

Income Sources and Types

Social Enterprises and Non-Profit Organizations are able to access a broad range of customers and income sources, which they can contract in different ways. It is unwise to think in very narrow channels based on one's legal form. Here are some ideas.

Income Sources:

These are some people or organizations from which a non-profit organization or social enterprise could derive income.

- Foundations
- Impact investors
- Corporate social investment (CSI) departments
- Enterprise development departments
- Procurement departments
- Marketing departments
- HR departments
- Government procurement / supply chains
- Government grant funds
- Individuals
- Non-profit organizations
- Subsidiaries
- Investments
- Crowd funding
- Academic institutions
- International institutions etc.

Income Types:

These are some different ways a non-profit organization or social enterprise could contract or generate the income.

- Donations
- Grants
- Dividends
- Interest
- Subsidies
- Bequests
- Profit shares
- Outcomes-based funding
- Sale of goods (e.g. wheelchairs, educational toys, consumables, books)
- Sale of services (e.g. rentals, technical support or expertise, consulting, project management, fund management, training fees, cause-related marketing, sponsorships, brokerage).

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