

2nd September 2010
Glasgow Royal Concert Hall
- Strathclyde Suite



Conference Programme

Realising Potential

- next steps for social enterprise in Scotland

The Scottish social enterprise annual conference is organised by CEIS in partnership with:



Welcome to Realising Potential

- next steps for Social Enterprise in Scotland

CEiS would like to welcome all 240 participants to our largest national social enterprise conference. The level of interest in this event reflects the fact that the last three years have seen a significant investment in social enterprise in Scotland, leading to this country being regarded as perhaps the most supportive environment for social enterprise worldwide. We would like to welcome our international group from Finland and our individual participants from Canada, Australia, Africa, England and Wales, we hope you enjoy networking with social enterprise practitioners from Scotland and that you take away ideas and learning that you can apply in your own context.

We wish to acknowledge our event partners, RBS, Kibble, The Wise Group, Lanarkshire Enterprise Services, Big Lottery Fund and The Scottish Government for their sponsorship and support which has made this event possible. We encourage you to engage with the event partners and our exhibitors during the networking breaks and lunchtime as this will give you an opportunity to make personal contact and select exhibitor materials that are most interesting for you.

Our format is designed to create a participative event without workshop breakouts so we encourage you to get stuck in and use the Crystal technology to ensure that your views are recorded. We trust you will enjoy the graphics that our artist will produce and display during the event and that you will appreciate our national and international speakers who have given their time to share their experiences and knowledge with us.

Most of all we hope you will enjoy participating in the event and the opinions and recommendations we gather will assist to shape priorities for the next three years of social enterprise development and support in Scotland.

Enjoy your day.

Gerry Higgins and the CEiS Events Team



Programme outline

08.45 **Registration, tea, coffee, networking and exhibition**

09.30 **Opening Address and Welcome - Christine Carlin, Third Sector Division, Scottish Government**

09.50 **Vision and Innovation**

Chair, Dharmendra Kanani, Director, Scotland – Big Lottery Fund

This session will focus on developing and realising vision in business and communities. Speakers from the public and social enterprise sectors will outline their vision and the challenges of making change happen!

“One Million Jobs” - for people with autism. **Thorkil Sonne from Specialisterne in Denmark** outlines his journey and vision in creating high quality employment for people “with autistic spectrum disorder” who have a “competitive advantage” in high value industries.

Energy and environment – Gordon Cowtan of Fintry Development Trust describes how four householders with vision and determination can change the path of a rural community. Fintry has been described as “the greenest village in Scotland” and has been awarded a “not stupid award” from Friends of the Earth. What are the factors behind the progress of this community to a sustainable future?

Alternative Investment - Toby Eccles, Development Director of Social Finance in London outlines the thinking behind “social impact bonds” and their potential to change the nature of investment in social enterprise. Social Impact Bonds are a unique funding mechanism, in that they align the interests of key stakeholders around social outcomes. The focus is on the social value that service providers can offer, rather than on the cost of services alone.

Participant discussion and feedback using crystal interactive technology.

11.15 **Tea and Coffee**

11.45 **Progress and Possibilities**

Chair, Laurie Russell, CEO, The Wise Group and Chair Scottish Social Enterprise Coalition

This session will examine economic and thematic sectors where social enterprise has made significant progress.

Peter Holbrook, CEO of the UK Social Enterprise Coalition discusses the milestones and outcomes from 10 years of support to social enterprise development in the UK. Peter will outline progress, failures and key learning points while discussing the relevance of “Big Society” for social enterprise in Scotland and the UK.



David Le Page from Enterprising Non-profits in Vancouver reflects on the transformational potential of enlightened public procurement, highlighting the outcomes of social purchasing at the Winter Olympics 2010 and lessons to be shared with Scotland.

Mags McCarthy from Unity Enterprise describes the process of negotiating the first social enterprise contract with Sir Robert McAlpine supported by “community benefits” in Commonwealth Games procurement and the benefits that will accrue to both companies from this venture.

Participant discussion and feedback using crystal technology.

1.00 Lunch and networking

1.45 Learning from best practice – Actions and Implementation

Chair, Chris Higgins, Head of Culture and Third Sector Team, HIE

Chris chairs a session featuring key actions from international visit programmes and social enterprise in Scotland, with contributions from **Ailsa Clark, Inspiralba (2010)**, **David Cook, Wasps Artists Studios (2009)** and **Jan Owen, CEO of Foundation for Young Australians and host of the Social Enterprise World Forum 2009**.

2.30 Future priorities for social enterprise - a view from the movement!

Chair, Eric Munro, Director of Community Banking at RBS

Setting the context; Antonia Swinson, CEO of the Scottish Social Enterprise Coalition and Aidan Pia, Executive Director of Sencot will outline the views, expectations and priorities of the Social Enterprise Coalition Members and the members of social enterprise networks. This will be informed by prior consultation with SSEC members, social enterprise network members and intermediaries.

3.15 Future priorities for social enterprise – Stakeholder views

Chair, Jim Mullan, General Manager at KibbleWorks

This session will involve a panel discussion to identify future priorities for social enterprise in Scotland. Featuring a range of representatives from public sector, social enterprise, and intermediaries, the discussion will include - public sector reform, environment and energy, and procurement. This will involve lively debate and grounded discussion in order to inform our future action planning.

Panel will include, Kate Still (The Wise Group), Iain Gulland (Zero Waste Scotland), Colin Campbell (Sencot), Jo Mitchell (Scottish Government Procurement), Pauline Graham (Social Firms Scotland) and Nigel Henderson (Penumbra and Chair of CCPS). Participant discussion and feedback using crystal technology.

4.15 Concluding Remarks - Gerry Higgins, Chief Executive, CEiS

4.20 Finish



With thanks to our partners, sponsors and supporters



Sponsor Profiles

Together, the **Royal Bank of Scotland and NatWest**, are the UK's leading community banks.

A specialist community banking team has been in place working across both brands since 1998. The essence of what we do is to endeavour to make sure that no community or neighbourhood is denied the access to the tools necessary for enterprise.

The community banking team's remit is to work across the third sector, which we define as being made up of voluntary organisations, charities and social enterprises. The team also works with SMEs from marginalised communities. It is important that when we talk about the third sector we are clear about what we mean. In the past there seems to have been a whole industry built up around defining what is meant by third sector and its constituent parts.

What is certain and not disputed is that the third sector is extremely diverse; whilst it is convenient to have a collective label, missions will vary. However, motivation and passion remain consistent throughout: all organisations are using their own model to make lives better for others, be it in their own back yard or on the national stage.



Sponsor Profiles

The role of **Highlands and Islands Enterprise (HIE)** is to develop sustainable economic growth across the region. To achieve this we create infrastructure for future investment, assist large and small businesses with growth aspirations and have a unique role strengthening communities, particularly in fragile areas of the Highlands and Islands.

We support the growth ambition of businesses and social enterprise clients by creating close working relationships in order to accelerate growth in turnover, profitability, wage levels, exports and therefore Gross Value Added (GVA) in the HIE area. HIE also invests in transformational projects across the region to make the Highlands and Islands a more competitive and attractive place to live, work, study and grow.

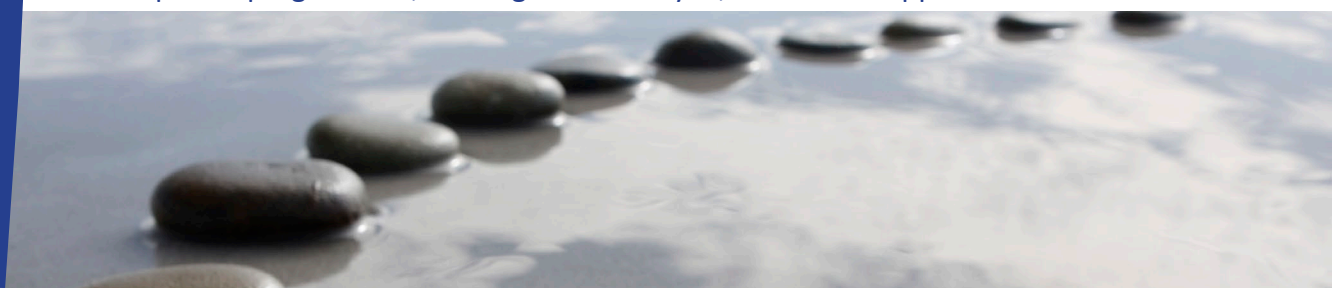
The Wise Group has been devising and managing efficient, innovative and flexible ways into work since 1983. We increase job and training opportunities for people, contribute to the regeneration of communities, and help create a fairer and greener society. The Wise Group believes paid work is the best route to independence, health and wellbeing for most people. Our sustainability programmes help to tackle climate change and reduce our carbon footprint. We are the only social enterprise in the UK delivering Flexible New Deal as a prime contractor and we are growing our business to contribute to building a stronger social economy and inspire others.

The **Kibble Centre** in Paisley is one of Scotland's leading social enterprises turning around the lives of some of the most troubled and troublesome adolescent boys in Scotland. Our uniquely integrated array of preventative and rehabilitative services encompasses intensive residential and community services, a full educational curriculum, throughcare and aftercare, intensive fostering and a secure unit. KibbleWorks is our enterprise and employment hub and provides a growing portfolio of social enterprises offering employment training opportunities for care leavers (male or female). Services are provided on a fee-for-service basis to local authorities across Scotland and the north of England.

Lanarkshire Enterprise Services (LES) is a fast moving, entrepreneurial company which has operated across Lanarkshire since 2002. Our principal activity is to provide a range of services to aspiring entrepreneurs and established businesses through the Business Gateway contract, which include:

Pre-Start, Business Start Up & Existing Businesses - Awareness Seminars: addressing key pre-start issues, business skills seminars: covering a range of topics such as marketing, taxation and customer care, one-to-one advice: structured advice and information by an experienced adviser, access to and assistance with Local Authority Support Programmes.

Fast Growing Businesses - Aimed at companies with ambition to grow rapidly, this service is designed to help companies quantify the opportunity for growth, plan and progress towards achieving that potential: specialist advice from a dedicated business adviser, assistance developing processes & systems, access to targeted Scottish Enterprise and Local Authority support programmes. Additionally, LES provide specialist targeted services which include: social economy & social enterprise support, PSYBT, management development programmes, training needs analysis, investment appraisal & rural services.



A free Business Service Review? This could be your easiest decision of 2010

At The Royal Bank of Scotland we are committed to supporting social enterprises throughout 2010. That's why we're offering free Business Service Reviews. Each review is conducted by one of our Relationship Managers, who are armed with a wealth of experience and knowledge of a wide range of sectors. From discussing your business objectives to examining your needs, they could help your company to plan and grow in the future.

For more information speak to your Relationship Manager or visit rbs.co.uk

Gordon Mair

RBS Business Customer for 15 years



Highlands and Islands Enterprise
Iomairt na Gàidhealtachd 's nan Eilean

Ambitious for Scotland

Highlands and Islands Enterprise works with clients whose ambition, knowledge and skills can help Scotland achieve sustainable economic growth.

Through area teams in every part of the Highlands and Islands, we're helping build a more competitive region which is home to successful, growing businesses and strong communities.

www.hie.co.uk



Do you have a business idea that supports a social or environmental cause?

Whether your business is already up and running or just the beginning of an idea, Lanarkshire Enterprise Services can help turn your Ambition into Enterprise.

We offer specialist support in key areas such as raising finance, management, marketing, ICT, e-commerce and much more.

Whatever stage you're at - if you help others we are here to help you.

We deliver a full range of Social Enterprise and Business services including

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Lanarkshire Enterprise Services Ltd
Atrium Business Centre, North Caldeen Road, Coatbridge, ML5 4EF



Call us today on **01236 702020** to find out how we can help you turn your **Ambition into Enterprise**

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Trusted to deliver quality, excellence and value.



wise group

inspiring social enterprise

The Wise Group has a reputation built since 1983 on devising and managing efficient, innovative and flexible ways into work with real social outcomes.

We increase job and training opportunities for people, contribute to the regeneration of communities, and help create a fairer and greener society.

Working with partners, we make a positive difference to people's lives through employment because we believe that paid work is the best route to independence, health and wellbeing. Based on our history and performance we know what works.

We know partnership working provides better quality services, meets customer needs, enhances service provision and ensures continued business growth.

for more information:

0141 303 3131
www.thewisegroup.co.uk



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Kibble

EDUCATION AND CARE CENTRE



"I can say for sure that just about everything I learned at Kibble helped me in many ways out in the big wide world and my life would have taken the wrong path had I not been to Kibble."

Bob Burniston
Kibble boy 1956-1958

Celebrating the Past

The Kibble Centre has provided safety, structure, stability and success for thousands of young people throughout its 150 year history.

www.kibble.org

KibbleWorks

Kibble PLUS
JOBS CHANGE LIVES

Understanding the Present

Rigorous research and investment in Kibble's programmes underpin its uniquely integrated array of preventative and rehabilitative services. The young people display a complex mix of social, emotional, educational and behavioural problems, many having experienced early childhood neglect and abuse.

Changing their Future

Kibble's specialist services include secure accommodation, intensive residential and community services, a full educational curriculum and specialist fostering. KibbleWorks and KibblePlus offer training, work experience, employment, housing support and advice to young people striving for independent adulthood. Kibble is investing, reshaping and adapting to ensure it continues to lead the field in delivering highly specialised services to young people aged 12 to 24 from across Scotland.

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Exhibitor Profiles

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CCLA



Social Enterprise Academy

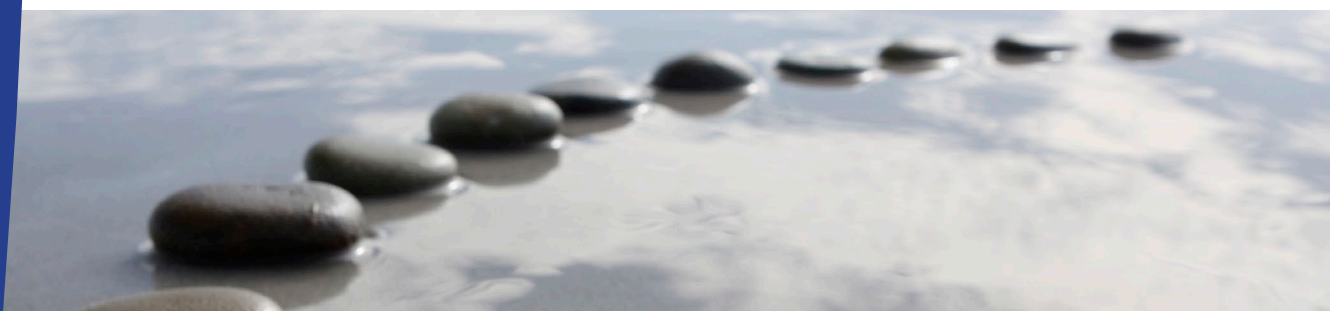


Developing enterprise and employability skills in our young people helps them to develop a 'can do, will do' attitude and become creative, confident and motivated. It's about making them ambitious, excited about learning and better prepared for life and work. Support from you is essential - you have the people and skills to pass on knowledge to make our young people work ready. Committing your time and effort will give a young person a real and meaningful life chance and future. There are many business benefits to be gained from working with young people - your employees can develop areas such as commercial awareness, team working, presentation skills, as well as broad interpersonal skills. By getting involved you are giving young people the skills and drive needed to create a nation of individuals ready to take on the challenges of the 21st century and who will help Scotland to prosper.

Get in touch to find out more. Visit www.employersandyoungpeople.co.uk or phone 0300 244 6707 or email: engage@employersandyoungpeople.co.uk

Employers For Childcare Vouchers is a childcare voucher provider. Childcare vouchers are a very popular Government tax and National Insurance Contribution relief scheme, which save both parents and employers thousands of pounds per year. Employers For Childcare Vouchers is a Social Enterprise and the only childcare voucher provider in the UK to be awarded the 'Social Enterprise Mark', proving they trade for people and planet. 100% of their profit is distributed for social good. Choosing Employers For Childcare Vouchers scheme makes your money work twice!

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or visit www.employersforchildcare.org



Winner of the Enterprising Solutions Awards 2008, **The Phone Co-op** is the only telecoms co-operative in the UK and has over 15,000 customers.

We supply calls, broadband and line rental to home users, and a full range of business services to customers such as Unison, Triodos Bank, Salford City Council, Amnesty International and Christian Aid.

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CCLA is the UK's largest manager of charity funds. Our long term investment funds deliver a sustainable and growing income. We also offer cash management services, and a free asset allocation advice service to support trustees and investment committees in their decision-making.

CCLA is authorised and regulated by the Financial Services Authority.

www.ccla.co.uk

Ready for Business seeks to maximise value for public sector procurers by promoting engagement between the private sector and social enterprises. The programme has developed a register of "business ready" social enterprises and provides capacity building support for clusters and individual organisations whilst promoting best practice in relation to the use of community benefit clauses.

Social Enterprise Academy is a key provider of learning and development to the social enterprise sector in the UK. As an ILM (Institute of Leadership & Management) Centre, the Academy delivers accredited awards and qualifications in leadership; business planning; social impact tools; contracting and tendering; and are specialists in facilitating peer learning and coaching.

The Acquiring Business 4 Good programme supports business acquisition, alongside joint working and mergers, across the Third Sector. It is a Big Lottery programme managed by Social Firms Scotland. Other key areas of support provided by Social Firms Scotland includes employment practice, measuring social impact, procurement and start-up.

DSL is a Social Enterprise which has been trading 17 years.

We offer access to finance to small businesses and social enterprises that cannot get finance from traditional sources such as banks. This finance can be used to start up a business or to assist with growth. DSL has a license for the government's EFG Scheme (Enterprise Finance Guarantee Scheme) as well as a CCA license. DSL lends between £5000- £30,000 over a 2-5 year period.





Event Management



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