

# What we do

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# Local view



Recent published survey by SEYH suggests:

There are approx 2000 SEs in the region  
(estimate)

46% employ less than 5 staff

73% of SEs reinvest profits to develop services

over 70% state their motivation is to put  
something back/make a lasting difference

45% state their beneficiaries are the local  
community

# What they do

- 34% in health and social care
- 24% community based services
- 12% training
- 12% environmental
- 11% arts
- 4% other
- 3% retail



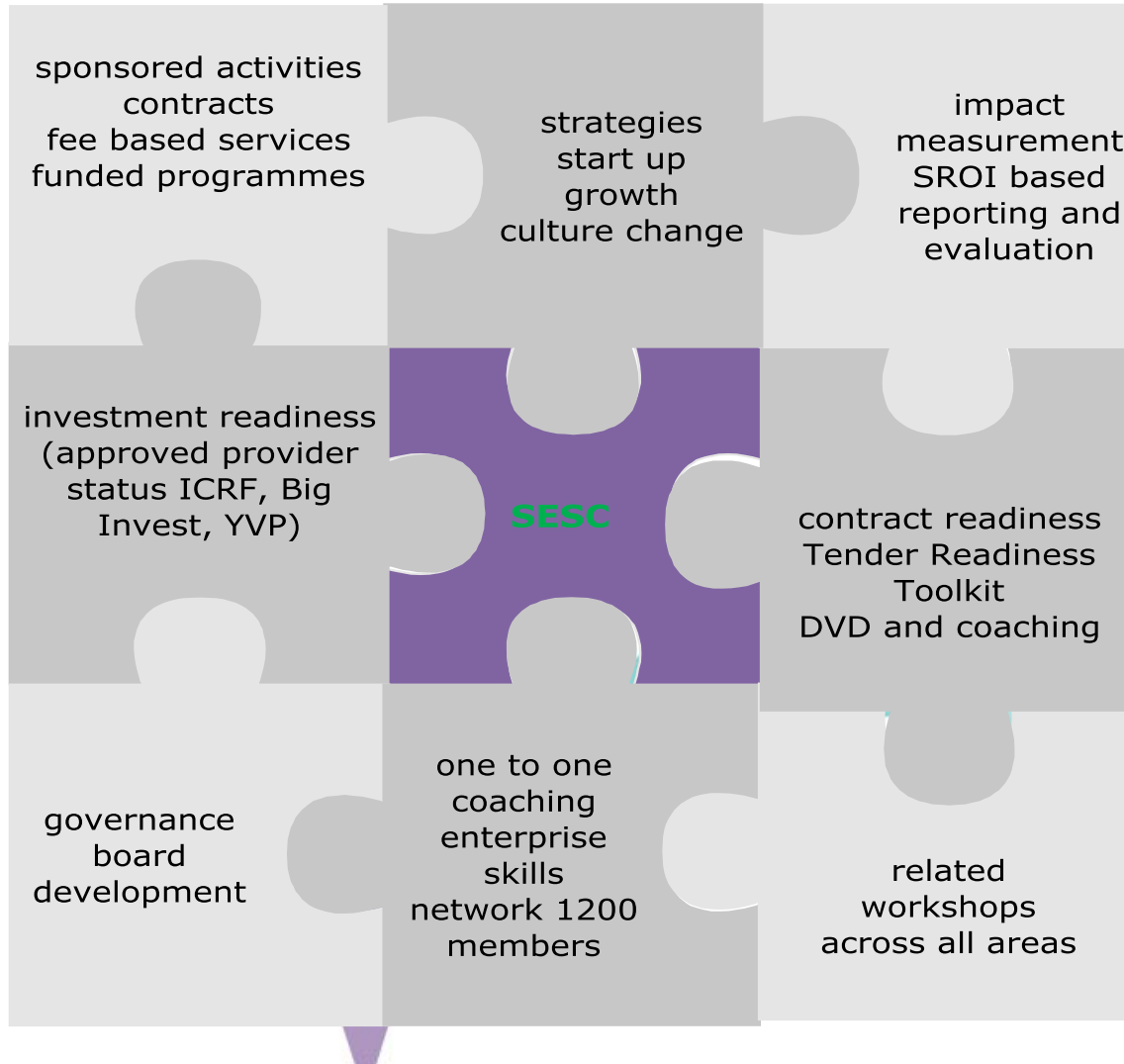
# Who we are



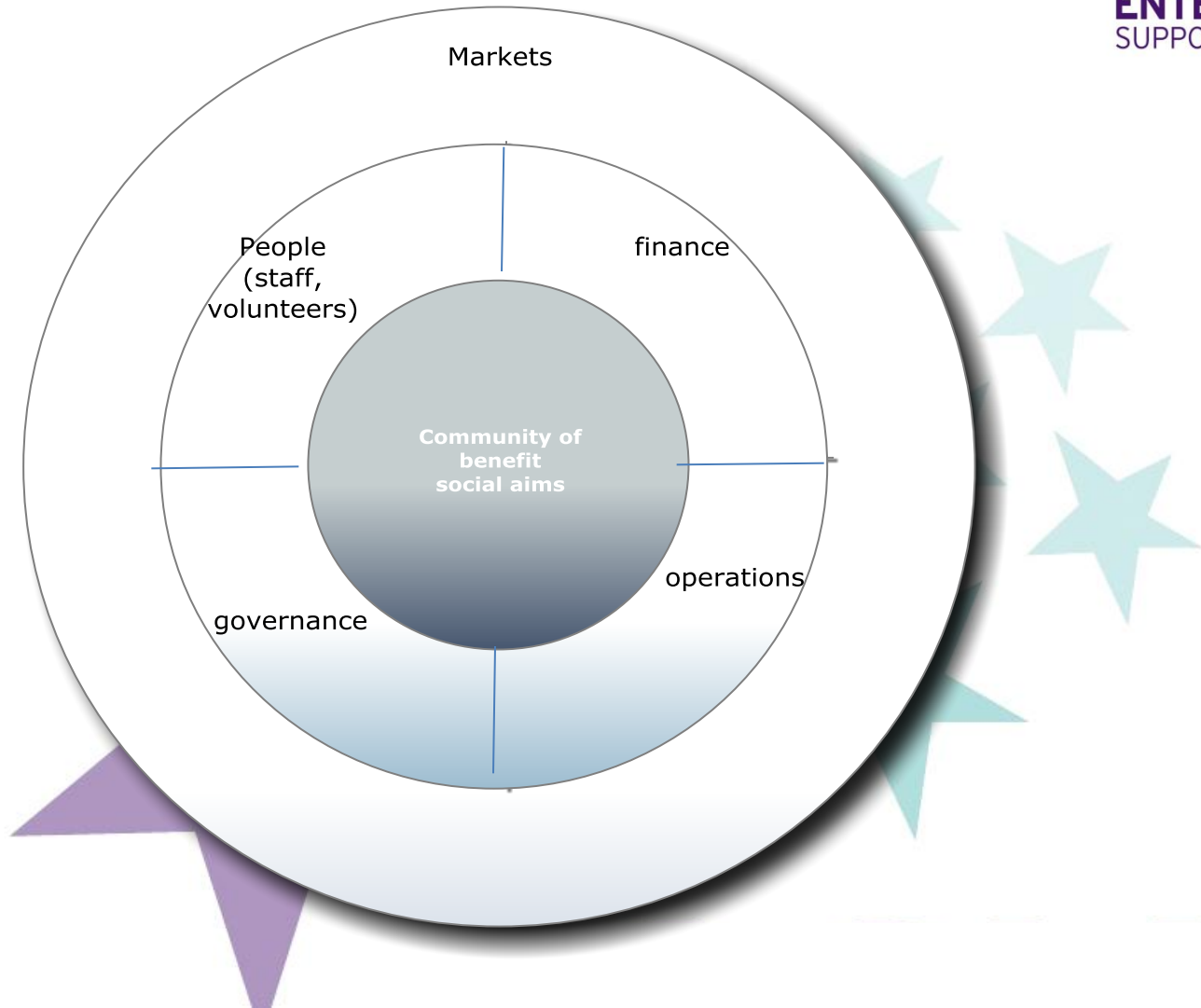
Created in 2004 SESC is an IPS community benefit society and operates as a workers co-op. Our objects are:

- Assist the prevention and relief of poverty through the creation and continuing development of social enterprises;
- Advance education and lifelong learning through research and investigations into topics relevant to social enterprise and the offering of education and development opportunities;
- Advance health through the recognition of the role of work in the positive health of individuals;
- Support social and community advancement through focusing on the creation and continuing development of social enterprise.

# What we do



# The start up journey



# The growth journey



- **Board development and governance**

- Awareness of relevant national strategies, standards and guidance - NICE/DH, QIPP, CQUIN Operating Framework
- Commercial understanding to design partnership arrangements and understanding of structures
- Facilitative project management style that creates group buy-in

- **Workforce development that delivers individual team and corporate goals**

- Skills Audit
- Knowledge Transfer so the team continues to develop after SESC has completed the work

- **Identify opportunities**

- Social value measuring and reporting
- Selling and tendering

- **Marketing strategies and brand development that delivers results led by an experienced marketing professional**

- Materials audit
- promotional cycles
- Relationship building strategies

- **Accessible revenue and capital strategies developed by an astute finance professional**

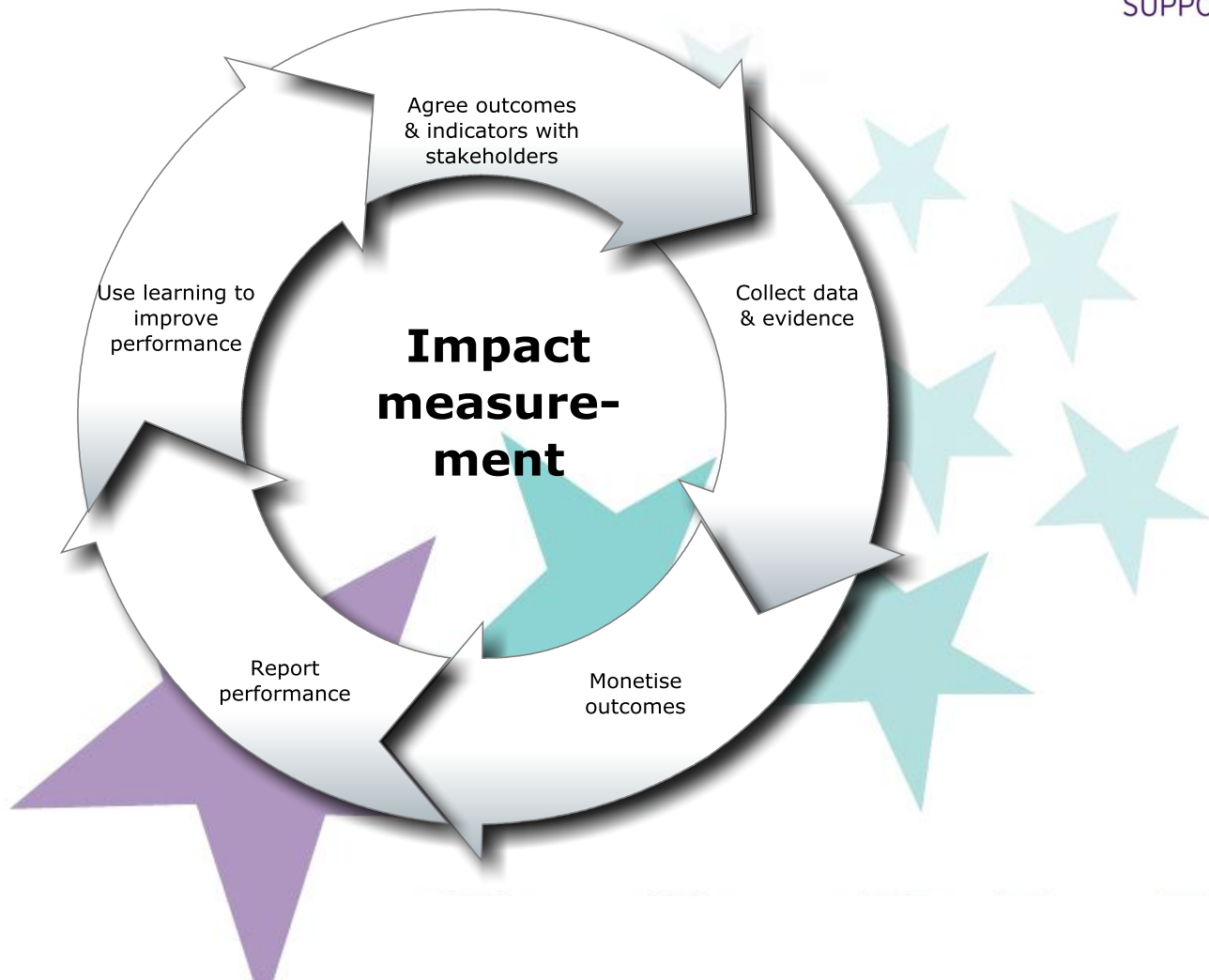
- modelling,
- sales projections
- costings
- future requirements

- **Developing new ways of working**

- partnerships
- new service design
- change management and implementation



# Impact measurement - SROI

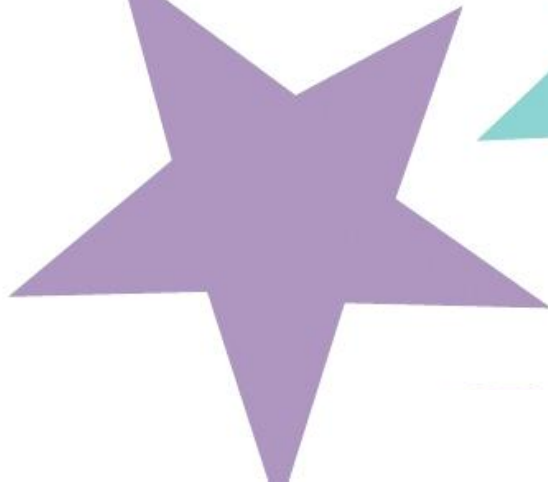




# Investment readiness



- Approved provider to Social Investment Business
- Big Invest
- Yorkshire Venture Philanthropy
- Levered £12 million into the sector in the last 7 years



# Contract readiness



- Tender readiness toolkit and training
- Creates a common set of documents for boards/trustees and other stakeholders to manage information flows
- Provide coaching support to respond to tenders



# Governance, Board Development



- Have developed a set of template documents for new boards to adopt to be high performing
- Mediation and conflict resolution
- Facilitation of development, visioning, strategy and action planning



# Coaching

- Business support and mentoring
- Action planning
- Culture change



# Workshops



- Knowledge transfer to many is still the most cost effective way of developing groups.
- We offer a tailored four-week program for start ups, social enterprise development for advisers
- A range of one off workshops
- A two-day SROI programme called Selling Added Value

# Bamboo Bikes



**We manufacture bamboo bicycle frames, selling to the** cycle industry. To say we wouldn't have reached this point without SESC is a vast understatement. Their business support was absolutely instrumental to our success in our first year. We had clear aims but struggled with business and financial planning, including where to look for start up funding. SESC worked with us to create a clear and robust business plan, with a realistic cash flow to back it up. We got the investment and SESC continues to be available via phone and email even finding us a mentor with industry knowledge and contacts which has added to our success.

# Questions?

