

## Further Examples Social Enterprise Revenue Models<sup>i</sup>

### BPC 2

#### ***Earned Income Models***

Model Type	Description	Example
Volume or unit	Price per product unit	LED lights
Subscription membership fee	Fee for content or membership	Fee to join co-op
Advertising revenue	Sale of ad space or time	Advertising in free clinics
Transaction fee revenue	Fee per transaction/activity	Fee for training course
Licensing Revenue	Fee for intellectual property	Fee for manufacturing licenses
Franchising revenue	Fees for IP, "Brand," and supplies	Franchises for Aravind

#### ***Contributed Income Models***

<b><i>Model Type</i></b>	<b><i>Description</i></b>	<b><i>Example</i></b>
Donations	Gifts	Food Bank
Indirect benefit	I.B. pays for services because of effective value creation	Factory pays for daycare for workers
Out source	Govt or NGO outsources services	Providing prostheses to amputees