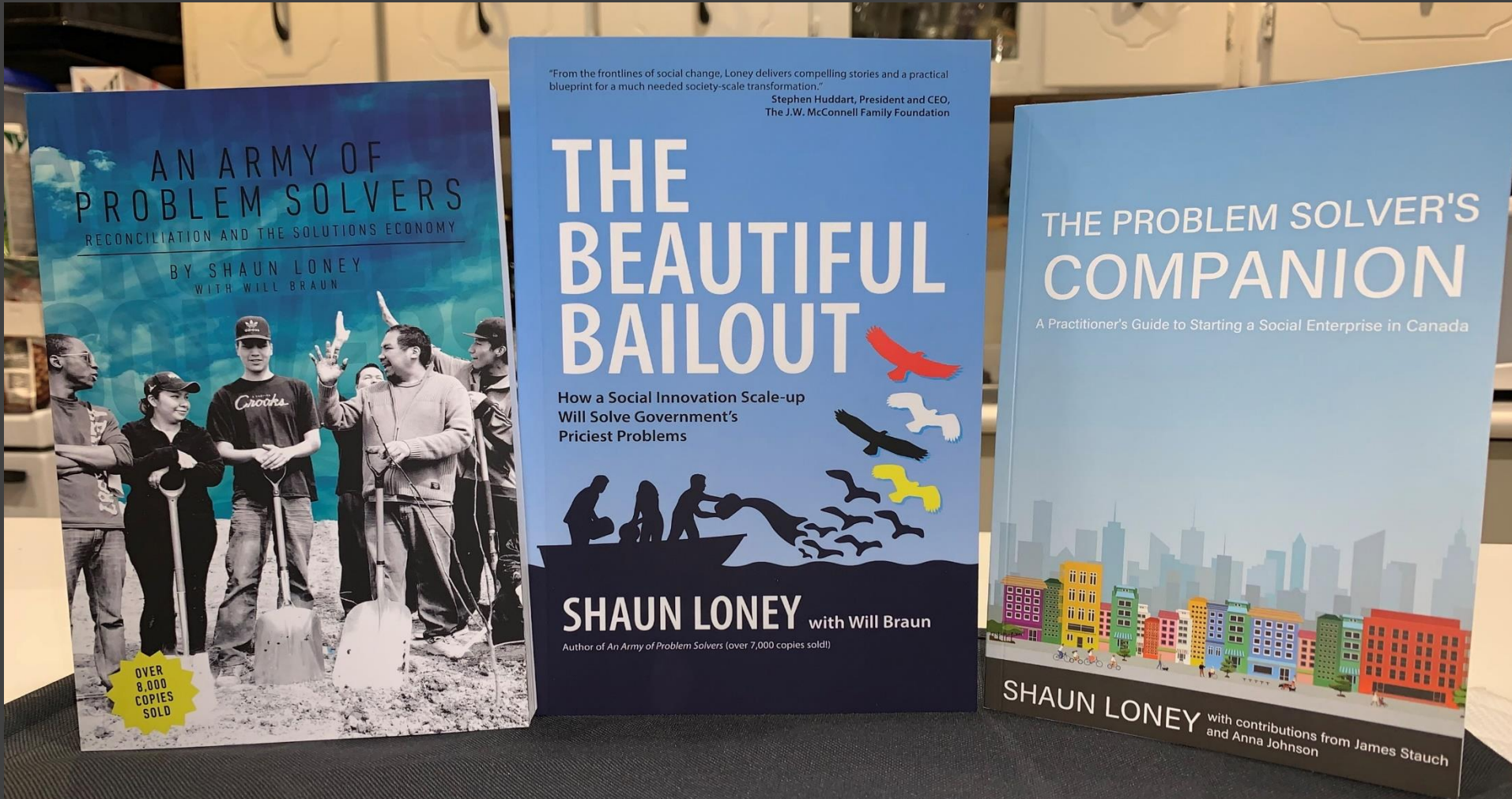




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WE KNOW SOCIAL ENTERPRISE. INSIDE AND OUT.









Seeing Poverty Differently

HOUSING*First*

BUILDING*Foundations*

Better living in public housing

.....

**Another
Manitoba
Housing
Renovation
Project**



THE MANITOBA HOUSING
AND RESIDENTIAL CORPORATION

Manitoba



1522 B BURROWS AVE.

7

7







“Social Procurement”

Manitoba Housing buys \$6 million and growing in trades contracts with several social enterprises in Manitoba who collectively have 200 people on their payrolls – people who otherwise would not have access to the labour market.

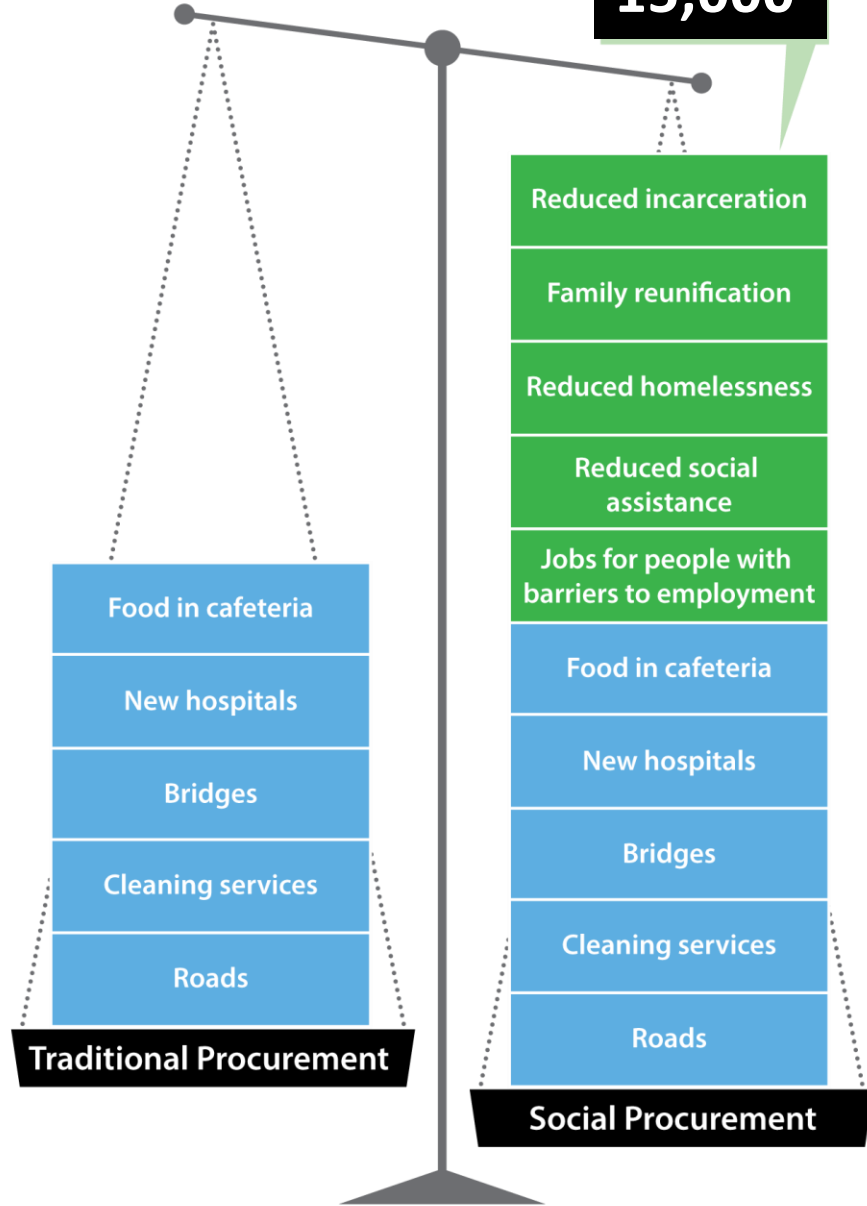


Annual Government * Procurement
more than **\$50 Billion**



Value of 2% (\$1 Billion)

15,000



* Federal, provincial, municipal

Market Tools

Charity

Non Profit

Social
Enterprise

Social
Entrepreneur

Corporate
Social
Responsibility

Strictly Profit
Seeking

Non-Profit

Problems are Stubborn and Insatiable



\$220,000/bed
\$80,000/yr +



Dialysis \$1 million/bed
\$100,000/yr



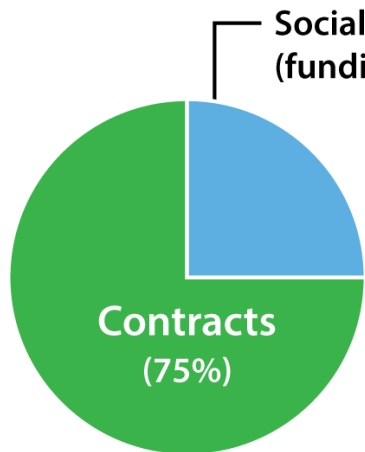
\$1.8 million
Baby to Age 18



Two Kinds of Money

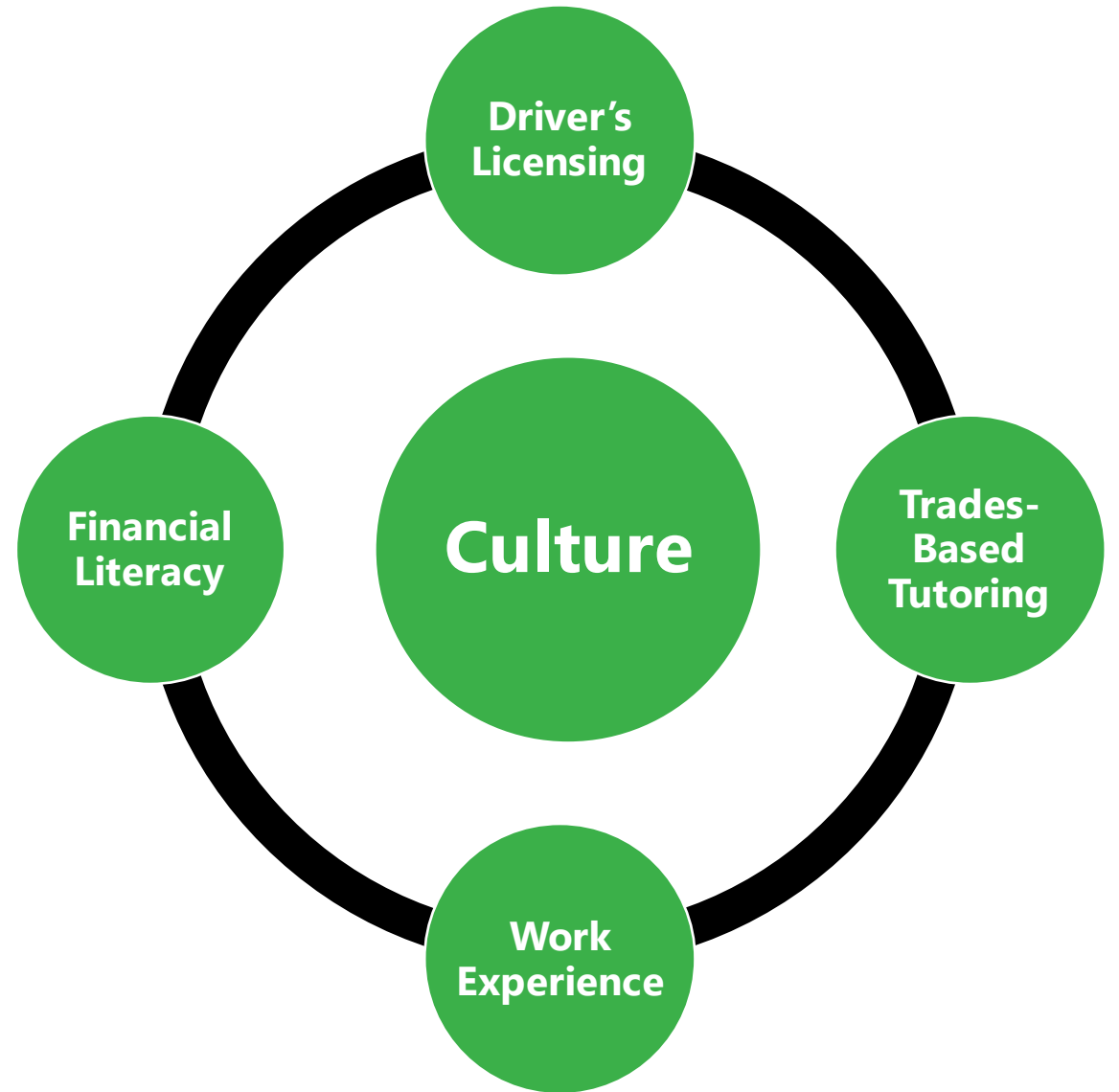


Contracts and Social Supports



Social supports (25%)
(funding or outcomes purchasing)

Social enterprises that hire people with barriers to employment usually need some form of revenue to cover the costs that regular businesses don't incur (classroom and on-the-job training are good examples).



BRANDON
NEIGHBOURHOOD **BNRC**
RENEWAL corporation 

BUILDUP
SASKATOON

 **BuildingUp**

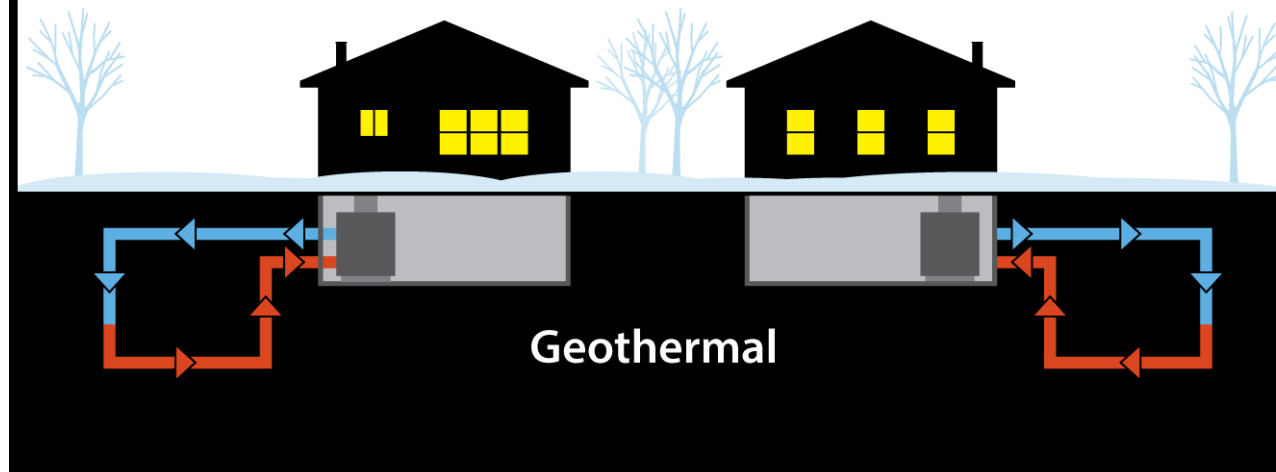
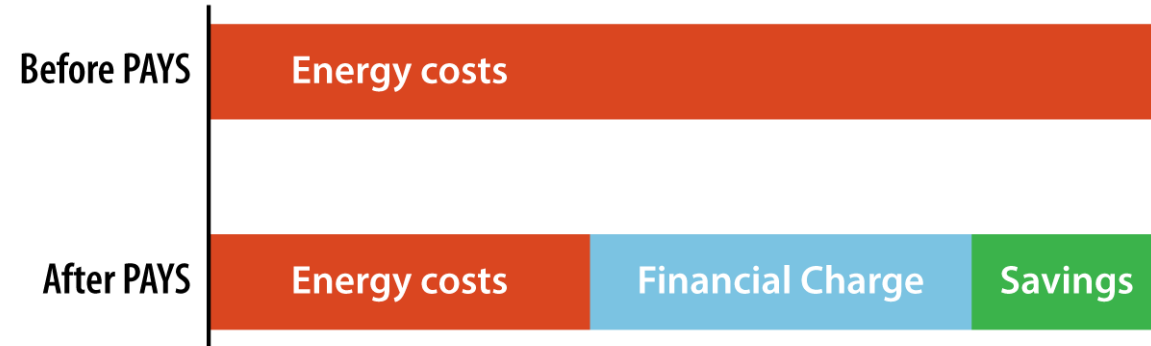

COMMUNITY BUILDERS
Building With Purpose


outflow


IMPACT CONSTRUCTION
BUILDING WHAT MATTERS



Pay-As-You-Save Financing (PAYS)



Total Residential Heat Pumps Installed by Community 2013-2017

First Nation	Total Installed	Total Available
Fisher River Cree Nation	256	500
Peguis First Nation	104	1000
Long Plain First Nation	38	400
Sagkeeng First Nation	20	700
Waywayseecapo Ojibway Nation	10	400
TOTAL	428	3000

Geothermal by the Numbers

For every 10,000 homes @ \$20,000 per home:

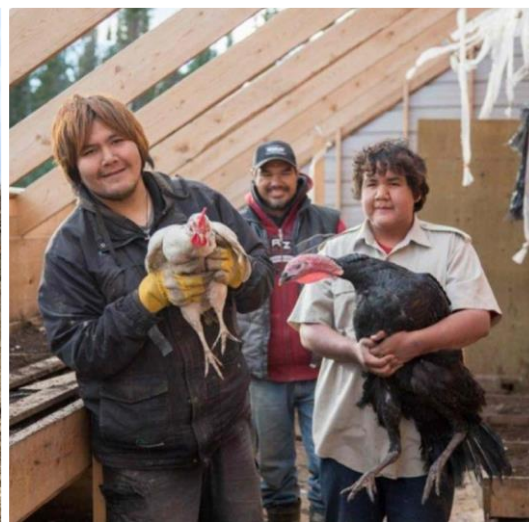
- = \$200 million in capital
- = \$100 million in on-reserve labour
- = 2,500 person years of employment
- = 120,000 MWh/yr reduction in elec.
- = 2,000 tonnes/yr emission reductions







Turning Government From Funder to Customer



Systems Change



What is Social Innovation?

"Making it easy for problem solvers."

"Making markets for solutions."

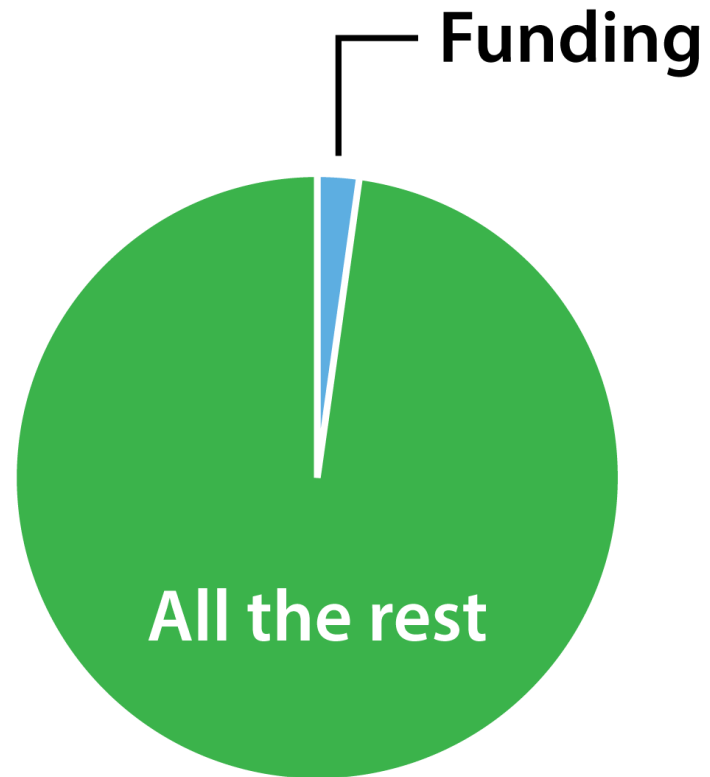
"Social innovation is to social enterprises what technical innovation is to the smart phone."

"Turning government from a funder into a customer."





Two Kinds of Money



The Tools of Social Innovation

The Four Tools of Social Innovation

1. Social Procurement
2. On-bill Financing
3. Outcomes Purchasing
4. Impact Investment





OUTCOMES PURCHASING

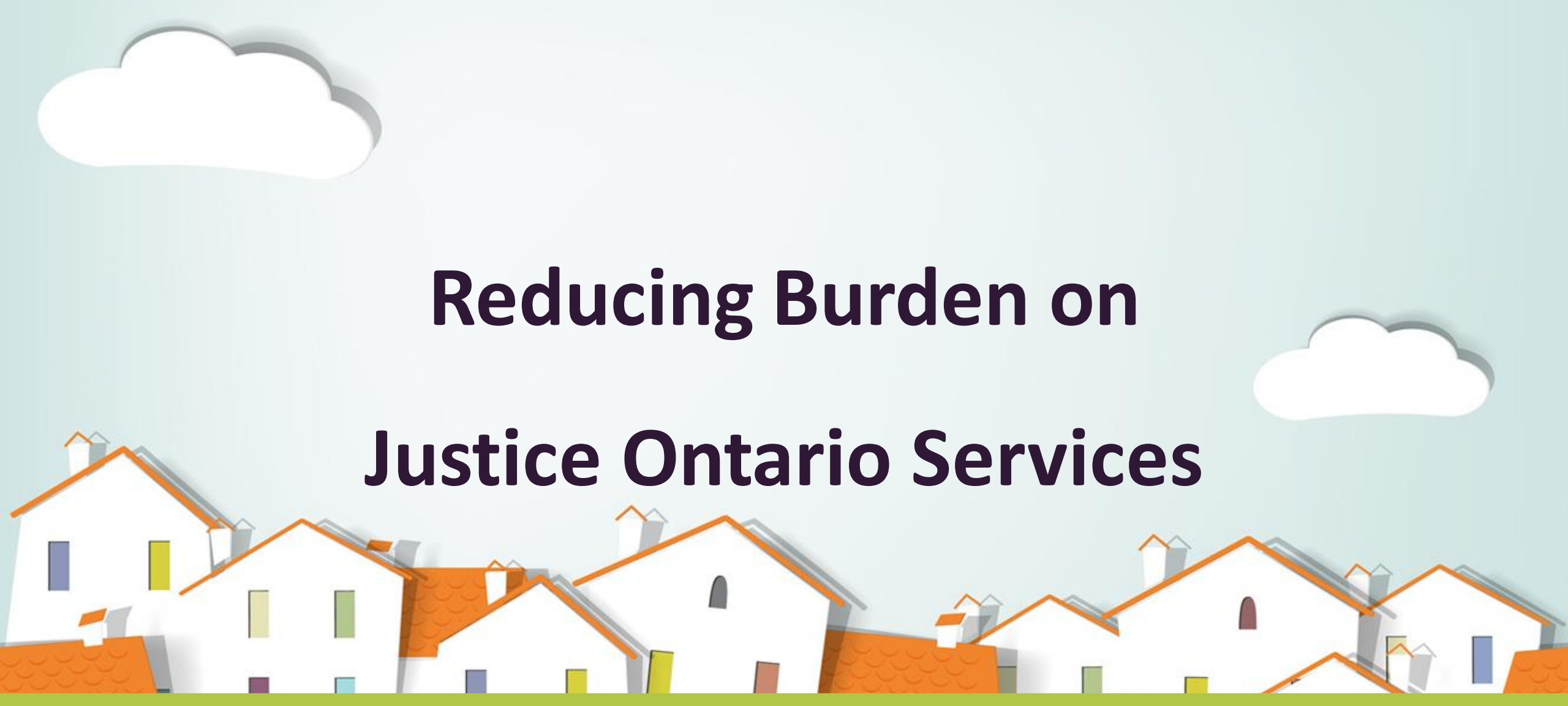
Example 2: Multiple Purchasers



OUTCOMES	PURCHASER
Energy Bill Savings	Indigenous Services Canada
Social Assistance Reduction	Indigenous Services Canada
Green Equipment	Natural Resources Canada
Labour and Training	Employment Services Development Canada
Carbon Reduction	Environment Canada
Avoided Infrastructure Upgrades	Manitoba Hydro



If governments can buy electricity from outside companies, they can also buy electricity reductions (and other lucrative social outcomes) from social enterprises.

The background features a light blue sky with two white, stylized clouds. Below the sky is a row of colorful, stylized houses with orange roofs and various colored windows and doors. The houses are arranged in a slightly overlapping manner, creating a sense of a neighborhood.

Reducing Burden on Justice Ontario Services



Scaling Lucy's Place Results

We have a win-win-win proposal that would allow the best parts of Lucy's Place to scale by using a new revenue model.



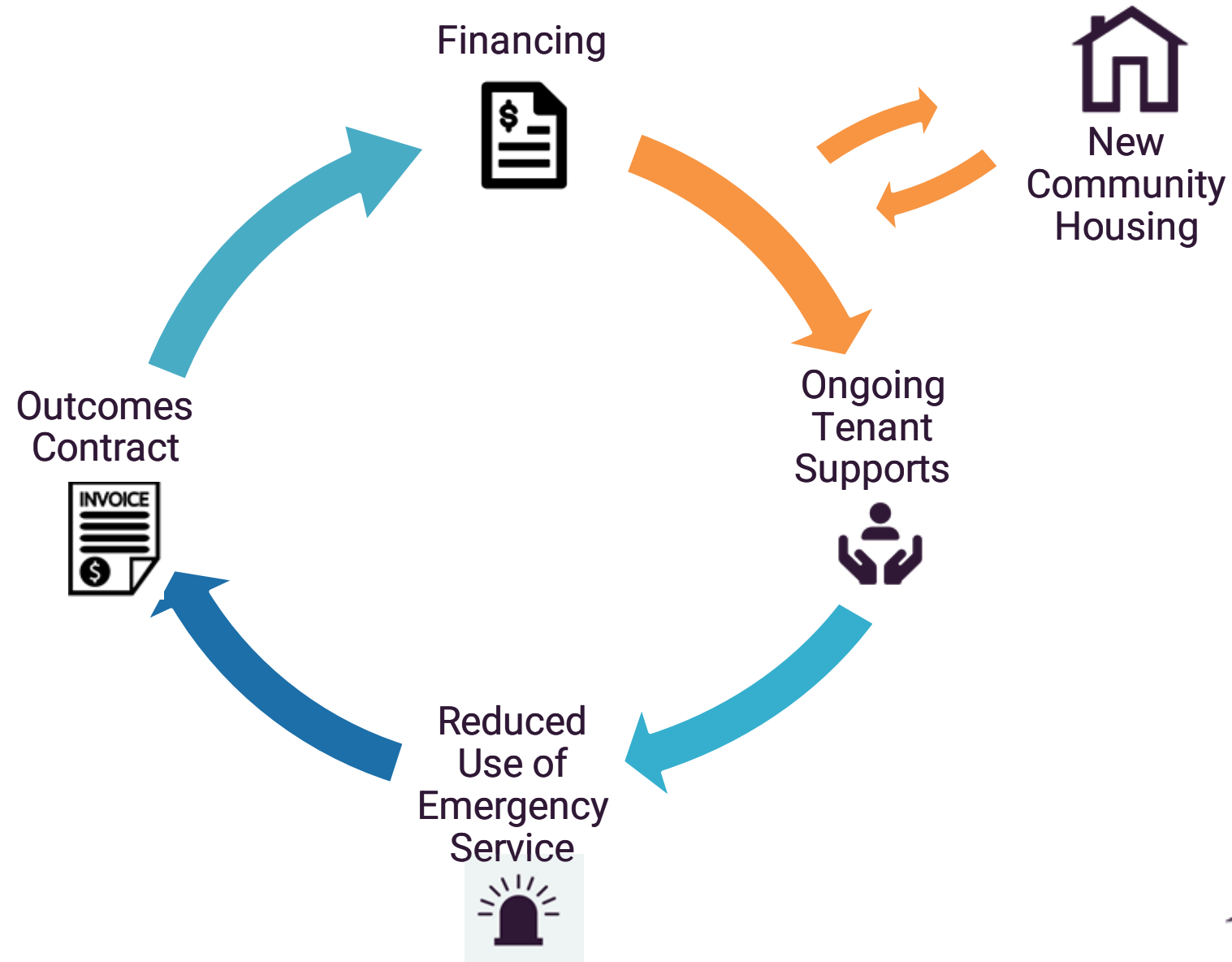


Proposal: Multiple Purchasers



OUTCOME	PURCHASER
Reduced Court Appearances Reduced Nights in Jail	Justice Ontario
Reduced Dispatches Reduced Arrests	Barrie Police Service
Reduced Hospital Visits	RVH Regional Health Centre

SUSTAINABLE REVENUE MODEL



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Un organisme du gouvernement de l'Ontario



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OF CANADA



COMMUNITY
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Building With Purpose



A WAY HOME
VERS UN CHEZ-SOI





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