

Common frameworks used for successful social enterprises:

- **Fee for Service** – Beneficiaries pay directly for the good or services provided by the social enterprise.
 - **Kale on Wheels:** <http://wtop.com/news/2014/09/kale-on-wheels-mobile-market-serves-food-desert-communities/>
- **Cross-Compensation** – One group of customers pays for the service. Profits from this group are used to subsidize the service for another, underserved group.
 - **YMCA**
- **Employment and skills training** – The core purpose is to provide living wages, skills development, and job training to the beneficiaries: the employees.
 - **Goodwill**
- **Market Intermediary** – The social enterprise acts as an intermediary, or distributor, to an expanded market. The beneficiaries are the suppliers of the product and/or service that is being distributed to an international market.
 - **Second Story Goods**
- **Market Connector** – The social enterprise facilitates trade relationships between beneficiaries and new markets.
 - **Equal Exchange**
- **Independent Support** – The social enterprise delivers a product or service to an external market that is separate from the beneficiary and social impact generated. Funds are used to support social programs to the beneficiary.
 - **RedEye Coffee**
 - **Newman's Own**
- **Cooperative** – A for profit or nonprofit business that is owned by its members who also use its services, providing virtually any type of goods or services.
 - **New Leaf**