Information & Communication	127	Salford	336
Private Limited by Guarantee	2149	Financial & Insurance	17	Stockport	310
Registered Society	185	Professional/Scientific/Technical	606	Tameside	151
Other/unknown	144	Administrative/Support services	223	Trafford	404
		Education/Health & Social Care	1194	Wigan	262
		Arts/Entertainment	505		
		Misc	460		
		Unknown	90		