

Social Ventures



Social Ventures

A broad range of social ventures now form part of our business community in Yorkshire and the Humber. According to recent research 1 social enterprise forms between 15% and 20% of small local business.

The term social ventures covers the full spectrum of trading models that may be wholly or partly independent from the public sector and usually trading for community benefit.

Following the Right to Request programme from the Department of Health, which gave NHS employees the opportunity to externalise, forming social enterprises to deliver services, the Right to Provide initiative looks set to continue by offering the same opportunity across the wider public sector, not just the NHS.

At the Social Enterprise Support Centre we've been providing specialist support since 2004. As an employee led co-operative we've learned what works and what doesn't. That's why we've launched a new branded service called Enterprising Communities to provide flexible tailored support with early stage planning and start up. Whether that support is a little or a lot:

"May I thank you for your support and believing in me and my dream to provide a valuable service for the elderly and frail. I will keep in touch, as you will be the person..."

...I will never forget for helping me find a way to take my first steps and enforcing my belief that anything possible with more than a little help. Thank you for going that extra mile." GH

Externalisation - Mutuals, Social Enterprise & Co-operatives

We have extensive experience of guided management through the externalisation process. From developing an integrated business plan, selecting the most appropriate legal form and governance structure, feasibility studies to tendering for services and implementation.

"There is also a need to obtain good quality support at the right time to increase the likelihood of these organisations succeeding ..."

...The assumption about the support needs of an externalised social enterprise is that the staff will already be experts in the work they do but that they will need other new skills to enable them to work in a business environment"

Source:
Social Enterprise Unit Department of Health

Skills	Source of Advice	Who For?
Business planning transfer	Existing social enterprise* Specialist social enterprise adviser	Senior managers and representatives of all staff groups
Working in an employee owned business	Existing social enterprise Specialist social enterprise adviser	All staff
Legal structures	Specialist social enterprise advisor with legal specialism - Solicitor with social enterprise specialism	All staff - in particular senior managers and representatives of all staff groups
Governance	Existing social enterprise Specialist social enterprise adviser with legal specialism	Board members
Staff transfer and new terms and conditions	Solicitor HR Professional	All staff - in particular senior managers and representatives of all staff groups
Financial management	Specialist social enterprise advisor with financial specialism Accountant with social enterprise specialism	Financial managers and new board members
Marketing	Marketing specialist	Senior managers, Board representatives and marketing team
Quality Standards and social impact measurement	Existing social enterprise Quality standards organisations Social impact measurement specialists	All staff

Taken from Externalisation and the Democratic Enterprise (2000)

Community Commissioning

In addition to opportunities to create new enterprises, market changes are also creating exciting opportunities for new services. More Commissioners are looking to our community businesses to deliver local, low level care that has been co-designed and co-produced putting people at the centre of service planning. Using the learning from Total Place and facilitating multi-partner approaches we can help deliver real solutions and value for money.

The Enterprising Communities team can also facilitate supply chain arrangements and consortia agreements. We work with groups to be tender ready able to negotiate with commissioners.

"I personally feel that without SESC our project would not have been anything like it is. We are organised, willing and ready to take this the whole way. We have forged strong links with our community, schools, churches and our volunteer list has soared."
A.S. Calderdale

Knowledge Transfer

We recognise that 'training people' does not always deliver lasting change in organisations. Providing a focus on people management issues including the management of performance and the promotion of learning, development, creativity and innovation are essential. Providing constructive examples of good practice, showing people how it works elsewhere and removing barriers to change leads to effective learning and knowledge transfer.

We offer a wide range of services from one to one coaching to organisation development consultancy. Working with both governing and management teams the Enterprising Communities team can help develop action plans and increase skills, knowledge and overall capacity to help your organisation achieve sustainability.

"The team at SESC have been an invaluable advisory body to WISMS through its journey as a right to request for social enterprise. SESC were instrumental in us achieving first wave status with the Department of Health."
Dr Linda Harris



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Measuring Social Value

Following the principles of social return on investment (SROI) our programme Selling Added Value can help to tell the story of what changes in people's lives as a result of accessing a service. It focuses on measuring what matters, and the findings can also be used to support the commissioning process in particular outcomes based commissioning.

Investing in the creation of social value can help to decide where to invest and later to assess performance and measure progress over time. We regularly run Selling Added Value workshops and can supply prices for bespoke courses on request.

"We needed some way of showing our stakeholders what the added value of the project had been in financial terms. We contacted SESC who prepared a training session for the team and helped us through the process of producing our first impact map. We were very impressed with how quickly Dave got to grips with the project and understood our organisation. SESC provided us with the process and the confidence to get on with the evaluation and we are very happy with the results."
DQ Sheffield Well Being Consortium

Who We Are

Enterprising Communities is a specialist arm of the Social Enterprise Support Centre. It is a team of professionals, most with over 20 years experience of working with senior managers in public service from local government, NHS, third and private sectors. Our team is fully accredited with a range of professional qualifications relevant to their work as well as postgraduate diplomas and master level qualifications. We pride ourselves with providing high quality business support.

Over the last decade the team have been helping individuals and groups to start social enterprises and community business across the Yorkshire region. We cover a complete range of organisation and business development from generating ideas to trading. By generating the right environment for people to think differently we are able to shape creative solutions to complex problems, we look forward to being able to help you achieve your goals to benefit your community.

If you would like further information about how we can help your organisation please contact us on **0845 257 8027** or go to our website www.sesc.org.uk to read more about our services and about some of the communities we have supported.