


ReinFORCE SOCIAL Entrepreneurial Spirit through setting up Innovative Support Structures in the cross-border Territory “Social Forces”

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| Deliverable | 3.5.3 Analysis needs and entrepreneurial readiness of social enterprises/ Research’s Report |
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| Prepared by: | GNOSI ANAPTIXIAKI NGO  GNOSI ANAPTIXIAKI NGO DEVELOPMENTAL - HUMANITARIAN ACTIONS |
| Contributors : | P5 - GNOSI ANAPTIXIAKI NGO - GR |
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|-----------|--|
| P1 | Regional Development Agency of Rodopi S.A. - GR |
| P2 | Municipality of Haskovo – BG |
| P3 | Chamber of Commerce and Industry of Xanthi – GR |
| P4 | Drama Chamber – GR |
| P5 | GNOSI ANAPTIXIAKI NGO - GR |
| P6 | Haskovo Chamber of Commerce and Industry – BG |
| P7 | Reconstruction and Development Union – BG |
| P8 | Faculty of Economics and Social Sciences, University of Plovdiv "Paisii Hilendarski" – BG |
| P9 | University of Macedonia - Department of Educational and Social Policy – GR |

Contents

| | |
|--|----|
| 1. Introduction | 6 |
| 2. The framework of outsourcing to Social Economy Enterprises | 8 |
| 2.1 Recommendations of the European Commission for the financing of social enterprises.. | 8 |
| 2.2 Institutional framework for SSE assignments and programme contracts in Greece | 10 |
| 3. Research Results..... | 12 |
| 3.1 Overall Research Results for both countries | 12 |
| 3.2. Research Results for Greece..... | 20 |
| 3.3. Research Results for Bulgaria | 27 |
| 3.4 Comparison research results for Greece and Bulgaria..... | 35 |
| 4. Conclusions..... | 36 |
| Annex 1..... | 38 |

| | |
|--|----|
| Figure 1: Are you aware of any Social Cooperative Enterprises operating in your area?..... | 12 |
| Figure 2: Has your organization previously assigned a project to a Social Cooperative Enterprise? | 12 |
| Figure 3: What was/were the reason/s that your organization previously did not assign a project to a Social Cooperative Enterprise? | 13 |
| Figure 4: Are you aware of the institutional framework in force for the services' outsourcing to Social Cooperative Enterprises?..... | 14 |
| Figure 5: Probability of future assignment of health services to a social enterprise..... | 14 |
| Figure 6: Probability of future assignment of education and training services to a social enterprise | 15 |
| Figure 7: Probability of future assignment of social and solidarity services to a social enterprise | 16 |
| Figure 8: Probability of future assignment of cultural services to a social enterprise..... | 16 |
| Figure 9: Probability of future assignment of security services to a social enterprise | 17 |
| Figure 10: Probability of future assignment of environmental protection and green growth | 17 |
| Figure 11: Probability of future assignment of production of Local Traditional and other Products..... | 18 |
| Figure 12: Probability of future assignment of development of tourist activities at local level | 18 |
| Figure 13: Are there any areas that may favorize the commercial cooperation of your organization with Social Cooperative Enterprises?..... | 19 |
| Figure 14: Are you aware of any Social Cooperative Enterprises operating in your area?..... | 20 |
| Figure 15: Has your organization previously assigned a project to a Social Cooperative Enterprise? | 20 |
| Figure 16: What was/were the reason/s that your organization previously did not assign a project to a Social Cooperative Enterprise? | 21 |
| Figure 17: Are you aware of the institutional framework in force for the services' outsourcing to Social Cooperative Enterprises?..... | 21 |
| Figure 18: Probability of future assignment of health services to a social enterprise..... | 22 |
| Figure 19: Probability of future assignment of education and training services to a social enterprise | 22 |
| Figure 20: Probability of future assignment of social solidarity services to a social enterprise | 23 |
| Figure 21: Probability of future assignment of security services to a social enterprise | 23 |
| Figure 22: Probability of future assignment of cultural services to a social enterprise..... | 24 |
| Figure 23: Probability of future assignment of environmental and green growth to a social enterprise | 24 |
| Figure 24: Probability of future assignment of production of Local Traditional and other Products to a social enterprise..... | 25 |
| Figure 25: Probability of future assignment of development of Tourism at Local Level to a social enterprise | 25 |
| Figure 26: Are there any areas that may favorize the commercial cooperation of your organization with Social Cooperative Enterprises?..... | 26 |
| Figure 27: Are you aware of any Social Cooperative Enterprises operating in your area?..... | 27 |
| Figure 28: Figure 28 Has your organization previously assigned a project to a Social Cooperative Enterprise?..... | 28 |

Figure 29: What was/were the reason/s that your organization previously did not assign a project to a Social Cooperative Enterprise? 28

Figure 30: Are you aware of the institutional framework in force for the services' outsourcing to Social Cooperative Enterprises?..... 29

Figure 31: Probability of future assignment of health services to a social enterprise..... 29

Figure 32: Probability of future assignment of education and training services to a social enterprise 30

Figure 33: Probability of future assignment of social solidarity services to a social enterprise 31

Figure 34: Probability of future assignment of security services to a social enterprise 31

Figure 35: Probability of future assignment of cultural services to a social enterprise..... 32

Figure 36: Probability of future assignment of environmental and green growth to a social enterprise 32

Figure 37: Probability of future assignment of production of Local Traditional and other Products to a social enterprise..... 33

Figure 38: Probability of future assignment of development of Tourism at Local Level to a social enterprise 33

Figure 39: Are there any areas that may favorize the commercial cooperation of your organization with Social Cooperative Enterprises?..... 34

Figure 40: Fields with many probabilities of outsourcing services and projects by Greek public bodies to social enterprises..... 36

Figure 41: Fields with many probabilities for outsourcing services and projects from Bulgarian public bodies to social enterprises..... 37

1. Introduction

This research is deliverable of the entitled project “ReinFORCE SOCIAL Entrepreneurial Spirit through setting Innovative Support Structures in the cross- border Territory” with deliverable number **3.5.3: Mapping of needs for the assignment of services from Public Authorities to Social Cooperative Enterprises.**

The project “ReinFORCE SOCIAL Entrepreneurial Spirit through setting Innovative Support Structures in the cross- border Territory” with the acronym “SOCIAL FORCES” is funded under the Cooperation Programme Interreg V-A Greece- Bulgaria 2014-2020. This programme aims to support and enhance the entrepreneurship and its contribution to the Greece- Bulgaria cross – border area. The corporate structure of the Social Forces project includes nine (9) beneficiaries from Greece and Bulgaria. Except from the lead beneficiary “Regional Development Agency of Rodopi S.A.” the other beneficiaries are the following: Municipality of Haskovo (Bulgaria), Chamber of Commerce and Industry of Xanthi, Chamber of Drama, NGO "Gnosi Anaptixiaki", Chamber of Commerce and Industry of Haskovo (Bulgaria), Reconstruction and Development Union (Bulgaria), Faculty of Economics and Social Sciences, University of Plovdiv "Paisii Hilendarski” and the University of Macedonia, Department of Educational and Social Policy.

Main object of this deliverable is the presentation of the results of the research which conducted and has as aim to record the probabilities of assigning services and projects to Social and Solidarity Economy organizations (SSE).

The general objective of the research was to highlight whether Public Bodies know the context of outsourcing such projects and to capture the willingness and tendency of outsourcing services and projects by Public Bodies to Social Cooperative Enterprises.

The field research took place in both project implementing countries, Greece and Bulgaria. The population of the research was Public Bodies from Greece and Bulgaria, which are active in the cross-border area. In the field survey participated 45 public organizations from both countries, of which 23 were from Greece and 22 from Bulgaria.

The categories of bodies that responded to the survey concerned:

- Municipalities
- Municipal Enterprises
- Local Government Development Companies
- Municipal Libraries
- Public Hospitals
- Chambers
- Public health, social welfare and education organizations

The public organizations which involved in the survey had to respond to a questionnaire which presented in Annex 1. The method for conducting the research was the self-completion through google form, which was notified to the recipients after a relevant informative e-mail (E-mail), followed by a telephone communication to better inform and encourage the recipients to respond to the research.

In the context of the questionnaire, the responders had to fill in some general questions such as institutions' identity, legal form, professional activities, etc. Then, the responders had to answer some closed-type questions which are related to the probability of outsourcing services to areas with "particular sensitivity" (health, social care, education and training, culture, tourism-hospitality, care, etc.), but also some open-type questions. The research started at 23/08/2021 and ended at 19/09/2021.

First, the following sections set out the context of social enterprise assignments as set out in the European Union recommendations, but also in the national legal framework. It is pointed out, while the legal framework for Greece has to provide provisions regarding the framework for the outsourcing of services to institutions of the social and solidarity economy, this is not the case for Bulgaria. Therefore, Chapter 2 presents the Greek legal framework. Then in chapter 3 the results of the research are presented, first in the whole of the two countries and then separately for each country (Greece and Bulgaria), while at the end a comparison of the main findings between the two countries is attempted.

2. The framework of outsourcing to Social Economy Enterprises

2.1 Recommendations of the European Commission for the financing of social enterprises

As part of a European action plan for the social economy and social enterprises, which will give a new impetus to promoting an environment conducive to the prosperity of social enterprises and the social economy, and to supporting their inclusive constructive economic growth, The European Commission proposes a series of key recommendations, related to the promotion, recognition and identity of social enterprises, strengthening their funding, improving their legal environment and encouraging their international development and growth.

Regarding the strengthening of the financing of social enterprises, the European Commission proposes 3 basic recommendations, having at the same time formulated the actions for their implementation. Specifically, the recommendations are defined as follows:

Recommendation 4: The European Commission and Member States should provide increased resources to training programmes, incubators and intermediaries that provide tailored capacity building support to social enterprises, required to build their managerial skills and to encourage their financial sustainability. Actions should encompass:

- Strengthening European-wide support for networks/platforms that connect individuals (including consultants and pro-bono experts) with social enterprises needing capacity building, and awards schemes for social enterprises (Commission);
- Setting up a pan-European investment and capacity building funding programme to help social enterprises reach investment readiness by financing capacity building support from selected service providers (Commission);
- Financing specialised social enterprise incubators/accelerators and intermediaries that offer training and capacity building to social enterprises (Member States);
- Using ESIF to fund capacity building activities at MS level (Member States).

Recommendation 5: The European Commission, the Member States and organisations from the social enterprise funding community should implement concrete measures to unlock and attract more funding that is better suited to social enterprises. Actions should encompass:

- Promotion, training, guidance and awareness building among the broader funding community (private and public) about how to finance social enterprises (organisations from the social enterprise funding community to collect best practices and Commission to disseminate);

- Building capacity within the “impact community” that understands and actively finances social enterprises, to enable social economy-based financial intermediaries to meet the needs of social enterprises;
- Enhancing the suitability criteria of investment in social enterprise, thereby increasing the flow of funds into social enterprise (Commission and Member States);
- Removing or alleviating regulatory hurdles faced by private funders of social enterprise and social enterprises themselves (Commission);
- Mapping existing, diverse tax incentives associated with the funding of social enterprise, to disseminate best practice (Commission and Member States).

Recommendation 6: The European Commission and the Member States should continue to direct public funding to social enterprise and to use public funding to mobilise private capital, through investment in and de-risking of social enterprise funders, as well as by putting proper governance structures in place. Actions should encompass:

- Enabling public financial instruments (e.g. EaSI, EFSI, InnovFin under Horizon 2020, COSME and other instruments under development) to enhance funding volumes and raise the quality of social enterprise funding (Commission) and to invest in social enterprise and specialised intermediaries (Member States);
- Programming the European Structural and Investment Funds (ESIF) to improve service provision and investment in high-quality social infrastructure. ESIF should have a transformative role and should be used to complement – not replace – Member States’ national budgets (Commission and Member States);
- Recommend to Member States to promote social investment namely through public funding in a coordinated, holistic manner in the areas of social, health and education services;
- Developing complementarities between public and private funding of social enterprise using hybrid instruments (Commission and Member States);
- Representing key stakeholders from the social enterprise ecosystem in the governance of schemes supported by public funding, such as EFSI, and mainstreaming the use of impact measurement (Commission).

2.2 Institutional framework for SSE assignments and programme contracts in Greece

The term Public "procurement" means contracts for pecuniary purpose which are concluded between one or more economic operators as well as contracting authorities and have as their object the execution of works, the supply of products or the provision of services. Law **4412/2016** on public procurement (and with its recent amendment with Law 4782/2021) incorporated the European directives for the activation of public procurement public procurement. Therefore, contracting authorities in the wider public sector are given the opportunity to conduct tenders taking into account social criteria.

Deepening in the institutional framework and focusing on Law 4412/2016, article 20 refers to the exclusively awarded contracts for employment. Specifically, contracting authorities may only grant the right to participate in public procurement procedures to:

- Protected Productive Laboratories under Article 17 of Law 2646/1998 (A 236).
- Social Cooperatives of Limited Liability under Article 12 of Law 2716/1999 (A 96).
- Social Cooperative Enterprises for the inclusion of the case a' of article 2 par. 2 of Law 4019/2011 (A '216).
- Any other economic organization whose main purpose, under its statute, is the vocational and social integration of people with disabilities or disadvantaged people, provided that more than 30% of its employees are disabled workers or disadvantaged workers.

Furthermore, based on articles 107 - 110 of Law 4412/2016, regarding the award of contracts for social and other services, the public authorities may, as contractors, conduct public tenders with the exclusive beneficiaries being the Social Cooperative Enterprises (Koin.S.Ep.) Integration, which are registered in the Register of Social and Solidarity Economy, and only for social and other special services, such as health, social and cultural services.

Specifically, according to article 107 of Law 4412/2016 for award of contracts for social and other special services, 1. the public contracts above the limits, for social and other special services, mentioned in Annex XIV of Appendix A`, are awarded, according to par. 3, articles 108, 109, 109 A and 110, as well as the more specific provisions that define the applicable procedural rules and are provided for in the contract documents.

Regarding the publication of notices and notifications of article 108 Law 4412/2016, Contracting authorities which intend to award a public contract for the services referred to in Article 107 shall notify their intention in any of the following ways: a) by means of a contract and b) by means of a preliminary notice, which shall remain published on an ongoing basis and shall include the information set out in Part I of Annex V to Appendix A.

According to article 109 Law 4412/2016, contracting authorities may take into account the need to ensure the quality, continuity, accessibility, affordability, availability and completeness of services, the special needs of different categories of users, including disadvantaged and vulnerable groups, user participation and empowerment and innovation. Contracting authorities may also provide that the service provider be selected on the basis of the best value for money offer, considering the quality and sustainability criteria for social services.

Article 10 of Law 4412/2016 mentions that Contracting authorities may exclusively grant the right to participate in public procurement procedures to the health, social and cultural services referred to in Article 107 covered by CPV codes 75121000-0, 75122000-7, 75123000-4, 79622000-0, 79624000-4, 79625000-1, 80110000-8, 80300000-7, 80420000-4, 80430000-7, 80511000-9, 80520000-5, 80590000-6, from 85000000-9 to 85323000-9, 92500000-6, 92600000 -7, 98133000-4, 98133110-8 in Social Cooperative Enterprises that are registered in the Register of Social Entrepreneurship of paragraph 1 of article 14 of law 4019/2011 (A` 216) and have as main purpose, by virtue of their articles of association, the occupational and social integration of persons with disabilities or persons with disabilities, if more than 30% of the company's employees are employees with disabilities or disadvantaged employees.

Regarding the program contracts, article 6 of Law 4430/2016 provides the possibility to the municipalities to conclude program contracts with SSE bodies of article 3.1 of Law 4430/2016. The object of these contracts concerns the study and execution of projects and programs of social benefit, as defined in article 2.3 Law 4430/2016 and refers to the statutory purposes of the SSE body with which the municipality wishes to contract. The above contracts are subject to the pre-contractual review of the legality of the Court of Auditors based on article 35, 36 Law 4129/2013. For the execution of the above contracts, the contracting municipality may grant the use of real estate, facilities, machinery and means to the contractor SSE.

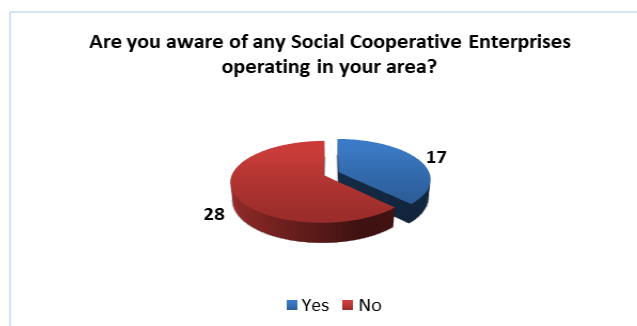
3. Research Results

3.1 Overall Research Results for both countries

The present field research records the possibilities of assigning services and projects to organizations of Social and Solidarity Economy (SSE), in the context of the implementation of the project "SOCIAL FORCES". In the survey participated 45 Public Organizations, of which 23 were from Greece and 22 from Bulgaria.

This section presents the overall results of the survey for both countries According to the first question which made to the Public Organizations and more specifically if they are aware of any Social Cooperative Enterprise operating in their area (Figure 1), most of the public organizations (28 organizations) stated that they do not know any Social Cooperative Enterprise in their area, while on the contrary 17 organizations stated that they know.

Figure 1: Are you aware of any Social Cooperative Enterprises operating in your area?



Subsequently, concerning the question if the specific body has previously assigned a project to a Social Cooperative Enterprise (Chart 2), the vast majority (39 organizations) stated that no relevant project has been assigned and only 6 organizations stated that in the past assigned a project to a social cooperative enterprise.

Figure 2: Has your organization previously assigned a project to a Social Cooperative Enterprise?

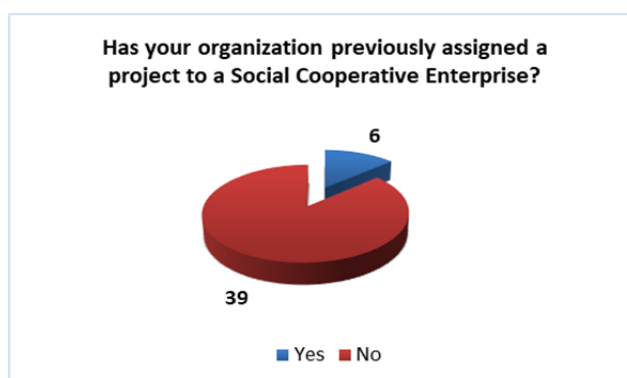
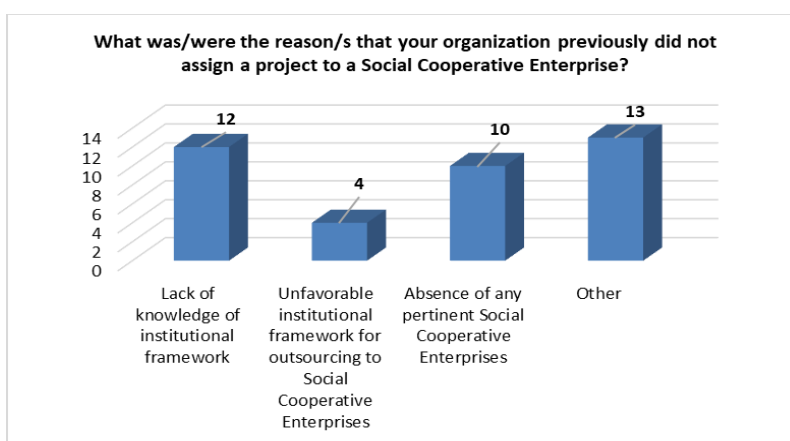


Figure 3 is linked to Figure 2 and concerns the organizations that answered that they have not previously assign a project to social enterprise cooperatives. In particular, they were asked to indicate the reason/s for which their public organization has not assign a project to a social cooperative enterprise. A large number of organizations (12 out of 45) stated that they did not cooperate with a Social Cooperative Enterprise due to the lack of knowledge of the institutional framework, 10 organizations responded due to the absence of any pertinent social cooperative enterprises and 4 organizations stated that there is unfavorable institutional framework for outsourcing to social cooperative enterprises. Furthermore, 13 of the 45 public organizations chose the answer <other> and stated various factors such as:

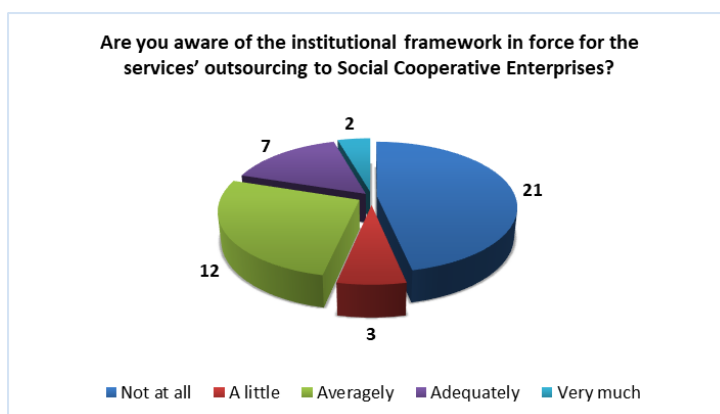
- small number of social enterprises,
- criteria that favor the quality of services over the price and therefore did not happen to qualify a social enterprise,
- tender procedures followed,
- no relative need.

Figure 3: What was/were the reason/s that your organization previously did not assign a project to a Social Cooperative Enterprise?



In accordance with the knowledge of the institutional framework in force for the services' outsourcing to Social Cooperative Enterprises, as shown in Figure 4, 7 from 45 public organizations answered that they know the institutional framework very well, 12 answered that they know it "averagely", and a large amount (21 out of 45) answered that they do not know the institutional framework for outsourcing services and projects to social cooperative enterprises.

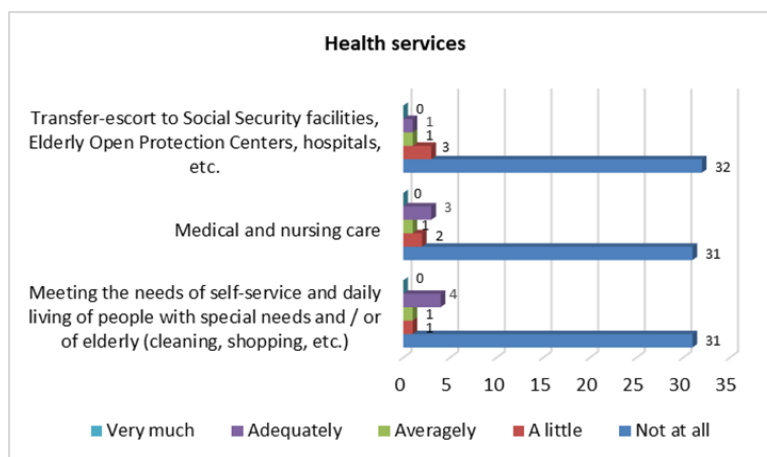
Figure 4: Are you aware of the institutional framework in force for the services' outsourcing to Social Cooperative Enterprises?



Then, public organizations were asked to note the extent to which they believe that their organization may assign any services to Social Cooperative Enterprises in the future in the following areas/fields: health, education and training services, social and solidarity services, cultural services, security services, environmental protection and green growth, production of local traditional and other products and development of tourist activities at local level.

In the field of Health services, Figure's 5 results are particularly interesting, the vast majority of public organizations stated that their organization may not outsource projects to a social enterprise in the future. Only a very small amount (3-4 organizations) answered that there are many possibilities for their organization to assign in the future projects related to medical-nursing care and transport-escort to Social Security facilities, Elderly Open Protection Centers, hospitals, etc.

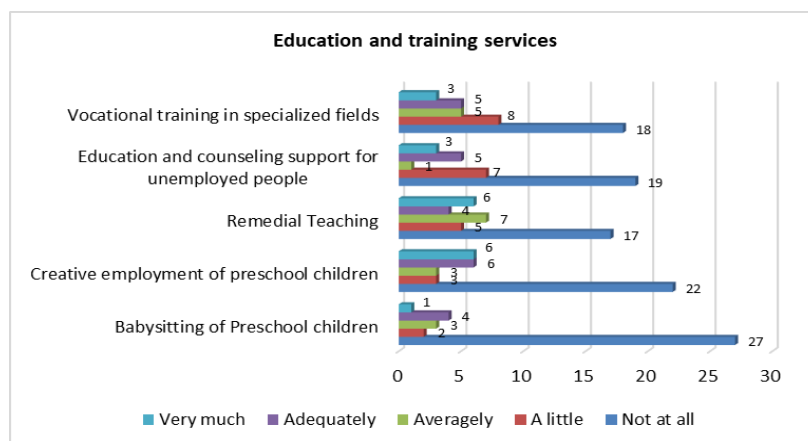
Figure 5: Probability of future assignment of health services to a social enterprise



In the area of education and training the results are a little different as shown in Figure 6. In particular, 6 public organizations stated that it is very much possible and 6 organizations adequately possible to assign projects to social enterprises related to the creative employment of preschool children. In addition, 6 organizations answered that it is very much possible to assign services related to remedial teaching, while, 10 organizations stated that

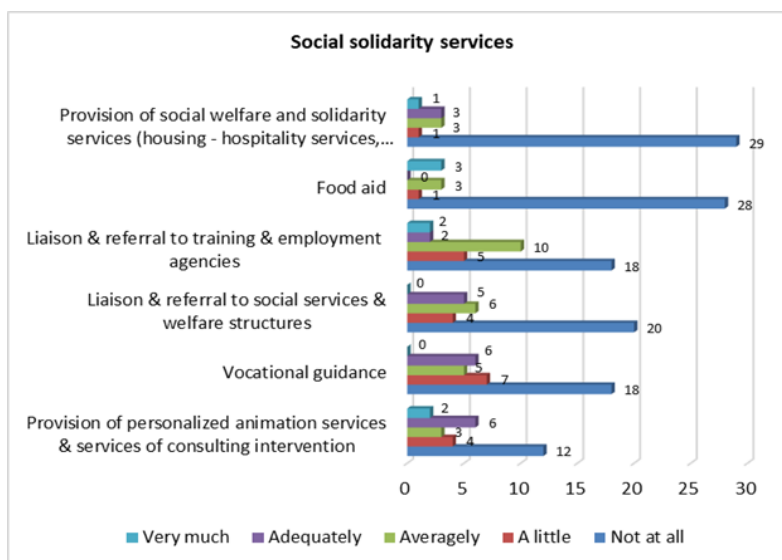
there is "adequately" or "averagely" probability to assign projects related to vocational training in special fields. According to the statement of 4 organizations, there is high probability to assign services related to babysitting of preschool children, while 5 organizations expressed their big interesting to assign services related to education and counseling support for unemployed people. However, in the field of education and training services, the organizations, who state that there is no possibility for future cooperation with a social cooperative enterprise outweigh.

Figure 6: Probability of future assignment of education and training services to a social enterprise



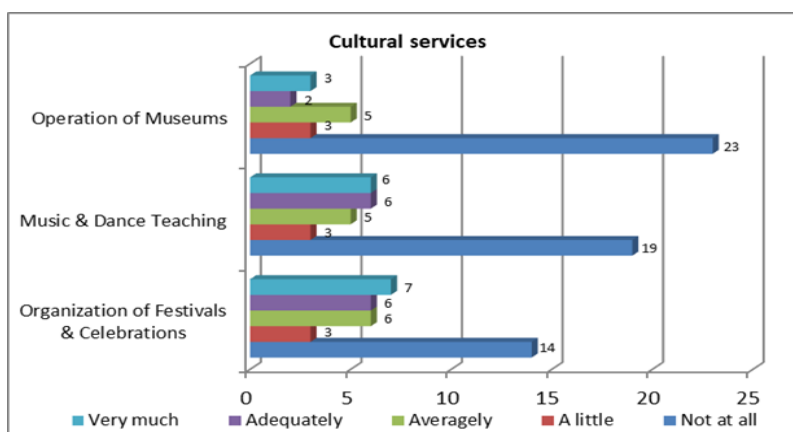
Investigating the Figure 7, it is observed that the number of public organizations, who stated that they would not outsource a project to a social enterprise is significantly reduced and it is particularly positive that in the work of providing personalized animation and consulting services this number was reduced to 12. Also, 6 responders stated that they would largely outsource services that related to the provision of personalized animation services & services of counseling intervention and vocational guidance. In addition, 10 public organizations responded that there is a "averagely" probability to outsource work to social cooperative enterprise, which would be related to liaison & referral to training & employment agencies. However, even in this area, there is not any likelihood of outsourcing services and more specific in areas of social welfare and solidarity services and food aid.

Figure 7: Probability of future assignment of social and solidarity services to a social enterprise



As it can be seen from Figure 8, the music & dance teaching and the organization of festivals & celebrations are a point of great and interested "very much, adequately and averagely" the public organizations. Also, 3 participants stated that there is a little probability to assign projects to social enterprises, which would be related to the field of culture. However, the vast majority states that there is no probability of outsourcing projects and services to a social enterprise and there is a strong trend for services related to the operation of museums (23 public organizations).

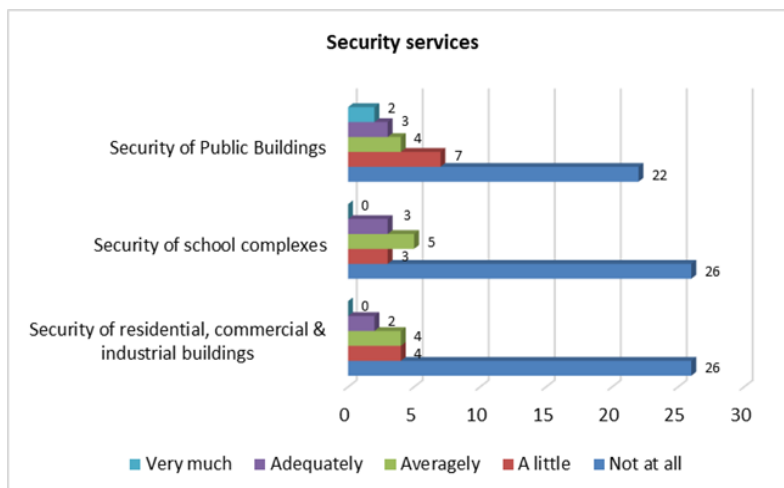
Figure 8: Probability of future assignment of cultural services to a social enterprise



Investigating the Figure 9, it seems that there is also a probability of "non assignment" of services and projects to social enterprises and is constantly in the first place. Regarding the security of public buildings, 7 organizations answered that there are "few" chances of assigning such projects. However, in the field of security services only 2 responders stated that there is very high probability of outsourcing services related to security of public buildings,

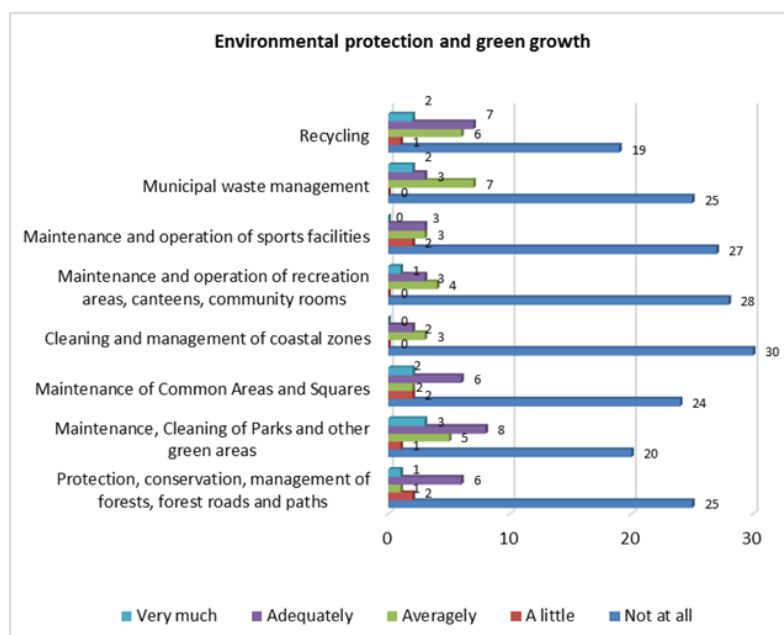
while respectively for the security of school complexes and the security of residential, commercial & industrial building, this variable has zero answers.

Figure 9: Probability of future assignment of security services to a social enterprise



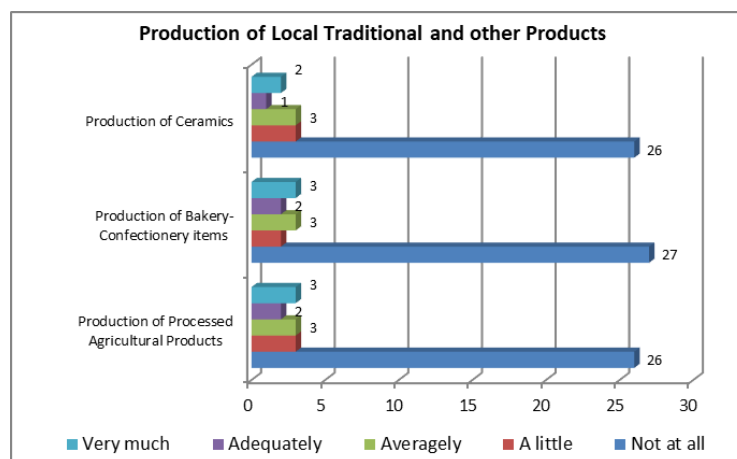
Regarding the outsourcing of services for the environmental protection and green growth, from the responders' answers, it appears that the majority (i.e., 25-30 organizations) would not entrust projects related to the maintenance and operation of recreation areas, canteens community rooms, cleaning and management of coastal zones, protection, conservation, management of forest, forest roads and paths, maintenance and operation sports facilities and municipal waste management. However, 7 responders stated there is a high probability in the future to assign recycling projects to social enterprises. Lastly, 8 public organizations stated that they would adequately outsource maintenance, cleaning of parks and other green areas.

Figure 10: Probability of future assignment of environmental protection and green growth



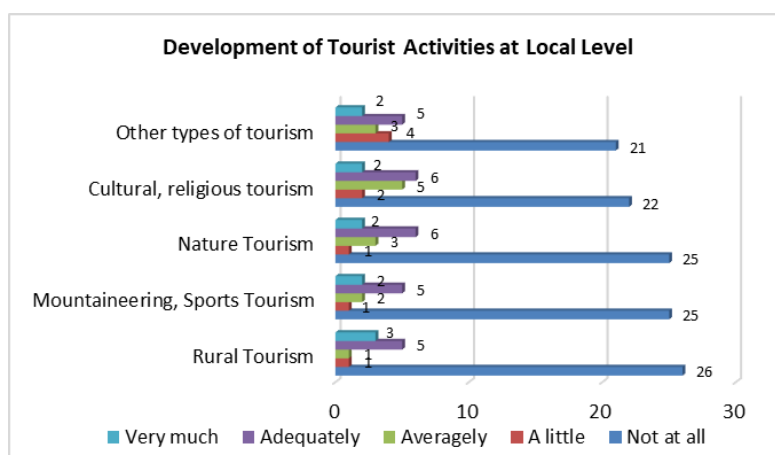
According to the Figure 11, it is easy to see that the majority of organizations will not outsource any work related to the production of local traditional and other products in a social enterprise. On the other hand, there is a small portion of public organizations (their number varies between 1 and 3) which stated that there is a great and very high probability to assign projects in the future related to the production of ceramics, bakery- confectionery items.

Figure 11: Probability of future assignment of production of Local Traditional and other Products



Investigating the Figure 12, it is found that in the field of tourism development at the local level, more than half of the responders do not intend in the future to outsource relevant services to a social cooperative enterprise. However, 5 organizations stated that there is a high probability in the future to assign projects related to rural, mountaineering- sport tourism. Also, 2 public organizations replied that they would outsource “very much” services related to cultural, religious and natural tourism.

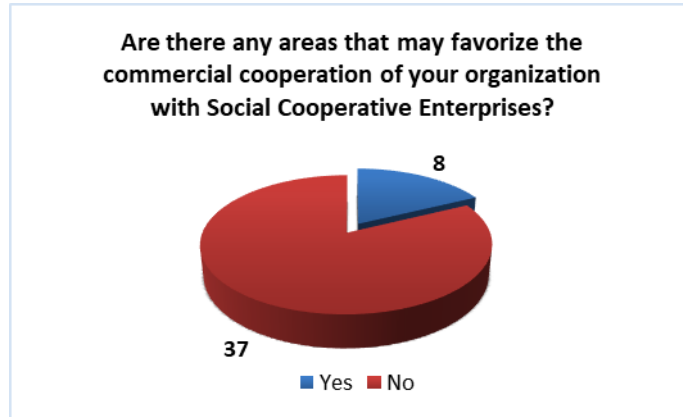
Figure 12: Probability of future assignment of development of tourist activities at local level



Regarding the last question which asked to answer the participants, if there is any probability for commercial cooperation of their organization with social economy enterprises in other field, the vast majority of the responders answered negatively, while 8 of 45 public organizations identified other fields of commercial cooperation: education for children with disabilities, catering and event/ conference support services, services related to fight against

poverty as well as any other economic activity related to specialized actions of the public organizations.

Figure 13: Are there any areas that may favorize the commercial cooperation of your organization with Social Cooperative Enterprises?

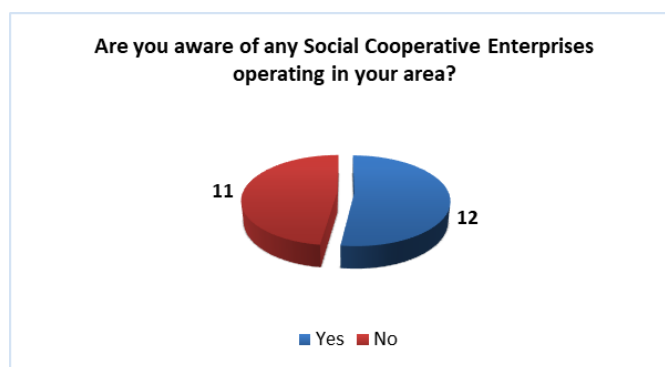


3.2. Research Results for Greece

This section concerns the presentation of the results of the fields research that conducted in public bodies of Greece.

According to the first question, if the public organizations know any Social Cooperative Enterprise in their area (Figure 14), 12 organizations stated that they know a Social Cooperative Enterprise and 11 organizations answered that they do not know such an enterprise in their area.

Figure 14: Are you aware of any Social Cooperative Enterprises operating in your area?



Then, the responders answered the question if they have previously assigned a project to a social cooperative enterprise (Figure 15) and 19 of 23 public organizations answered that they have not assigned a project to a social cooperative enterprise and only 4 participants answered that they have previously assigned a project to a Social Cooperative Enterprise.

Figure 15: Has your organization previously assigned a project to a Social Cooperative Enterprise?

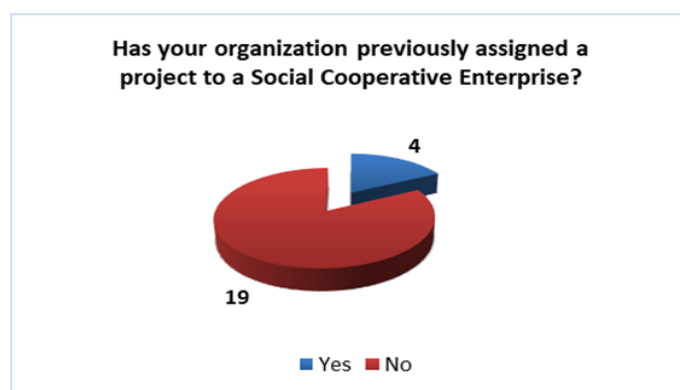
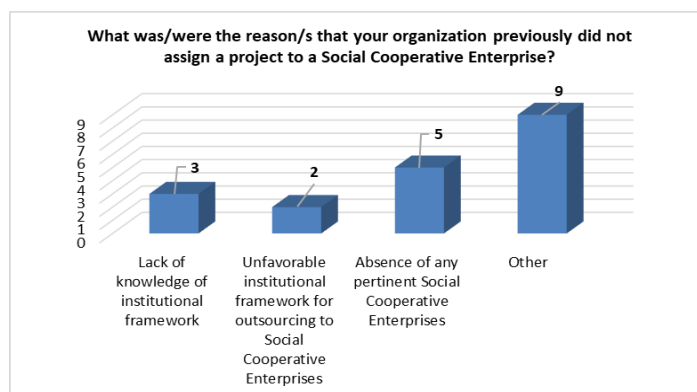


Figure 16 lists the reasons why the organizations have not outsourced a project to a Social Cooperative Enterprise. More specific, 5 organizations stated that they have no assigned due to the absence of any pertinent relevant social enterprises, 3 organizations stated that the reason is the lack of knowledge of the institutional framework, while 2 organizations responded that there is unfavorable institutional framework for outsourcing to assign such

works. Lastly, a small amount of the sample (9 out of 23 public organizations) that answered <other> and stated a variety of factors. Some of them are the following:

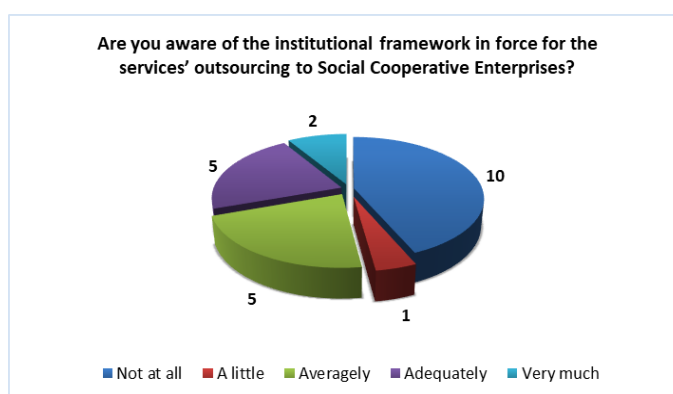
- Existence of a few social enterprises.
- No relevant need has arisen until today.
- Until today, they have not happened to work with a social enterprise.

Figure 16: What was/were the reason/s that your organization previously did not assign a project to a Social Cooperative Enterprise?



Regarding the knowledge of the institutional framework with which a project can be assigned to a Social Cooperative Enterprise, as shown in Figure 17, the most numerous answer (10 organizations) is <not at all>. However, a smaller share of the sample (i.e., 5 organizations) stated that they are well aware of the institutional framework and 2 organizations answered <very much>.

Figure 17: Are you aware of the institutional framework in force for the services' outsourcing to Social Cooperative Enterprises?



The following figures show the views of Public Organizations and the extent to which they believe that their body may in the future outsource services to social enterprises in the following areas: health services, education and training services, social solidarity services, culture and security services, environmental protection and green development, production of local traditional and other products and development of tourist activities at local level.

In the field of Health Services, as it can be seen from Figure 18, the results have great interest, as the great majority of organizations (i.e., 15 public organizations) stated that their

organization may not assign in the future a project or service to a social enterprise. However, 3 organizations stated that there are few chances to assign projects related to transfer- escort to social security facilities, elderly open protection centers, hospitals etc. Also, a small number of organizations (3-4 organizations) answered that there are many chances for their organization to assign future projects related to medical and nursing care and meeting the needs of self- service and daily living of people with special needs.

Figure 18: Probability of future assignment of health services to a social enterprise

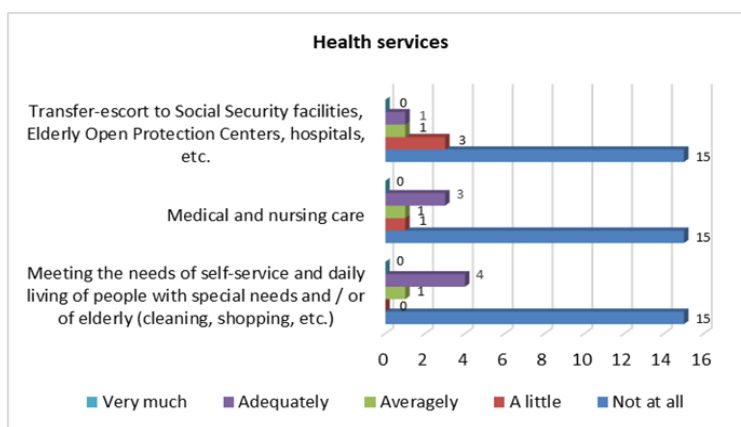
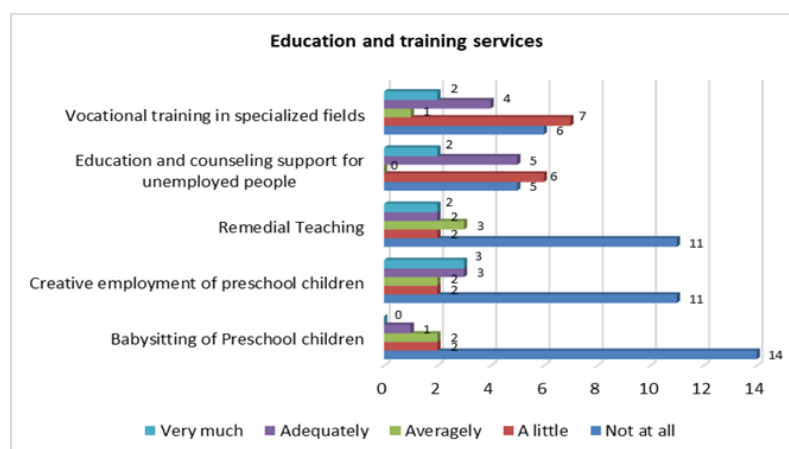


Figure 19 presents the results for the field of education and training. As can be seen from the chart, the predominant answer of the organizations is that there is not probability to assign in the future projects to a social enterprise. Nevertheless, 7 organizations stated that there is a little chance for future collaboration with a social cooperative enterprise in projects related to vocational training in specialized fields. There is also a small share of the sample (i.e., 3 organizations) which stated that there are many opportunities for collaboration with a social cooperative enterprise in a project such as creative employment of preschool children and 2 public organizations stated that there are many opportunities to collaborate with social enterprise in projects related to remedial teaching.

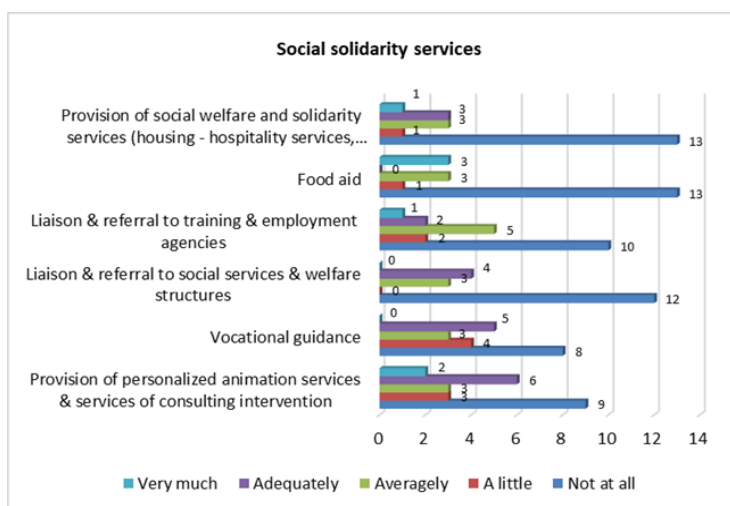
Figure 19: Probability of future assignment of education and training services to a social enterprise



In the area of social solidarity, as shown in Figure 20, the results are a little bit different. The most numerous answers of the responders are <not at all>, in other words there is not

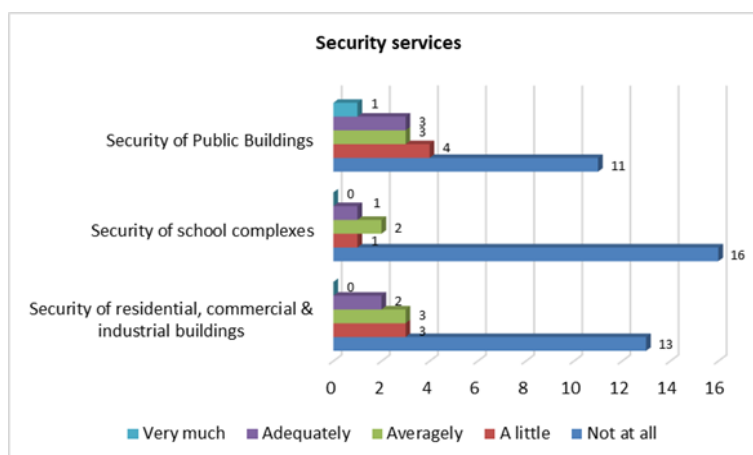
probability to cooperate with a social cooperative enterprise in the future. However, there is a small number of public organizations (3-6 organizations) which stated that there are many opportunities to cooperate in the future with such an enterprise in several social solidarity projects such as: provision of social welfare and solidarity services, liaison & referral to social services & welfare structures, provision of professional animation services & services of consulting intervention.

Figure 20: Probability of future assignment of social solidarity services to a social enterprise



It is easy noticed in Figure 21 that prevails the probability of “non- cooperation” with a Social Cooperative Enterprise. However, regarding the security of public buildings, 3 organizations stated that there are many probabilities to assign such a project to a social enterprise in the future and 1 public organization answered “very much”, i.e., there are many probabilities for such an assignment. Furthermore, only 1 body stated that there is a high probability of assigning a project for security of school complexes and the < very much> option has zero answers.

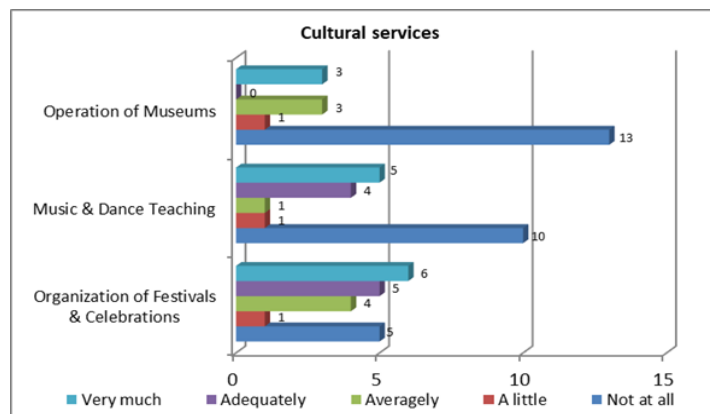
Figure 21: Probability of future assignment of security services to a social enterprise



According to Figure 22, the organization of festivals & celebrations seems to interest certain public organizations, because 6 of the 23 responders stated that there are too many

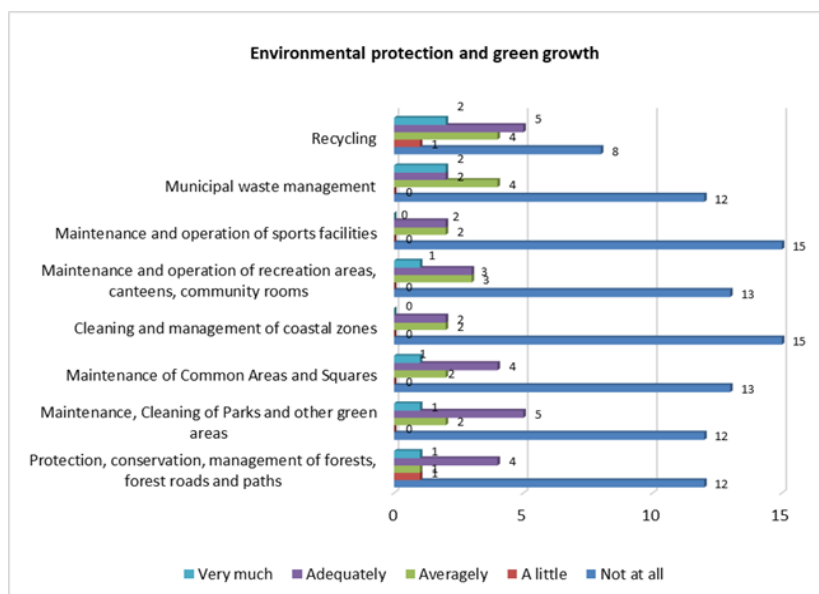
probabilities to cooperate in the future with a social cooperative enterprise in this field. Also, 5 public organizations responded that there are probabilities for future collaboration with a social enterprise in a relevant project such as the music & dance teaching. Although in the area of culture the results are a little more positive in comparison to other possible areas of cooperation, the increasingly tendency for “non- future assignment” of projects still remains.

Figure 22: Probability of future assignment of cultural services to a social enterprise



Observing Figure 23, someone can notice that, there are high probability of “non-cooperation” with a social cooperative enterprise. However, regarding the recycling services, 5 organizations stated that there are many possibilities to assign such projects to a social enterprise, while 2 organizations stated that there are even more. Also, 5 organizations answered that in the future could be very much to outsource services related to the maintenance, cleaning of parks and other green areas. Finally, 4 public organizations showed high interest to outsource project related to the maintenance of common areas and squares.

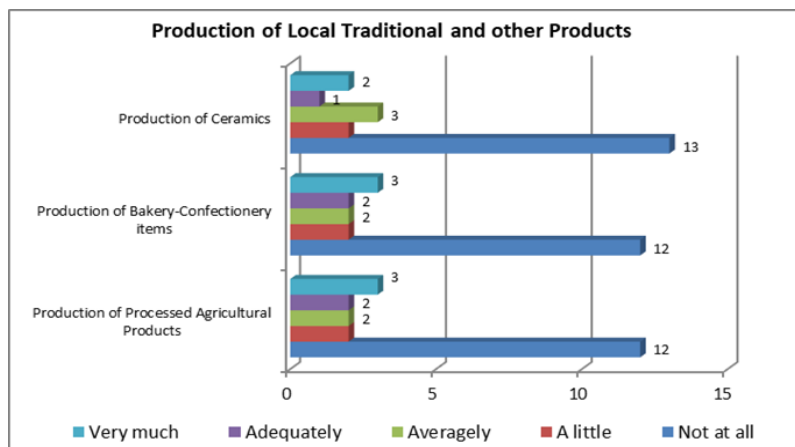
Figure 23: Probability of future assignment of environmental and green growth to a social enterprise



In the field of production of local traditional and other products and more specifically in the production of bakery and confectionery items and processed agriculture products, 12 organizations stated that there are not probabilities to assign in the future such projects to a

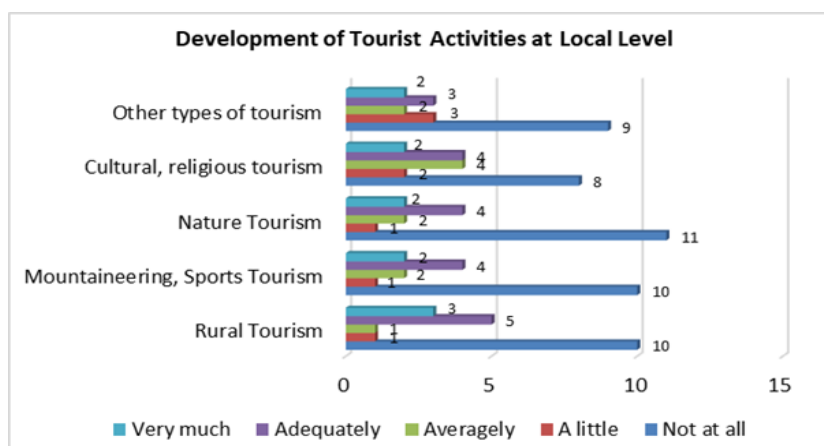
social cooperative enterprise. But there are 2 responders which stated that there is high probability to outsource projects related to production of ceramics in a social enterprise.

Figure 24: Probability of future assignment of production of Local Traditional and other Products to a social enterprise



In the field of the development of Tourism Activities at Local Level, 5 participants answered that there are many probabilities to assign a similar project to a social enterprise, while on the contrary 10 organizations answered that they do not interested to assign project to a social cooperative enterprise. The answers that given for the services of mountaineering-sports tourism and nature tourism are approximately at the same level with the other answers. However, even in this field, the probability for non- assignment” services and projects is great.

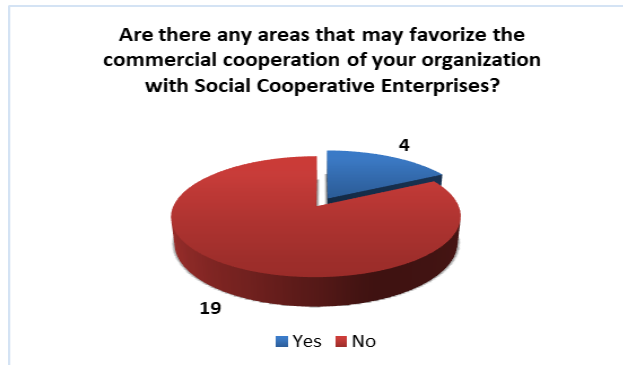
Figure 25: Probability of future assignment of development of Tourism at Local Level to a social enterprise



The last question that answered the participating public organizations, it concerned the existence of other fields and the possibilities of developing commercial cooperation between the organizations and the social economy enterprises. The vast majority of the sample (19 public organizations) stated that there are no other areas in which there are probabilities to commercial- partner with social enterprises. Then, 5 of the 23 responders answered positively and identify as other areas of cooperation projects related to the fight against poverty, food aid services and support for the organization of events/ conferences as well as, services that

consist of the operation of the Special Management Service of the Operational Program of the Region of Eastern Macedonia and Thrace.

Figure 26: Are there any areas that may favorize the commercial cooperation of your organization with Social Cooperative Enterprises?



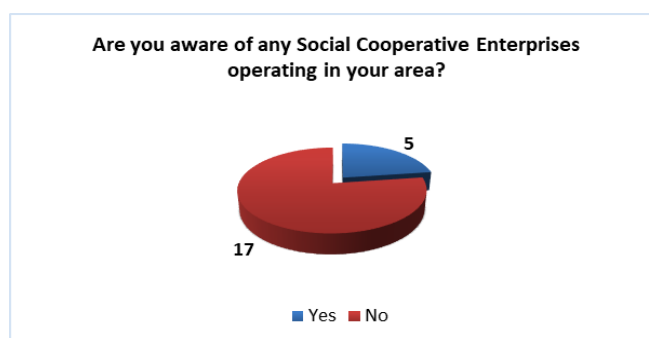
3.3. Research Results for Bulgaria

This specific section presents the results of the field research which took place in Bulgarian Public Organizations. The survey has responded by 22 public organizations.

According to the first question that the public organizations answered and more specifically, if they know any Social Cooperative Enterprise in their area (Figure 27), the majority of the sample, 17 out of 22 organizations, stated that they do not know any Social Cooperative Enterprise, but 5 organizations stated that they know and referred some examples of Social Enterprises in their area:

1. Nursing home for elderly people,
2. The Daily care Center for disabled people “Marina”,
3. Social enterprises for people with disabilities,
4. Daily center for children and their families support,
5. Centre for Social Support.

Figure 27: Are you aware of any Social Cooperative Enterprises operating in your area?



Then, respondents answered if their organization has previously assigned a project to Social Cooperative Enterprise (Figure 28), the vast majority of the organizations answered <No>. Just 2 public organizations stated that they have assigned projects to Social Cooperative Enterprises in the past. In fact, both organizations stated that these services were about additional support for children with special needs.

Figure 28: Figure 28 Has your organization previously assigned a project to a Social Cooperative Enterprise?

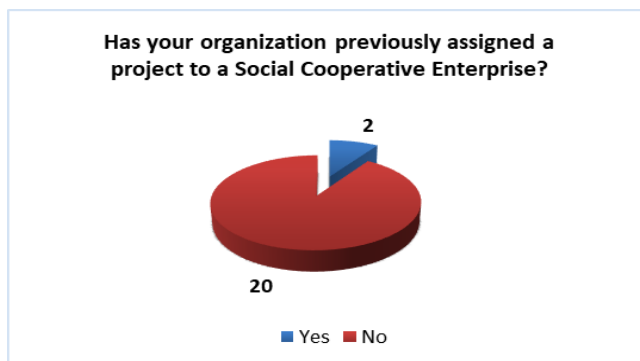
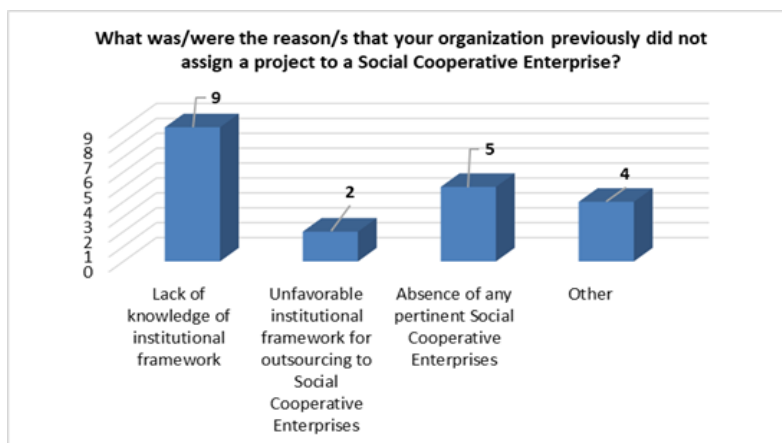


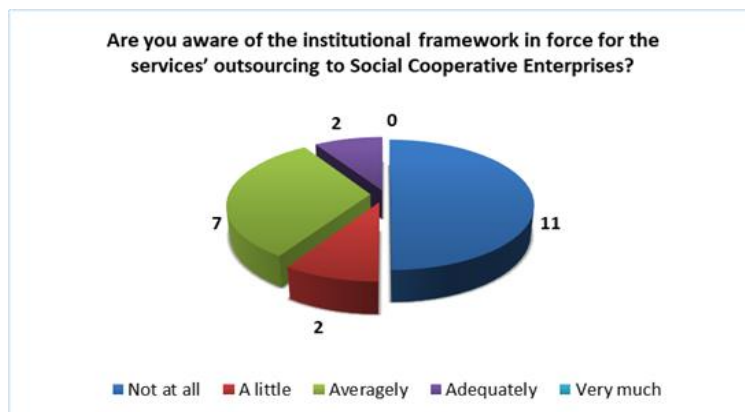
Figure 29 shows the reasons why organizations have not outsourced projects to a Social Enterprise. As it seems, the lack of knowledge of the relevant institutional framework has received the most answers (9 organizations pointed out this answer). Subsequently, 5 organizations stated that they have not yet assigned such a project due to the absence of relevant Social Cooperative Enterprises in their area, while 2 organizations stated that the reason is the existence of unfavorable institutional framework. Finally, 4 organizations answered <other> but they did not mention any specific factor that discouraged them to assign a project to a Social Enterprise.

Figure 29: What was/were the reason/s that your organization previously did not assign a project to a Social Cooperative Enterprise?



According to the knowledge of the institutional framework with which a project can be assigned to a Social Enterprise, as can be seen from Figure 30, 50% of the participants (i.e., 11 public organizations) answered <not at all>. However, there is also a smaller portion of the sample (i.e., 7 organizations), which stated that it moderately knows the framework and 2 more organizations which stated that they know well the institutional framework.

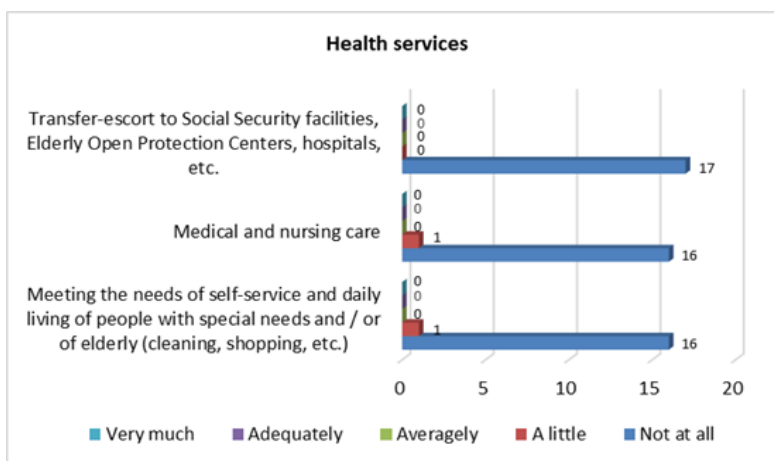
Figure 30: Are you aware of the institutional framework in force for the services' outsourcing to Social Cooperative Enterprises?



Then, the research results follow and record the views of public organizations and the probability of their organization to cooperate with a Social Enterprise in the future in the following areas: health, education and training, social solidarity, culture, security, environmental protection and green development, production of local traditional and other products and development of tourist activities at local level.

Figure 31 presents the results for the health sector. The most common answer, for all three services, is <not at all>, in other words many organizations are not interested in outsourcing any health- project to a Social Cooperative Enterprise. Only 1 organization stated that there are few chances to assign projects that they will concern medical and nursing issues and 1 more organization to assign projects related to self-service coverage and daily living of people with special needs.

Figure 31: Probability of future assignment of health services to a social enterprise



In the field of education and training, the results are quite different compared to Figure 31. The most numerous answer remains to be <not at all> and this means that there is no probability for organizations to cooperate in the future with a Social Enterprise, but 4

organizations stated that there are too many probabilities to collaborate with a Social Enterprise in the future and assign it projects related to remedial teaching. Also, 3 organizations answered that there are many probabilities to assign projects related to the creative employment of preschool children, and finally, 3 public organizations stated that there are many probabilities to assign projects which will be relevant to the babysitting of preschool children.

Figure 32: Probability of future assignment of education and training services to a social enterprise

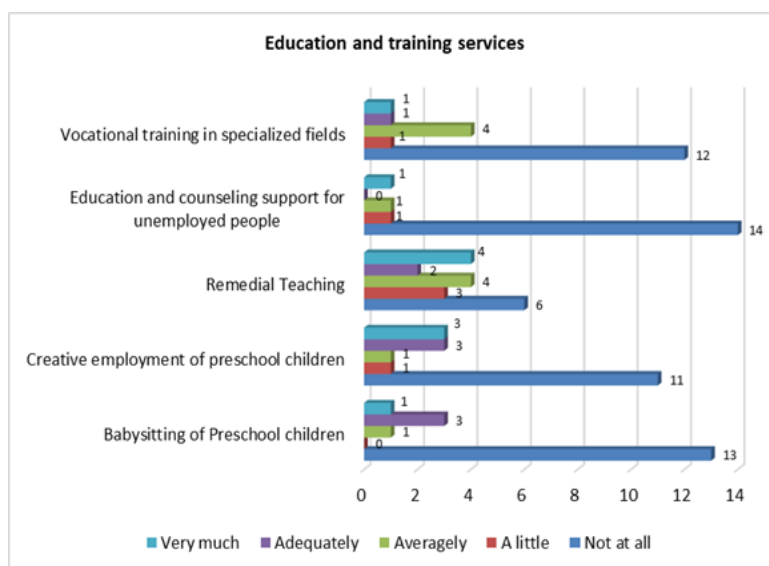
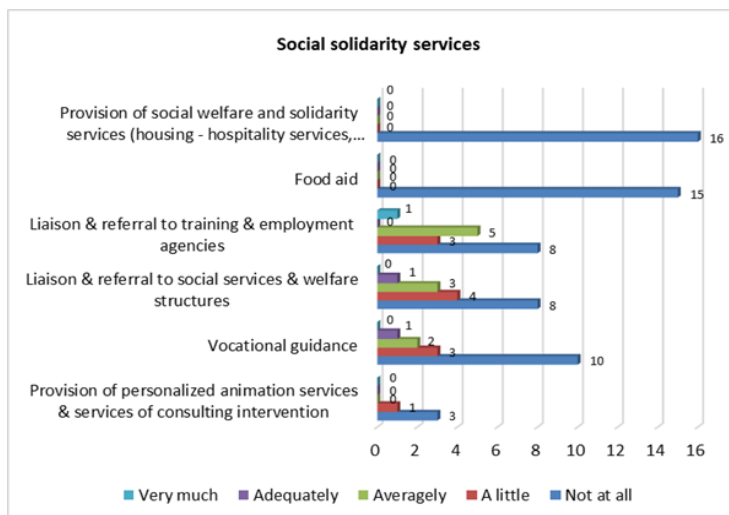


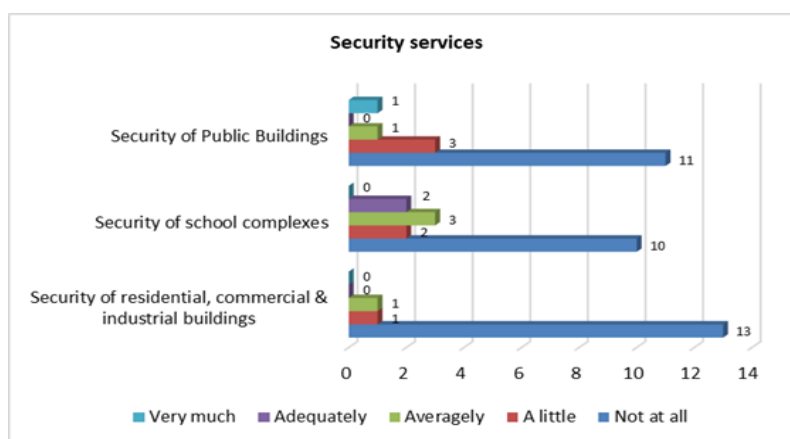
Figure 33 presents the results for the field of Social Solidarity. As can be seen, the food aid and the provision of social welfare and solidarity services (housing- hospitality, etc.) gathered only negative answers, i.e., the organizations stated that there are not probabilities to assign such projects to Social Economy Enterprises. It is also interesting that the provision of personalized animation services and services of counseling intervention received only 4 responses, i.e., 18 organizations did not state anything and there is not probability for future assignment to a Social Enterprise in this area. Finally, only 1 organization stated that there are too many probabilities to assign future projects in the field of health and these projects could be related to the liaison and referral to training and employment agencies.

Figure 33: Probability of future assignment of social solidarity services to a social enterprise



Concerning to Figure 34, it is easy to understand that the probability of non-assigning services and projects to a Social Cooperative Enterprise is higher. However, regarding to the security of school complexes, 3 organizations stated that there are some chances and 2 organizations that there are many chances to assign such projects to a social enterprise. Finally, the security of public buildings seems to be of great interest to 1 organization, as it stated that there is high probability to assign such project to a social cooperative enterprise in the future.

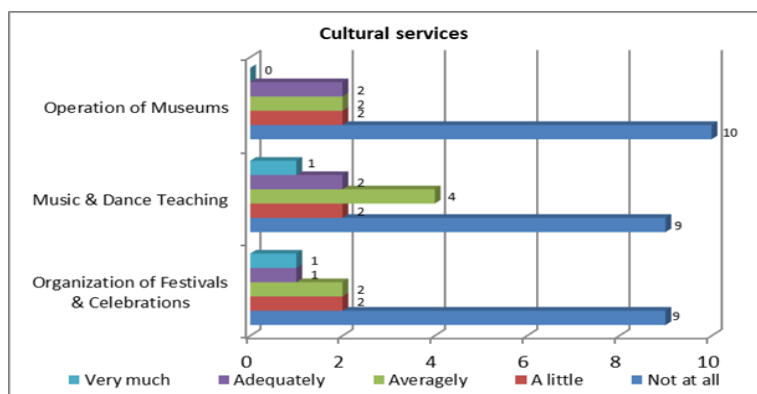
Figure 34: Probability of future assignment of security services to a social enterprise



In the field of culture and especially in the operation of museums, 10 organizations stated that there are no chances for future cooperation with a social enterprise. On the contrary, 2 organizations stated that there are many probabilities to assign projects to a social enterprise which will be related to the operation of the museums. Regarding the teaching of music &

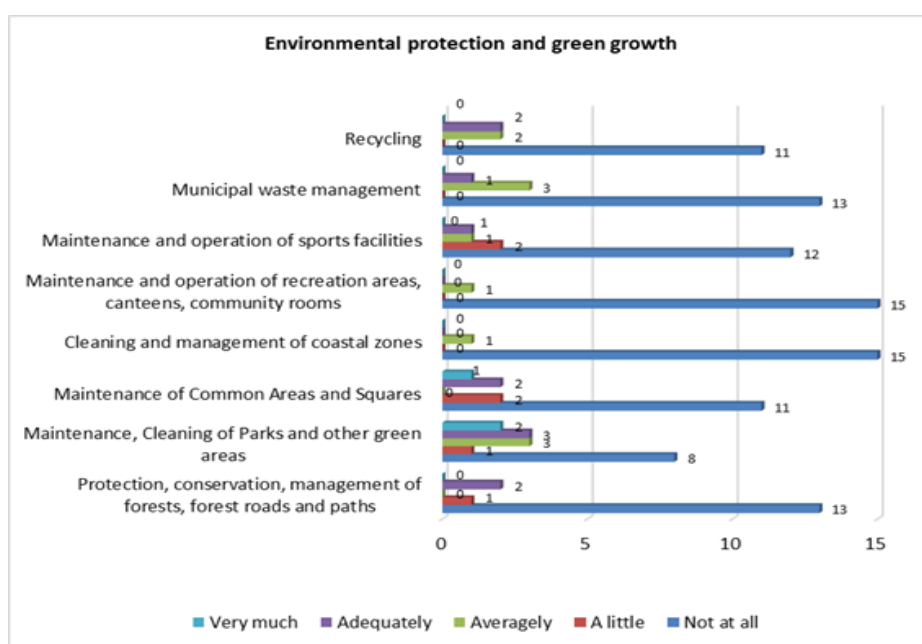
dance, as shown in Figure 35, there is higher interest and more specifically, 4 public organizations stated that there are some chances, 2 organizations that there are many probabilities and 1 organization that there are too many probabilities to assign projects related to the teaching of music & dance.

Figure 35: Probability of future assignment of cultural services to a social enterprise



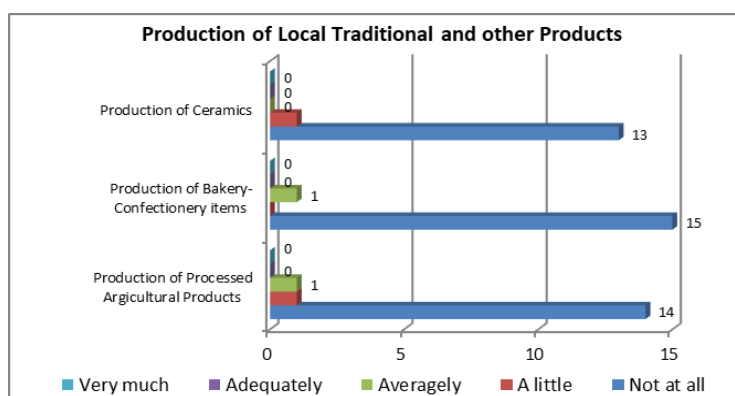
Looking at Figure 36, it is easy to observe anyone that there is high probability of non-assigning projects to a social cooperative enterprise. However, regarding the maintenance, the cleaning of parks and other green areas, 3 organizations stated that there are many probabilities to assign a similar project to a social enterprise, while 2 organizations stated that there are very many probabilities. In addition, 2 organizations answered that there are many probabilities for future assignment which will be related to the cleaning of common areas and squares and 1 organization answered that there are many probabilities for relevant projects. Finally, 2 organizations showed interest to cooperate with a social cooperative enterprise in a project related to recycling and stated that there are many probabilities for such a future project assignment.

Figure 36: Probability of future assignment of environmental and green growth to a social enterprise



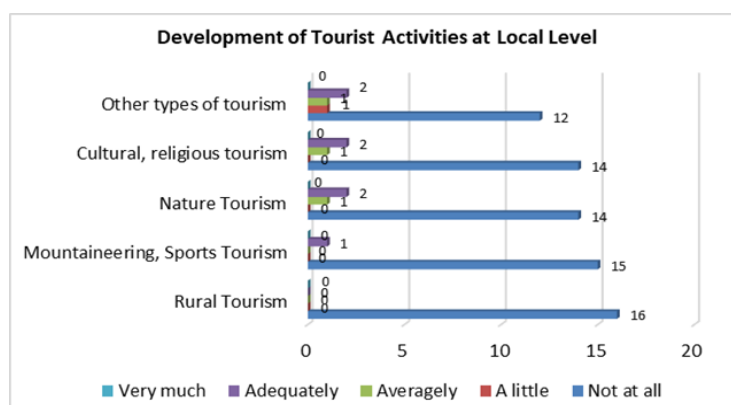
In the field of production of local traditional and other products and more specifically in the production of bakery-confectionery items, 15 organizations stated that there is not probability to assign a similar project to a social enterprise. Only 1 organization stated that there are some chances for such a thing. The answers for the services of production of ceramics and the production of processed agricultural products are approximately at the same prices. Finally, as it is easy to understand from Figure 37, in this sector also remains in the first place the probability of <non-cooperation> with a social cooperative enterprise.

Figure 37: Probability of future assignment of production of Local Traditional and other Products to a social enterprise



According to Figure 38, rural tourism does not interest the public organizations, as 16 respondents replied that there is not probability of assigning similar services to a social enterprise and the rest of the answers <very much, adequately, averagely and a little> have zero answers. On the contrary, nature tourism seems to interest some organizations, as 2 public organizations stated that there are many probabilities for future assignment of similar services to a social enterprise. Also, the cultural, religious tourism seems to interest other to 2 organizations, as they answered that there many probabilities to outsource related projects to social enterprises. However, even in this field, the possibility for "non-assignment" of services and projects is greater.

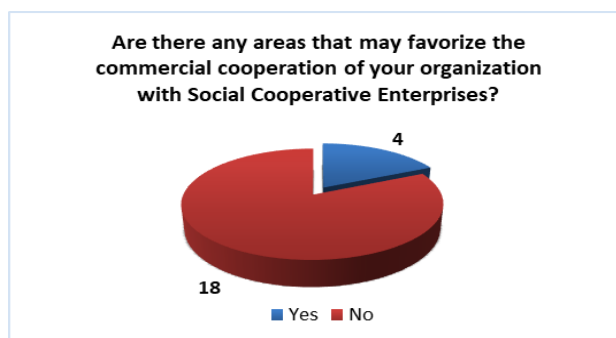
Figure 38: Probability of future assignment of development of Tourism at Local Level to a social enterprise



Finally, regarding to Figure 39 and the last question, whether there are other possible areas that may favorize the commercial cooperation between organizations and social enterprises. The vast majority of the sample (i.e., 18 organizations) stated that there are no other areas in which they could collaborate with a social enterprise. Only 4 participants responded positively that there are such probabilities and identified these other areas with services related to the following:

1. Care of preschool children,
2. Creative activities for children,
3. Education for children with special needs,
4. Activities aimed at facilitating and improving the daily life of patients.

Figure 39: Are there any areas that may favorize the commercial cooperation of your organization with Social Cooperative Enterprises?



3.4 Comparison research results for Greece and Bulgaria

Subsequently, an attempt is made to present some comparative results of the research for the two countries, Greece and Bulgaria.

Table 1: Comparative research results for Greece and Bulgaria

| | Bulgaria | | Greece | | Both of two countries | |
|--|-----------------|----------|---------------|-----------|------------------------------|-----|
| | NO | YES | NO | YES | NO | YES |
| They know social enterprises in their area | 15 | 5 | 11 | 12 | 28 | 17 |
| Previous assignment of a project to a social Cooperative Enterprise | 20 | 2 | 19 | 4 | 39 | 6 |
| Other areas that may foster commercial cooperation with social enterprises | 18 | 4 | 19 | 4 | 37 | 8 |

Regarding whether the public bodies know social cooperative enterprises in their area, as can be seen from Table 1, in Greece there are more public bodies that know a social cooperative enterprise. In Greece these bodies are 12 compared to the 5 public bodies of Bulgaria.

As for whether they have previously assigned a project or service to a social cooperative, for both countries this price is quite low. In particular, in Greece only 4 of the 23 public bodies stated that they have cooperated in the past with a social enterprise and in Bulgaria the assignment of services and projects is even lower and as they answered positively only 2 bodies.

Finally, as to whether there are other areas in which they could develop trade cooperation with a social cooperative, both countries answered the same. That is, 4 public bodies from Greece and 4 public bodies from Bulgaria stated that there are no other sectors in which they could develop commercial collaborations with social cooperative enterprises.

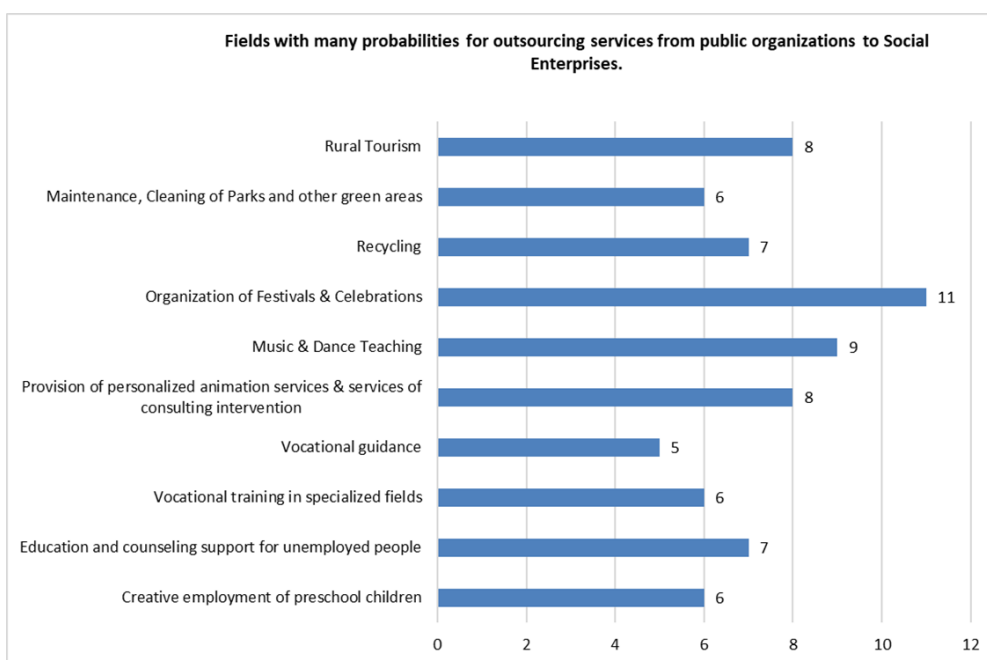
4. Conclusions

Taking into account the previous analysis, it is obvious in both Greece and Greece that there is relative ignorance of public bodies about the framework of their cooperation with social enterprises, as well as that they do not know social enterprises operating in their area.

In this context, it is to be said that the prevailing response of the institutions for possible future cooperation with a social enterprise is negative in all areas of activity. However, we note that there are some encouraging findings that institutions are showing interest in collaborating in certain areas where there is a potential for potential projects to be awarded to social enterprises.

The figure, that follow, presents the areas for which the Greek public bodies showed more interest (cumulatively the answers <many> and <very>) and there are increased chances to assign such services to Social Enterprises in the future. In particular, the services for which they showed increased interest are those of the cultural sector, as 11 institutions stated that they would like to outsource in the future services related to the organization of festivals and celebrations and 9 institutions to outsource music and dance teaching services. There are also many opportunities for future business partnerships in the field of education and training and in particular for projects related to creative employment services for preschool children, education and counseling for the unemployed and vocational training in specialized fields.

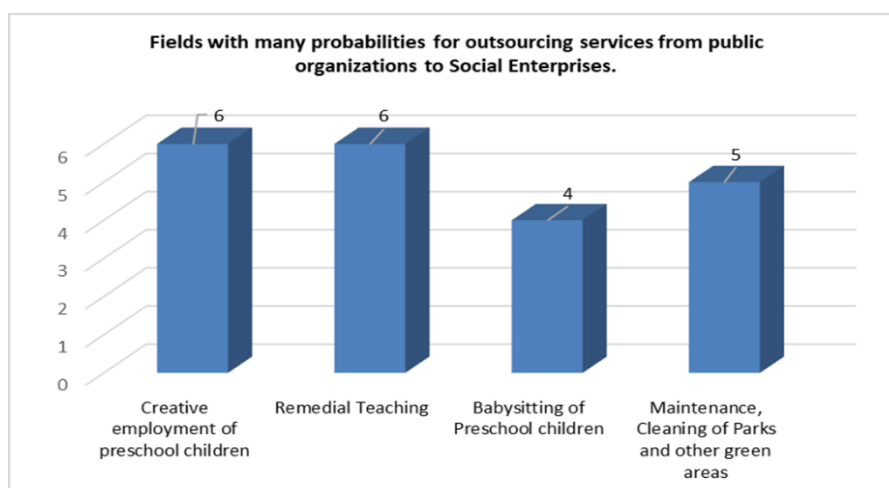
Figure 40: Fields with many probabilities of outsourcing services and projects by Greek public bodies to social enterprises



The figure below shows the areas for which the Bulgarian public bodies have shown great and very great interest and there are chances to assign similar services to Social Enterprises.

It is easy to understand that three of the four projects are related to education and training services. More specifically, 6 public bodies stated that there are many, many opportunities to outsource services related to the creative employment of preschool children and 6 more bodies that will provide projects related to remedial teaching. A little fewer (ie 4 institutions) stated that they are interested in care services for preschool children. Finally, the second area in which Bulgarian institutions have shown particular interest is that of environmental protection and green development, and in particular for the services of maintenance, cleaning of parks and other green spaces.

Figure 41: Fields with many probabilities for outsourcing services and projects from Bulgarian public bodies to social enterprises



Concluding with the general conclusion that emerges from the results of the research, is that most organizations seem unwilling to outsource projects and services to Social Enterprises. Their attitude stems mainly from the fact that:

1. Most public bodies, either from Greece or from Bulgaria, do not know of a Social Cooperative Enterprise operating in their area.
2. Some organizations have stated that one factor that discourages them from cooperating with a Social Enterprise is that there are very few Social Enterprises.
3. Many public bodies have stated that they are not informed and do not know the institutional framework through which they can enter into program contracts with Social and Solidarity Economy bodies.

Annex 1.

Questionnaire for recording the possibilities of outsourcing services to social economy organizations

INSTITUTION'S IDENTITY

| | |
|------------------------------|-----------------------|
| Name of institution: | |
| Address: | |
| Phone number: | |
| E-mail: | Website: |
| Legal form: | Legal Representative: |
| Professional Activities: | |
| Respondent's name & surname: | |
| Position in the institution: | |
| E-mail: | Phone number: |

1. Are you aware of any Social Cooperative Enterprises operating in your area?

Yes No

α) If Yes, please specify

2. Has your organization previously assigned a project to a Social Cooperative Enterprise?

Yes No

a) If Yes, please specify i) the institutional framework under which the assignment was effectuated and ii) what were the services and activities provided by the Contractor Social Cooperative Enterprise

i) institutional framework

ii) services and activities

b) If No, please specify what was/were the reason/s

Lack of knowledge of institutional framework

Unfavorable institutional framework for outsourcing to Social Cooperative Enterprises

Absence of any pertinent Social Cooperative Enterprises

Other (specify)

3. Are you aware of the institutional framework in force for the services' outsourcing to Social Cooperative Enterprises?

Very much [] Adequately [] Averagely [] A little [] Not at all []

4. Please note the extent to which you believe that your organization may assign any services to Social Cooperative Enterprises in the future within the following areas/fields, by developing a business partnership (1: Not at all, 2: A little, 3: Averagely, 4: Adequately, 5: Very much). Fill in only the fields that concern you according to your activity/field.

| 1. Health services | 1 | 2 | 3 | 4 | 5 |
|--|----------|----------|----------|----------|----------|
| Meeting the needs of self-service and daily living of people with special needs and / or of elderly (cleaning, shopping, etc.) | | | | | |
| Medical and nursing care | | | | | |
| Transfer-escort to Social Security facilities, Elderly Open Protection Centers, hospitals, etc. | | | | | |
| 2. Education and training services | 1 | 2 | 3 | 4 | 5 |
| Babysitting of Preschool children | | | | | |
| Creative employment of preschool children | | | | | |
| Remedial Teaching | | | | | |
| Education and counseling support for unemployed people | | | | | |
| Vocational training in specialized fields | | | | | |
| 3. Social solidarity services | 1 | 2 | 3 | 4 | 5 |
| Provision of personalized animation services & services of consulting intervention | | | | | |
| Vocational guidance | | | | | |
| Liaison & referral to social services & welfare structures | | | | | |
| Liaison & referral to training & employment agencies | | | | | |
| Food aid | | | | | |
| Provision of social welfare and solidarity services (housing - hospitality services, meals, provision of medical supplies, etc.) | | | | | |
| 4. Cultural services | 1 | 2 | 3 | 4 | 5 |
| Organization of Festivals & Celebrations | | | | | |
| Music & Dance Teaching | | | | | |
| Operation of Museums | | | | | |
| 5. Security services | 1 | 2 | 3 | 4 | 5 |
| Security of residential, commercial & industrial buildings | | | | | |
| Security of school complexes | | | | | |

| | | | | | |
|--|----------|----------|----------|----------|----------|
| Security of Public Buildings | | | | | |
| 6. Environmental protection and green growth | 1 | 2 | 3 | 4 | 5 |
| Protection, conservation, management of forests, forest roads and paths | | | | | |
| Maintenance, Cleaning of Parks and other green areas | | | | | |
| Maintenance of Common Areas and Squares | | | | | |
| Cleaning and management of coastal zones | | | | | |
| Maintenance and operation of recreation areas, canteens, community rooms | | | | | |
| Maintenance and operation of sports facilities | | | | | |
| Municipal waste management | | | | | |
| Recycling | | | | | |
| 7. Production of Local Traditional and other Products | 1 | 2 | 3 | 4 | 5 |
| Production of Processed Agricultural Products | | | | | |
| Production of Bakery-Confectionery items | | | | | |
| Production of Ceramics | | | | | |
| 8. Development of Tourist Activities at Local Level | 1 | 2 | 3 | 4 | 5 |
| Rural Tourism | | | | | |
| Mountaineering, Sports Tourism | | | | | |
| Nature Tourism | | | | | |
| Cultural, religious tourism | | | | | |
| Other types of tourism | | | | | |

5. In addition to the above, are there any areas that may favorize the commercial cooperation of your organization with Social Cooperative Enterprises?

Yes No

5a) If Yes, please specify