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CEO INTRODUCTION



Social entrepreneurs are problem solvers. Whenever the current system is too slow, inadequate or missing, a social entrepreneur will roll up their sleeves and take action. They will not accept the status quo because when it comes to supporting our most vulnerable people, good enough is never good enough.

The social entrepreneur's decision to act is crucial, but change is only fully ignited when the first person decides to follow. The First Follower transforms an individual with a vision into a leader. These are the people who back the social entrepreneur in the early stages, who validate the decision to act and provide the morale boost and support that is needed to overcome the many challenges they will face along the journey. It is the husband or wife who encourages them to follow their dream, the old friend who sends them their first donation or the first customer to take a chance. First followers are leaders too, they embrace risk and step up before the crowds gather.

When we look at organisations like Men's Sheds, Pieta House, GIY Ireland, Women for Election, Soar, CoderDojo, FoodCloud, Camara, Anam Cara and the many other social entrepreneurs who have scaled across Ireland, it is easy to forget that only a few short years ago they were just great ideas in the mind of a social entrepreneur. While the success of these ideas might now seem inevitable, in truth it can be a difficult journey. They too needed a first follower.

At Social Entrepreneurs Ireland we wear the badge of follower with pride. We don't develop the new ideas or decide which problems need to be solved in Irish society. We know that the people best placed to do this are those who are closest to the problems. Social entrepreneurs are agile and respond quickly, developing solutions before the system even realises there is a problem. We choose to follow them because they know what needs to be done and they have the passion and determination to make it happen.

By supporting our work you become part of an unrivalled process for identifying the highest potential social entrepreneurs and supporting them during the most challenging part of their journey. We may not all become social entrepreneurs, but all of us can play our part as first followers. Together we can ignite the blaze.

Darren Ryan - Chief Executive

ABOUT US

At Social Entrepreneurs Ireland we support people who have innovative solutions to some of Ireland's most pressing social and environmental problems. We provide funding and a range of in-depth supports to develop sustainability and significantly increase the impact of these new solutions.

The Challenge

In order to solve some of Ireland's social and environmental problems, we need new approaches and better ideas. We need to challenge the status quo and look at these issues from a different angle. We need to focus more on effectiveness and on impact. We are lucky to have people all over Ireland who are developing new solutions to our societal problems. Without support, however, these ideas can struggle to make enough of an impact. We know we can't afford to wait for these solutions to grow and scale, as the problems we face are immediate and urgent.

The Idea

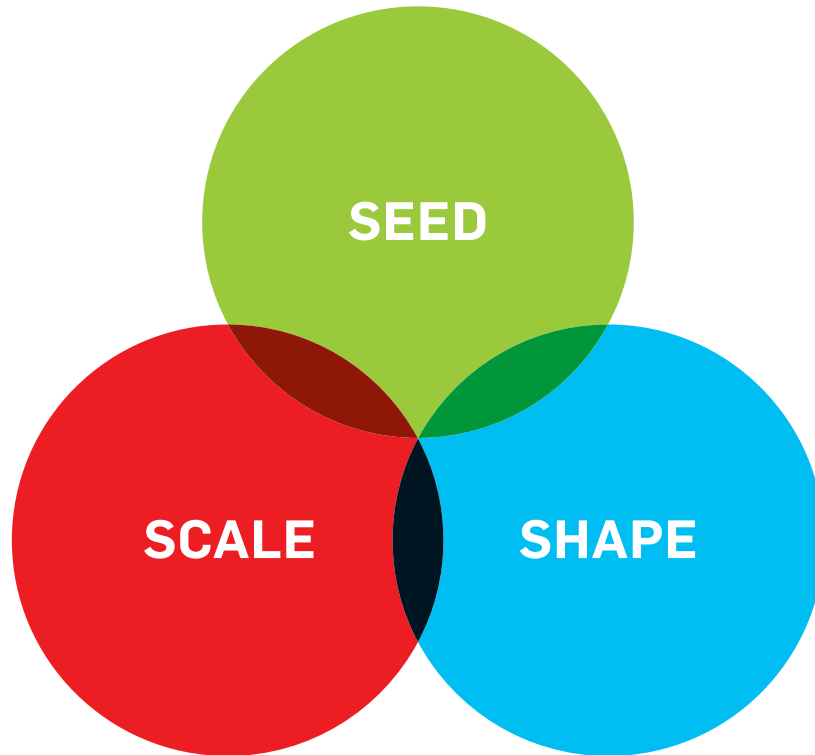
When a social entrepreneur comes up with a great new solution to a particular social problem, we believe that they should get the funding and support that they need to scale and grow, so that they can impact as many people as possible, as quickly as possible. At Social Entrepreneurs Ireland, we seek out the social entrepreneurs who have the most potential to have an impact, work with them intensively to develop their projects and ensure that their ideas are implemented as effectively, efficiently and sustainably as possible. Our Awards Programme provides up to €140,000 worth of support per social entrepreneur over the course of two years.

The Impact

Since 2004, Social Entrepreneurs Ireland has supported 190 social entrepreneurs, investing more than €6.26 million in their projects, as well as providing significant training and mentoring supports. These projects in turn have directly impacted the lives of 380,000 people across Ireland, and created 1,080 jobs in the process.

We've seen the impact of Ireland's leading social entrepreneurs increase significantly due to our funding, training and mentoring. This group of 190 social entrepreneurs now form the largest network of social entrepreneurs in Ireland.

OUR WORK^{*}



In order to ensure that the best social entrepreneurs succeed, we focus our attention on three key pillars:
SEED, SCALE, SHAPE.

IMPACT OVER 12 MONTHS

BASED ON OUR WORK WITH 12 SOCIAL ENTREPRENEURS

92,258

PEOPLE WERE DIRECTLY IMPACTED

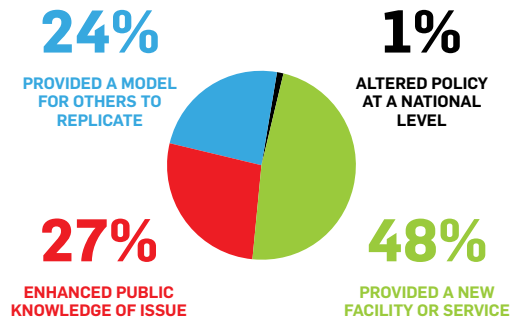
128

JOB WERE CREATED

32

COUNTIES WERE IMPACTED

Awardee Delivery Models



LEVERAGE

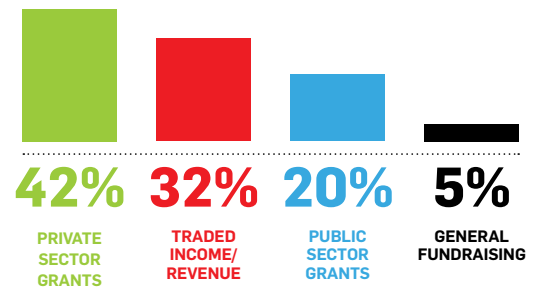
€8.41

ADDITIONAL FUNDING RAISED BY AWARDEES
FOR EVERY €1 INVESTED BY SEI

111%

THE AVERAGE INCREASE IN LIVES IMPACTED BY OUR
AWARDEES AFTER ONE YEAR ON OUR SUPPORT PROGRAMMES

Breakdown of the different sources of income used by SEI Awardees over the past 12 months:



Being an SEI awardee has provided me with the support and mentorship to develop AslAm.ie and set it on a firm footing and a clear path. It has also developed my skills, confidence and competence as a social entrepreneur enormously.

Adam Harris, AslAm.ie - Elevator Awardee

IMPACT OVER 12 YEARS

204

SOCIAL ENTREPRENEURS SUPPORTED SINCE 2004

“ It has been an unimagined growth experience for me and for the VCC. I am part of a community of social entrepreneurs and I have learned so much from the SEI team and from the other Awardees.

Elizabeth Waters, Virtual Community College - 2014 Impact Awardee ”

€6.7m

INVESTED IN THEIR PROJECTS

“ For the modest amount of funds they have had to deploy, SEI has made an incredible difference in helping solve some of society's challenges.

John Duffy, SEI Supporter and Board Director ”

520,000

**LIVES DIRECTLY
IMPACTED**

1,230

**EMPLOYMENT
OPPORTUNITIES CREATED**

“ I was on my knees, life had nothing more to offer me. Mojo gave me hope, something to live for.

Beneficiary of The Mojo Programme - 2015 Elevator Awardee ”

STORIES OF IMPACT

ISEULT WARD AND AOIBHEANN O'BRIEN FOODCLOUD

IMPACT AWARDEE 2014

The idea of FoodCloud was born while we were in university and working on an innovation project. We were shocked that 1 million tonnes of food is thrown out by Irish consumers and businesses every year, while 1 in 10 people are living in poverty. We were determined to do something. We came up with a simple and scalable solution - an app and platform that makes the redistribution of surplus food as easy as possible, matching businesses with too much food with charities in their community that have too little. Retailers and businesses use the app to upload the details of their surplus food, with local charities receiving a text message notifying them. The charity can then collect the donation and distribute it to the individuals they support.

In 2014 we won the Impact Award. The funding, training, and mentorship from SEI has supported us through the ups and downs of the last two years. The Impact Award gave us credibility and helped us to spread the word about our work. It also gave us the opportunity to gain support from SEI's network of business contacts.

What started in Ireland is now expanding worldwide.

www.foodcloud.ie



GROWTH:

FoodCloud now working with:

900 Tesco and Aldi stores

2,000 charities across Ireland and the UK

IMPACT:

1,849 tonnes of food donated

Equivalent of 4.8 million meals

“

A young family now receives meat, chilled goods and bread twice a week from the Soup Kitchen. It's one less worry and the kids are getting nutritious meals.

Clonmel Soup Kitchen

”

STORIES OF IMPACT

JOHN EVOY IRISH MEN'S SHEDS ASSOCIATION

IMPACT AWARDEE 2013

They say there's nothing quite as powerful as an idea whose time has come. During the recession, when we were setting out on this journey, men in Ireland were more likely to be unemployed than women. They were more likely to die by suicide and other preventable illnesses. Men were also less likely to talk about their problems or to seek help.

I was in Australia and learned about the Men's Sheds movement there. The idea behind it is simple, but wonderful. A Men's Shed is a place where all men, regardless of age, background, or ability are respected, valued and belong. They can share and learn skills or just have a cup of tea. Each shed has the common goal of advancing the health and wellbeing of its members. I knew it could have a huge impact in Ireland.

We began with one shed. When I got the call to say we had been selected for the Impact Award, I knew it was going to make all the difference. The support from SEI was instrumental in turning this from an idea into a reality.

www.menssheds.ie



GROWTH:

350 Sheds throughout Ireland
10,000 men using Men's Sheds every week

IMPACT:

84% of men report improved sense of wellbeing
97% feel that as a result of participating in Men's Sheds they can give back to their community

“ It gives me a reason
to get up in the morning. ”

“ Without the Shed,
I had no real friends. ”

STORIES OF IMPACT

MICHELLE O'DONNELL KEATING AND NIAMH GALLAGHER

WOMEN FOR ELECTION - IMPACT AWARDEE 2011

Women for Election was established to inspire and equip women to succeed in politics. Since 2011, they have trained over 1,000 women from across Ireland and 18 EU states. Today, half of all women elected at local level and 40% of the newly elected female TDs are Women for Election Alumni. Their vision is for an Ireland with balanced participation between men and women in all spheres of public life.

"SEI was our first backer. They believed in us and in our ability to drive change in the political system and gave us the support and funding to do so."



Female candidates for 2016 General and Seanad Elections prepare with Women for Election.

TONY GRIFFIN AND KARL SWAN

SOAR - IMPACT AWARDEE 2012

Soar was founded to empower young people to thrive, build emotional awareness, and fulfil their true potential. They have now reached over 16,600 young people through their programmes and engaged 75 young students through work experience placements across 22 counties on the island of Ireland. Their vision is to empower the next generation in Ireland so that every young person's full potential is unlocked.

"Without Social Entrepreneurs Ireland, thousands of young people all over this island would have been robbed of a chance to experience Soar and embrace a life lived true to who they are at their essence."



A Soar secondary school workshop in action.

JOHN KEARNEY

IRISH COMMUNITY RAPID RESPONSE IMPACT AWARDEE 2013

Established in 2008, the mission of Irish Community Rapid Response (ICRR) is to bring life-saving A&E services to rural and disadvantaged areas using volunteer medical professionals. Today, with 5 response vehicles in 4 counties and 150 volunteer GPs across Ireland, ICRR is saving 6 lives and responding to 100 emergencies per month. ICRR will continue to advance its life-saving mission and by 2020 aim to have 500 volunteer GPs operating throughout Ireland.

"We at ICRR would be years behind our current position in the field of pre-hospital care in Ireland if it were not for the help we received from Social Entrepreneurs Ireland."



John Kearney demonstrating the basic life-saving bag to volunteers at an emergency services gathering in Killarney.

WHAT IF YOUR BIG IDEA COULD CHANGE IRELAND?

Every year we run a rigorous selection process to find social entrepreneurs with the most potential to solve Ireland's biggest social problems.

What we look for:

- passionate and talented entrepreneurs
- new or more effective solutions
- scalable and sustainable impact



The selection process provides training and support to help:

- build capacity
- refine the business model
- communicate impact

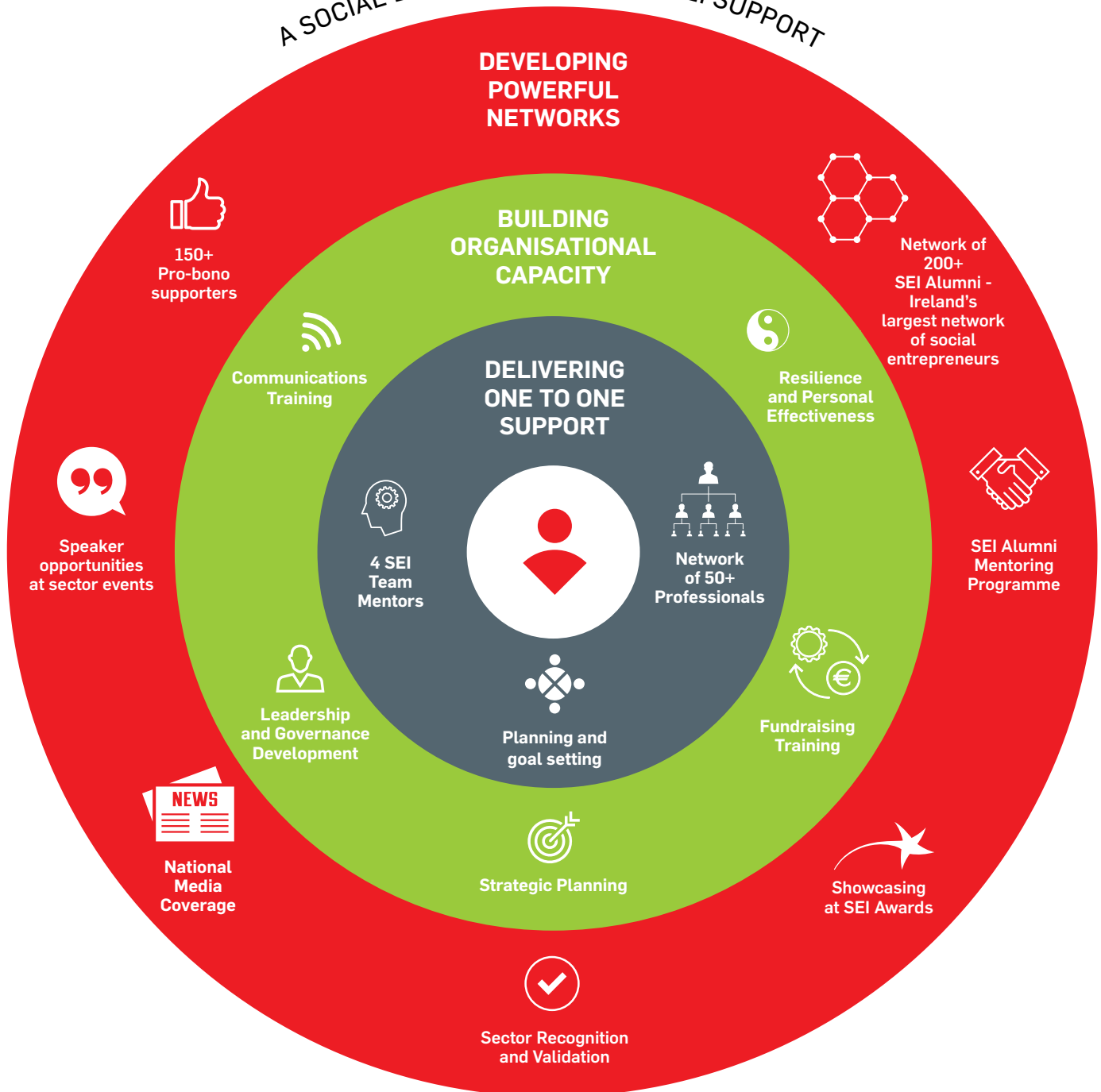
With access to a network of social entrepreneurs & highly connected business leaders



A SOCIAL ENTREPRENEUR WITH AN IDEA



A SOCIAL ENTREPRENEUR WITH SEI SUPPORT





IMPACT PROGRAMME

Our Impact Programme supports social entrepreneurs with established and effective projects that have the potential to scale significantly - creating widespread and long term social impact.

3 SOCIAL ENTREPRENEURS

€140,000 IN FUNDING AND SUPPORT

2 YEAR SUPPORT PROGRAMME

“Winning the award from Social Entrepreneurs Ireland has given us the confidence and encouragement to go on and develop our programme to its fullest potential.”

Gary Doggett, Pro-Social Drivers Programme - 2015 Impact Awardee.



ELEVATOR PROGRAMME

Our Elevator Programme offers support to social entrepreneurs in the earliest stages of their projects. Through this 12-month programme we help refine ideas and implement the required structures to build a sustainable and scalable organisation.

6 SOCIAL ENTREPRENEURS

€30,000 IN FUNDING AND SUPPORT

12 MONTH SUPPORT PROGRAMME

“Being an Elevator Awardee has brought our work onto a much bigger stage and given our organisation real credibility.”

Auveen Bell, Blossom Ireland - 2015 Elevator Awardee

MEET THE
2016
AWARDEES



CLAIRE BRADY

Lakers

Giving all people with
an intellectual disability
the support to reach
their potential

MY FIRST FOLLOWER

MY DAD

Quietly, behind the scenes, he was my constant champion, challenger, and was always there when things didn't go as I hoped.

THE CHALLENGE

Having an intellectual disability should not predetermine how your life will unfold. Like anyone else you should still have the opportunity to pursue your own interests and develop your unique personality. However, often the variety of social and recreational activities and the people you meet are limited by the school or service attended and what few suitable facilities exist locally. This absence of choice is a common experience for many people with an intellectual disability in Ireland. It can lead to lack of stimulation and personal growth, a waste of potential, and physical and mental health issues. Families can often feel isolated and frustrated.

THE IDEA

As a teenager, Claire Brady began volunteering for a small basketball club for people with special needs. She realised that it was the only social outlet many of its members had. She saw the potential to create an inclusive organisation for anyone with an intellectual disability, where they would have choice and agency over how they spend their time. Today, Lakers provides over 40 diverse activities to children and adults, including multiple sports, social activities, classes in subjects like drama, music, art, and healthy living. The diversity of activities is driven by the members and means choice and inclusion for all, no matter their ability or taste. Their vision is that every person with an intellectual disability in Ireland has a place to develop their abilities and build their self-esteem in an environment that is inclusive and supportive.

THE IMPACT

Since Lakers was established, membership has grown each year, with significant waiting lists in place for their activities. Lakers provides a strong and supportive network for its 290 members, their families and friends. Their impact is embedded through hundreds of volunteers engaged in Lakers and strong buy-in from the local community. With Lakers, someone with an intellectual disability can explore if they are sporty, musical, artistic, or a talented cook and can continuously challenge themselves. Having established a strong and vibrant club, the time has come to reach other communities across Ireland with this model of inclusion, choice, and fun.

Follow Lakers at:

www.lakers.ie

Facebook Lakers: Meeting Special Needs

Twitter @LakersMSNeeds

LinkedIn Claire Brady



NIALL BRESLIN AND SUSAN QUIRKE

A Lust for Life

A national wellbeing
movement to transform
how we talk about and treat
mental health

OUR FIRST FOLLOWER

DR. MALIE COYNE,
CLINICAL PSYCHOLOGIST

She shared our passion for a new Ireland
- an Ireland that puts the wellbeing of its
people first.

THE CHALLENGE

Niall started experiencing mental health challenges from a young age. Panic attacks, insomnia and anxiety left him terrified, without the language to describe it, nor the understanding to cope in a society that deeply stigmatised it. Right now in Ireland, many of us are experiencing challenges in our mental wellbeing, but fear or confusion can stop us from reaching out. This experience can start with retreating from family and friends, and left untreated can be devastating. The organisation Aware estimates that 1 in 10 people experience depression in Ireland today, while according to research by the RCSI, 1 in 5 young adults aged 19-24 and 1 in 6 young people aged 11-13 are experiencing some kind of mental illness.

THE IDEA

When Niall realised he was experiencing anxiety and depression he was determined that others shouldn't have to suffer in silence the way he had. He began working with Susan, who is a creative force in the world of wellbeing and believes passionately in the power of community. Together they worked with Pritesh Symonds-Patel, Derry McVeigh and Hugh Cafferky to create A Lust for Life - a trailblazing national movement for wellbeing. Their online platform recognises the power of peer support, where people can share their stories, hear from experts, and be sign-posted to the supports they need. They create inspirational events that focus on health, generating solidarity and a supportive community. They lobby key decision-makers to make positive change through education and health reform.

THE IMPACT

Since their launch in October 2015, A Lust for Life has reached over 1 million people in Ireland. They have cultivated a growing, enthusiastic and active community online, and attract thousands of people to their events. Now a leading voice for wellbeing, mental health and education reform, their vision is to transform how we talk about and treat mental health in Ireland, working together with key people and organisations in the health sector. Whether you are experiencing a mental health challenge and need some support, or simply want to create more wellbeing in your life, A Lust for Life is here to help.

Follow A Lust For Life at:
www.alustforlife.com
Facebook A Lust For Life
Twitter @lustforlife



DARA CONNOLLY

ReCreate

Creativity through reuse

MY FIRST FOLLOWER

TERESA HEENEY – CEO,
EARLY CHILDHOOD IRELAND

Her belief in the unlimited potential of creative reuse and open-ended play ensured that we could make a massive contribution to childhood development and carve out a unique role in Ireland today.

THE CHALLENGE

A child wakes up on Christmas morning and runs to the Christmas tree to get his present. He unwraps the colourful box to reveal a shiny red train set. Within minutes, the fun and play begins as the box itself becomes a house, a cave, a castle to the child. The creative instincts of this child are so much more than a game. They allow him to communicate his inner emotions and to develop motor and problem-solving skills. However, modern day society falls short of fostering this kind of creativity as classes, games and toys come with instructions and rules. This is particularly the case in disadvantaged communities where access to costly interactive materials can be limited. Meanwhile, end of line, surplus and unwanted materials with excellent reuse potential are discarded by businesses at considerable cost and sent straight to landfill.

THE IDEA

Dara witnessed the vital importance of creative, open ended play with Caoimh, his son with autism. He observed the confidence and wellbeing that it fostered in the children in the schools he helped to run, and knew more people needed to be able to access their creativity. He, along with Kevin McLoughlin, helped achieve this through ReCreate, set up in 2013 by Early Childhood Ireland and South Dublin County Partnership. ReCreate make art materials and educational supplies affordable and accessible to everyone. They salvage reusable materials from businesses and distribute them in unlimited quantities. Social inclusion, creative learning, and sustainability are at their core. They work with disadvantaged groups through free workshops and discounted memberships and benefit the environment through creative reuse.

THE IMPACT

ReCreate's 'Warehouse of Wonders' is a place where anything can be created with imagination. Since 2014, approximately 150,000 individuals have accessed ReCreate's services with schools and services saving up to €1,500 per annum on materials. They provide 6 full time and 18 part time jobs, along with 42 relevant work experience opportunities. They partner with 180 businesses, who benefit from significant savings on disposal costs and 250 tonnes of material diverted from landfill per annum for creative reuse. Their vision is of an Ireland where creativity and imagination are truly valued.

Follow ReCreate at:
www.recreate.ie
Facebook Recreate Ireland
Twitter @ReCreateIreland
LinkedIn Dara Connolly



NOELLE DALY AND STEPHEN CLUSKEY

Mobility Mojo

Accessible travel at
your fingertips

OUR FIRST FOLLOWER

DR. MAEVE NOLAN
CLINICAL PSYCHOLOGIST,
NATIONAL REHABILITATION HOSPITAL

Her endorsement, and the fact that she was using Mobility Mojo with her own patients, gave us a real boost and a sense of pride and we knew then that we were on the right track.

THE CHALLENGE

Imagine every trip into town was full of unknown obstacles. Will the ramp on the bus work? Is there a lift in the shopping centre? Will I be able to reach the table in the restaurant in my wheelchair? For people who need answers to these questions, they are met with information that is fragmented, inaccurate or non-existent. This is a huge issue that impacts not only the 600,000 people in Ireland with a disability, but their friends and families too. This means that many people with mobility issues would rather skip a journey or a trip than to risk it going wrong.

THE IDEA

As wheelchair users, Noelle and Stephen were frustrated with this lack of information. Determined to go about their daily lives with confidence, they founded Mobility Mojo - an app and website which provides detailed information about accessibility. Mobility Mojo is like 'TripAdvisor' for people with mobility issues. People are encouraged to write reviews on the level of accessibility in public facilities, hotels, restaurants, transport, and tourist attractions.

THE IMPACT

Since they began in mid-2015 Mobility Mojo have mapped the accessibility of over 200 places of interest in Dublin, with Galway and Dublin City Councils now on board as partners. They are working to raise awareness of this issue and put it at the forefront of people's minds, especially those in business. Their vision is to empower people to travel and explore with confidence and to make Ireland the top destination worldwide for people with mobility issues. With support from SEI, Mobility Mojo will continue to grow, ensuring that all people regardless of their level of mobility have equal access to everyday life choices.

Follow Mobility Mojo at:
www.mobilitymojo.ie
Facebook Mobility Mojo
Twitter @MobilityMojo
LinkedIn Noelle Daly / Stephen Cluskey



BARRY GRANT

Problem Gambling Ireland

Working to prevent and
reduce gambling-related
harm in Ireland

MY FIRST FOLLOWER

STEPHEN PLUNKETT
CEO, U-CASADH

His mentorship and experience as a social entrepreneur fills me with the hope that we can make positive social change, regardless of the challenges that face us.

THE CHALLENGE

With the touch of a button on your mobile phone, you can lose it all – your pay cheque, your rent, your relationships. As technology has enabled people to gamble online with unprecedented ease, gambling addiction has risen dramatically. Its effects can be tragic, with 1 in 5 problem gamblers attempting suicide. It is estimated that there are 40,000 problem gamblers living in Ireland today, with between 5 and 10 additional people affected by their addiction. This means that up to 400,000 people's lives are affected by problem gambling in Ireland today. However, there is no national strategy to tackle these issues.

THE IDEA

Barry is an addiction counsellor who witnessed the devastation that problem gambling can cause, ranging from mental health issues and family breakdown, to crime committed in order to support the addiction. He founded Problem Gambling Ireland to raise awareness of the effects of problem gambling, to roll out preventative education, to advocate for the enactment of the Gambling Control Bill, and to offer support to those affected. Recognising that gambling happens at the workplace, they are working in partnership with EPIC Risk Management to deliver 'Problem Gambling at Work', where employers and employees are educated on the risks and how to seek help. They have developed the nation's first independent resource dedicated to reducing gambling related harm with a platform for assessment and access to treatment services.

THE IMPACT

In the six months following Problem Gambling Ireland's launch, the online platform has had over 7,600 unique visitors. They have focused on raising awareness in the media of the harm caused by problem gambling, highlighting the warning signs, serious risks, and how to seek help. Since March 2016, they have rolled out an education and treatment programme, with results to date demonstrating a decrease in harmful gambling behaviour amongst the group. While gambling can be a harmless pastime, for others it can be detrimental. Problem Gambling Ireland want to make the wider community aware of this issue so people can seek help and think twice before pressing that button on their phone.

Follow Problem Gambling at:

www.problemgambling.ie

Facebook Problem Gambling Ireland

Twitter @ProbGamblingIE

LinkedIn Barry Grant



KILLIAN REDMOND AND SHANE MCKENNA

DabbledooMusic

A creative resource so no
child misses out on the joy
of music

OUR FIRST FOLLOWER

MARTINA SEXTON,
LECTURER OF CURRICULUM MUSIC,
ST. PATRICK'S COLLEGE, DUBLIN

Before we had even met her, she gave us confidence in what we had built by advising all of her student teachers to use DabbledooMusic.

THE CHALLENGE

In a country with a rich musical heritage and highly educated teachers, we are struggling to teach music to children in Irish primary schools. Teachers without a background in music who are unfamiliar with music notation are given responsibility to teach music, but often lack the confidence to do so. This means that many children in Ireland are missing out on the chance to experience music education and develop their creativity, critical thinking, and collaboration skills through music.

THE IDEA

As a music teacher himself, Shane quickly realised that many primary school teachers were struggling to teach music. He partnered with illustrator Killian to come up with a creative solution. DabbledooMusic is an online resource based on a new colour-coded, animated system of notation. Through characters, sounds, and symbols, the world of music is opened up to children in the classroom in a fun and interactive way. Completely accessible for teachers and parents with no musical background, and covering every area of the curriculum, children of all learning levels can learn to compose and play music.

THE IMPACT

Today, primary school teachers in over 30 schools around Ireland are using DabbledooMusic, with over 100 teachers and 2,000 students having been introduced to the programme. Over the coming months, Shane and Killian will be running workshops and professional development courses for teachers across Ireland, developing new 'on demand' courses in partnership with key players in this space, and conducting an evaluation study to assess DabbledooMusic's impact. With SEI support this animated and user-friendly system of musical notation is making music education more accessible to children all over Ireland, equipping teachers with the necessary tools to teach music with confidence, so that no child misses out on the joy of music.

Follow DabbledooMusic at:

www.dabbledoomusic.com

Facebook DabbledooMusic

Twitter @DabbledooMusic

LinkedIn Shane McKenna / Killian Redmond



CLIONA CURLEY AND ALEX COONEY

CyberSafeIreland

Empowering kids to be
stronger, smarter,
and safer online

OUR FIRST FOLLOWER

PROFESSOR JOE CATHY -
DEAN OF SCIENCE, UCD

His unshakable belief in us and
generosity with his time, expertise, and
connections has made all the difference.

THE CHALLENGE

We give our children access to the world when they go online, but, in doing so, we also give the world access to our children. Though the internet is an incredible resource, it can also be a dangerous place. Children make up a third of the three billion users of the internet in the world today. However, many parents are unaware of the risks that come with this, such as exposure to inappropriate content, grooming or extortion by predators and cyberbullying. The harm that this causes can be devastating. One in five children have been in contact with a stranger online. Parents and teachers are desperate for expert guidance on internet safety that just isn't there.

THE IDEA

With a background in cybercrime investigation and law enforcement, Cliona was concerned that there was no strategy for this pressing problem. With Alex's extensive experience in the not-for-profit sector, they came together with co-founder Maggie Brennan to create a solution. CyberSafeIreland teaches children, parents and teachers the importance of safe and positive online behaviour through training and education programmes in schools. Their focus is to influence behaviour change by engaging with children about the apps and games that they enjoy using. Basing their work on best practice worldwide, they are also working on the introduction of an evidence-based cyber safety standard for schools to ensure the embedding of internet safety across Ireland.

THE IMPACT

Since they began in September 2015, CyberSafeIreland has reached over 2,300 children through school workshops across Dublin and Wicklow, prioritising children from disadvantaged backgrounds. Following a return visit to one school three months after their workshop, children who had received the training scored 100% in a test on cyber safety. They plan to raise awareness of this issue through national campaigns, influence government policy and be the centre of expertise in Ireland for cyber safety. With the support of SEI, their goal is to have national reach by 2019 so that every child in Ireland can benefit safely from all the opportunities the internet offers.

Follow CyberSafeIreland at:

www.cybersafeireland.org

Facebook [Cybersafeireland](https://www.facebook.com/CyberSafeIreland)

Twitter [@CyberSafeIE](https://twitter.com/CyberSafeIE)

LinkedIn [Alex Cooney / Cliona Curley](https://www.linkedin.com/company/CyberSafeIreland)



FRANCIS CLEARY

Step Out Ireland

A welcoming and safe
environment for people
with social anxiety

MY FIRST FOLLOWER

MAGGIE – MEMBER LIAISON OFFICER,
STEP OUT IRELAND

As one of our first members, she understands first-hand the impact we are making, never letting us forget this and helping us to create a better Ireland for people with social anxiety.

THE CHALLENGE

We all know the feeling of being in an uncomfortable or new environment – we may feel shy, nervous, or unsure of ourselves. Imagine this became so acute that just being in the company of other people or the thought of a future interaction could induce anxiety, panic attacks, breathing difficulties, or nausea. This is the reality for 1 in 8 people in Ireland today who are experiencing Social Anxiety Disorder (SAD). SAD is an irrational fear of social situations and interactions, which can lead to the onset of other issues if not confronted, such as depression, alcoholism or drug abuse, and the inability to obtain or maintain employment.

THE IDEA

Francis was diagnosed with SAD at the age of 27 having lived with the condition his entire life. He soon realised that the treatment options available – medication and counselling – did not provide him the opportunity to combat the debilitating effects of social isolation. Fearing that all the progress he had made with his social anxiety would be lost unless he had a way to meaningfully interact with other people, he set up Step Out Ireland. Step Out Ireland provides a welcoming and safe environment for people to step out of their anxiety and make new connections, thereby increasing confidence and a sense of belonging. They organise support groups which are small and informal with group facilitators to help people to feel at ease.

THE IMPACT

In June 2015 Step Out Ireland began with just one Dublin group and five members. Today, Step Out Ireland have grown to four groups in Dublin, Galway, Limerick and Cork and now have over 400 members. They are working to raise awareness of SAD and its impact on people's everyday lives. With Step Out Ireland, you have somewhere to go where you are understood, listened to, and valued. They are committed to their goal of becoming one of the main pillars of support for people with SAD in Ireland, ensuring that no one with this condition feels alone.

Follow Step Out Ireland at:
www.stepoutireland.com
Facebook Step Out Ireland
Twitter @StepOutIreland
LinkedIn Francis Cleary



SAM SYNNOTT AND JUDITH ASHTON

Buddy Bench Ireland

Creating the space for children
to express their emotions
with confidence

OUR FIRST FOLLOWER

IRISH MEN'S SHEDS ASSOCIATION

The Irish Men's Sheds Association shared our values, lent us the power of their own credibility and are now providing Buddy Benches for school playgrounds all over Ireland.

THE CHALLENGE

Can you remember a time when you were a child and felt sad, lonely, or even frightened? Imagine that instead of keeping those feelings locked inside, you were encouraged to express these emotions. Can you imagine the difference it would have made to your life today? In Ireland today, many children do not have the tools to deal with or express their emotions, which can interfere with their healthy development and lead to a number of mental health challenges in their future. According to the RCSI, 1 in 6 young people aged 11-13 experience some kind of a mental health challenge, while high levels of anxiety affect up to 20% of children and young teenagers.

THE IDEA

Psychotherapist Judith found that early intervention was key to preventing childhood issues from spiralling. Sam discovered the full extent and impact of the issues children face when she became a parent. Together, they were convinced that if children were taught how to talk about their emotions, the mental health of Ireland's population could be vastly improved. Having observed similar international models, they founded Buddy Bench Ireland. The organisation has devised a programme for schools which promotes emotional resilience and introduces children to a shared vocabulary for expressing emotions, through visual tools, learning and role play. As part of the programme they also place a colourful bench in the schoolyard. Children are encouraged to sit together and ask one another how they are doing, and speak openly about their feelings in a positive and normalised way.

THE IMPACT

Buddy Bench Ireland has delivered their programme to 20 schools and 3,500 children to date, and are now extending their programme across Limerick, Dublin, and Cork. They aim to reach 1,500 schools and over 26,000 children by the end of 2017. With the support of Buddy Bench Ireland, a child who is fearful, anxious and confused about how they feel can communicate it. Their vision is a future where each child is supported to thrive throughout their school years in a community that prioritises their mental health.

Follow Buddy Bench Ireland at:

www.buddybench.ie

Facebook [Buddy Bench Ireland](#)

Twitter [@BuddyBenchIre](#)

LinkedIn [Sam Synnott / Judith Ashton](#)

SOCIAL ENTREPRENEURS IRELAND TEAM



Annalisa O'Carroll
Director of Impact
Developing world-class
support programmes



Jovana Jovanovic
Impact Assistant
Maintaining top-class delivery
of our selection process



Michelle O'Donnell Keating
Impact Programme Consultant
Scaling the impact of
social entrepreneurs



Sara Dennedy
Impact Associate
Selecting and supporting the
best social entrepreneurs



Naomi Linehan
Communications Executive
Communicating the impact
of social entrepreneurs



Siobhán O'Keeffe
Impact Associate
Delivering critical support
to Awardees and Alumni



Darren Ryan
Chief Executive
Driving the vision of
Social Entrepreneurs Ireland



Jane Feighery
Director of Development
Engaging financial support
for Social Entrepreneurs Ireland



Orla O'Connor
Office Manager
Ensuring excellence in delivery
of SEI services



Patrick Sweeney
**Marketing and
Development Specialist**
Connecting supporters and
social entrepreneurs

WE ARE HUGEY GRATEFUL TO THE INDIVIDUALS AND ORGANISATIONS
WHO INVEST IN OUR WORK AND SUPPORT US FINANCIALLY.
WE COULDN'T DO WHAT WE DO WITHOUT YOUR SUPPORT.



**WITH ENORMOUS THANKS TO THE
ENTREPRENEURS, BUSINESS LEADERS
AND INDIVIDUALS FROM ACROSS IRELAND,
THE USA AND THE UK WHO ARE AS
PASSIONATE ABOUT SUPPORTING SOCIAL
ENTREPRENEURS AS WE ARE.**

JOHN DUFFY, NEW YORK

JIM & DIANE QUINN, NEW YORK

KIP & PEGGY CONDRON, BOSTON

SHEELAGH O'NEILL, LONDON

JIM & MARY FLAVIN, DUBLIN

BETH STRUCKELL, DALLAS

BARRY O'BRIEN, NEW YORK

BART MURPHY, SAN FRANCISCO

BILL MCKIERNAN, SAN FRANCISCO

SHEILA O'MALLEY FUCHS, NEW YORK

ADRIAN JONES, NEW YORK

HARRY HARTFORD, LOS ANGELES

JOSH DOYLE, NEW YORK

DANIEL SWEENEY, NEW YORK

JOE TULLY, NEW YORK

DAVID KAVANAGH & RACHEL CONLAN, NEW YORK

RORY CAMERON, SAN FRANCISCO

JOHN KENNEDY, DUBLIN

MICHAEL LEE, DUBLIN

ZACHARY WEBB, LONDON

**If you want to join us in supporting
Ireland's leading social
entrepreneurs, please contact
patrick@socialentrepreneurs.ie**

"We are enthusiastic supporters of the great work of Social Entrepreneurs Ireland. The team at SEI have developed a model programme to select the best candidates, support, coach and provide funds so that they can make an outsized impact, improving the prospects for many of those who are most in need in Ireland."

*Jim and Diane Quinn
New York, USA*

"We are delighted to have supported Social Entrepreneurs Ireland since 2015 and honoured to be part of such an imaginative initiative. The quality of the projects we've reviewed, and the calibre of the individuals we have met – particularly at Bootcamp – has been very impressive. It is clear that social entrepreneurs across Ireland are paving the way for social change in our society, and helping to improve communities across the country."

*Michelle O'Sullivan
Senior Vice President, HR at Bank of America Merrill Lynch
Ireland*

"I have participated on the SEI interview panel for the last few years and I am always blown away by the passion, enthusiasm, hard work & commitment of all the people being interviewed. I find the whole process very humbling spending time with people who have a real passion for doing good and making Ireland (and further afield in some cases!) a better place."

*Donal Murphy, Managing Director DCC Energy
and Director, DCC plc.*

"I am so enthusiastic about SEI for two reasons. First, they give potential game changers a chance to make a difference with their Elevator Award programme. Secondly, for the modest amount of funds they have had to deploy, SEI has made an incredible difference in helping solve some of society's challenges."

*John Duffy
New York, USA*

MEET THE BOARD

Our dedicated board comprises leading business, academic and public-sector professionals from Ireland and the USA. These individuals give generously of their time on a voluntary basis to ensure the highest standard of professionalism and governance is upheld in all of our operations. The board and team work closely together in the development of strategy and selection of Awardees. The board provides oversight and support to ensure that we create the greatest possible impact with the resources of the organisation.



Members of the Board of Directors and the SEI team at a strategy planning day in Kilkenny.

“Social entrepreneurs across Ireland are developing new and innovative approaches to improve lives, create opportunities and strengthen communities. As the world around us changes, the challenges we face also evolve, so we need to continuously adapt and develop our support for social entrepreneurs.

The Board of Directors of Social Entrepreneurs Ireland are hugely committed to working with the team at SEI to support and develop social entrepreneurship in Ireland. As Chairperson and on behalf of my board colleagues, I would like to thank our funders without whom SEI would not exist and could not support social entrepreneurs. I would also like to thank the team for their continued dedication and hard work, which is carried out with vision, commitment and great enthusiasm.”

*Gerry Kearney
Chairperson*

BOARD OF DIRECTORS

CHAIRPERSON

Gerry Kearney

Chair of the Board since March 2011.

DIRECTORS

Tommy Breen

CEO, DCC plc. Director since February 2016.

Julian Davis

Director at Fleishman Hillard. Director since March 2007.

John Duffy

Vice Chairman, KBW. Director since November 2014.

Teresa Harrington

Former Partner at PwC. Director since November 2012.

Clodagh Hughes

CEO, Motive8. Director since November 2012.

Brian MacCraith

President, Dublin City University. Director since March 2011.

Julie Sinnamon

CEO, Enterprise Ireland. Director since December 2015.

Sharon Vard

CEO, Anam Cara. Director since June 2013.

HOW WE ARE FUNDED

Social Entrepreneurs Ireland is privately funded by a range of foundations, corporate partners, and individuals. We do not receive any government support and are entirely dependent on the generosity of our donors.

FOLLOW US AT

www.socialentrepreneurs.ie

Facebook **Social Entrepreneurs Ireland**

Twitter **@SEIreland**

LinkedIn **Social Entrepreneurs Ireland**

YouTube **Social Entrepreneurs Ireland**



Registered Charity Number CHY 17524 / CRA20065379

SOCIAL ENTREPRENEURS IRELAND LIMITED
(A Company limited by Guarantee)

REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED
31st DECEMBER 2016

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

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SOCIAL ENTREPRENEURS IRELAND LIMITED

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DIRECTORS AND OTHER INFORMATION

Directors

Brian MacCraith (Chairperson)
Julian Davis
John Duffy
Julie Sinnamon
Sharon Vard
Teresa Harrington
Julian William Yarr (appointed 15 November 2016)
Thomas Benedict Patrick Breen (appointed 24 February 2016)
Maurice Anthony Healy (resigned 3 March 2016)
Gary McGann (resigned 4 May 2016)
Gerry Kearney (resigned 6 December 2016)
Clodagh Hughes (resigned 16 January 2017)

Senior Management

Darren Ryan - Chief Executive Officer
Annalisa O'Carroll - Director Of Impact

Secretary

Goodbody Secretarial Limited

Company Number

433846

Business Name

Social Entrepreneurs Ireland

Charity Number

CHY17524

Charity Regulatory Authority Number

20065379

Registered Office

Lower Ground Floor, 11/12 Warrington Place, Dublin 2

Auditors

Crowe Horwath
Bastow Charleton
Chartered Accountants and Statutory Audit Firm
Marine House
Clanwilliam Place
Dublin 2

Bankers

Bank of Ireland, St Stephen's Green, Dublin 2

Solicitors

A&L Goodbody, IFSC, North Wall Quay, Dublin 1

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

THE DIRECTORS' REPORT **YEAR ENDED 31st DECEMBER 2016**

The directors of Social Entrepreneurs Ireland Company Limited by Guarantee ("Social Entrepreneurs Ireland") present their report and the financial statements for the year ended 31 December 2016.

ORGANISATION AND STATUS LEGAL STATUS

Social Entrepreneurs Ireland is a Public Benefit Entity and was incorporated as a company limited by guarantee on 31 January 2007. The company does not have a share capital and consequently the liability of the members is limited, subject to an undertaking by each member to contribute to the net assets or liabilities of the company on winding up such amounts as may be required not exceeding €1. The company was incorporated under a Memorandum of Association which established the objects and powers of the charitable company. The company has since filed the required documents with the Companies Registration Office along with an updated Constitution in order to comply with the Companies Act 2014.

The company's registered number is 433846. Social Entrepreneurs Ireland is recognised by the Revenue Commissioners as having registered charity status, registration number CHY 17524. The company is also registered with the Charity Regulatory. Our Registered Charity Number is 20065379.

VISION AND MISSION

Vision

Our vision is for an Ireland where every social problem is solved quickly and effectively.

Mission

Support high-potential social entrepreneurs to tackle Ireland's social problems.

ORGANISATION AND GOVERNANCE

Social Entrepreneurs Ireland is based at 11/12 Warrington Place, Dublin 2. Social Entrepreneurs Ireland is governed by a Board of Directors, all of whom are non-executive and drawn from a diverse range of backgrounds to ensure that the Board has the necessary range of skills for decision making. The principal responsibilities of the Board include strategic direction, financial and risk management, as well as monitoring performance and good governance. The Board of Directors are volunteers and are paid no fees or other earnings by Social Entrepreneurs Ireland.

The number of directors shall be not less than two and not more than eleven. In accordance with the constitution, one third of the Directors shall retire by rotation at the Annual General Meeting of the company and offer themselves for re-election.

The names of persons who at any time during the financial year and since the year end unless otherwise stated were directors of the company and their attendance at meetings of the board are as follows:

SOCIAL ENTREPRENEURS IRELAND LIMITED

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THE DIRECTORS' REPORT YEAR ENDED 31st DECEMBER 2016

Directors' Attendance at Board Meetings

Name	No. of meetings held during the year while a Board member	No. of meetings attended during the year while a Board member
Brian MacCraith (Chairperson)	5	3
Julian Davis	5	3
John Duffy	5	4
(American) Julie	5	3
Sinnamon Sharon	5	5
Vard	5	4
Teresa Harrington	2	1
Julian William Yarr (appointed 15 November 2016)	5	2
Thomas Benedict Patrick Breen (appointed 24 February 2016)	1	1
Maurice Anthony Healy (resigned 3 March 2016)	2	1
Gary McGann (resigned 4 May 2016)	5	5
Gerry Kearney (resigned 6 December 2016)	5	3
Clodagh Hughes (resigned 16 January 2017)		

In accordance with the Constitution, Julian Davis, Brian MacCraith and Teresa Harrington retire from the Board and, being eligible, offer themselves for re-election. Brian MacCraith was appointed chair in 2017. Gerry Kearney stepped down as chair on 6 December 2016 and we would like to express our appreciation for all of his services.

DIRECTORS INDUCTION AND TRAINING

Social Entrepreneurs Ireland has an induction programme for new directors to ensure that collectively they have the overview required for proper governance of the company. All new Board members receive a verbal briefing together with an induction pack (incorporating all relevant governance and policy documents) shortly after election in order to familiarise themselves with their statutory responsibilities, their role as Board members, the governance framework and our strategy. Board members comply with Conflict of Interest and Conflict of Loyalty policies.

SOCIAL ENTREPRENEURS IRELAND LIMITED

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THE DIRECTORS' REPORT YEAR ENDED 31st DECEMBER 2016

The Board delegates the day to day operation of the organisation to the CEO, Darren Ryan and a team of professional staff. There are clear distinctions between the roles of the Board and the CEO to which day to day management is delegated. Matters such as policy, strategic planning, and budgets are prepared by the management team for consideration and approval by the Board, which monitors the implementation of these plans.

COMPLIANCE STATEMENTS

Social Entrepreneurs Ireland is committed to the highest standards of transparency, governance and accountability in ensuring that it delivers the maximum value and impact with the donations it receives from supporters and partners.

Social Entrepreneurs Ireland complies with the following Codes of Practice and the Charities Acts:

- The Statement of Guiding Principles for Fundraising
- The Governance Code the Community, Voluntary and Charitable Sector in Ireland
- The Charity Regulatory Authority

In addition, Social Entrepreneurs Ireland has voluntarily adopted the Statement of Recommended Practice (SORP) for accounting and reporting by charities, as recommended by the UK Charities Commission, in the absence of there being a similar SORP in Ireland.

PRINCIPAL ACTIVITY

The principal activity of the company is the promotion and development of social entrepreneurship in the Republic of

Ireland by providing financial support, mentoring and training to social entrepreneurs.

RISK MANAGEMENT

The Company is committed to managing risk in a systematic and disciplined manner. The directors, in conjunction with the senior management team, work proactively to manage the risks by reviewing potential financial, reputational and operational risks on an annual basis and developing and implementing strategies to pre-empt or minimise these risks. They are satisfied that appropriate systems are in place to mitigate against these risks, and limit exposure. Risks are identified and ranked in terms of potential impact, and the Company's risk control measures are documented. Major risks are those which may have an impact on operational performance, financial sustainability, achievement of aims and objectives and meeting expectations of our social entrepreneurs, funders, partners and supporters.

The principal risks and uncertainties that the company faces are:

- ***Failure to comply with Statutory/ Regulatory Requirements:***
The company is subject to Company and Charity Law requirements and other Regulations such as health & safety matters and has appropriate processes in place to monitor adherence and compliance with legislation and regulations impacting on its operations.
- ***Lack of Funding to support the Awards Programmes:***
The company provides support to Social Entrepreneurs who are successful in the Awards Programme. This support takes the form of a cash award and also significant one to one mentoring

SOCIAL ENTREPRENEURS IRELAND LIMITED

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THE DIRECTORS' REPORT YEAR ENDED 31st DECEMBER 2016

and coaching by the staff of SEI. There is a risk that sufficient funding may not be available to adequately fund operating costs and fund the Impact Partnerships programmes. This risk is mitigated by the development and implementation of the Fundraising Strategy resulting in a broadening of the funding base both nationally and internationally.

- **Recruitment, Retention and Development of people:**

There is a risk that key staff may not remain with the Company resulting in a loss of corporate knowledge and experience. The risk is mitigated through the close involvement of the Board with key staff, effective HR strategies, succession planning and training.

- **Reputational risk:** The directors have reviewed the activities of the company and considered the potential sources of reputational damage and their impact on the company. Reputational risk could result from a number of areas including negative publicity in respect of SEI activities, donors and awardees or negative comment by donors and awardees. The risks are mitigated by the development and implementation of a clear communications strategy with our donors, awardees and other stakeholders supported by transparent reporting in relation to our activities and financial position and results.

- The current risk register was considered by the directors at the March 2017 Board meeting.

REVIEW OF THE BUSINESS AND FUTURE DEVELOPMENTS

In 2016 the Company completed a three-year strategic plan, as agreed with the Board. The focus of this strategy was based on three core pillars of work to ensure high-potential social entrepreneurs succeed: Seed, Scale, and Shape.

SEED - Develop a pipeline of high-potential social entrepreneurs

SCALE - Directly support the best social entrepreneurs to increase their impact

SHAPE - Create an environment in Ireland where social entrepreneurs can thrive

All of the activities of the company focus on furthering these three pillars and creating an Ireland where every social problem is solved quickly and effectively.

OBJECTIVES AND ACTIVITIES

1. SEED: *Develop a pipeline of high-potential social entrepreneurs*

Finding high-potential social entrepreneurs with big ideas to change Ireland

In October 2016, an audience of 600 people gathered in the Mansion House in Dublin where Social Entrepreneurs Ireland announced the winners of the 2016 Social Entrepreneurs Ireland Awards - the nine social entrepreneurs with the potential to change Ireland, who would join the Social Entrepreneurs Ireland Awards programme. They would bring to 204, the number of social entrepreneurs supported by the Company in its 12 years in existence.

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THE DIRECTORS' REPORT YEAR ENDED 31st DECEMBER 2016

A core objective of the Company is selecting social entrepreneurs with the highest potential in Ireland. In 2016, this process began in January, when the company embarked on a nationwide search for ambitious entrepreneurs with innovative ideas with the potential to solve social problems in Ireland.

Social Entrepreneurs Ireland rolled out a national outdoor advertising campaign calling for big ideas to change Ireland. This was the Company's first ever national advertising campaign of this magnitude, thanks to a generous donation of free ad space from Exterion Media. This included messaging across buses, trains and commuter transport hubs.

The Company also engaged with social entrepreneurs in communities across Ireland, through a series of Roadshow events held in Dublin, Limerick, Galway, Cork and Belfast. Roadshow attendees had the opportunity to meet the Social Entrepreneurs Ireland team, hear about the Social Entrepreneurs Ireland programmes, take part in a workshop and hear inspiring talks from previous award winners. 173 social entrepreneurs applied to the Awards Programme, all of whom were provided with detailed feedback on their ideas and projects. The Company prides itself on its robust and extensive selection process. 2016 was a record year in terms of External Reviewers signing up to take part in the selection process, with a total of 256 people committing to review applications – marking an increase of 13 people from 2015. This resulted in 720 hours of assessment for the 2016 applications.

Bootcamp

The 2016 selection process saw 50 projects - 30 Elevator and 20 Impact applicants - take part in the Social Entrepreneurs

Ireland Bootcamp at the RDS. As well as participating in expert training and networking sessions, these projects were pitched to a total of 10 judging panels consisting of 26 external judges throughout the course of the day.

The winners were then announced in October 2016. The company provided direct support to the winning social entrepreneurs through two Awards Programmes: the Impact Programme and the Elevator Programme.

One to One Support

At the heart of these support programmes is targeted one-to-one mentorship and engagement opportunities with the Social Entrepreneurs Ireland team. These meetings take place at a minimum every 4 – 6 weeks and include goal setting and follow up, capacity assessment and, critically, personal coaching and support.

The Elevator Programme offers support to social entrepreneurs in the earliest stages of their projects. Through this 12-month programme the company helps to refine ideas and implement the required structures to build sustainable and scalable organisations. The Programme committed €20,000 in direct financial support to each of six social entrepreneurs, providing them with the foundation to build a sustainable and impactful organisation. In addition to the financial support, these organisations will receive one year of capacity development, mentoring and training to the value of €10,000. Elevator Awardees also gain access to a range of pro-bono supports from Social Entrepreneurs Ireland's partner organisations.

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THE DIRECTORS' REPORT YEAR ENDED 31st DECEMBER 2016

The 2016 Elevator Awardees:

Buddy Bench Ireland - Sam Synnott and Judith Ashton

BuddyBench Ireland is a school-based, child-led programme which promotes good mental health, well-being, and emotional resilience. The core competencies of empathy, creativity, mindfulness and communication are fostered through the programme. A feature of the programme is the Buddy Bench, placed in the school yard and used by any child who is feeling lonely or 'different', encouraging others to reach out and lend support.

www.buddybench.ie

CyberSafeIreland - Alex Cooney and Cliona Curley

CyberSafeIreland works to empower children, parents and teachers to navigate the online world in a safe and responsible manner. Recognising that technology is going to play an increasingly important part in children's futures, their mission is to reach every child in Ireland with key messages on keeping safe online and safeguarding their digital well-being.

www.cybersafeireland.org

DabbledooMusic - Shane McKenna and Killian Redmonk

DabbledooMusic aims to make music education more accessible, engaging, and fun for teachers and students. Through the provision of accessible online resources and workshops for teachers and parents, they encourage creativity, collaboration and critical thinking in the classroom.

www.dabbledoomusic.com

Mobility Mojo - Noelle Daly and Stephen Cluskey

Mobility Mojo is 'TripAdvisor' for those with mobility issues. Through an online website and associated apps containing user-generated reviews of transport routes, public buildings, and accommodation, their mission is to create a barrier-free travel environment for people with limited mobility.

www.mobilitymojo.ie

Problem Gambling Ireland - Barry Grant

Problem Gambling Ireland is an independent resource dedicated to reducing gambling related harm through preventative education, awareness-raising of gambling addiction and lobbying for statutory regulation of the gambling industry. Their mission is to provide an independent suite of supports, resources and referral pathways for problem gamblers and their families.

www.problemgambling.ie

Step Out Ireland - Francis Cleary

Step Out Ireland works with people who experience Social Anxiety Disorder (SAD), seeking to support them by facilitating social interaction with other members experiencing SAD. Their aim is to facilitate meaningful connection so that social confidence and a sense of belonging can be fostered.

www.stepoutireland.com

SOCIAL ENTREPRENEURS IRELAND LIMITED

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THE DIRECTORS' REPORT YEAR ENDED 31st DECEMBER 2016

2. SCALE: *Directly support the best social entrepreneurs to increase their impact*

A core tenet of the company's objectives is to select and develop social entrepreneurs with the potential to scale their solution across Ireland.

The Impact Programme supports social entrepreneurs with established and effective projects that have the potential to scale significantly – creating widespread and long-term social impact.

The Impact Programme committed €100,000 in direct financial support to three social entrepreneurs to support them in scaling their organisations. In addition, these organisations will receive two years of support, mentoring and training to the value of €40,000, making a total Award value of €140,000 per Impact Award Winner. Impact Awardees also gain access to a range of pro-bono supports from our partner organisations.

A Lust for Life - Niall Breslin and Susan Quirke

ALust for Life is a national well-being movement utilising a holistic approach to promote positive mental health, suicide prevention and physical health. Their aim is to achieve social impact by raising awareness and providing a platform for engagement through their website, events, working with mainstream media and through grassroots advocacy.

www.alustforlife.com

Lakers; Meeting Special Needs - Claire Brady

Lakers was founded to provide children & adults with an intellectual disability the opportunity to develop their innate skills and self-esteem in a supportive and inclusive environment. The members of Lakers participate in a wide range of sporting, social, recreational, and developmental activities which enables them to enhance a range of skills. Lakers also provide a strong, supportive network for parents and families of members in facing these challenges.

www.lakers.ie

ReCreate - Dara Connolly

ReCreate takes end of line, surplus, and unwanted stock from local and national businesses, reusing them as arts materials for use in early childhood education, in schools, colleges, special needs groups and community centres. Their goal is to help local businesses to produce less waste, and for schools and communities to have the opportunity to work, play, and use their creative imagination.

www.recreate.ie

SOCIAL ENTREPRENEURS IRELAND LIMITED

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THE DIRECTORS' REPORT YEAR ENDED 31st DECEMBER 2016

Continued Support

The company continued to work closely with the Awardees who were announced in 2014 and 2015, helping them to build sustainable and scalable organisations through one to one mentorship, training and networking events.

Awardees on the programme from 2014 were: Elizabeth Waters, from Virtual Community College - Bringing transformative 21st century education to communities struggling with poverty; Aoibheann O'Brien & Iseult Ward from FoodCloud - An online platform that matches businesses that have too much food with charities that have too little; and Karen Leigh from Sensational Kids - A child development centre helping children with additional needs to improve their skills and maximise their potential.

The 2015 Awardees included: Gary Doggett - Pro-Social Drivers; Irene Lowry - Nurture; Stephen Plunkett - U- Casadh; Rachel Moore Express YOUR Gender; Auveen Bell - Blossom Ireland; Wayne Dignam - Care Leavers' Network; Lorraine Lynch & Arlene Naughten - Sugru; Keith Moore & Gordon Rose - Smartvote; and Derek McDonnell - The Mojo Programme.

A total of €186,125 in direct funding was released to these organisations over the course of 2016, in line with the commitments made in previous years.

The company further developed the Social Entrepreneur's Ireland Alumni Network. The Network is made up of graduates from the Elevator and Impact Programme and is an important part of Social Entrepreneurs Ireland's work. It ensures that

the social entrepreneurs supported by Social Entrepreneurs Ireland continue to benefit from being part of a thriving network of people affecting change, around the country. Through the Alumni Network the social entrepreneurs continue to receive support and advice and make valued connections after their time on the support programme ends.

3. SHAPE: *Create an environment where social entrepreneurs can thrive*

In 2016 the Company engaged in extensive media work, advocacy and a range of events to showcase and highlight the impact and potential of social entrepreneurship in affecting positive change in Ireland.

ACHIEVEMENTS AND PERFORMANCE

The company's most recent annual survey of the social entrepreneur awardees showed impressive impact and growth statistics among the social entrepreneurs that were supported.

Over the lifetime of the company, 204 social entrepreneurs have passed through the support programmes. These social entrepreneurs have gone on to impact the lives of 520,000 people and created 1,230 employment opportunities.

The social entrepreneurs on our support programmes achieved the following results, based on their work over a 12-month period.

- Total number of people directly impacted by Awardees: 92,258

SOCIAL ENTREPRENEURS IRELAND LIMITED

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THE DIRECTORS' REPORT **YEAR ENDED 31st DECEMBER 2016**

- Additional funding raised by the Awardees for every €1 invested by Social Entrepreneurs Ireland: €8.41
- Number of employment opportunities created by our current Awardees: 128
- Average growth in impact figures for this group of social entrepreneurs over 12 months: 111%

Financial Review

The result for the year was a net outflow of funds of €452,717 as the Company continued to invest a portion of its reserves over the course of the year on its charitable activities. These reserves had been built at a time when the company was highly reliant on one of its donors, The One Foundation, which has now closed. The funding allowed the organisation to roll-out the 2014 – 2016 strategic plan, which has now been completed in full.

The company has developed a new strategy for the period 2017 - 2020. At the end of 2016, the company increased its donor base and received a number of additional financial commitments for the 2017 - 2020 period, and together with a strong reserves policy, the organisation is now focussed on building a sustainable base to deliver the new strategy and further grow the impact in the years to come.

EVENTS SINCE THE YEAR END

The Company's 2017 – 2020 Strategy, The New Ambition, was signed off by the board and the initial phases of this strategy have begun.

PLANS FOR THE FUTURE

The directors do not envisage making any significant changes to the business in the foreseeable future.

RESERVES

It is our policy to retain sufficient reserves to safeguard ongoing commitments and operations. The board reviews reserves so as to ensure that sufficient funds are available to allow for spending on programmes and fundraising activity to continue, without disruption, in the case of a fall in income. All reserves are currently held in cash. The policy is that the organisation can draw on the resources required to operate for a minimum of 6 months.

TAXATION STATUS

No charge to taxation arises as Social Entrepreneurs Ireland Company Limited by Guarantee has been granted charitable exemption by the Revenue Commissioners.

STATE OF AFFAIRS AFTER THE BALANCE SHEET DATE

In the opinion of the Directors, the state of the company's affairs is satisfactory and there has been no material change since the Balance Sheet date.

SOCIAL ENTREPRENEURS IRELAND LIMITED

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THE DIRECTORS' REPORT **YEAR ENDED 31st DECEMBER 2016**

ACCOUNTING RECORDS

The measures taken by the directors to ensure compliance with the requirements of Sections 281 to 285 of the Companies Act 2014 with regard to the keeping of accounting records, are the employment of appropriately qualified accounting personnel and the maintenance of computerised accounting systems. The company's accounting records are maintained at the company's premises at the registered office at Lower Ground Floor, 11/12 Warrington Place, Dublin 2.

STATEMENT OF RELEVANT AUDIT INFORMATION

Each of the persons who are directors at the time when this Directors' Report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the company's auditors are unaware, and
- the director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company's auditors are aware of that information.

AUDITORS

The auditor, Crowe Horwath Bastow Charleton, is eligible and has expressed a willingness to continue in office in accordance with Section 383(2) of the Companies Act 2014. Crowe Horwath Bastow Charleton were appointed as Auditors in place of Grant Thornton for the year ended 31 December 2016.

Signed on behalf of the board of directors:

Brian MacCriath

Chairperson

Date: 28 June 2017

Teresa Harrington

Director

Date: 28 June 2017

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

STATEMENT OF DIRECTORS' RESPONSIBILITIES

YEAR ENDED 31st DECEMBER 2016

The Directors are responsible for preparing the Directors' Report and the financial statements in accordance with Irish law and regulations. Irish company law requires the directors to prepare financial statements for each financial year. Under the law, the Directors have elected to prepare the financial statements in accordance with Irish Generally Accepted Accounting Practice in Ireland, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and promulgated by the Institute of Chartered Accountants in Ireland and with the Accounting and Reporting by Charities: Statement of Recommended Practice (Charities SORP) applicable to charities preparing their accounts in accordance with FRS102 (effective 1 January 2015).

Under company law, the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the assets, liabilities and financial position of the company for the financial year end date and of the surplus/deficit of the company for that financial year and otherwise comply with the Companies Act 2014.

In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent; and
- state whether the financial statements have been prepared in accordance with applicable accounting standards, identify those standards, and note the effect and the reasons for any material departure from those standards; and

- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The Directors confirm that they have complied with the above requirements in preparing the financial statements.

The Directors are responsible for ensuring that the company keeps or causes to be kept adequate accounting records which correctly explain and record the transactions of the company, enable at any time the assets, liabilities, financial position and profit or loss of the company to be determined with reasonable accuracy, enable them to ensure that the financial statements and Directors' Report comply with the Companies Act 2014 and enable the financial statements to be audited. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Signed on behalf of the board of directors:

Brian MacCriath

Chairperson

Date: 28 June 2017

Teresa Harrington

Director

Date: 28 June 2017

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SOCIAL ENTREPRENEURS IRELAND LIMITED YEAR ENDED 31st DECEMBER 2016

We have audited the financial statements of Social Entrepreneurs Ireland Company Limited by Guarantee, for the year ended 31 December 2016 which comprise the Statement of Financial Activities, Balance Sheet, Statement of Changes in Equity, Cashflow Statement and the related notes. The financial reporting framework that has been applied in their preparation is Irish law and accounting standards issued by the Financial Reporting Council and promulgated by the Institute of Chartered Accountants in Ireland (Generally Accepted Accounting Practice in Ireland) including Financial Reporting Standard 102 'The Reporting Standard applicable in the UK and Republic of Ireland' and with the Accounting and Reporting by Charities: Statement of Recommended Practice (Charities SORP) applicable to charities preparing their accounts in accordance with FRS102 (effective 1 January 2015).

This report is made solely to the company's members, as a body, in accordance with Section 391 of the Companies Act 2014. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an Auditors' Report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As explained more fully in the Directors' Responsibilities Statement, the Directors are responsible for the preparation of

the financial statements and for being satisfied that they give a true and fair view and otherwise comply with the Companies Act 2014. Our responsibility is to audit and express an opinion on the financial statements in accordance with Irish law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Financial Reporting Council's Ethical Standards for Auditors.

SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' Report and Financial Statements for the year ended 31 December 2016 to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies, we consider the implications for our report.

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SOCIAL ENTREPRENEURS IRELAND LIMITED YEAR ENDED 31st DECEMBER 2016

OPINION ON FINANCIAL STATEMENTS

In our opinion the financial statements:

- give a true and fair view of the state of the assets, liabilities and financial position of the company at 31 December 2016 and of its net movement in funds for the year then ended;
- have been properly prepared in accordance with Generally Accepted Accounting Practice in Ireland and in particular with the requirements of the Companies Act 2014.

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY THE COMPANIES ACT 2014

- We have obtained all the information and explanations which we consider necessary for the purposes of our audit.
- In our opinion the accounting records of the company were sufficient to permit the financial statements to be readily and properly audited.
- The financial statements are in agreement with the accounting records.
- In our opinion the information given in the Directors' Report is consistent with the financial statements.

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

We have nothing to report in respect of the provisions in the Companies Act 2014 which require us to report to you if, in our opinion, the disclosures of directors' remuneration and transactions specified by law are not made.

Signed by:
Sharon Gallen

For and on behalf of

Crowe Horwath

Bastow Charleton

Chartered Accountants and Statutory Audit Firm

Marine House

Clanwilliam Place

Dublin 2

Date: 28 June 2017

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

STATEMENT OF FINANCIAL ACTIVITIES (incorporating the Income and Expenditure Account) FOR THE YEAR ENDED 31st DECEMBER 2016

	Note	Unrestricted Funds €	Restricted Funds €	Total 2016 €	Total 2015 €
INCOME AND ENDOWMENTS FROM:					
Donations and legacies	3.1	1,048,972	-	1,048,972	905,527
Charitable activities	3.2	-	-	-	51,503
Investments	3.3	139	-	139	183
Total		1,049,111	-	1,049,111	957,213
EXPENDITURE ON:					
Raising funds	4.1	190,838	-	190,838	179,819
Charitable activities	4.2	1,310,990	-	1,310,990	1,089,729
Total		1,501,828	-	1,501,828	1,269,548
Net expenditure		(452,717)	-	(452,717)	(312,335)
NET MOVEMENT IN FUNDS		(452,717)	-	(452,717)	(312,335)
RECONCILIATION OF FUNDS:					
Total funds brought forward	15	1,302,277	193,673	1,495,950	1,808,316
TOTAL FUNDS CARRIED FORWARD	15	849,560	193,673	1,043,233	1,495,981

All income and expenditure arises from continuing operations. The company has no recognised gains or losses other than the result for the year as set out above.

The notes on pages 57 to 71 form part of these financial statements.

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

BALANCE SHEETAS AT 31st DECEMBER 2016

	Note	Total 2016 €	Total 2015 €
FIXED ASSETS			
Tangible assets	10	23,178	29,635
CURRENT ASSETS			
Debtors	11	165,585	26,003
Cash at bank and in hand	12	1,412,789	1,943,348
TOTAL CURRENT ASSETS		1,578,374	1,969,351
CREDITORS (amounts falling due within one year)	13	(558,319)	(503,036)
NET CURRENT ASSETS		1,020,055	1,466,315
TOTAL NET ASSETS		1,043,233	1,495,950
FUNDS OF THE CHARITY			
Unrestricted funds	15	849,560	1,302,277
Restricted funds	15	193,673	193,673
TOTAL CHARITY FUNDS		1,043,233	1,495,950

SIGNED ON BEHALF OF THE BOARD:

Brian MacCriath

Chairperson

Date: 28 June 2017

Teresa Harrington

Director

Date: 28 June 2017

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31st DECEMBER 2016

	Note	Total 2016 €	Total 2015 €
CASH FLOWS FROM OPERATING ACTIVITIES:			
NET CASH PROVIDED BY OPERATING ACTIVITIES	16	(527,312)	(395,236)
CASH FLOWS FROM INVESTING ACTIVITIES			
Investment income received		139	183
NET CASH USED IN INVESTING ACTIVITIES		139	183
CASH FLOWS FROM FINANCING ACTIVITIES:			
Payments to acquire tangible fixed asset		(3,386)	(32,256)
NET CASH USED IN FINANCING ACTIVITIES		(3,386)	(32,256)
CHANGE IN CASH AND CASH EQUIVALENTS USED IN THE REPORTING PERIOD	17	(530,559)	(427,309)
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE REPORTING PERIOD	17	1,943,348	2,370,657
CASH AND CASH EQUIVALENTS AT THE END OF THE REPORTING PERIOD	17	1,412,789	1,943,348

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

1. GENERAL INFORMATION

Social Entrepreneurs Ireland Company Limited by Guarantee is established to benefit the community as a whole by encouraging social change and innovation through the promotion and development of social entrepreneurship. This is done by providing financial support, mentoring and training to social entrepreneurs and by actively engaging with the community. The company's registered office is Lower Ground Floor, 11/12 Warrington Place, Dublin 2.

2. STATEMENT OF ACCOUNTING POLICIES

2.1. BASIS OF PREPARATION OF FINANCIAL STATEMENTS

The financial statements have been prepared in accordance with Financial Reporting Standard 102, the Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland and Irish statute comprising of the Companies Act 2014 and the Charities SORP (FRS102): Accounting and Reporting by Charities: Statement of Recommended Practice (SORP) issued by the Charities Commissioner in the UK.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the company's accounting policies (see note 2.2).

The principal accounting policies of the charity are set out below. The policies have been applied consistently throughout the period.

INCOMING RESOURCES

All incoming resources are included in the Statement of Financial Activities when the charity is entitled to the income and the amount can be quantified with reasonable accuracy and the income is probable. The following specific policies are applied to particular categories of income:

- **Donations and Legacies** are recorded in Incoming Resources when receivable. Donations consist of monetary donations from the public, from corporate and major donors. This funding has been obtained to assist the Company in the running of its operations. Income from all sources is recognised in the period in which the organisation is entitled to the resource, receipt is probable and when the amount can be measured with sufficient reliability.
- **Restricted income** is recognised in accordance with the terms set out by the donor.
- **Investment Income** is included when it is receivable.
- Incoming resources from Charitable Activities are accounted for when earned.
- **Donated services** are included in income at market value and the corresponding charge made to costs.

Where income is received in advance of its recognition it is deferred and included in creditors. Where entitlement occurs before income being received the income is accrued.

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

RESOURCES EXPENDED

Expenditure is recognised once there is a legal or constructive obligation to make a payment to a third party, it is probable that settlement will be required and the amount can be measured reliably.

Resources expended are analysed between costs of raising funds, charitable activities and other costs. The costs of each activity are separately accumulated and disclosed, analysed according to their major components. Support costs, which cannot be attributed directly to one activity, are allocated to activities in proportion to estimated benefits received.

Irrecoverable VAT is charged against the activity for which the expenditure is incurred.

Costs of raising funds comprise the costs incurred in fundraising activities. Fundraising costs include the costs of advertising, website costs, events costs, branding and salary costs in these areas. All costs of generating funds are recognised on an accruals basis.

TANGIBLE FIXED ASSETS AND DEPRECIATION

Tangible fixed assets are stated in the Balance Sheet at cost less accumulated depreciation. Depreciation is provided on all tangible fixed assets, so as to write off the cost, less their estimated residual value of each asset over its expected useful economic life by the following methods at the following annual rates:

Premises	20%	Straight Line Method
Fixtures and Fittings	33.3%	Straight Line Method
Computer Equipment	20%	Straight Line Method

DEBTORS

Short term debtors are measured at transaction price, less any impairment.

CASH AND CASH EQUIVALENTS

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

CREDITORS

Short term creditors are measured at the transaction price.

FUND ACCOUNTING

Unrestricted funds consist of General funds and designated funds. General funds represent amounts which are expendable at the discretion of the directors in furtherance of the objectives of the charity. Such funds may be held in order to finance working capital or to finance the start-up of new programmes.

Designated funds represent amounts that directors may at their discretion set aside for specific purposes, which would otherwise form part of the general reserves of the organisation. Specifically, the directors set aside funds so that it can protect the group's on-going programme of work from unexpected variations in income.

Restricted funds represent grants and donations received which can only be used for particular purposes specified by the donors. Such purposes are within the overall aims of the organisation.

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

GOVERNANCE COSTS

Governance costs are any costs associated with the strategic as opposed to day-to-day management of the charity's activities. These costs include salaries of employees involved in meetings with the directors and the cost of any administrative support provided to the directors. Governance costs are accounted for on an accruals basis.

FINANCIAL INSTRUMENTS

The company only enters into basic financial instruments transactions that result in the recognition of financial assets and liabilities such as trade and other accounts receivable and payable.

Financial assets and liabilities are offset and the net amount reported in the Balance Sheet when there is an enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

TAXATION

No charge to taxation arises as the company is exempt under Section 207 and 208 of the Taxes Consolidation Act 1997.

PENSIONS

The company operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the company pays fixed contributions into a separate entity. Once the contributions have been paid the company has no further payment obligations. The contributions are

recognised as an expense in the Statement of Financial Activity when they fall due. Amounts not paid are shown in accruals as a liability in the Balance Sheet. The assets of the plan are held separately from the company in independently administered funds.

HOLIDAY PAY ACCRUAL

A liability is recognised to the extent of any unused holiday pay entitlement which is accrued at the Balance Sheet date and carried forward to future periods. This is measured at the undiscounted salary cost of the future holiday entitlement and accrued at the Balance Sheet date.

UNRESTRICTED RESERVES POLICY

Reserves can be understood as income that becomes available and is to be expended at the discretion of the Board of Directors in furtherance of any of the Company's objectives ('general purpose' income), but which is not yet spent, committed or designated.

There are a number of reasons why Social Entrepreneurs Ireland may hold reserves including: to fund existing multi annual committed expenditure; to fund unexpected expenditure, for example when projects overrun or unplanned events occur; to fund shortfalls in income, when income does not reach expected levels; to fund the establishment of an investment fund to provide on-going income to the organisation.

The Company has set a reserves policy which requires reserves to be maintained at a level which ensures that the Company's core activities could continue during a period of unforeseen

SOCIAL ENTREPRENEURS IRELAND LIMITED

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NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

difficulty and meet all outstanding commitments made as part of the Company's awards programme.

GOING CONCERN

The Directors have assessed whether there are any significant doubts regarding the company's ability to continue as a going concern and are unaware of any material uncertainties related to events or conditions that may cast significant doubt upon the company's ability to continue as a going concern.

2.2. JUDGEMENTS IN APPLYING ACCOUNTING POLICIES AND KEY SOURCES OF ESTIMATION UNCERTAINTY

The preparation of these financial statements requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses.

Judgements and estimates are continually evaluated and are based on historical experiences and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. There were no estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

	Note	Unrestricted Funds €	Restricted Funds €	Total 2016 €	Total 2015 €
3. INCOMING RESOURCES					
3.1 DONATIONS AND LEGACIES					
Donations		755,148	-	755,148	905,527
Donated services	3.1.1	293,824	-	293,824	-
		1,048,972	-	1,048,972	905,527

3.1.1 DONATED SERVICES

During the year, the company was in receipt of donated services valued at €293,824. The main elements of this consist of A&L Goodbody legal services totaling €112,680, company secretarial services of €11,000 and an advertising donation from Exterion Media of €89,256. Donated services and associated costs have been recognised in the financial statements. Donated services were recognised for the first time in 2016 as the company implemented a system during the year to quantify such donations.

	Unrestricted Funds €	Restricted Funds €	Total 2016 €	Total 2015 €
3.2 INCOME FROM CHARITABLE ACTIVITIES				
Wave Change / SSE	-	-	-	51,503
	Unrestricted Funds €	Restricted Funds €	Total 2016 €	Total 2015 €
3.3 INVESTMENTS				
Income from deposits	139	-	139	183

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

	Unrestricted Funds €	Restricted Funds €	Total 2016 €	Total 2015 €
4.1 RAISING FUNDS				
Wages and salaries	119,219	-	119,219	109,157
Other fundraising costs	30,946	-	30,946	26,623
Membership costs	647	-	647	707
Marketing and PR costs	10,329	-	10,329	10,956
Rent and office costs	24,277	-	24,277	27,385
Awards ceremony costs	5,420	-	5,420	4,991
	190,838	-	190,838	179,819
4.2 CHARITABLE ACTIVITIES				
Wages and salaries	332,262	-	332,262	329,969
Consultancy	39,438	-	39,438	-
Selection process costs	15,431	-	15,431	10,128
Impact programme	7,639	-	7,639	13,983
Elevator programme	3,499	-	3,499	9,482
Awardees	420,000	-	420,000	464,370
Alumni programme costs	2,090	-	2,090	1,714
Other charitable activities	3,999	-	3,999	4,771
Wave Change/ SSE	160	-	160	73,464
Membership costs	5,826	-	5,826	6,656
Marketing and PR costs	37,937	-	37,937	40,147
Rent and office costs	67,660	-	67,660	82,155
Awards ceremony costs	48,778	-	48,778	44,915
Governance costs (note 4.2.1)	43,447	-	43,447	7,975
Donated advertising	170,144	-	170,144	-
Donated legal services	112,680	-	112,680	-
	1,310,990	-	1,310,990	1,089,729

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

	Total 2016 €	Total 2015 €
4.2.1 Governance costs include the following		
Audit fees (exclusive of VAT)	5,500	4,920
Donated company secretary services	11,000	11,000

5. ANALYSIS OF RESOURCES EXPENDED BY EXPENDITURE TYPE

Support costs included within Social Entrepreneurs Ireland Company Limited by Guarantee include Staff costs.

Costs are charged to each activity on the basis listed below.

	Charitable Activities €	Raising Funds €	Total 2016 €	Total 2015 €
Wages and Salaries	332,262	119,219	451,481	461,272
Depreciation	7,244	2,599	9,843	6,209
Other Costs	551,484	69,020	620,504	337,697
Awardees	420,000	-	420,000	464,370
	1,310,990	190,838	1,501,828	1,269,548

	Total 2016 €	Total 2015 €
6. NET MOVEMENT IN FUNDS		
Net movement in funds is stated after charging the following:		
Depreciation	9,843	6,209
Auditors Remuneration	5,500	4,920
Operating Lease Rentals - Building	37,012	37,012

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

7. STAFF AND STAFF COSTS

Number of employees

The average number of employees during the year was 9 (2015:8).

The aggregate amounts paid to or on behalf of staff are as follows:

	Total 2016 €	Total 2015 €
Wages and salaries	384,758	388,584
Social Welfare Costs	40,116	40,514
Pension Costs	26,607	32,174
	451,481	461,272

The number of staff whose emoluments amounted to over €70,000 in the year were as follows:

	Total 2016 €	Total 2015 €
€80,001 - €90,000	1	1

For the financial year 2016, the following employer pension contributions were made to staff whose emoluments amount to over €70,000:

	Total 2016 €	Total 2015 €
€80,001 - €90,000	5,592	5,592

Key management personnel consist of the executive management for whom the total remuneration cost was €146,512 (2015: €152,764) in the year. Pension contributions were €11,724 (2015: €11,724).

The CEO was paid a salary of €85,192 by the company in the year.

The board of directors is voluntary and did not receive any remuneration for their services during the period nor did they claim any expenses in the period.

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTSYEAR ENDED 31st DECEMBER 2016**8. PENSION COSTS**

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in independently administered funds. The pension charge represents contributions due of €26,607 (2015: €32,174) from the company and are fully paid at year end.

9. TAXATION

No charge to taxation arises as Social Entrepreneurs Ireland has been granted charitable exemption by the Revenue Commissioners.

	Premises €	Fixtures & fittings €	Computer equipment €	Total €
COST				
At 1 January 2016	13,855	14,540	8,124	36,519
Additions	-	994	2,392	3,386
At 31 December 2016	13,855	15,534	10,516	39,905
DEPRECIATION				
At 1 January 2016	2,030	2,197	2,657	6,884
Charge for the year	2,771	5,075	1,997	9,843
At 31 December 2016	4,801	7,272	4,654	16,727
NET BOOK VALUE				
At 31 December 2016	9,054	8,262	5,862	23,178
At 31 December 2015	11,825	12,343	5,467	29,635
In respect of the prior year:				
COST				
At 1 January 2015	-	-	4,294	4,294
Additions	13,855	14,540	3,830	32,225
At 31 December 2015	13,855	14,540	8,124	36,519

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

	Premises €	Fixtures & fittings €	Computer equipment €	Total €
DEPRECIATION				
At 1 January 2015	-	-	675	675
Charge for the year	2,030	2,197	1,982	6,209
At 31 December 2015	2,030	2,197	2,657	6,884

NET BOOK VALUE

At 31 December 2015	11,825	12,343	5,467	29,635
At 31 December 2014	-	-	3,619	3,619

Tangible fixed assets have been stated at cost less accumulated depreciation.

11. DEBTORS (Amounts falling due within one year)

	Total 2016 €	Total 2015 €
Trade debtors	165,300	25,000
Prepayments	285	1,003
	165,585	26,003

12. CASH AND CASH EQUIVALENTS

	Total 2016 €	Total 2015 €
Cash at bank and in hand	1,412,789	1,943,348

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTSYEAR ENDED 31st DECEMBER 2016**13. CREDITORS (Amounts falling due within one year)**

	Total 2016 €	Total 2015 €
Trade Creditors	4,724	3,133
Payroll Taxes	11,732	12,665
Accruals	14,942	4,920
Accrued Awardee Commitments	526,921	482,318
	558,319	503,036

14. FINANCIAL INSTRUMENTS

	Total 2016 €	Total 2015 €
Financial Assets		
Cash at bank and in hand	1,412,789	1,943,348
Trade debtors	165,300	25,000
	1,578,089	1,968,348

Financial liabilities

Trade Creditors	4,724	3,133
Accruals	14,942	4,920
Accrued Awardee Commitments	526,921	482,318
	546,587	490,371

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTSYEAR ENDED 31st DECEMBER 2016**15. FUNDS OF THE CHARITY****15.1. ANALYSIS OF NET FUNDS - UNRESTRICTED**

	Opening Balance	Receipts	Expenditure	Closing Balance
	€	€	€	€
General Unrestricted funds	970,764	1,049,111	(1,501,828)	518,047
Designated reserves	331,513	-	-	331,513
	1,302,277	1,049,111	(1,501,828)	849,560

Unrestricted funds are funds that have been collected by Social Entrepreneurs Ireland Company Limited by Guarantee and which are expendable at the discretion of the entity in furtherance of the objects of Social Entrepreneurs Ireland Company Limited by Guarantee. The company has implemented a Designated Reserve Policy to fund, at a minimum, the activities for the next six months.

15.2. ANALYSIS OF NET FUNDS - RESTRICTED

	Opening Balance	Receipts	Expenditure	Closing Balance
	€	€	€	€
Committed Reserves	142,170	-	-	142,170
SSE Income Academy	51,503	-	-	51,503
	193,673	-	-	193,673

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

15.3. ANALYSIS OF NET ASSETS

	Restricted Funds €	Unrestricted Funds €	Total Funds €
Tangible Assets	-	23,178	23,178
Current Assets	193,673	1,384,701	1,578,374
Current Liabilities	-	(558,319)	(558,319)
Net Assets at 31 December 2016	193,673	849,560	1,043,233

The company maintained a reserve of funds in 2016 which are restricted to be used to deliver a range of programmes to support early stage social entrepreneurs. These programmes have since been started in 2017 and these restricted funds will be spent over the course of the updated strategy.

16. RECONCILIATION OF CHANGES IN RESOURCES TO NET CASHFLOW FROM OPERATING ACTIVITIES

	Total 2016 €	Total 2015 €
Net movement in funds	(452,717)	(312,335)
Depreciation	9,843	6,209
Investment and Other Income	(139)	(183)
Increase in Debtors	(139,582)	(23,659)
Increase/(Decrease) in Creditors	55,283	(65,268)
	(527,312)	(395,236)

17. ANALYSIS OF CHANGES IN NET FUNDS

	01-Jan 2016 €	Cash Flows €	31-Dec 2016 €
Cash at bank	1,943,348	(530,559)	1,412,789

SOCIAL ENTREPRENEURS IRELAND LIMITED

(A Company limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

18. RELATED PARTY TRANSACTIONS

18.1 TRANSACTIONS WITH RELATED PARTIES

KBW (US company), A&L Goodbody and DCC plc provided donations during the year. The amount recognised in the Statement of Financial Activities with respect of these transactions during the year was €439,740. These companies are related through common directors.

19. COMMITMENTS UNDER OPERATING LEASES

At 31 December 2016 the company had future minimum lease payments under non-cancellable property operating lease which has a break clause in 2020 for each of the following periods:

	Total 2016 €	Total 2015 €
Not later than 1 year	37,012	37,012
Later than 1 year and not later than 5 years	80,463	117,475
Later than 5 years	-	-
	117,475	154,487

Leasing commitments are payable during the next twelve months on a lease which has a break clause in 2020.

The amount charged under operating lease during the year was €37,012 (2015: €37,012).

SOCIAL ENTREPRENEURS IRELAND LIMITED

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NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31st DECEMBER 2016

20. CAPITAL COMMITMENTS

There were no capital commitments approved by the directors for future years.

21. COMPANY STATUS

The company is limited by guarantee and consequently does not have share capital. Each of the members is liable to contribute an amount not exceeding €1 towards the assets of the company in the event of liquidation.

22. ULTIMATE CONTROLLING PARTY

The Members of Social Entrepreneurs Ireland Company Limited by Guarantee are considered to be the ultimate controlling party.

23. NON-AUDIT SERVICES

In common with many other businesses of similar size and nature, we require our auditors to assist in the preparation of the statutory financial statements.

24. APPROVAL OF FINANCIAL STATEMENTS

The Board of Directors approved these financial statements for issue on

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