

The official annual publication of the Social Enterprise Hub



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As the world slowly recovers from the Covid-pandemic, we are today facing new challenges in an increasingly polarized environment with threats to sexual and reproductive health and rights, and social justice in many countries, humanitarian emergencies in others and a global financial crisis especially impacting poor, marginalized and excluded people.

The role of IPPF Member Associations to remain at the forefront of challenging unjust laws and policies that prevent people from realizing their sexual and reproductive rights, and provide them with quality life-saving care is critical.

IPPF launched its ambitious new strategy (2023–2028) in November 2022, with a clear mission to work more effectively as a Federation - modernising systems, structures and governance as vital elements for our growth. It also commits the Federation to developing multiple models and pathways for sustainability with diversified funding sources and entrepreneurship, thus galvanizing domestic financing.

The Social Enterprise Acceleration Programme (SEAP) plays a central part in this mandate through the provision of essential tools, guidance and direct support to selected Member Associations, becoming more focused and deliberate in its approach to ensure impact and learnings that can be scaled up.

The SEAP, under the outstanding leadership of the IPPF Member Association of Sri Lanka, will continue to play a key role as IPPF works on a wider initiative to increase the sustainability, growth and resilience of Member Associations.

I look forward to another year of achievements, innovation and change in this successful and highly valued and valuable programme.

INFORMATIVE LINKS

- SE Academy Website
- Know Your SE Questionnaire



Click on this icon to read full article

Social Enterprise: IPPF Definition: “A business owned and operated by a Member Association for the purpose of income generation, ensuring sustainability and achieving its organizational social mission.”

Why Social Enterprise? Relevance for IPPF MAs?

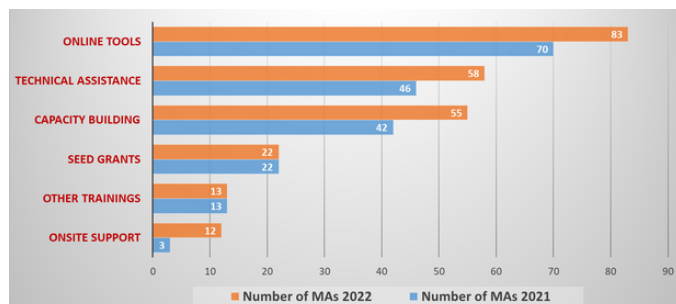
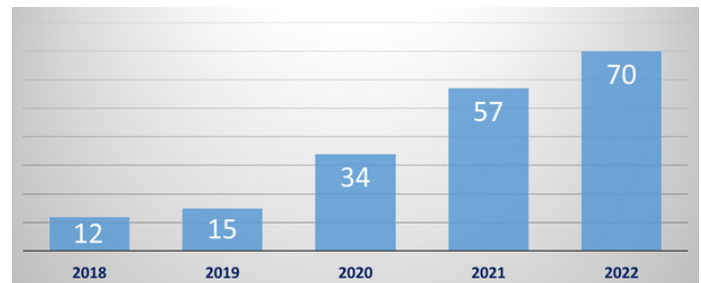
In an increasingly challenging and unpredictable funding environment, it is more important than ever that IPPF’s Member Associations (MA) move towards sustaining their own activities. It is also proven that funding/income diversification is a growth strategy and a risk management tactic, promoting an organization’s ability to be sustainable in an evolving market environment. This strategy enables MAs to make efficient and effective decisions to best serve their communities. Social Enterprise (SE) will be one solution toward self-sustainability and adapting to changing local conditions. At the same time, in addition to creating financial value, social enterprise delivers social value and improves lives.

Social Enterprise Acceleration Programme (SEAP)

IPPF established the Social Enterprise Acceleration Programme to strengthen the capacity of its MAs to apply entrepreneurial best practices in the health sector to deliver social value and improve lives. SEAP supports establishing and growing social enterprises to increase and diversify MAs’ funding base and provide greater sustainability. Additionally, the Programme also fosters an environment of ‘community of practice’ by providing opportunities for MAs to share best practices and lessons learned with other Associations.

Read the rest of this newsletter to get an idea of how the Social Enterprise Hub (currently located in [FPA Sri Lanka](#)) rolled out various initiatives in 2022 and works closely with the IPPF’s MAs to ensure the successful implementation of the SEAP. Plus, a snapshot of the progressive trend of the MAs supported by the Hub, year-on-year, and the various activities availed by the organizations.

Number of MAs supported by SEAP/SE Hub - last 5 years



Activity-based support by SEAP/SE Hub ‘2022’ vs ‘as at 2021’

NEWS UPDATES

ONLINE WORKSHOPS

Seed Grants 2021/2022

The SE Hub facilitated a call for proposals for Seed Grants for start-up ventures or expansion of an existing business that attracted applications from 35 MAs, across the Federation. 13 MAs were selected by a three-member panel. Grant-funded projects were completed in 2022, some of which faced extensions due to varied reasons.

Click [here](#) to read about the SRH and non-SRH SE ventures that were funded.

ONSITE VISTS



The Hub undertook learning and technical support visits to multiple organizations that were grant recipients in 2021/2022. Capacity-building sessions were also carried out for SE personnel.

Click to read.

[Technical support visit to The Planned Parenthood Association of Thailand \(PPAT\)](#)

[Technical support and capacity building visit to The Moroccan Family Planning Association \(AMPF\)](#)

[Technical support and Experience-sharing visit to The Egypt Family Planning Association \(EFPA\)](#)

[Technical support and capacity building visit to Family Planning Association of India \(FPA India\)](#)

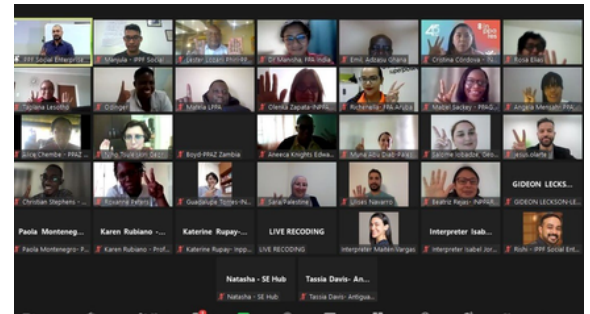
[Technical support visit to 'RENEW' \(Respect, Educate, Nurture and Empower Women\)](#)

[Learning and capacity building visit to Lesotho Planned Parenthood Association \(LPPA\)](#)

[Technical Assistance and Learning visit to Planned Parenthood Association of Zambia \(PPAZ\)](#)

[Learning and SE support visit to Associação Para o Planeamento da Família - APF](#)

SkillUP 2022 - SE Workshop

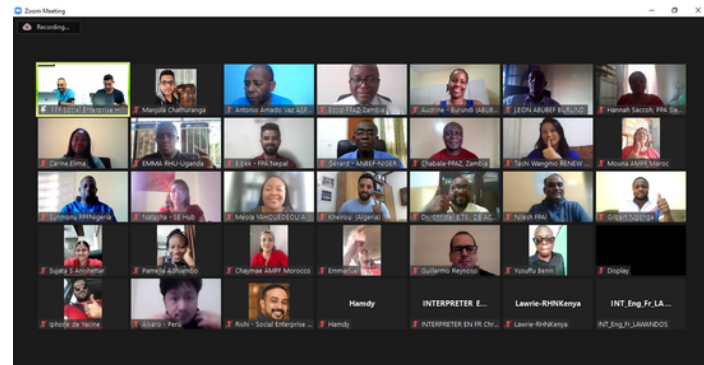


In June 2022, an online, in-depth virtual Workshop on Market Research and External Funding Sources was held for MAs in all IPPF regions to delve deeper into these vital SE-related topics.

It took the form of a three-day event and was conducted in three groups to accommodate the IPPF regions and time zones.

To read all about it, click [here](#).
Video testimonials, click [here](#).

Global SE Internship 2022



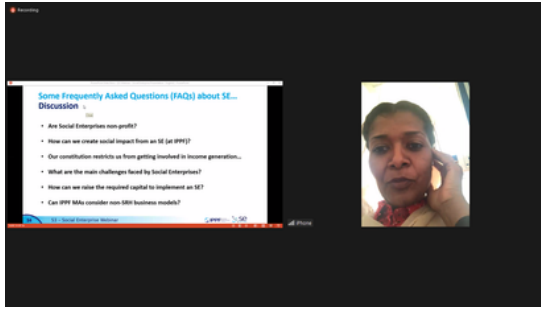
The third Global Social Enterprise Internship organized by IPPF's Social Enterprise Hub took place from 12th – 23rd September 2022. The Internship is part of IPPF's continuous effort to enable MAs to achieve financial sustainability, enhance entrepreneurial knowledge and develop business acumen in enterprise development for staff involved in Social Enterprise. 30 participants from 19 affiliated organizations representing 4 IPPF regions attended the virtual sessions live-streamed via Zoom from FPA Sri Lanka.

The Internship programme was initiated in 2019 as an on-site event and was held online in 2021.

Click [here](#) to read about the 2-week experience.

[Internship Highlights](#)
[Video Testimonials](#)
[Testimonial Quotes](#)

ONLINE EVENTS AND WEBINARS



The Hub conducted capacity-building webinars to support and educate organizations on different aspects of social enterprising. Click to read about the sessions conducted.

'The Way Forward' – Experience sharing and Roundtable discussion on Social Enterprises (SROP MAs)

'The Way Forward' – Experience sharing and Roundtable discussion on Social Enterprises (AR MAs)

AWRO Social Enterprise Webinar: "S3 - Social, Stable, Sustainable"

COLLABORATIONS

APF launches customised webstore on SE Hub's Online Store 'Planet361'



APF (Association for Family Planning) launched its online store APF Planet 361 on the 22nd of June 2022. The Store, developed with support from IPPF, and the Social Enterprise Hub, offers a wide range of SRH products and services.

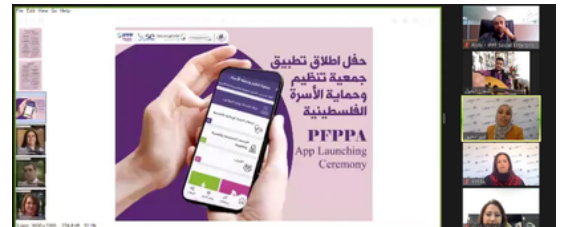
Click [here](#) to read about the launch.

Click [here](#) to visit the APF store.

For more information on 'Planet361.com', click [here](#).



Launch of Mobile Applications



The Apps launched are based on a social enterprise model and are expected to generate income through advertisements as well from the sale of products and services.

The Hub worked closely with the relevant teams providing technical assistance and support during the development process. Click to read.

SRH Mobile App launch by EFPA - Egypt

SRH Mobile App launch by PFPPA - Palestine

Videos by Business Leaders & Entrepreneurs

'The Buzz' features renowned Sri Lankan business leaders and entrepreneurs from different sectors sharing their knowledge, experiences, challenges and practical tips on building a successful enterprise.

These short videos aim to inspire, motivate, and raise your organization's level of determination to be income-wise sustainable and thereby: **Be more and Do more** for the community you serve!

The SE Hub exclusively developed this video series for IPPF affiliated organizations.

Click the image to view the videos for Season 2.



Click to view Season 1.

Market Research Consultancy

The Market Research consultancy, a non-grant opportunity, is a new initiative by the SE Hub where support is offered with the assistance of an external market research consultant for a few high-potential MAs to conduct a market research study for the MA's social enterprise concept or existing venture. The **Market Research Framework**, designed and developed by the Hub in 2022, will be used as a guiding framework for this market research exercise for the MAs.

6 Member Associations (India, Laos, Ghana, Nigeria, Morocco, and Lesotho) were selected in November'22 from an EOI call and will benefit from this free consultancy service. The Hub will continue to work with these MAs in the first quarter of 2023. The findings and analysis will pave the way to support the MA in developing its business plan and implementing the next operational steps.

A STEP-BY-STEP GUIDE TO MARKET RESEARCH



PUBLICATIONS



The SE Hub developed a customized Market Research Framework (MRF) exclusively for IPPF MAs. It is a step-by-step guide on how to carry out effective market research for an organization's social enterprise. It can be applied to a new venture and even to do the groundwork to scale up an existing model.

The guide is available in all IPPF languages. Contact the Hub if any clarifications on this guide or training is required on this subject...

Click [here](#) to view the publication available in all IPPF languages.

COMMUNICATION INITIATIVES

'In Focus – SE Changemakers' Q & A series

This candid and informative series featured colleagues involved or supporting Social Enterprising (SE) in IPPF (covering MAs, ROs and LO).

This feature provided more insight into Social Enterprising as seen from the perspective of key stakeholders who have driven and led their teams to succeed in SE, colleagues at the forefront of exploring an SE idea, individuals who are initiating the concept of SE in their own MA and LO/RO staff who are advocates for expanding Social Enterprising within the Federation.

Click to read the features for 2022.



If you like to be featured or nominate a colleague, you can contact the Social Enterprise Hub: seap@fpasrilanka.org

[Previous features - click to view](#)



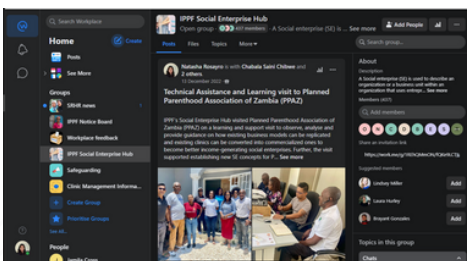
World SE Day - Ready, SEt, Go! Series



As an IPPF Social Enterprise Hub communication initiative for 2022, in commemoration of 'World Social Enterprise Day' in November, the 'Ready, SEt, Go!' series showcased organizations that received IPPF funding in the 2021/2022 financial year and shared insight and visuals into each Association's Social Enterprise (SE) journey, from ideation to establishment, learnings and plans for the future.

To view the stories, click [here](#).

IPPF Workplace - Facebook for work



The 'IPPF Social Enterprise Hub', page on Workplace is dedicated to Social Enterprise. This is an open group that enables you, once a member, to share/have access to social enterprise-related news, events and updates.

Join this dynamic forum and be connected!

Annual SE Newsletters

The annual e-newsletter highlights the SE Hub's global activities and impact, training programmes and events, new developments and showcases opportunities for engagement within the Federation.

The fifth edition is before you.

Click to read



FOCUS FOR 2023

Below are some of the upcoming initiatives that you can look forward to, as well as key activities that the Social Enterprise Hub is planning to focus on this year:

- **Ongoing capacity-building support**, tailored technical assistance, consultancy and planning/recommendations for new ideas or existing SE ventures that MAs are keen to explore and develop.
- **Focused support and prioritization** on specific opportunities for selected MAs who have shown progress and have the highest potential for growth/scaling up.
- **Global Social Enterprise (SE) Internship workshop (batch#4)**: 2-week, in-person capacity-building workshop to inculcate, coach, and enhance entrepreneurial knowledge and skills.
- **Regional SE-themed physical workshops/webinars** to boost knowledge, hold active discussions and share experiences on running a social enterprise.
- **Complete the Market Research consultancy support** that is being offered to 6 MAs. A new call for similar Market Research support will likely be rolled out later this year to support new MAs.
- **Identify potential MA staff (region-wise) as focal points** for social enterprises who can assist the Hub in advocating and coordinating key initiatives. They will also act as extended support to their ROs.
- **Development of an M&E framework** to capture SE financial data and support IPPF MAs to define objectives and KPIs and select the most impactful performance parameters to reach financial sustainability at an accelerated pace.
- **Numerous functions and feature upgrades**, supplementary pricing module and multi-language integration to the [online Business Plan tool](#).
- **Collate and professionally compile feasibility studies, market research reports, business plans, enterprise models and case studies** as an SE reference document for other MAs planning to start/grow SE ventures.
- **Create visibility and enhance awareness** of SE champions and well-progressing SE business models to share experiences and inspire teams/individuals across the Federation.

We look forward to hearing your views on our 5th issue of 'The Social Enterprise Chronicle' as well as on 'The Social Enterprise Acceleration Programme (SEAP).'

Do you need assistance for your social enterprise? Is there an SE idea that you like to explore?

If yes, do reach out to the SE Hub or to your Regional Social Enterprise focal point listed below.



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