

OVERVIEW Academies for Social Entrepreneurship is located in Southern California and manages the Social Enterprise Academy, which provides training, coaching, mentoring and a venture competition to nurture entrepreneurship and innovation in not-for-profit organizations.

The Academy offers organizations the opportunity to learn and apply key business skills to increase their organization's profits while also making a social impact in line with their mission and values.

This evaluation brief provides results for 37 not-for-profit organizations that participated in the Academy.

"I may have stumbled along in terms of creating these new opportunities and products but that is a maybe. I don't think I could have done it without really having that groundwork of what happened in the Social Enterprise Academy, that really was a catalyst for this."
- Academy Project Leader

STATUS OF VENTURES

Over \$3.4 million
has been generated in
seed money

Over \$6.5 million
has been generated in
revenues

95%

Reported their experience with the Academy to have made a valuable impact on the way they developed their social enterprise

54% of those reported their experience to have been *very* valuable.

92%

Of all participants are currently engaged in social enterprise activities

Many reporting their project is not only implemented but *excelling*

46%

Are breaking even or making a net profit

As a result many reported culture shifts such as expanded mission, a sense of financial stability, and market adaptability

ORGANIZATIONAL IMPACT

Project Leaders reported that a "Shift in Thinking" took place. The Academy helped to change participants' views of the services they provide and to understand that their services have market value.

"Everything was extremely useful... It really helped me to identify a mission and sharp vision and the general concepts about the budgeting and financial projections. The concept was really exciting and it helped to put something on paper."

- Academy Project Leader

WHAT SKILLS DID PARTICIPANTS LEARN?

Participants reported that they learned a wide range of business skills to assist them in developing social enterprise projects within their organizations.

The top three skills reported were:



“Through participating in the Social Enterprise Academy we met some really wonderful, experienced coaches that I felt had a lot of valuable input, gave us a different perspective on how to do our business. I think the entire program was educational for us.”

-Academy Project Leader

HOW SATISFIED WERE PATICIPANTS WITH ACADEMY TRAINING?

100% of participants noted their appreciation for the opportunity to participate and the quality of content of the workshops. 100% also reported they would recommend the Academy to other organizations like theirs.

“Overall it was a really good experience, actually it was a phenomenal experience. I’d be happy to talk to anybody about it.”

- Academy Project Leader

SUMMARY

Results from this evaluation show that the 37 organizations participating in the Social Enterprise Academy reported significant learning and were satisfied with the program. Most organizations were eager to share the status of other earned income opportunities that have launched since their involvement in the Social Enterprise Academy and/or are currently in development and this should be considered as a finding of value and importance. Several organizations explained that their new SE projects (generated since the Academy) are actually thriving and are more successful than their original SE project. All in all the feedback was overwhelmingly positive with the impact participation had on the organizations involved.