Crisis Center
TAMPA BAY
A safe place to call when life hurts
Beyond the Present

“A New Paradigm”

Presented
By
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And
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Social Enterprise

- A strategy to build and sustain a nonprofit’s mission through:
  - Earned Income
  - Planned Abandonment of Programs
  - Efficiencies of Operation
Social Enterprise

Who has heard of this?

Who is doing this?
It’s a Jungle Out There

- Increased Competition
- Real or Perceived Misuse of Funds
- Operate as a Business
- Sarbanes-Oxley
- Audit Committee
It's a Jungle Out There

- Increased Competition for Dollars
- Programmatic vs Operating Funding
- More Non-Profits
The Entrepreneurial Spirit
Success Factor

- Courage
- Build the Right Team
- Calculated Risk
- Open to Change
The Entrepreneurial Spirit
Success Factors

- Vision
- It’s OK to make a Profit
- Top down Support
- Willingness to Plan
- Stay within your mission
- Build upon your assets and strengths
Planning is Everything

- Dependency
- Sustainability
- Self-Sufficiency
- Double Bottom-Line
Know When to Hold 'Em

Know When to Fold 'Em

- Mission Money Matrix
- Planned Abandonment
- TeenLink Basketball
- Satellite Location
TransCare

- Began as van transport for Baker Act
- Basic Life Support Ambulance (BLS)
- 911 Calls for City of Tampa
Nurse Examiner Program (NEP)
APPLE
Trauma Response Center
Venture Capital Fund

$750K Anonymous Donor

$100K Sapphire Award

Sapphire Award
Resources

• Harvard Business School
  – www.workingknowledge.hbs.edu
• Social Enterprise Institute
  – www.SE-Institute.org
• Social Enterprise Alliance
  – www.se-alliance.org
• Migrating from Innovation to Entrepreneurship
• The Social Enterprise Sourcebook – Jerr Boshee