

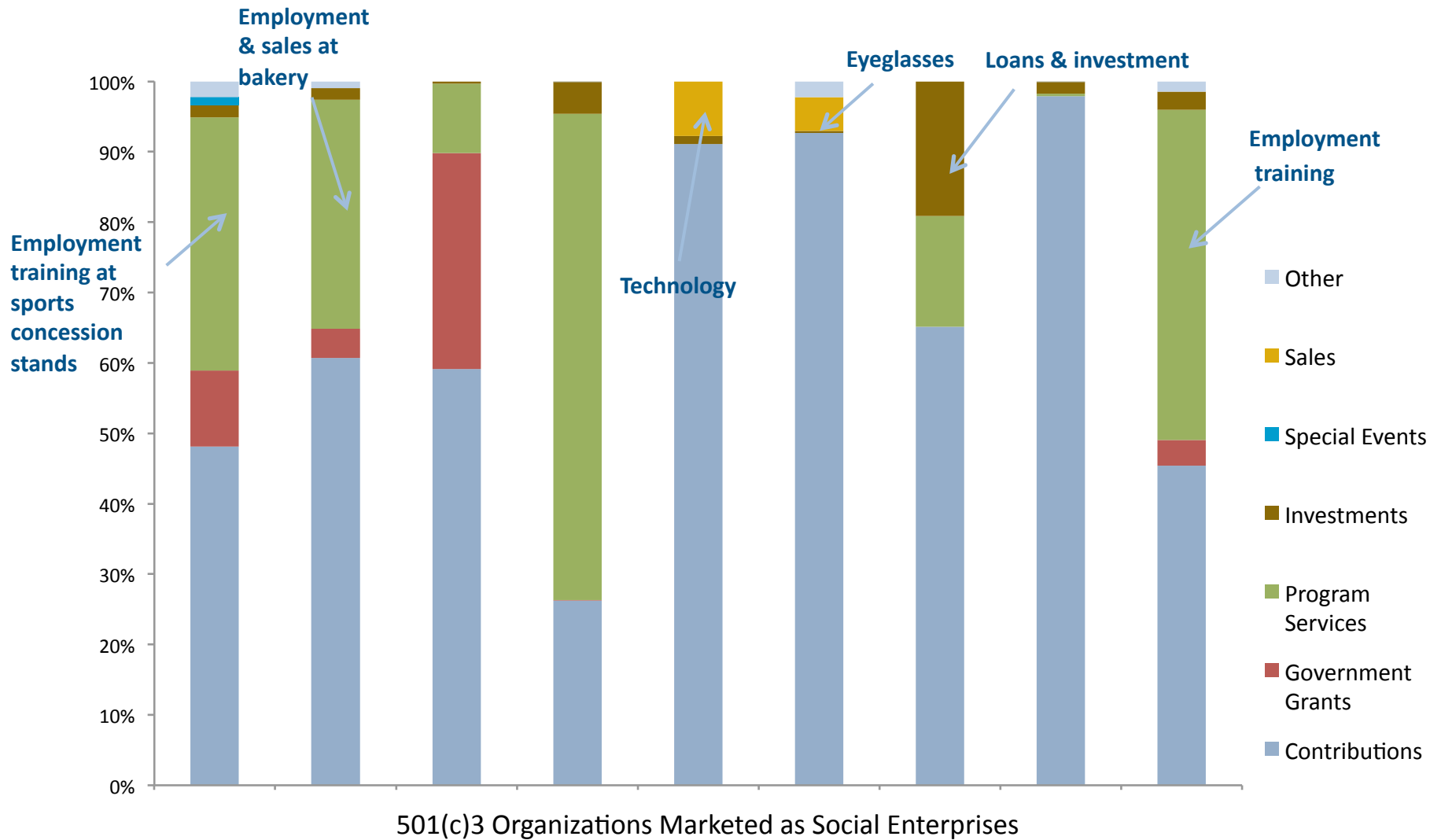


Results of Social Enterprise Research, 2010



November 15, 2011

Within Social Enterprises, Philanthropy is Still a Tactic

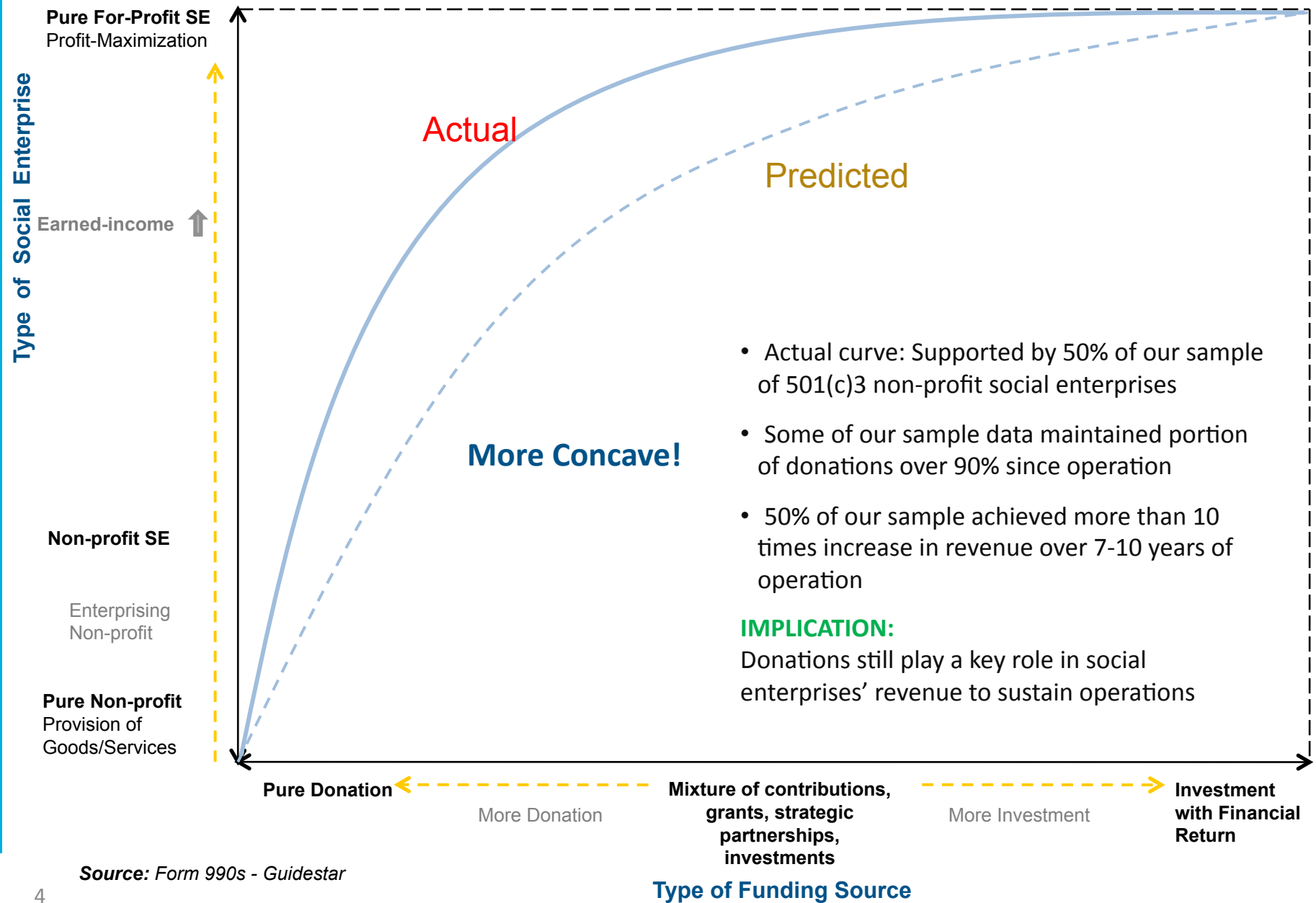


Source: Guidestar; sample of social enterprise organizations; data pulled February 2010

Changing Our World's Revenue Research

- What happens over time? Our assumptions:
 - As non-profit SE's execute their market-based ideas, the percentage of income that is gained through businesses/investments/programs should increase
 - A non-profit SE's revenue should be less dependent on donations across time through the stream of earned income
 - Income diversification through alternative sources

Social Enterprise (SE) Framework – over time



Source: Form 990s - Guidestar