

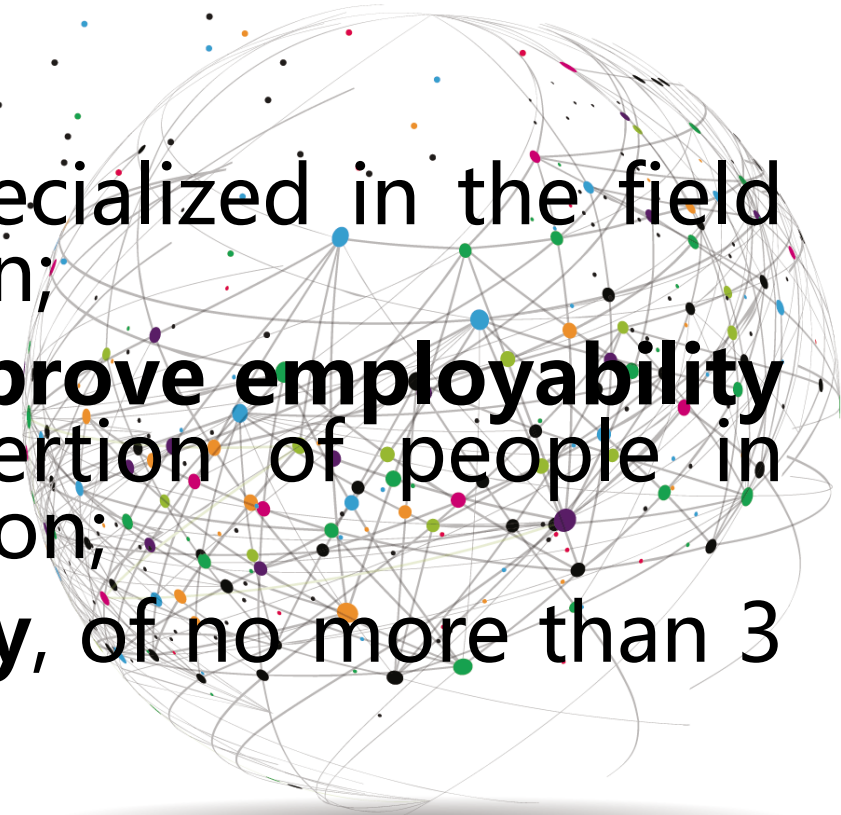
Study visit on

Social Assistance legal framework on benefits and social services schemes;
Social economy towards vulnerable groups to Portugal and Spain



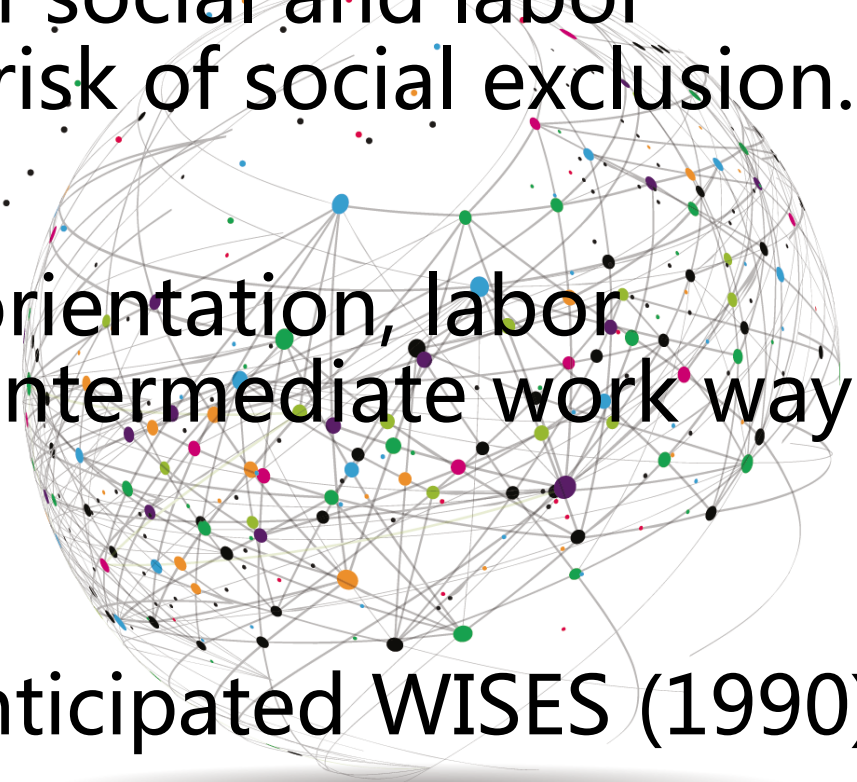
¿What is a Work Integration Social Enterprises (WISE)?

- an **economic initiative**;
- with **non-profit** nature;
- promoted by **social entities** specialized in the field of employment and social inclusion;
- with a **primary objective: to improve employability** and achieve the socio-labor insertion of people in situation or at risk of social exclusion;
- through a **personalized itinerary**, of no more than 3 years duration.



¿How WISES are born in Spain?

- Origin: initiatives of social intervention, of non-profit character, specialized in the field of social and labor insertion of people in situation or risk of social exclusion.
- Entities that worked in training, orientation, labor intermediation, considered a new intermediate work way (1980).
- Socioeconomic structures that anticipated WISES (1990).



Considerations

- Unemployment: serious problem.
- Direct consequence: economic exclusion.
- social exclusion.
- Employment: provider of income, rights, participation in social, cultural and political dynamics. Central axis of the vital projects of the people.
- **WISES**: need to diversify / customize **different strategies** and instruments for labor insertion.
- **WISES**: device for certain profiles that have exhausted other training options to find a job.

Law 44/2007, of December 13, for WISES regulation

- **Workers:** people in situations of social exclusion (PTI) unemployed and registered in the Public Social Services (Article 2).
- **Insertion itinerary** established by: Public Social SS., Public Employment SS., WISE, contracted person (article 3).
- Promotion by a **non-profit entity** (51%);
- **Registration of legal form and Administrative Record in the Autonomous Community** of the WISE;
- **PTI annual computation**, first 3 years (30%), 5th year (50%);
- Application **80%** results improvement exercise (structure / insertion);

economic and social memory); (Article 5).

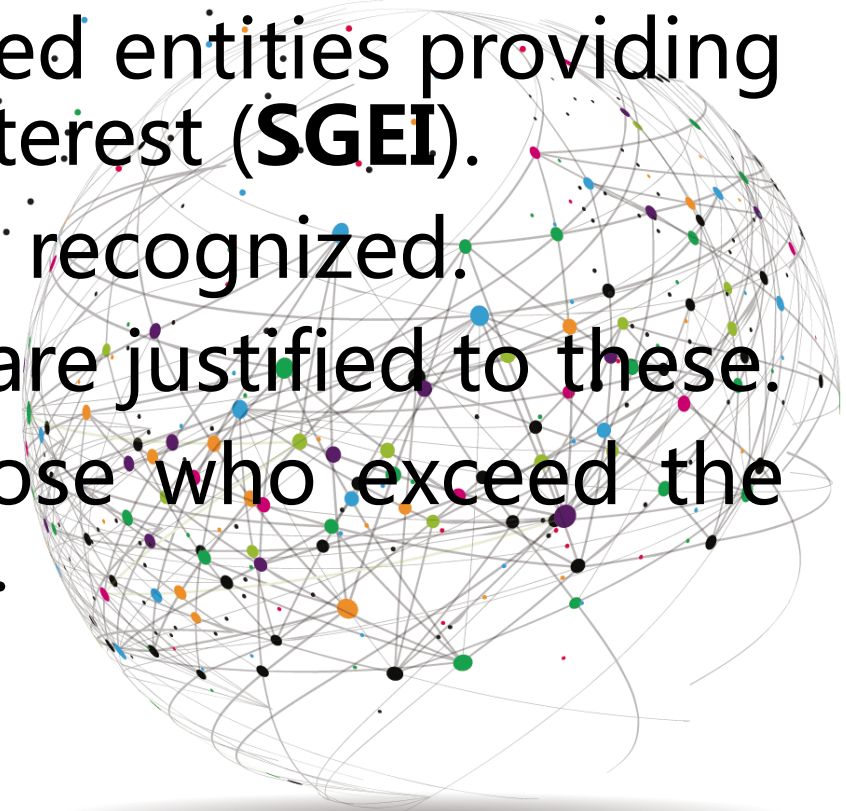
Measures to promote WISES in Spain I

WISES are beneficiaries of some aid measures for their social function, over-cost PTI recruitment, training and accompaniment:

- **Public Aid** (variable) of the Autonomous Communities for creation, hiring (PTI, PTA, PTP ...); investment, training, studies.
- **Social Security contributions PTI** (article 16. 3a).
- **Bonuses** for people who have completed the itinerary in WISE (Article 6, Law 31/2015).
- Obligation of **public institutions** to set **minimum reserves** for the right to participate in the adjudication of contracts (Article 6, Law 31/2015).

Measures to promote WISES in Spain II

- **Law 31/2015, of September 9.**
- In his art. 3 the WISES are declared entities providing **services of general economic interest (SGEI)**.
- The social work of WISES is thus recognized.
- Aid and promotional measures are justified to these.
- It provides legal security to those who exceed the minimum established by the EU.



Measures to promote WISES in Spain III

- **Law 9/2017**, of November 8, on **Contracts of the Public Sector**.
- It allows to "reserve participation" in tenders for S.E.C. and WISES.
- Use of public procurement to achieve social



What is FAEDEI?

- Federation of WISES Business Associations.
- Non-profit entity.
- Born at the end of 2007.
- State and only representative of WISES in Spain.
- At this moment 12 Territorial Associations of WISES.

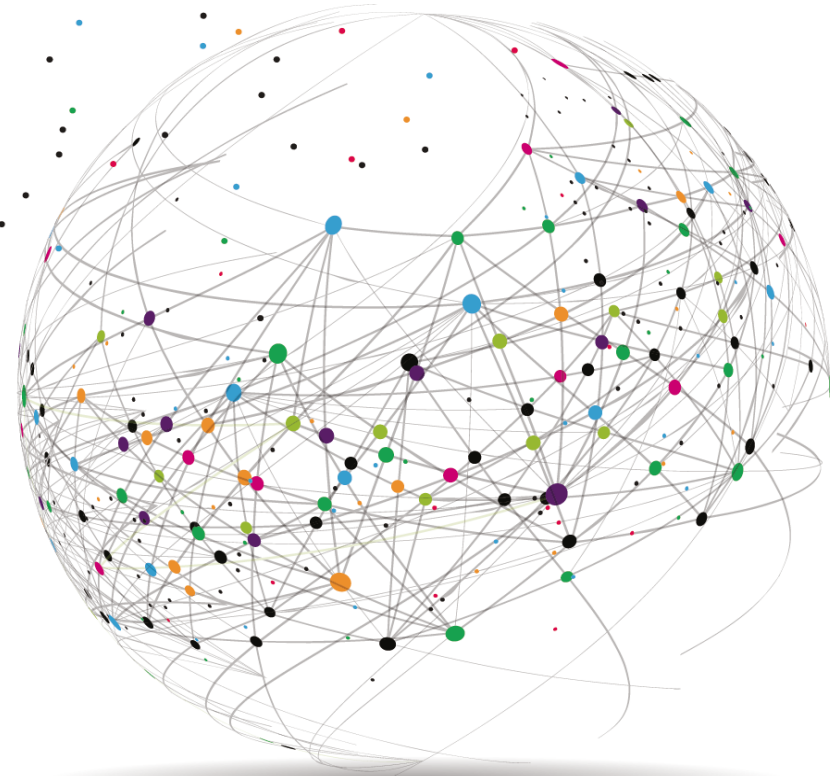


Distribución geográfica

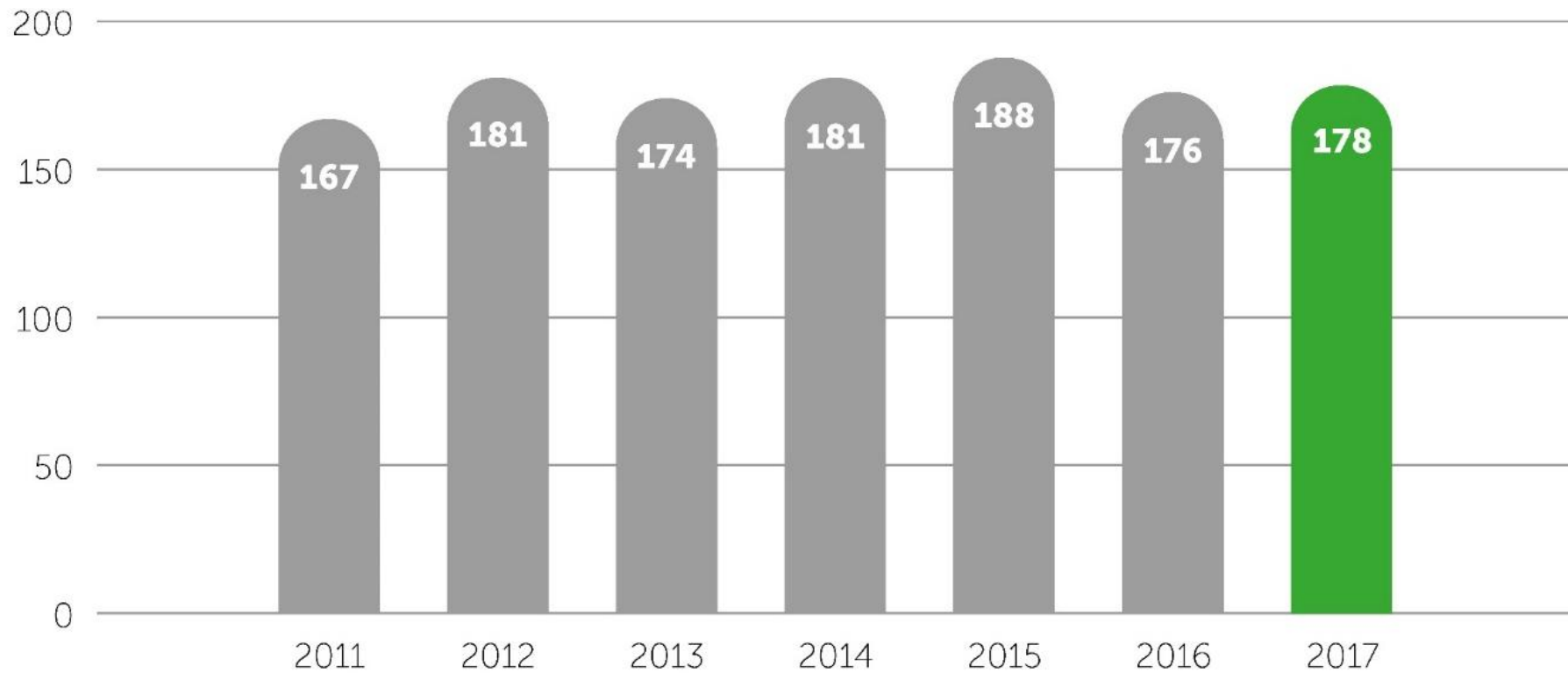
Geographic
al
distribution



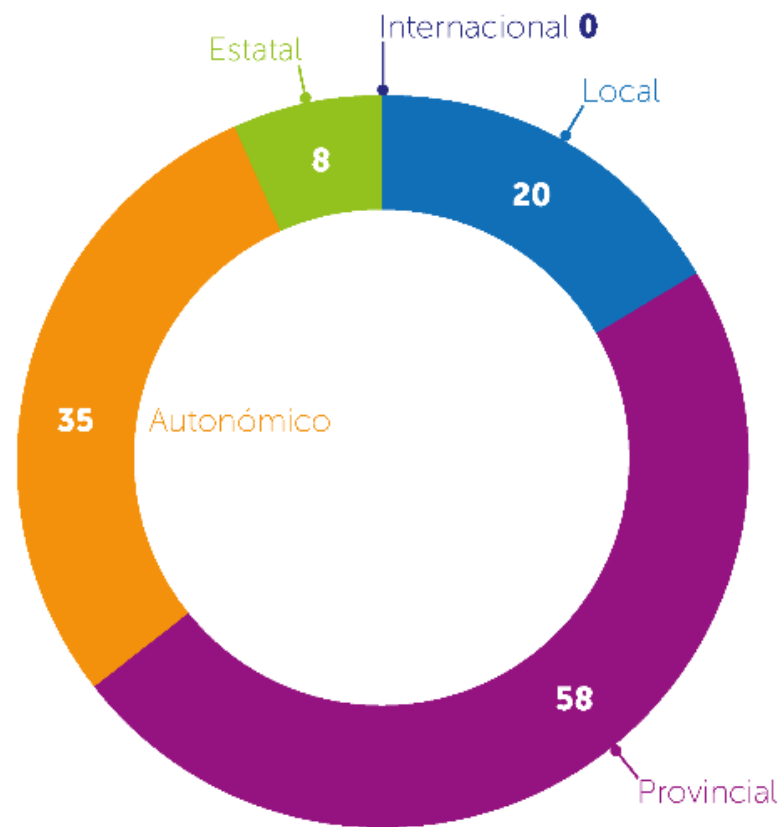
1. General data



Evolution of the number of WISES participants in the Social Balance

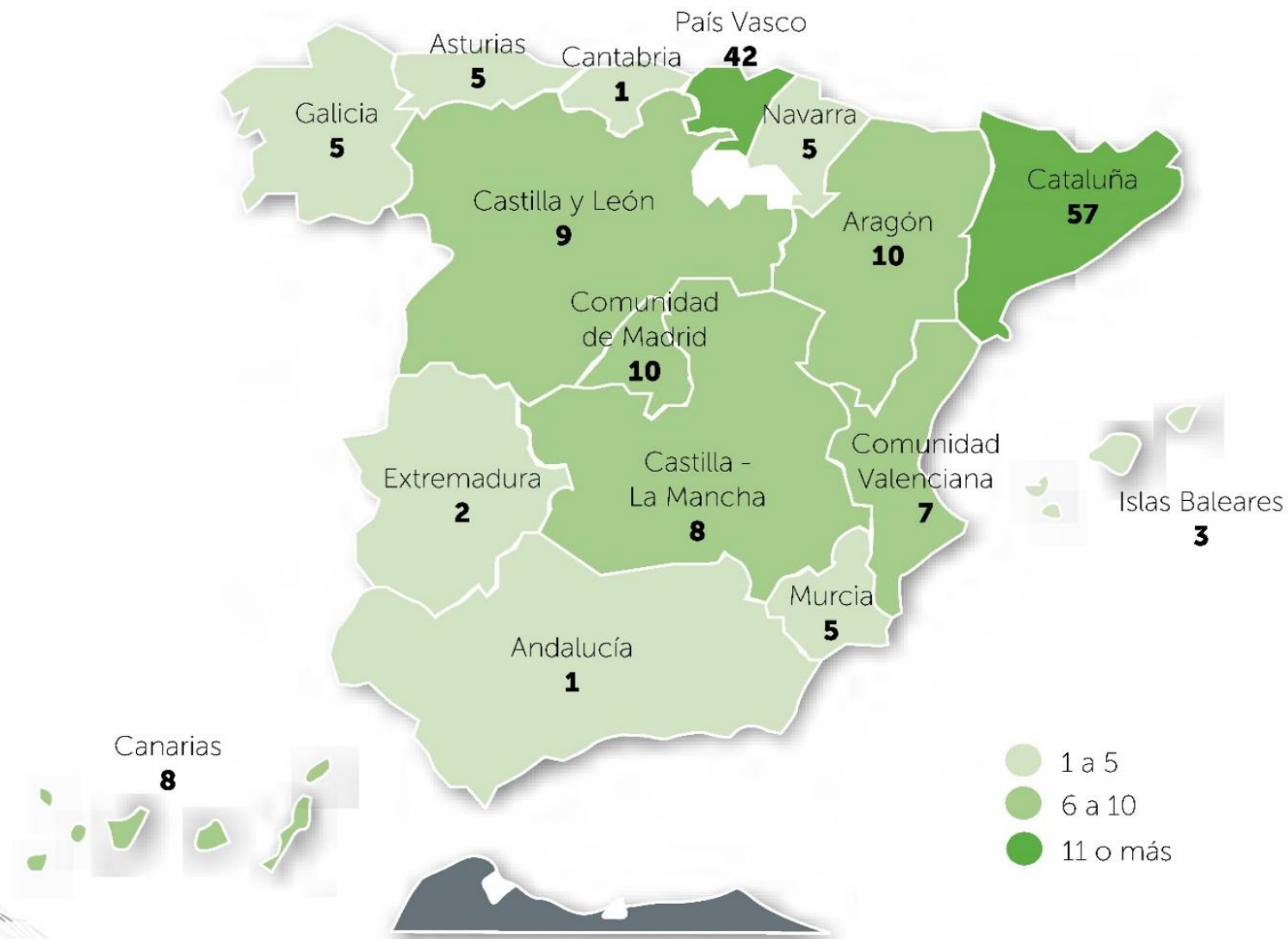


Scope of action of the WISES



* WISES of Catalonia are not included.

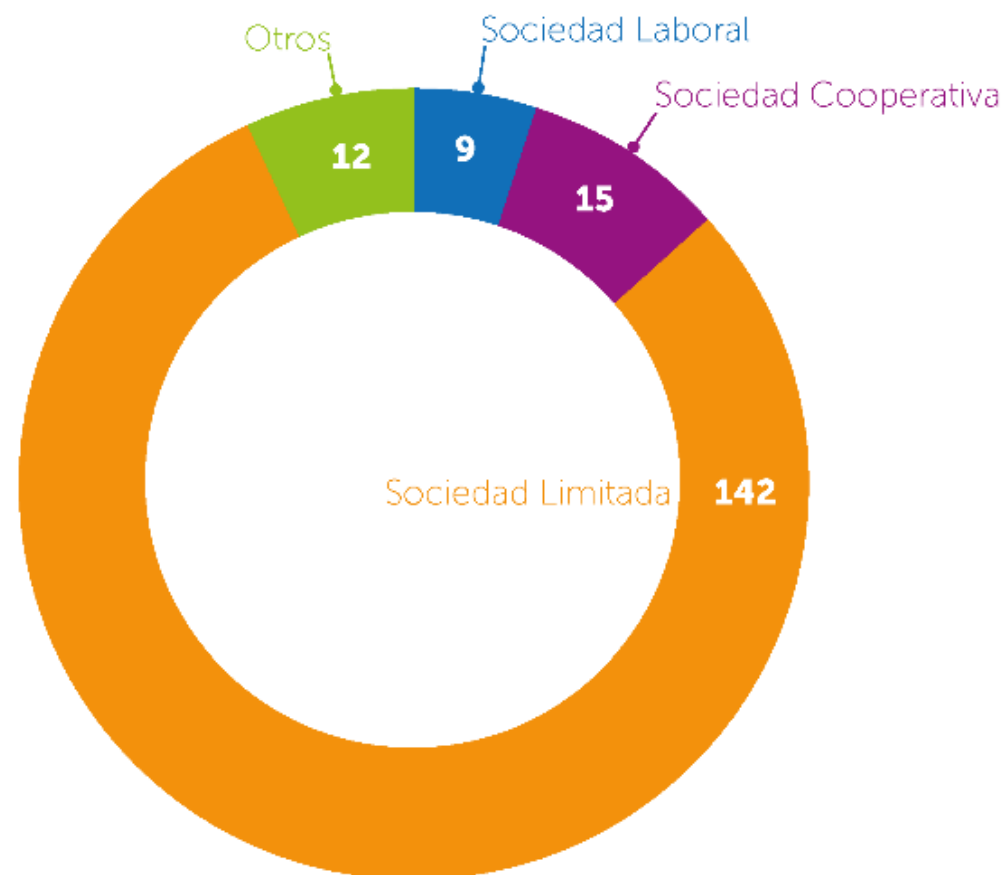
Geographical distribution



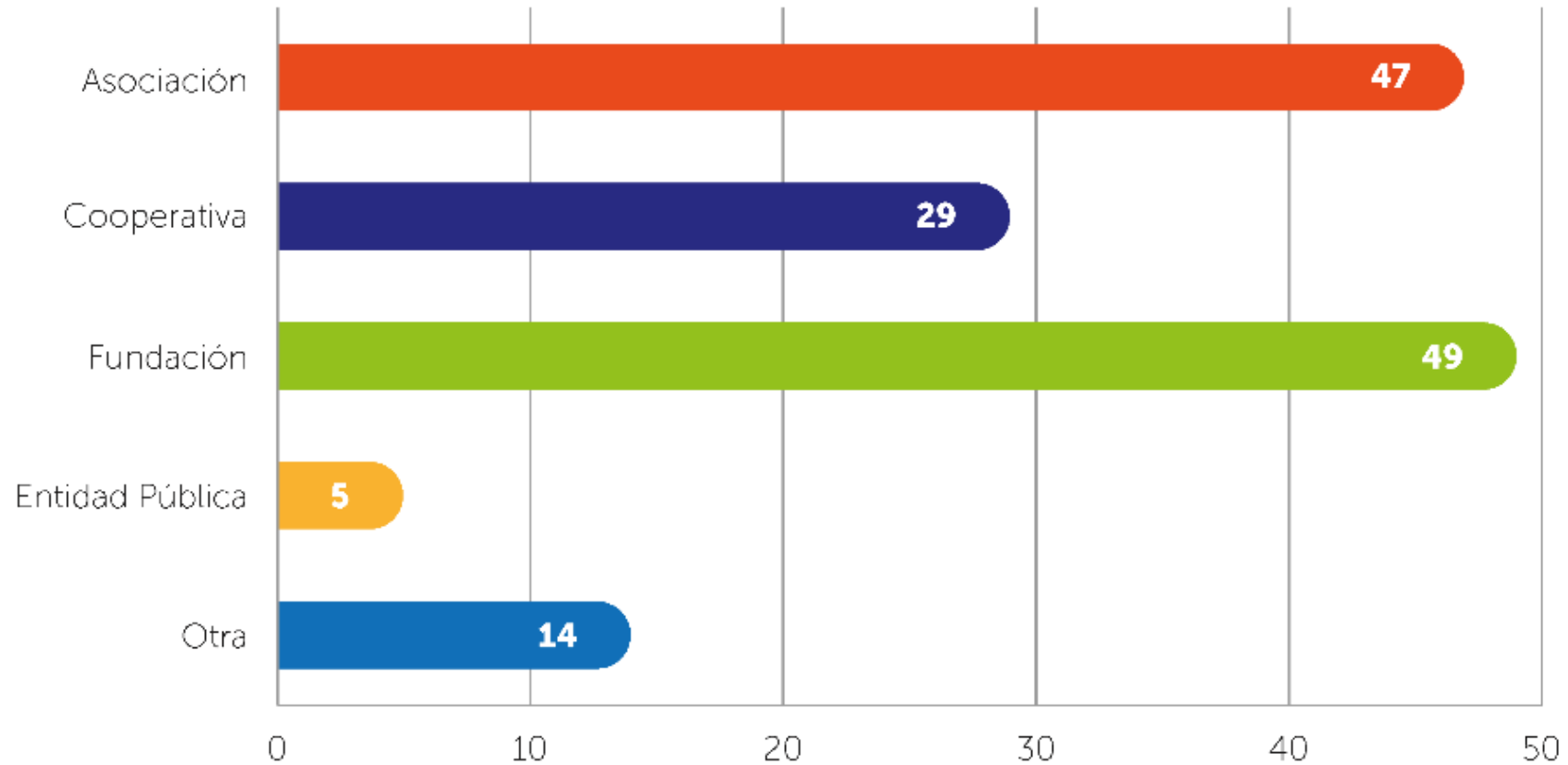
Total

178


Legal forms of the WISES participants in the Balance



Legal forms of the Promoting Entities of the WISES participants in the Balance



Main sectors of economic activity of the WISES

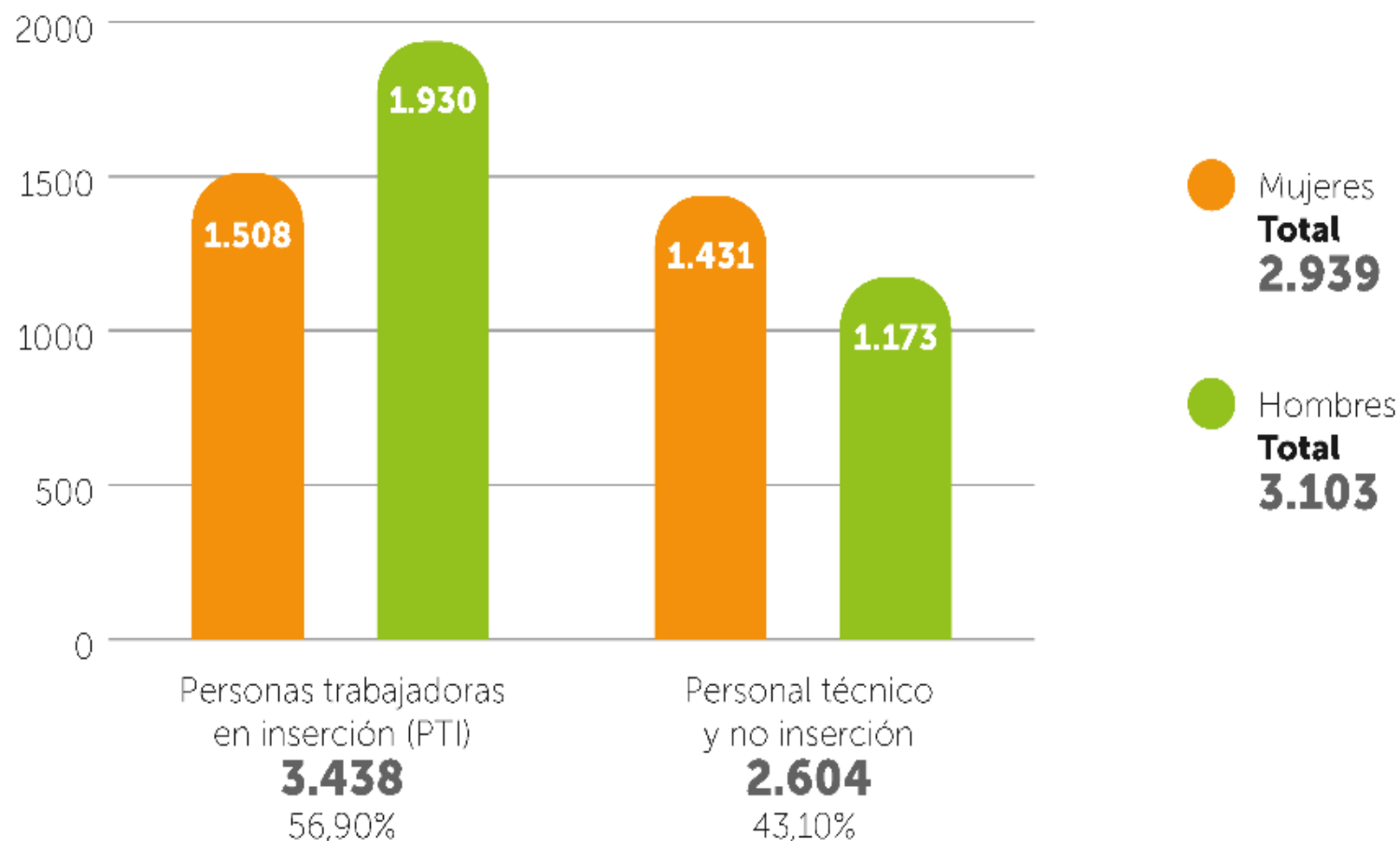


Sector	Nº Total de EE.II.	%
Agricultura, ganadería y pesca	8	6,61 %
Construcción	6	4,96 %
Industria	9	7,44 %
Servicios	98	80,99 %
Total	121	100 %

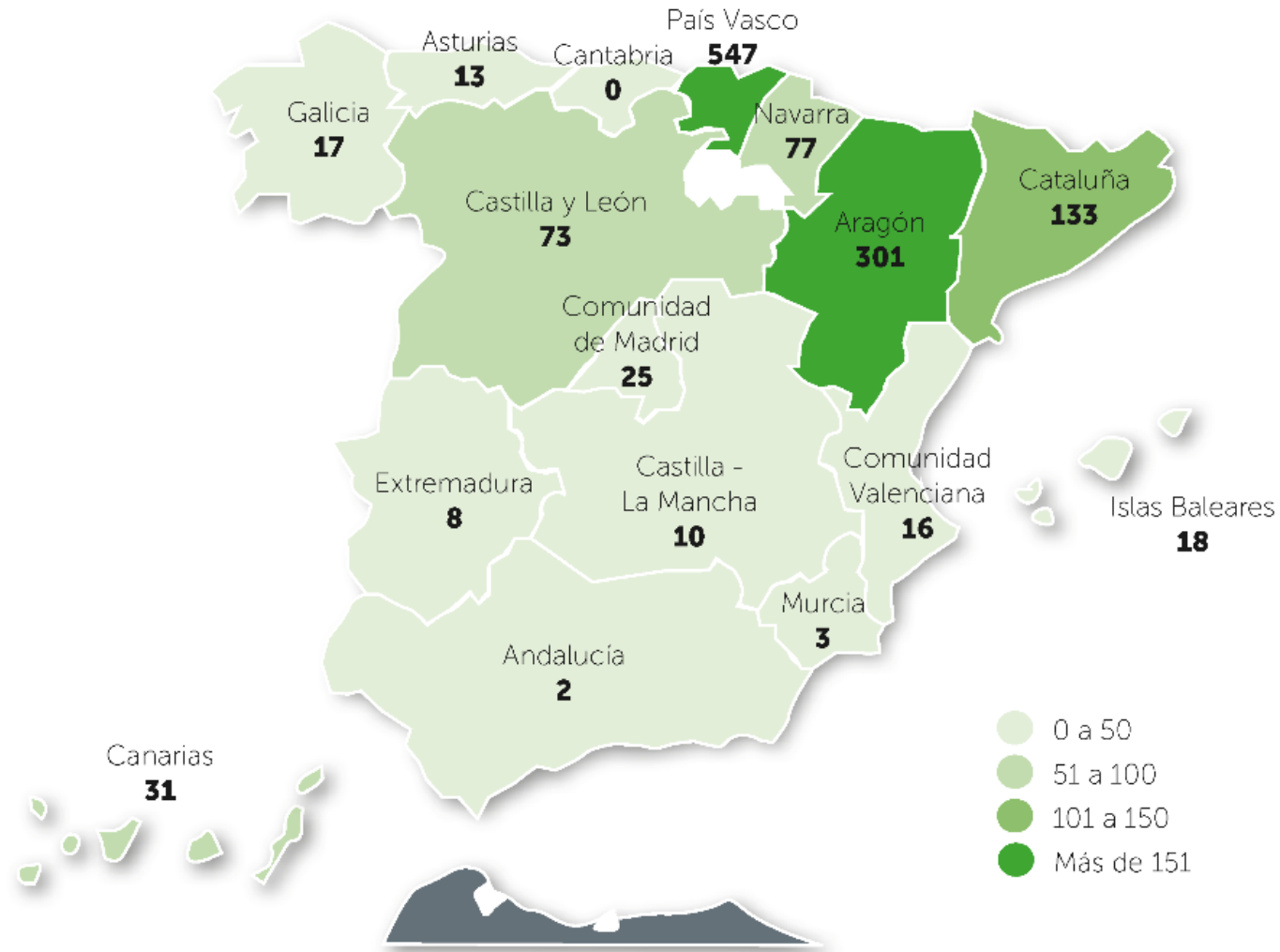
* WISES of Catalonia are not included.

Indicators of the social impact of WISES in 2017

Social Information



People who work in insertion (PTI) who receive Minimum Income from Insertion (RMI)



Total

1.274

Modalities for hiring workers in insertion (PTI)

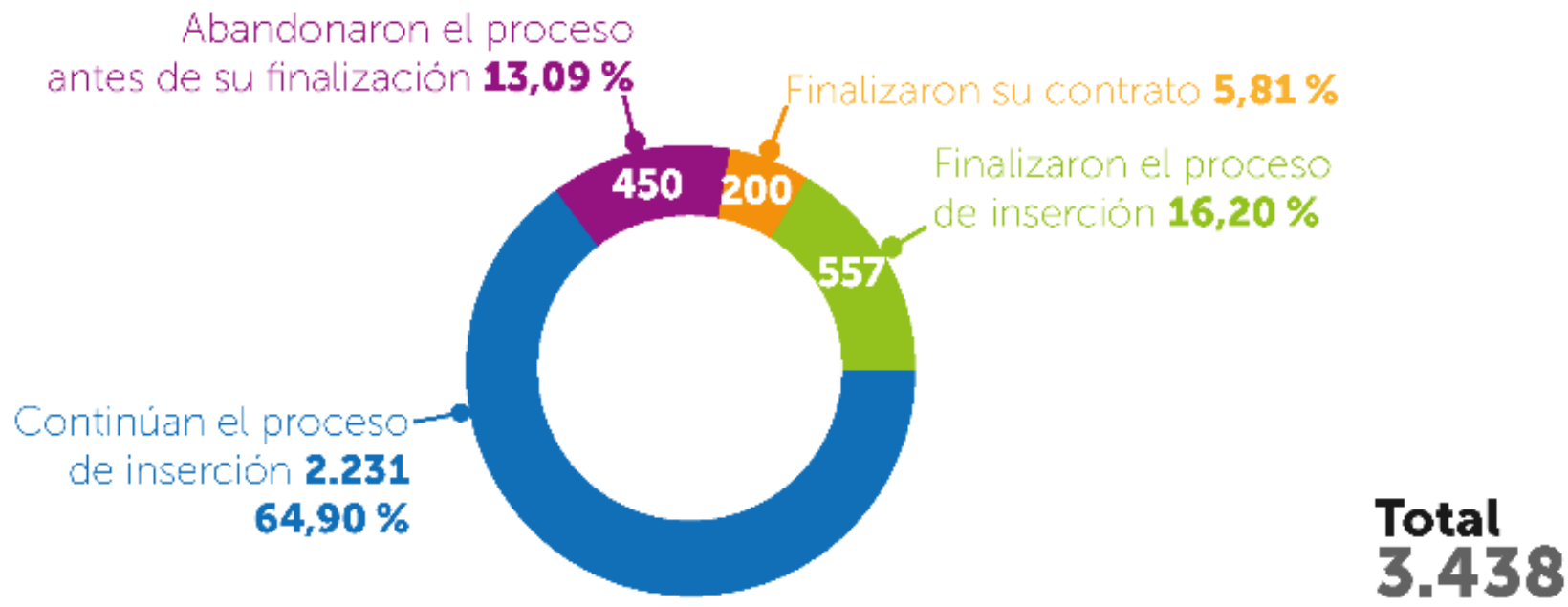
Modalidad de contrato	Nº	%
Contratos Inserción Ley 44/2007	1.768	88,62 %
Contratos de Formación y Aprendizaje	20	1 %
Otros contratos	207	10,38 %
Total	1.995	100 %

Time of permanence of the workers in insertion in WISES

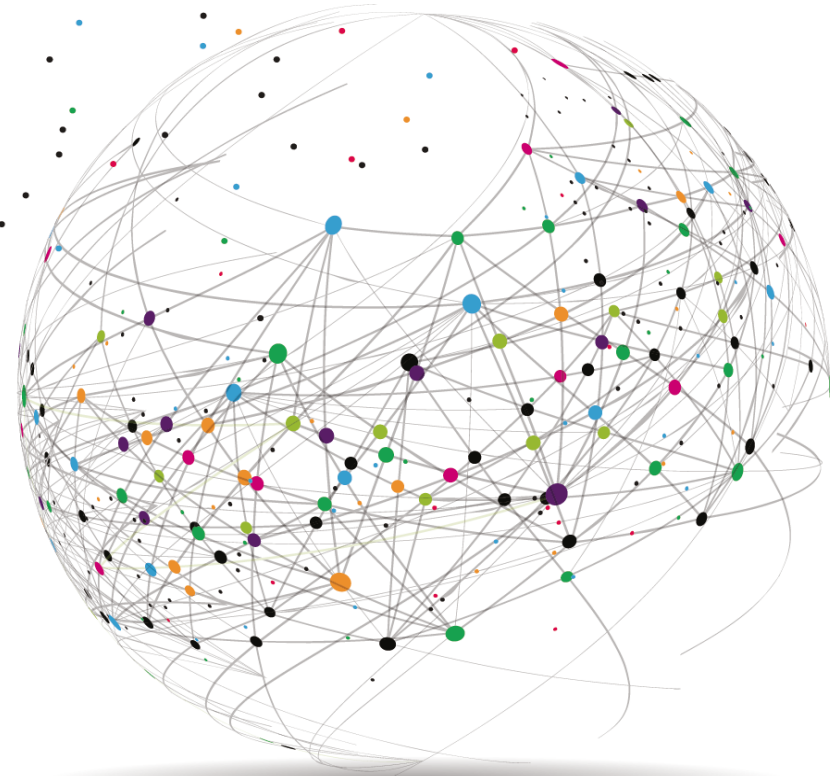
Tiempo de permanencia en las EE.II.	Nº PTI en 2017	% del total
Menos de 6 meses	422	21,15 %
6 a 12 meses	557	27,92 %
1 a 2 años	562	28,17 %
2 a 3 años	454	22,76 %
Total	1.757	100 %

Time of permanence of the workers in insertion in WISES

Indicators of labor insertion



2. Economic data



WISES indicators of economic impact

Economic analysis

	2015	2016	2017
Ingresos de explotación	106.491.011,74 €	114.906.488,15 €	119.483.443,07 €
Consumo de materias primas	-20.093.555,88 €	-11.061.458,94 €	-13.062.184,75 €
Otros gastos de gestión corriente	-21.930.296,14 €	-13.367.251,67 €	-12.513.680,04 €
Valor Añadido Bruto (VAB)	64.467.159,72 €	90.477.777,54 €	93.907.578,28 €
Resultados extraordinarios	-174.659,64 €	20.110,76 €	32.334,74 €
Valor Añadido Bruto Generado	64.292.500,08 €	90.497.888,30 €	93.939.913,02 €

WISES indicators of economic impact

Economic analysis

**Ingresos
totales** **119.483.443,07 €**

**VAB
Generado** **93.939.913,02 €**

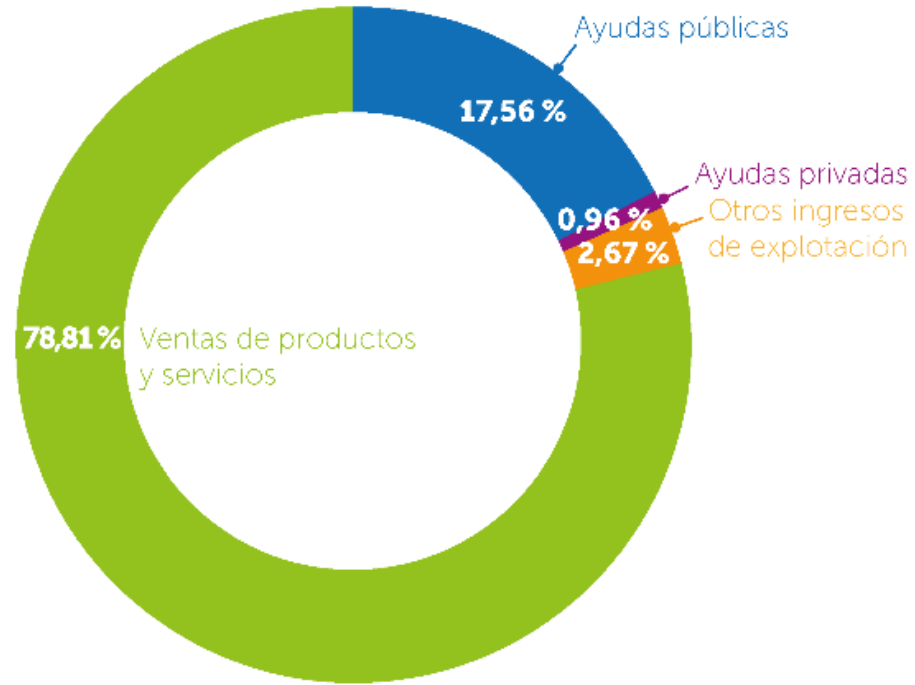
WISES indicators of economic impact

Economic analysis

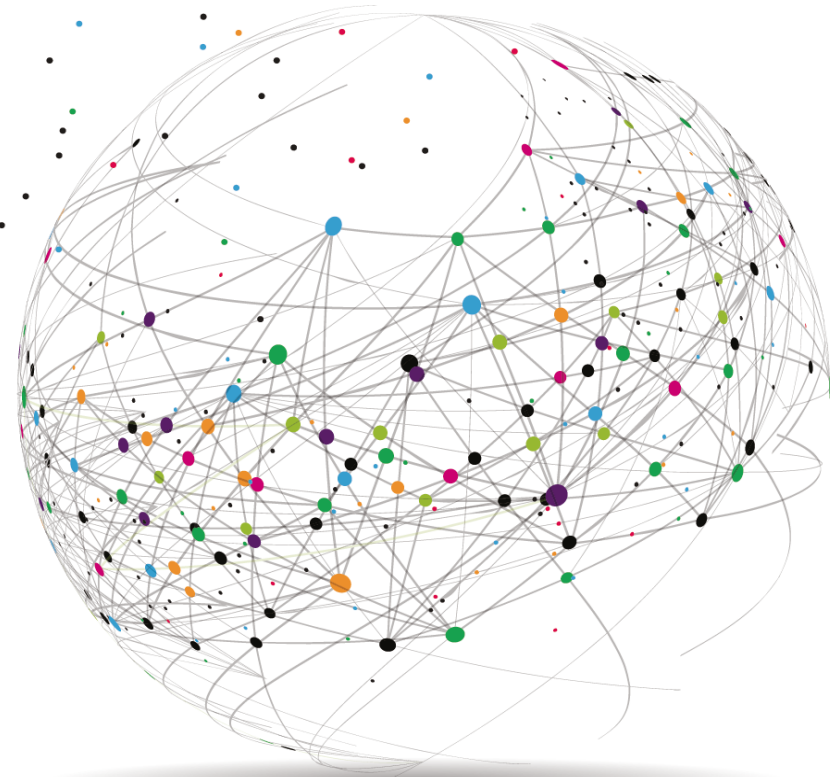
Ingresos por facturación e ingresos por ayudas públicas

Fuentes de ingresos	2017
Ayudas públicas	20.990.647,91 €
Ayudas privadas	1.151.980,15 €
Otros ingresos de explotación	3.196.573,82 €
Ventas de productos y servicios	94.227.536,51 €
Total de ingresos por año	119.566.738,39 €

WISES source of income

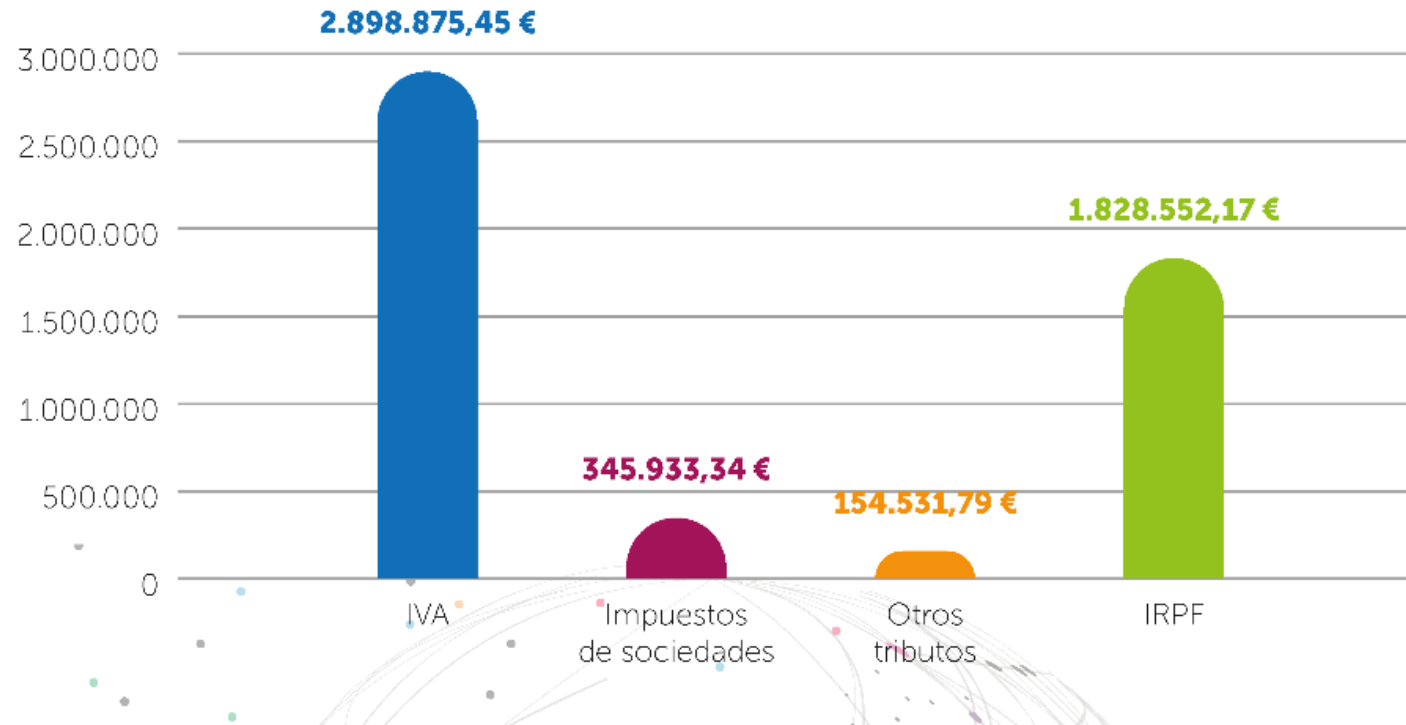


3. Economic Return



Economic Return

Return to public administrations via taxes *



* WISES of Catalonia are not included

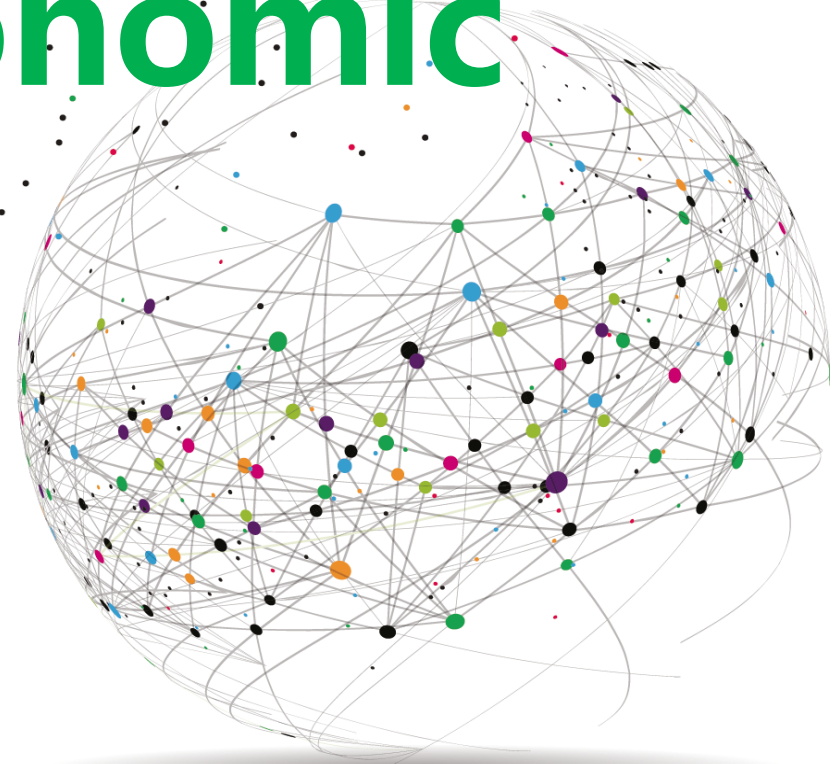
Economic Return

Calculation of the Economic Return to Public Administrations *

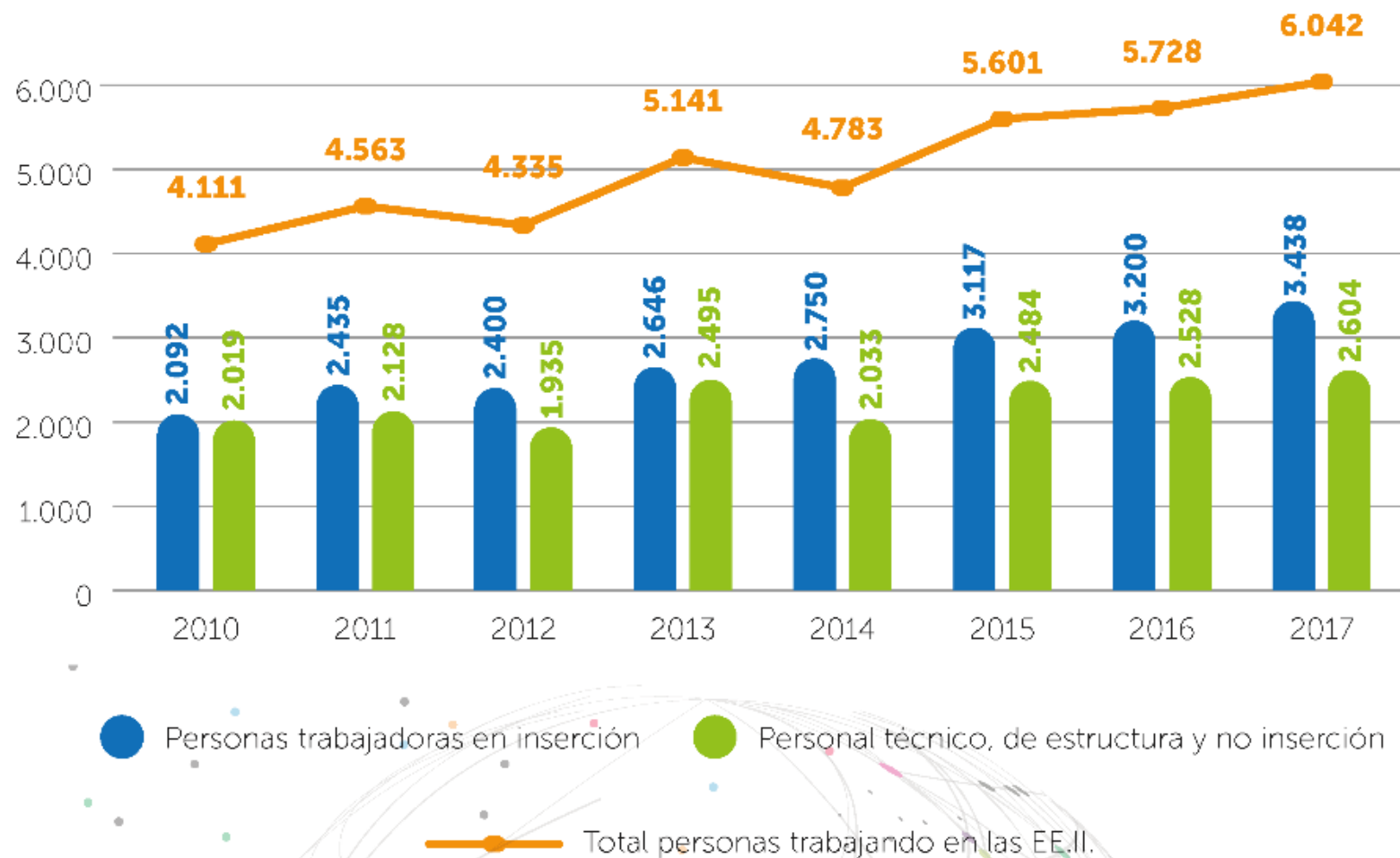
Contribución de las EE.II. por las personas en inserción contratadas ⁵	Importe por TI/año	Nº TI (puestos inserción)	Suma total de ingresos a AA.PP.
Seguridad Social empresarial	3.379,97 €		4.552.142,70 €
Seguridad Social trabajador/a	696,40 €		937.910,62 €
IRPF	381,38 €		513.648,87 €
IVA o situaciones especiales (IGIC)	1.411,98 €	1.346	1.901.661,17 €
Impuesto sobre Sociedades	168,50 €		226.932,14 €
Otros tributos	75,27 €		101.372,79 €
Total	6.113,50 €		8.233.668,29 €

* WISES of Catalonia are not included.

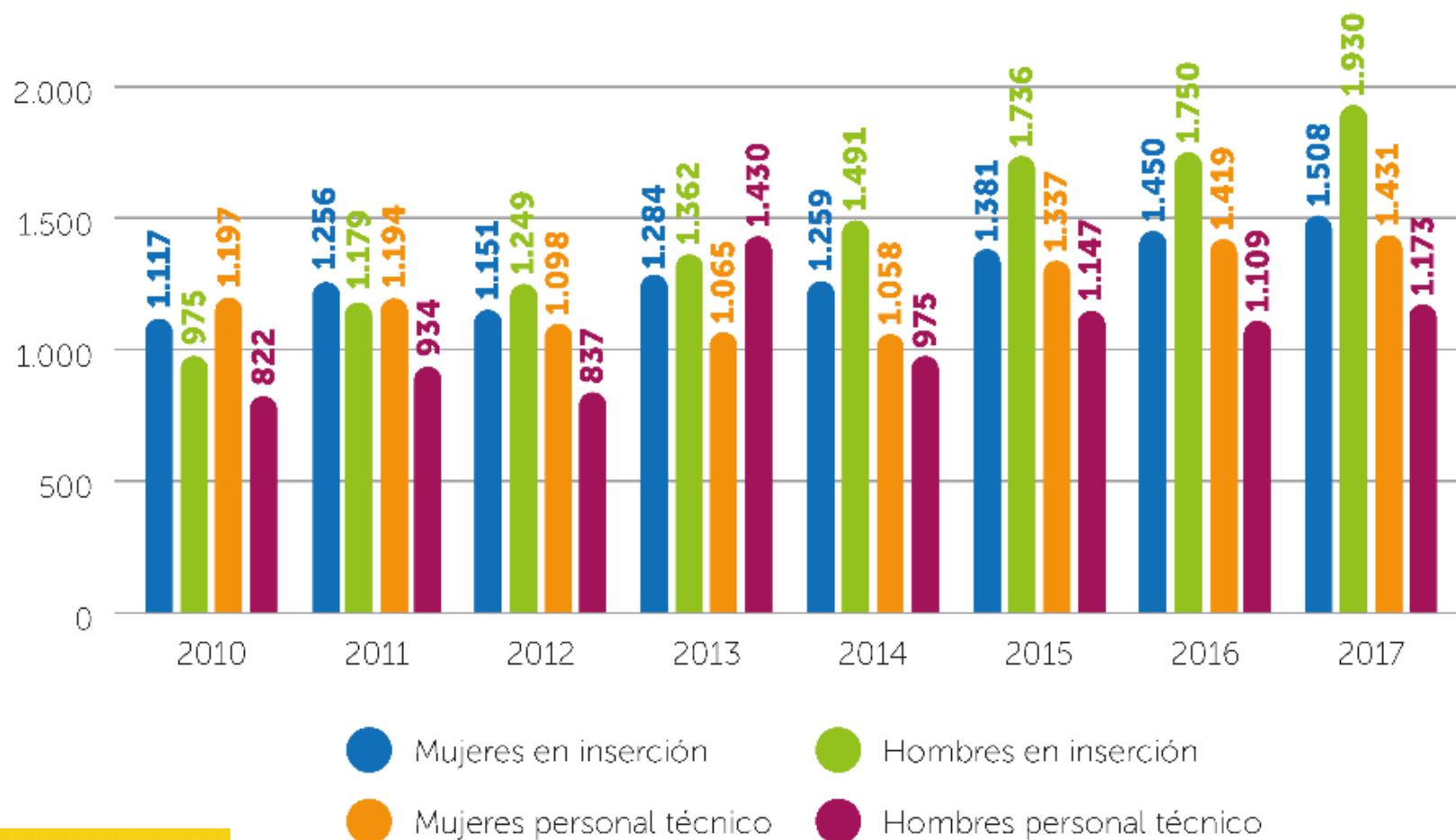
4. Evolution of indicators of social and economic impact



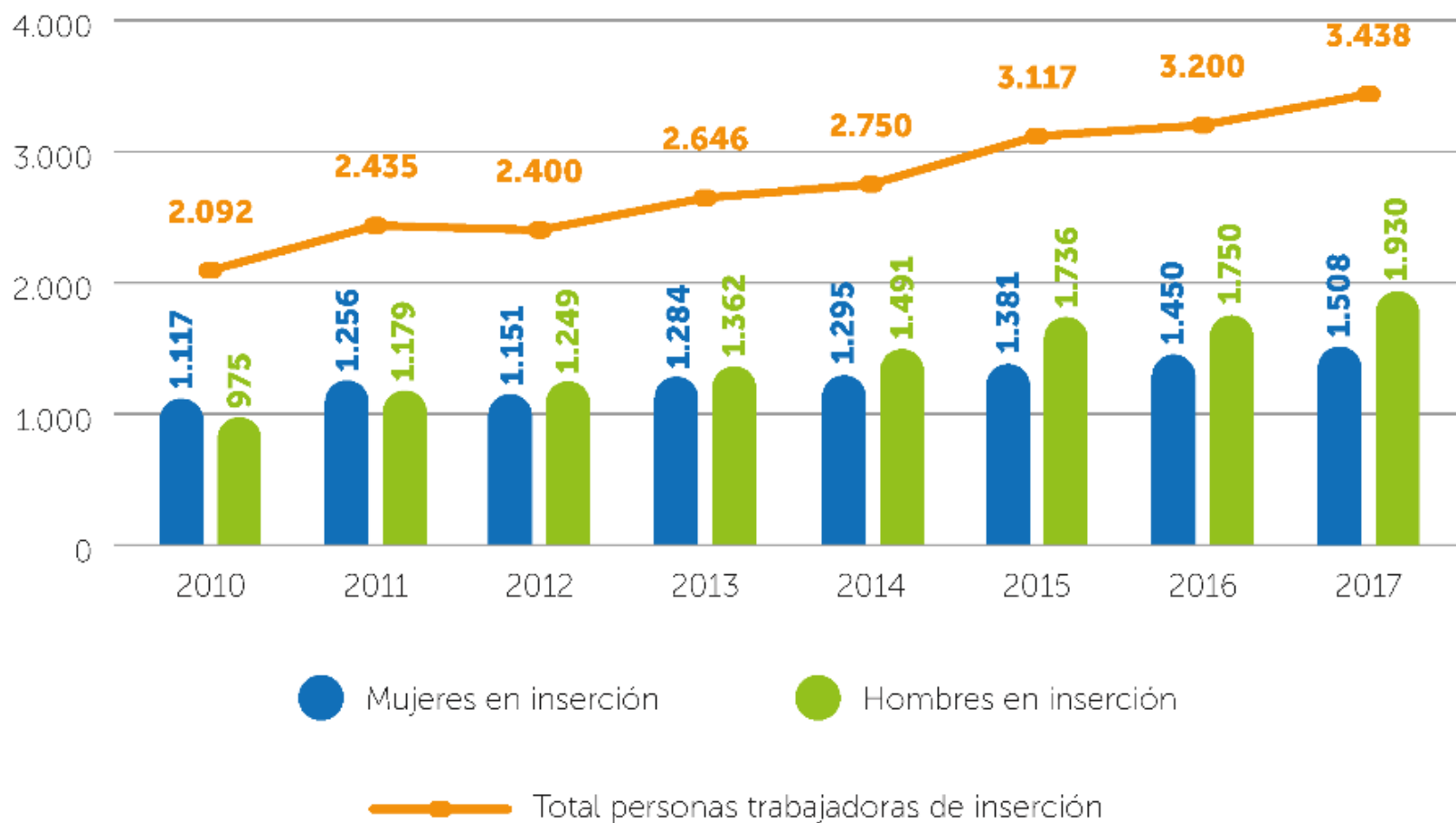
Evolution of the number of people working in insertion (PTI) contracted in WISES of Spain between the years 2010-2017



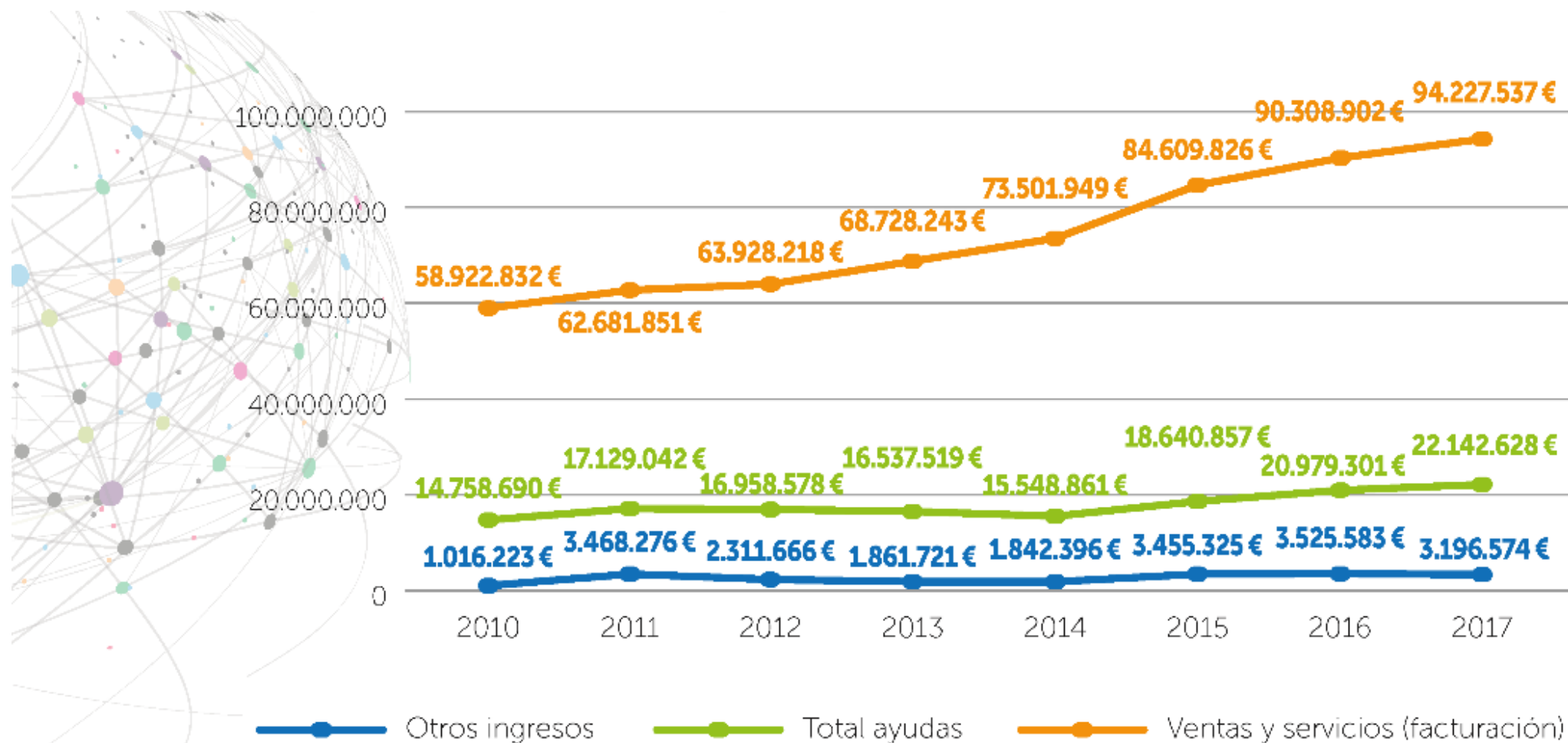
Evolution, broken down by gender, of the working staff in WISES of Spain between the years 2010-2017



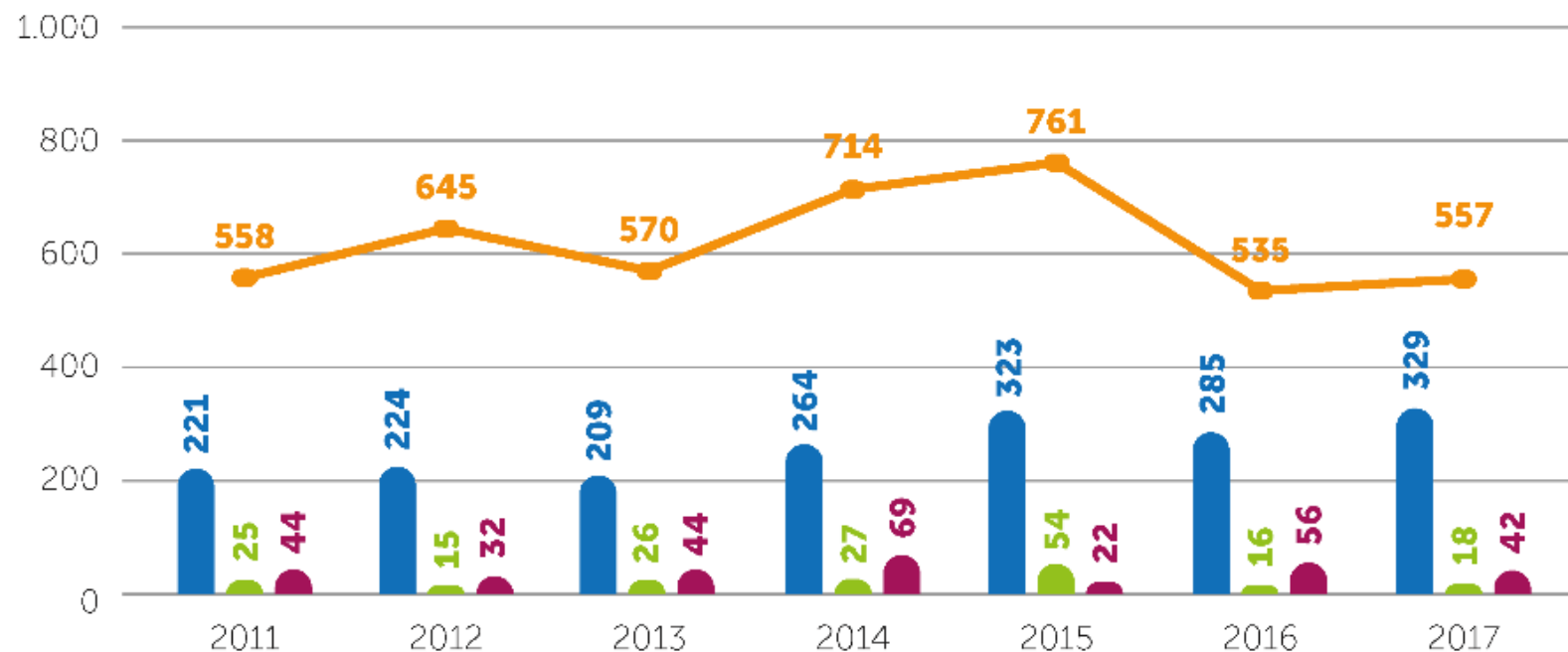
Evolution of the number of people working in insertion (PTI) contracted WISES of Spain between the years 2010-2017



Comparison, 2010-2017, between billing - grants - other income from the WISES

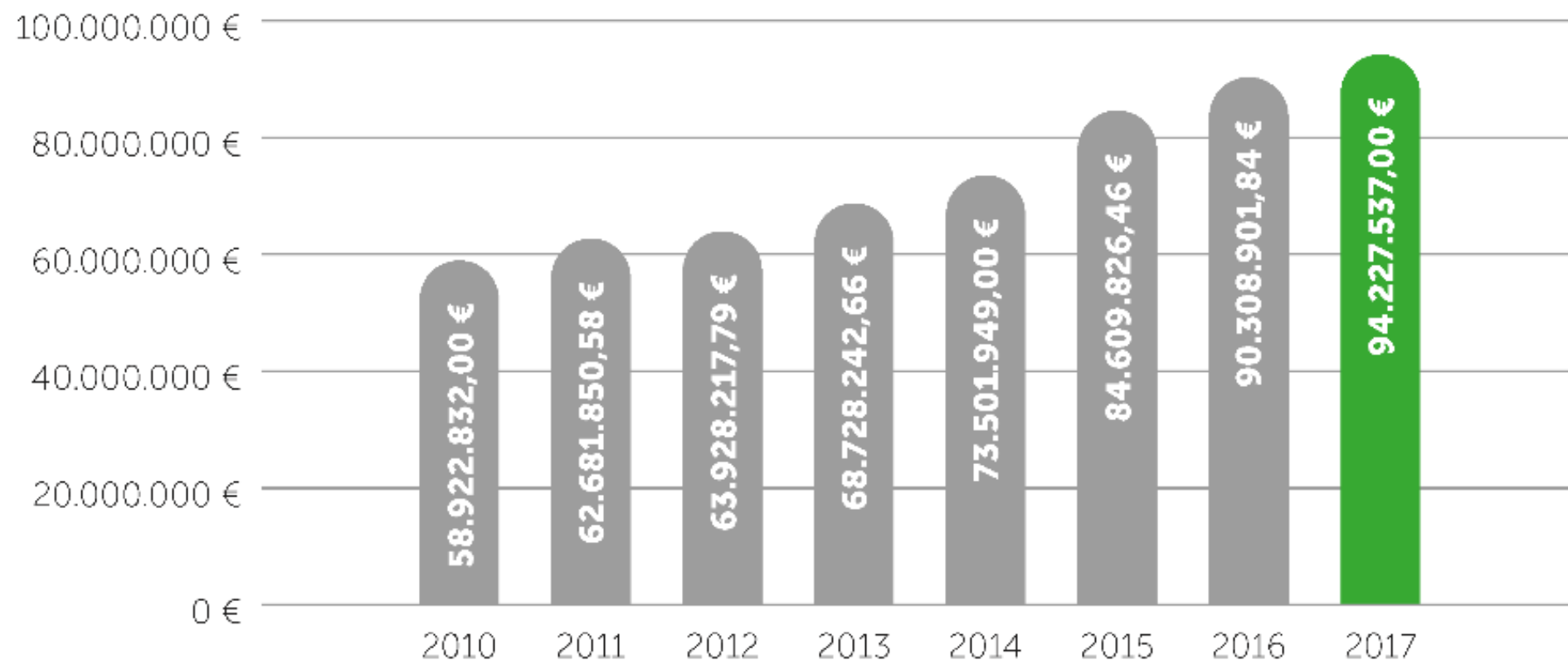


Evolution of the number of people inserted in the workplace, after completing their personalized itineraries, between 2011-2017

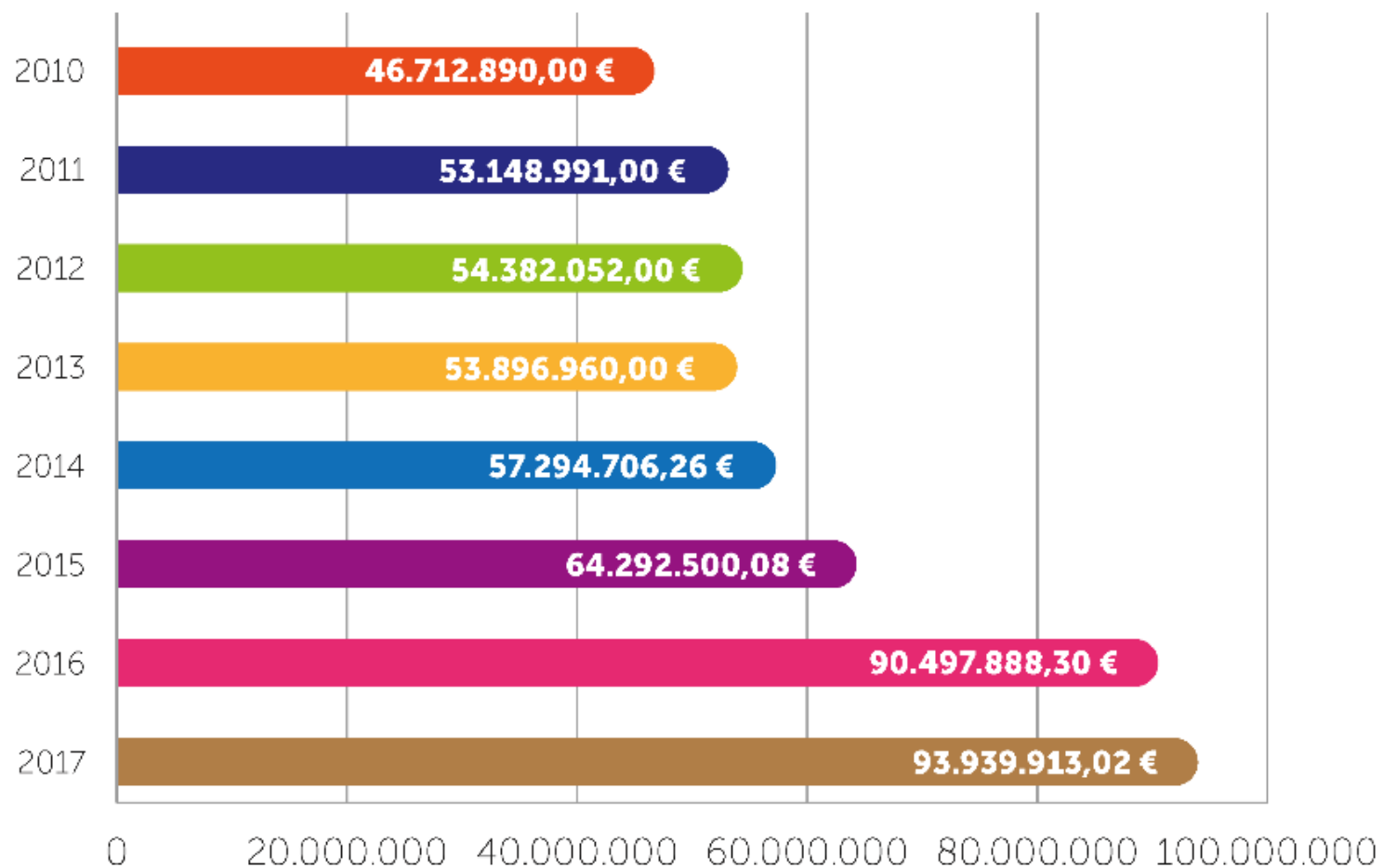


- En el mercado laboral normalizado
- Autoempleo
- En la propia Empresa de Inserción
- Total

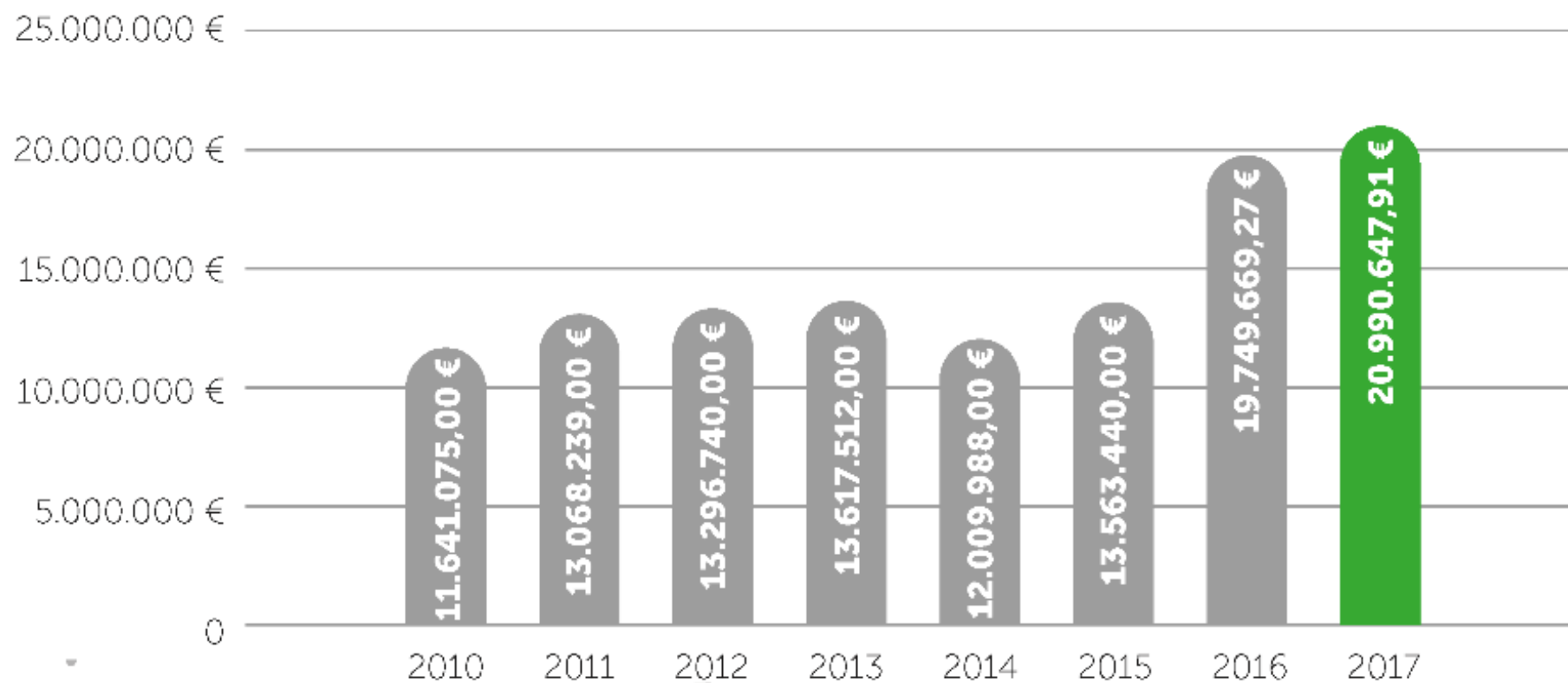
Evolution of WISES invoicing 2010 - 2017



Evolution 2010 - 2017 of the Gross Added Value Generated (VAB)



Evolution of income from public grants to WISES 2010 - 2017



¡Thank you for your
attention!
Aicha Belassir
FAEDEI Director
direccion@faedei.org

