

State of Social Enterprise Survey 2011 – online survey

The Social Enterprise Coalition has commissioned BMG Research to carry out a survey of social enterprises in the UK. The aim of the survey, which is funded by the government, is to find out what is working and where the problems are so that the Coalition can work with you and policy makers to provide solutions. It should take around 20 minutes to complete, and the answers you give will be kept entirely confidential.

The Social Enterprise Coalition is the UK's national body for social enterprise and they represent a wide range of social enterprises, regional and national support networks and other related organisations. They believe that social enterprise is the right way to do business and work with their members to promote social enterprise and best practice, inform policy, lobby government and conduct research.

This research will provide valuable information to create a more supportive environment for social enterprises.

We will be sending you a report at the end of the study which will highlight the results from this research later this year. The questionnaire covers areas including your organisation and what you do etc

If you have any queries about the Social Enterprise Coalition please visit their website at www.socialenterprise.org.uk, where you will also find contact details.

If you have any queries about the survey itself please email Lys Coleman, the BMG Research Manager responsible for the project, at lys.coleman@bmgresearch.co.uk.

S1	ALL Firstly, is your organisation is a social enterprise? Social enterprises are defined as “businesses with primarily social objectives whose surpluses are principally reinvested for that purpose in the business or community, rather than being driven by the need to maximise profit for shareholders and owners”. CLICK ONE ONLY		BASE: ALL SINGLE
	Yes	1	CLOSE
	No	2	

CLOSING SCRIPT: Thank you for your time, but we need to collect responses from social enterprises.

S2	ALL Does your organisation generate 50 per cent or more of its total income from trading activities? CLICK ONE ONLY		BASE: ALL SINGLE
	0 to 25%	1	CLOSE
	26% to 50%	2	
	51% to 75%	3	CLOSE
	76% to 100%	4	
	Don't know	5	

S3	ALL Does your organisation use the majority of the surplus or profit from its contracts or trading, to further your social or environmental goal? CLICK ONE ONLY		BASE: ALL SINGLE
	Yes	1	
	No	2	

First I'd like to ask you some questions about your organisation and how it operates.

Q1	ALL Can I check what your role is within the organisation? CLICK ALL THAT APPLY		BASE: ALL MULTI
	Owner	1	
	Managing Director/CEO	2	
	Partner	3	
	Finance Director	4	
	HR Director/Manager	5	
	Other (Specify)	95	

Q2	<p>ALL Approximately how long has your organisation been trading? WRITE IN IF LESS THAN A YEAR ENTER AS A DECIMAL (e.g. half a year = 0.5, 3 months = 0.25))</p>	BASE: ALL NUMERIC
Q3	<p>ALL Thinking about your organisation's legal status, is it a ...? CLICK ALL THAT APPLY</p> <p>Company Limited by Guarantee (CLG) 1 Company Limited by Shares (CLS) 2 Industrial and Provident Society (IPS) 3 Community Interest Company (CIC pronounced 'kick') 4 Registered charity 5 Limited Liability Partnership 6 Other (SPECIFY) 95 Don't know/can't remember 97</p>	BASE: ALL MULTI
Q4	<p>ALL And which, if any, of the following terms would you use to describe your organisation? CLICK ALL THAT APPLY</p> <p>Cooperative 1 Leisure Trust 2 Social Firm 3 Housing Association 4 BAME social enterprise 5 Development Trust 6 Public service spin-out (SPECIFY) 95 None of these 96 Don't know 97</p>	BASE: ALL MULTI
Q5	<p>ALL In which of the following areas does your organisation operate? CLICK ALL THAT APPLY</p> <p>England 1 Wales 2 Scotland 3 Northern Ireland 4 Internationally 5 Don't know 6</p>	BASE: ALL MULTI

Q6	ALL OPERATING IN UK Thinking about your organisation, what is the widest geographic area it operates across? CLICK ONE ONLY Nationally 1 Several regions 2 A region (e.g. West Midlands) 3 Several local authorities 4 A local authority 5 Your neighbourhood/locally 6 Don't know 7	BASE: Q5/1-5 SINGLE
Q7	ALL Does your organisation serve predominantly rural areas, urban areas, or both? CLICK ONE ONLY Rural areas 1 Urban areas 2 Both 3 Not applicable 4 Don't know 5	BASE: ALL SINGLE
Q8	ALL What, if any, are your organisation's main social and/or environmental objectives? CLICK ALL THAT APPLY Addressing homelessness 1 Improving health and wellbeing 2 Supporting BAME (Black and Minority Ethnic) communities 3 Supporting faith groups 4 Addressing social exclusion 5 Addressing financial exclusion 6 Supporting vulnerable people 7 Supporting vulnerable children and young people 8 Improving a particular community 9 Creating employment opportunities 10 Providing affordable housing 11 Promoting arts and culture 12 Protecting the environment 13 Supporting ex offenders 14 Promoting education and literacy 15 Creating ethical and fair products (including fair trade) 16 Providing accessible transport 17 Promoting democratic business models 18 Other (SPECIFY) 95 Don't know 97	BASE: ALL MULTI

<p>Q9</p> <p>ALL How do you generate your income? CLICK ALL THAT APPLY</p> <p>Q10 ALL WHERE MORE THAN ONE CODED AT Q9 And what is the main source of income your organisation receives? CLICK ONE ONLY</p> <table border="0" style="width: 100%;"> <thead> <tr> <th></th> <th style="text-align: center;">Q9</th> <th style="text-align: center;">Q10</th> </tr> </thead> <tbody> <tr> <td>Grants or core funding from public sector bodies</td> <td style="text-align: center;">1</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Other grants or core funding (e.g. foundations, trusts, Big Lottery)</td> <td style="text-align: center;">2</td> <td style="text-align: center;">2</td> </tr> <tr> <td>Earned income from trading with the public sector</td> <td style="text-align: center;">3</td> <td style="text-align: center;">3</td> </tr> <tr> <td>Earned income from trading with the private sector</td> <td style="text-align: center;">4</td> <td style="text-align: center;">4</td> </tr> <tr> <td>Earned income from trading with third sector organisations (e.g. charities, voluntary groups)</td> <td style="text-align: center;">5</td> <td style="text-align: center;">5</td> </tr> <tr> <td>Earned income from trading with other social enterprises</td> <td style="text-align: center;">6</td> <td style="text-align: center;">6</td> </tr> <tr> <td>Earned income from trading with the general public</td> <td style="text-align: center;">7</td> <td style="text-align: center;">7</td> </tr> <tr> <td>Donations</td> <td style="text-align: center;">8</td> <td style="text-align: center;">8</td> </tr> <tr> <td>Other</td> <td style="text-align: center;">9</td> <td style="text-align: center;">9</td> </tr> <tr> <td>Don't know</td> <td style="text-align: center;">10</td> <td style="text-align: center;">10</td> </tr> </tbody> </table>		Q9	Q10	Grants or core funding from public sector bodies	1	1	Other grants or core funding (e.g. foundations, trusts, Big Lottery)	2	2	Earned income from trading with the public sector	3	3	Earned income from trading with the private sector	4	4	Earned income from trading with third sector organisations (e.g. charities, voluntary groups)	5	5	Earned income from trading with other social enterprises	6	6	Earned income from trading with the general public	7	7	Donations	8	8	Other	9	9	Don't know	10	10		<p>BASE: ALL MULTI</p> <p>BASE: Q9/MULTI SINGLE</p>
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<p>Q11</p>	<p>ALL EARNING INCOME AT Q9 OR Q10 Could you very briefly describe what your main products or services are from which your organisation generates its income? WRITE IN BELOW</p> <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	<p>BASE: Q9/3-7 OR Q10/3-7 VERBATIM</p>																																	
<p>Q12</p>	<p>ALL EARNING INCOME AT Q9 OR Q10 And could you very briefly describe any other products or services from which your organisation generates its income? WRITE IN BELOW</p> <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	<p>BASE: Q9/3-7 OR Q10/3-7 VERBATIM</p>																																	

Q13	ALL Including yourself, how many full-time paid staff are currently employed in your organisation across all sites in the UK, not just this location? WRITE IN. IF UNSURE PLEASE INDICATE BANDING			BASE: ALL NUMERIC
Q14	ALL And how many part-time paid staff are currently employed in your organisation across all sites in the UK, not just this location? Please add the hours of part-time employees to make approximate full time equivalents. WRITE IN. IF UNSURE PLEASE INDICATE BANDING			BASE: ALL NUMERIC
		Q13	Q14	
	0	1	1	
	1	2	2	
	2-4	3	3	
	5-9	4	4	
	10-25	5	5	
	26-49	6	6	
	50-99	7	7	
	100-199	8	8	
	200-249	9	9	
	250-499	10	10	
	500-999	11	11	
	1000-1999	12	12	
	2000+	13	13	
	Don't know	14	14	
Q15	ALL How many people did you employ 12 months ago? WRITE IN. IF UNSURE PLEASE INDICATE BANDING			BASE: ALL NUMERIC
Q16	ALL And how many people do you expect to employ in 12 months? WRITE IN. IF UNSURE PLEASE INDICATE BANDING			BASE: ALL NUMERIC
		Q15	Q16	
	0	1	1	
	1	2	2	
	2-4	3	3	
	5-9	4	4	
	10-25	5	5	
	26-49	6	6	
	50-99	7	7	
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	200-249	9	9	
	250-499	10	10	
	500-999	11	11	
	1000-1999	12	12	
	2000+	13	13	
	Don't know	14	14	

Now I'd like to ask you some questions about the things that act as barriers to, and the things that help your organisation.

<p>Q17</p>	<p>ALL Were you part of the organisation when it was founded or established? CLICK ONE ONLY</p> <p>Yes 1 No 2</p>	<p>BASE: ALL SINGLE</p> <p>→Q19</p>																																																												
<p>Q18</p>	<p>ALL INVOLVED AT START UP What, if any, barriers or obstacles did the organisation face when it was established? CLICK ALL THAT APPLY</p>	<p>BASE: Q17/1 MULTI</p>																																																												
<p>Q19</p>	<p>ALL What are the three most significant barriers to your organisation's sustainability and/or growth currently? CLICK ALL THAT APPLY</p> <table border="1"> <thead> <tr> <th></th> <th>Q18</th> <th>Q19</th> </tr> </thead> <tbody> <tr><td>Lack of/poor access to/affordability of finance/funding</td><td>1</td><td>1</td></tr> <tr><td>Lack of appropriate skills/experience</td><td>2</td><td>2</td></tr> <tr><td>Difficulties in accessing/entering market(s)</td><td>3</td><td>3</td></tr> <tr><td>Cash flow</td><td>4</td><td>4</td></tr> <tr><td>Cultural understanding among banks and support organisations</td><td>5</td><td>5</td></tr> <tr><td>Time pressures</td><td>6</td><td>6</td></tr> <tr><td>Lack of access to/poor advice/business support</td><td>7</td><td>7</td></tr> <tr><td>Regulatory issues (e.g. health and safety)</td><td>8</td><td>8</td></tr> <tr><td>Difficulties with tax/VAT/corporation national insurance</td><td>9</td><td>9</td></tr> <tr><td>Didn't know where to seek advice</td><td>10</td><td>10</td></tr> <tr><td>Increased competition in the market</td><td>11</td><td>11</td></tr> <tr><td>Prohibitive commissioning/procurement with public services</td><td>12</td><td>12</td></tr> <tr><td>Lack of awareness of social enterprise among customers</td><td>13</td><td>13</td></tr> <tr><td>Competing with cheaper private sector companies</td><td>14</td><td>14</td></tr> <tr><td>Recruiting skilled staff</td><td>15</td><td>15</td></tr> <tr><td>Fear of failure</td><td>16</td><td>16</td></tr> <tr><td>Other (SPECIFY)</td><td>95</td><td>95</td></tr> <tr><td>None</td><td>96</td><td>96</td></tr> <tr><td>Don't know</td><td>97</td><td>97</td></tr> </tbody> </table>		Q18	Q19	Lack of/poor access to/affordability of finance/funding	1	1	Lack of appropriate skills/experience	2	2	Difficulties in accessing/entering market(s)	3	3	Cash flow	4	4	Cultural understanding among banks and support organisations	5	5	Time pressures	6	6	Lack of access to/poor advice/business support	7	7	Regulatory issues (e.g. health and safety)	8	8	Difficulties with tax/VAT/corporation national insurance	9	9	Didn't know where to seek advice	10	10	Increased competition in the market	11	11	Prohibitive commissioning/procurement with public services	12	12	Lack of awareness of social enterprise among customers	13	13	Competing with cheaper private sector companies	14	14	Recruiting skilled staff	15	15	Fear of failure	16	16	Other (SPECIFY)	95	95	None	96	96	Don't know	97	97	<p>BASE: ALL MULTI</p>
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NO Q20 OR Q21

Now I'd like to ask you some questions about your organisation's finances.

Q22	ALL Thinking about the financial year 2009/10 , what was your organisation's annual turnover, or total income from all sources? WRITE IN	BASE: ALL NUMERIC																																																			
Q23	ALL And now thinking about the financial year 2008/09 , what was your organisation's annual turnover, or total income from all sources? WRITE IN. IF UNSURE PLEASE INDICATE BANDING <table data-bbox="199 521 1268 1149"> <thead> <tr> <th></th> <th>Q22</th> <th>Q23</th> </tr> </thead> <tbody> <tr><td>£0 – Ceased trading</td><td>1</td><td>1</td></tr> <tr><td>£1 - £5,000</td><td>2</td><td>2</td></tr> <tr><td>£5,001 – £10,000</td><td>3</td><td>3</td></tr> <tr><td>£10,001 - £20,000</td><td>4</td><td>4</td></tr> <tr><td>£20,001 - £30,000</td><td>5</td><td>5</td></tr> <tr><td>£30,001 - £50,000</td><td>6</td><td>6</td></tr> <tr><td>£50,001 - £100,000</td><td>7</td><td>7</td></tr> <tr><td>£100,001 – £150,000</td><td>8</td><td>8</td></tr> <tr><td>£150,001 - £200,000</td><td>9</td><td>9</td></tr> <tr><td>£200,001 - £250,000</td><td>10</td><td>10</td></tr> <tr><td>£250,001 - £300,000</td><td>11</td><td>11</td></tr> <tr><td>£300,001 - £500,000</td><td>12</td><td>12</td></tr> <tr><td>£500,001 - £1 million</td><td>13</td><td>13</td></tr> <tr><td>£100,00,001 - £5 million</td><td>14</td><td>14</td></tr> <tr><td>Over £5 million</td><td>15</td><td>15</td></tr> <tr><td>Don't know</td><td>16</td><td>16</td></tr> </tbody> </table>		Q22	Q23	£0 – Ceased trading	1	1	£1 - £5,000	2	2	£5,001 – £10,000	3	3	£10,001 - £20,000	4	4	£20,001 - £30,000	5	5	£30,001 - £50,000	6	6	£50,001 - £100,000	7	7	£100,001 – £150,000	8	8	£150,001 - £200,000	9	9	£200,001 - £250,000	10	10	£250,001 - £300,000	11	11	£300,001 - £500,000	12	12	£500,001 - £1 million	13	13	£100,00,001 - £5 million	14	14	Over £5 million	15	15	Don't know	16	16	BASE: ALL NUMERIC
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Q24	ALL TURNOVER INCREASED IN LAST 12 MONTHS Thinking about the last 12 months has your organisation....? CLICK ALL THAT APPLY <table data-bbox="199 1305 1268 1686"> <tbody> <tr><td>Diversified into new markets</td><td>1</td></tr> <tr><td>Expanded into new geographic areas</td><td>2</td></tr> <tr><td>Developed new products and services</td><td>3</td></tr> <tr><td>Won business</td><td>4</td></tr> <tr><td>Attracted new customers or clients</td><td>5</td></tr> <tr><td>Replicated or franchised</td><td>6</td></tr> <tr><td>Merged with another organisation</td><td>7</td></tr> <tr><td>Acquired another organisation</td><td>8</td></tr> <tr><td>Other</td><td>9</td></tr> <tr><td>Don't know</td><td>10</td></tr> </tbody> </table>	Diversified into new markets	1	Expanded into new geographic areas	2	Developed new products and services	3	Won business	4	Attracted new customers or clients	5	Replicated or franchised	6	Merged with another organisation	7	Acquired another organisation	8	Other	9	Don't know	10	BASE: Q22>Q23 MULTI																															
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Q25	ALL Taking into account all sources of income in the last financial year did your organisation make a profit or surplus? CLICK ONE ONLY <table data-bbox="199 1865 1268 2009"> <tbody> <tr><td>Yes</td><td>1</td></tr> <tr><td>No</td><td>2</td></tr> <tr><td>Broke even</td><td>3</td></tr> <tr><td>Don't know</td><td>4</td></tr> </tbody> </table>	Yes	1	No	2	Broke even	3	Don't know	4	BASE: ALL SINGLE																																											
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Q26	ALL And thinking about the next 2 to 3 years do you think your turnover will increase or decrease or stay the same? CLICK ONE ONLY Increase 1 Decrease 2 Stay the same 3 Don't make a profit 4 Don't know 5	BASE: ALL SINGLE
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NO Q27

Q28	ALL INCREASING AT Q26 How does your organisation plan on achieving this growth? CLICK ALL THAT APPLY Diversifying into new markets 1 Expanding into new geographic areas 2 Developing new products and services 3 Winning more business 4 Attracting new customers or clients 5 Replicating or franchising 6 Attracting investment to expand 7 Merged with another organisation 8 Acquired another organisation 9 Other 10 Don't know 11	BASE: 26/1 MULTI
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Q29	ALL Has the economic climate positively or negatively affected your organisation's financial health? CLICK ONE ONLY	BASE: ALL SINGLE																		
Q30	ALL Have public sector cuts positively or negatively affected your organisation's financial health? CLICK ONE ONLY	BASE: ALL SINGLE																		
	<table border="0"> <thead> <tr> <th></th> <th>Q29</th> <th>Q30</th> </tr> </thead> <tbody> <tr> <td>Positively</td> <td style="text-align: center;">1</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Negatively</td> <td style="text-align: center;">2</td> <td style="text-align: center;">2</td> </tr> <tr> <td>Neither positively nor negatively</td> <td style="text-align: center;">3</td> <td style="text-align: center;">3</td> </tr> <tr> <td>No impact</td> <td style="text-align: center;">4</td> <td style="text-align: center;">4</td> </tr> <tr> <td>Don't know</td> <td style="text-align: center;">5</td> <td style="text-align: center;">5</td> </tr> </tbody> </table>		Q29	Q30	Positively	1	1	Negatively	2	2	Neither positively nor negatively	3	3	No impact	4	4	Don't know	5	5	
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Negatively	2	2																		
Neither positively nor negatively	3	3																		
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Don't know	5	5																		

Q31	ALL Has your organisation had to make any redundancies in the last year? CLICK ONE ONLY	BASE: ALL SINGLE																											
Q32	ALL Does your organisation expect to have to make any redundancies in the next year? CLICK ONE ONLY <table data-bbox="197 477 1270 663"> <thead> <tr> <th></th> <th style="text-align: center;">Q31</th> <th style="text-align: center;">Q32</th> </tr> </thead> <tbody> <tr> <td>Yes (SPECIFY HOW MANY JOBS)</td> <td style="text-align: center;">1</td> <td style="text-align: center;">1</td> </tr> <tr> <td>No</td> <td style="text-align: center;">2</td> <td style="text-align: center;">2</td> </tr> <tr> <td>Don't know</td> <td style="text-align: center;">3</td> <td style="text-align: center;">3</td> </tr> </tbody> </table>			Q31	Q32	Yes (SPECIFY HOW MANY JOBS)	1	1	No	2	2	Don't know	3	3	BASE: ALL SINGLE														
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Q33	ALL Has your organisation applied for new sources of finance or capital for your organisation in the past 12 months? CLICK ONE ONLY <table data-bbox="197 837 1270 949"> <tbody> <tr> <td>Yes</td> <td style="text-align: center;">1</td> </tr> <tr> <td>No</td> <td style="text-align: center;">2</td> </tr> </tbody> </table>	Yes	1	No	2	BASE: ALL SINGLE																							
Yes	1																												
No	2																												
Q34	ALL APPLIED What form of finance or capital did you apply for. Was it CLICK ALL THAT APPLY	BASE: Q33/1 MULTI																											
Q35	ALL APPLIED And what form of finance or capital were you successful in getting? Was it CLICK ALL THAT APPLY <table data-bbox="197 1160 1270 1480"> <thead> <tr> <th></th> <th style="text-align: center;">Q34</th> <th style="text-align: center;">Q35</th> </tr> </thead> <tbody> <tr> <td>Development grant</td> <td style="text-align: center;">1</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Loan</td> <td style="text-align: center;">2</td> <td style="text-align: center;">2</td> </tr> <tr> <td>Overdraft</td> <td style="text-align: center;">3</td> <td style="text-align: center;">3</td> </tr> <tr> <td>Mortgage</td> <td style="text-align: center;">4</td> <td style="text-align: center;">4</td> </tr> <tr> <td>Equity</td> <td style="text-align: center;">95</td> <td style="text-align: center;">95</td> </tr> <tr> <td>Other (SPECIFY)</td> <td style="text-align: center;">95</td> <td style="text-align: center;">95</td> </tr> <tr> <td>None</td> <td style="text-align: center;">96</td> <td style="text-align: center;">96</td> </tr> <tr> <td>Don't know</td> <td style="text-align: center;">97</td> <td style="text-align: center;">97</td> </tr> </tbody> </table>		Q34	Q35	Development grant	1	1	Loan	2	2	Overdraft	3	3	Mortgage	4	4	Equity	95	95	Other (SPECIFY)	95	95	None	96	96	Don't know	97	97	BASE: Q33/1 MULTI
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Q36	ALL APPLIED How much finance or credit did your organisation want to raise? WRITE IN. IF UNSURE PLEASE INDICATE BANDING	BASE: Q33/1 NUMERIC																																																
Q37	ALL APPLIED And how much finance or credit was your organisation able to raise? WRITE IN. IF UNSURE PLEASE INDICATE BANDING <table data-bbox="199 448 1268 1064"> <thead> <tr> <th></th> <th style="text-align: center;">Q36</th> <th style="text-align: center;">Q37</th> </tr> </thead> <tbody> <tr><td>£1 - £5,000</td><td style="text-align: center;">1</td><td style="text-align: center;">1</td></tr> <tr><td>£5,001 – £10,000</td><td style="text-align: center;">2</td><td style="text-align: center;">2</td></tr> <tr><td>£10,001 - £20,000</td><td style="text-align: center;">3</td><td style="text-align: center;">3</td></tr> <tr><td>£20,001 - £30,000</td><td style="text-align: center;">4</td><td style="text-align: center;">4</td></tr> <tr><td>£30,001 - £50,000</td><td style="text-align: center;">5</td><td style="text-align: center;">5</td></tr> <tr><td>£50,001 - £100,000</td><td style="text-align: center;">6</td><td style="text-align: center;">6</td></tr> <tr><td>£100,001 – £150,000</td><td style="text-align: center;">7</td><td style="text-align: center;">7</td></tr> <tr><td>£150,001 - £200,000</td><td style="text-align: center;">8</td><td style="text-align: center;">8</td></tr> <tr><td>£200,001 - £250,000</td><td style="text-align: center;">9</td><td style="text-align: center;">9</td></tr> <tr><td>£250,001 - £300,000</td><td style="text-align: center;">10</td><td style="text-align: center;">10</td></tr> <tr><td>£300,001 - £500,000</td><td style="text-align: center;">11</td><td style="text-align: center;">11</td></tr> <tr><td>£500,001 - £1 million</td><td style="text-align: center;">12</td><td style="text-align: center;">12</td></tr> <tr><td>£100,00,001 - £5 million</td><td style="text-align: center;">13</td><td style="text-align: center;">13</td></tr> <tr><td>Over £5 million</td><td style="text-align: center;">14</td><td style="text-align: center;">14</td></tr> <tr><td>Don't know</td><td style="text-align: center;">15</td><td style="text-align: center;">15</td></tr> </tbody> </table>		Q36	Q37	£1 - £5,000	1	1	£5,001 – £10,000	2	2	£10,001 - £20,000	3	3	£20,001 - £30,000	4	4	£30,001 - £50,000	5	5	£50,001 - £100,000	6	6	£100,001 – £150,000	7	7	£150,001 - £200,000	8	8	£200,001 - £250,000	9	9	£250,001 - £300,000	10	10	£300,001 - £500,000	11	11	£500,001 - £1 million	12	12	£100,00,001 - £5 million	13	13	Over £5 million	14	14	Don't know	15	15	BASE: Q33/1 NUMERIC
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Q38	ALL APPLIED Where did you get this finance or capital from? CLICK ONE ONLY <table data-bbox="199 1209 1268 1545"> <tbody> <tr><td>High Street bank</td><td style="text-align: center;">1</td></tr> <tr><td>Specialist social enterprise/charity lender</td><td style="text-align: center;">2</td></tr> <tr><td>Government fund</td><td style="text-align: center;">3</td></tr> <tr><td>Venture capitalist/investment house</td><td style="text-align: center;">4</td></tr> <tr><td>Grant making trust or foundation</td><td style="text-align: center;">5</td></tr> <tr><td>Friends and/or family</td><td style="text-align: center;">6</td></tr> <tr><td>Community Development Fund (CDF)</td><td style="text-align: center;">7</td></tr> <tr><td>Other</td><td style="text-align: center;">8</td></tr> <tr><td>Don't know</td><td style="text-align: center;">9</td></tr> </tbody> </table>	High Street bank	1	Specialist social enterprise/charity lender	2	Government fund	3	Venture capitalist/investment house	4	Grant making trust or foundation	5	Friends and/or family	6	Community Development Fund (CDF)	7	Other	8	Don't know	9	BASE: Q33/1 SINGLE																														
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Q39	ALL APPLIED What are you using this finance or capital for? CLICK ALL THAT APPLY <table data-bbox="199 1724 1268 1993"> <tbody> <tr><td>Working capital e.g. to cover cash flow</td><td style="text-align: center;">1</td></tr> <tr><td>Development capital (e.g. to develop new services or plans)</td><td style="text-align: center;">2</td></tr> <tr><td>Asset acquisition or improvements</td><td style="text-align: center;">3</td></tr> <tr><td>To cover operational costs</td><td style="text-align: center;">4</td></tr> <tr><td>Other</td><td style="text-align: center;">5</td></tr> <tr><td>Don't know</td><td style="text-align: center;">6</td></tr> </tbody> </table>	Working capital e.g. to cover cash flow	1	Development capital (e.g. to develop new services or plans)	2	Asset acquisition or improvements	3	To cover operational costs	4	Other	5	Don't know	6	BASE: Q33/1 MULTI																																				
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Q40	<p>ALL NOT APPLIED</p> <p>Why has your organisation decided not to apply for new sources of finance or capital in the past 12 months? CLICK ALL THAT APPLY</p> <p>No finance required 1 Cost of Finance 2 The availability of appropriate finance 3 Confidence to take on investment finance 4 Skills and capacity to take on investment finance 5 Restrictions of legal form 6 Poor credit rating 7 No security 8 Willingness of Board or Trustees to take on the risk 9 Perceived cultural barriers to being eligible for finance 10 Other 11 Don't know 12</p>	BASE: Q33/2 MULTI
Q41	<p>ALL UNSUCCESSFUL</p> <p>Can you tell me why your organisation was unsuccessful in getting the finance or capital it applied for? CLICK ALL THAT APPLY</p> <p>Insufficient growth projections 1 Poor business plan 2 Business sector too risky 3 Lack of own investment 4 Lack of investor confidence in business 5 Too much competition 6 Poor credit rating 7 No credit rating (e.g. start up) 8 Insufficient security 9 No reason given 10 Don't know 11</p>	BASE: Q35/96 MULTI

NO Q42

Now I would like to ask you some questions about the support your organisation accesses and provides.

Q43	<p>ALL If your organisation was looking for business support or advice, where would you be most likely to turn? CLICK ONE ONLY</p> <p>Government provided support 1 Business Link 2 Other social enterprises and peers 3 Friends and family 4 Management Consultant 5 Business/financial advisor 6 Websites 7 Accountant 8 Bank 9 Funders 10 National social enterprise body 11 Regional social enterprise body 12 Local authority 13 Other (SPECIFY) 95 None 96 Don't know 97</p>	BASE: ALL SINGLE
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NO Q44

Q45	<p>ALL To what extent does your organisation use social enterprise status in marketing its goods/services? CLICK ONE ONLY</p> <p>To a great extent 1 To some extent 2 Not very much 3 Not at all 4 Not applicable 5 Don't know 6</p>	BASE: ALL SINGLE
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Q46	<p>ALL Are you aware of the Social Enterprise Mark? CLICK ONE ONLY</p> <p>Yes 1 No 2</p>	BASE: ALL SINGLE
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NO Q47

Q48	ALL						BASE: ALL SINGLE
To what extent do the following statements apply to your organisation? CLICK ONE ONLY PER ROW							
		A large extent	Some extent	Not very much	Not at all	Don't know	NA
	My organisation actively recruits staff locally	1	2	3	4	5	6
	My organisation reinvests profits locally	1	2	3	4	5	6
	My staff are actively involved in decision-making	1	2	3	4	5	6
	My beneficiaries are actively involved in decision-making	1	2	3	4	5	6
	My organisation invests well in staff training and development	1	2	3	4	5	6
	My organisation employs people that are disadvantaged in the labour market	1	2	3	4	5	6
	My organisation monitors its social impact	1	2	3	4	5	6
	My organisation actively aims to minimise its environmental impact	1	2	3	4	5	6
	My staff know we are a social enterprise	1	2	3	4	5	6
	My customers know we are a social enterprise	1	2	3	4	5	6

NO Q49 OR Q50 OR Q51

Q52	ALL				BASE: ALL SINGLE
Does your organisation view the government's Big Society agenda as an opportunity or a threat, or neither? CLICK ONE ONLY					
	Opportunity			1	
	Threat			2	
	Neither			3	
	Don't know what it is			4	
	Don't care			5	

NO Q53

Q54	<p>ALL Please could you tell me how many directors your organisation has, or the number of people on your leadership team? WRITE IN</p>	BASE: ALL NUMERIC
Q55	<p>ALL Please could you tell how many of your organisation's directors or leadership team fall into the following categories? WRITE IN</p> <p>TOTAL <input type="text"/></p> <p>Male <input type="text"/></p> <p>Female <input type="text"/></p> <p>White <input type="text"/></p> <p>Asian or Asian British <input type="text"/></p> <p>Black or Black British <input type="text"/></p> <p>Mixed <input type="text"/></p> <p>Chinese <input type="text"/></p> <p>Other <input type="text"/></p> <p>16 to 24 <input type="text"/></p> <p>25 to 44 <input type="text"/></p> <p>45 to 64 <input type="text"/></p> <p>65+ <input type="text"/></p> <p>CATI CHECK TOTALS</p>	BASE: ALL NUMERIC
Q56	<p>ALL Thank you very much for your time and help in completing this interview. Is there anything you would like to add to the responses you have already given? WRITE IN</p> <p><input type="text"/></p>	BASE: OPEN
RC1	<p>ALL Just to confirm with you that individual responses are kept confidential for all projects, and responses are only reported in aggregate with those of other respondents. However, the Social Enterprise Coalition would find it very useful and interesting to look at your individual responses and comments in order to help build a bigger, more robust evidence base for the social enterprise movement. Would you be happy for the Social Enterprise Coalition to see your individual answers on behalf of your organisation? CLICK ONE ONLY</p> <p>Yes 1</p> <p>No 2</p>	BASE: ALL SINGLE

RC2	ALL The Social Enterprise Coalition may be conducting further research on social enterprises. Would you be happy to be re-contacted to take part in follow-up research for this Survey over the next two years, either by the Social Enterprise Coalition itself or a market research agency on their behalf? You may be contacted by telephone, email or invited to come along to a group on behalf of your company organisation. CLICK ONE ONLY	BASE: ALL SINGLE
	Yes	1
	No	2

NO RC3

RC4	ALL Please enter the postcode of your organisation (IF NECESSARY: This is so we can understand how organisations like yours are spread around the country.) CLICK ONE ONLY	BASE: ALL SINGLE		
		RC3	RC4	TAKE CORRECT POSTCODE
	Yes	1	1	
	No	2	2	

RC5	ALL Would you like to receive a copy of the report that the results of this survey will form the basis of? CLICK ONE ONLY	BASE: ALL SINGLE
	Yes	1
	No	2

RC6	ALL WOULD LIKE REPORT Are you happy for us to pass on your details to SEC so that they can send you the report when it is published (likely to be in March)? CLICK ONE ONLY	BASE: RC5/1 SINGLE
	Yes	1
	No	2

**WHERE INVITATION IS ISSUED BY THIRD PARTY.
PLEASE ENTER THE FOLLOWING DETAILS BELOW.**

Your name: (INPUT)

The name of your organisation: (INPUT)

The address of your organisation: (INPUT)

The telephone number of your organisation: (INPUT)

THANK YOU FOR TAKING THE TIME TO COMPLETE THIS SURVEY