



social enterprise
south east

Social Enterprise South East Ltd Annual Report 2008 – 2009



The se² partnership is the partnership of organisations and networks supporting the development of social enterprise in the South East

Foreword & Introduction

Karen Byrne & Thea Allison - Co-Chairs, Board of Directors



Welcome to the se² partnership annual report! We hope you approve of the work that has been done on your behalf during 2008/2009 and look forward to continued success in future.

The year April 2008 - March 2009 has been demanding and stimulating in many respects and considerable progress has been made. Early 2008 saw 'Social Enterprise South East Ltd' being registered as a company limited by guarantee, trading under the brand "se² partnership" and the company has started to consolidate its position as the social enterprise support network of networks for the south east.

The period has been very challenging, a period of consolidation building upon the work of the Cultural Shift funded foundation to social enterprise support and working closely with SEEDA and others to ensure a strong start was put in place for this new company – newly registered, but building upon many years work and dedication by more than a few individuals and organisations. In addition, early 2009 found the se² partnership preparing to employ its first member of staff, and Operational Development Manager Rachel Crossey, has now been in post for several months and makes our lives so very much easier! The recruitment process and other aspects of our work have taken considerable director input, ably demonstrating the continued pro-active commitment of all founder board members.

Much has been achieved during the past financial year and we would like to thank our extremely hard working fellow directors as well as the other founding members of the partnership who have also contributed significantly to the development and growth of se².

We would also like to thank both SEEDA and GOSE for their strategic input and advice during 2008/2009. In addition we recognize that se² would have been unlikely to have achieved all that has been achieved without ongoing financial support from SEEDA – thank you.

There remains much to do to ensure that se² is here to stay – we see great things happening with the partnership and very much look forward to reporting upon a successful 2009/2010 at this time next year.

Front Cover Photos - Social Enterprises from around the South East, from left to right, Top Row – Skidz, The Wycombe Motor Project (Bucks); The Scrapstore (Milton Keynes); The Green Room Theatre (Surrey); The Phone Co-op (Oxfordshire); Frontiers - Adventures in Learning (Berkshire); Bottom Row – Pastel Maidstone CIC (Kent); Etchingam Community Stores (East Sussex); The Big Lemon (Brighton); Frame of Mind (West Sussex); Portsmouth Friendship Centre (Hampshire).

For further details on these organisations, contact the se² partnership - (contact details on back page)

VISION

The se² partnership's vision is for a social enterprise sector that is growing, meeting regional needs and demonstrably adding value; attracting new resources and ideas to support positive social change.

MISSION

To provide a flexible, dynamic and sustainable infrastructure that will most effectively enable the growth of social enterprise impact in the South East.

VALUES

Sustainable, Enterprising, Innovative, Mutually Supportive

OBJECTIVES

1. Promote greater understanding of the role and value of social enterprise
2. Develop an integrated, easily accessible business support infrastructure to encourage the creation and sustainability of new enterprises and to support the development and growth of existing enterprises
3. Enable social enterprises to work together more effectively, opening up new markets through collaboration and innovation

Insight

Rachel Crossey, Operational Development Manager



As the new kid on the block, I have been following the growth and development of the se² partnership from an 'outsiders' point of view and have seen it build its foundations, develop and cement relationships with organisations, networks and key partners from across the region and beyond and flourish into an effective support network of social enterprise networks and organisations.

Without a doubt, a considerable amount of work and energy has been dedicated to developing the organisation, mainly in a voluntary capacity, which demonstrates the commitment and dedication of the board and the members. The partnership has developed very strong links with the South East of England Development Agency (SEEDA) and subsequently, this has helped us to develop our reputation and raise our profile, which has enabled us to bid successfully for funding from other funders, such as Capacity Builders.

At a time when the external environment in which we operate has faced a down turn, there is even more greater need for the se² partnership to support social enterprises across the region and ensure that they have access to consistent and high quality resources, knowledge and advice that they need to increase their impact on the economy.

Looking forward, I think that there will be more challenges for us to tackle, not least becoming a sustainable organisation ourselves, and I feel excited to be involved with the partnership and look forward to a year of innovation, creativity and continued success.

In 2008, there were approximately 10,000 organisations in the South East, which showed the key characteristics of having social ownership, trading income and having social aims.

(Mapping the regional social enterprise sector; Centre for Enterprise & Economic Development Research and Shared Intelligence for SEEDA, 2008)

Julie Kapsalis,

Director of Business Support and Enterprise, SEEDA

“SEEDA is delighted to have been able to support the se² partnership over the past year in both a core funding capacity and through providing strategic advice and guidance to the partnership.

The se² partnership provides a regional voice for the sector and an important link to the local Social Enterprise Networks within the region. As such, se² has built on the work achieved through the Cultural Shift programme to:

- raise awareness,
- share information and improve collaboration across the sector;
- support local networks; and
- work with Business Link to ensure the South East offers an integrated, accessible and appropriate range of business support to the sector.






Working closely with SEEDA, the se² partnership has also provided essential input into third sector policy and strategy development at a national and regional level.

Over the past few years, SEEDA has developed an excellent working relationship with the se² partnership and we hope that this strategic alliance will continue in the future to support the growth and success of the social enterprise sector within the South East.”

Social Enterprise Visits – Surrey and Brighton



se² partnership Board

	Karen Byrne, Development Trusts Association (Co-Chair)		Thea Allison, Brighton & Hove Business Community Partnership (Co-Chair)
	Jo White, Co-operatives South East		Ed Baker, Surrey Community Action
	Sue Quinn, Milton Keynes Community Enterprise		

Local Networks

Social Enterprise Berkshire (SEB) Contact – Tony Davis	www.seberkshire.org tony@seberkshire.org	Hampshire & Isle of Wight Social Enterprise Network (H&IoWSEN); Contact – Cris Jezard	www.action.hants.org.uk cris.jezard@action.hants.org.uk
Brighton & Hove Business Community Partnership (More than Profit) Contact – Emma Mongan	www.bhbcp.org.uk emma.mongan@bhbcp.org.uk	Milton Keynes Community Enterprise (MKCE) Contact – Sue Quinn	www.mkce.co.uk sue@mkce.co.uk
Oxfordshire Social Enterprise Network (OxSEN) Contact Jo White	jo.white@co-operativefutures.coop	West Sussex Social Enterprise Network (WSEN) Contact – Ana Fajardo	www.wssen.org.uk ana.fajardo@westsussex.gov.uk
Buckinghamshire Social Enterprise Network (BSEN) ; Contact – Frances Northrop	www.bsen.org.uk frances@bucks-comm-action.org.uk	Surrey Network for Social Enterprise (SNSE) Contact – Ed Baker	edwardb@surreyca.org.uk
East Sussex Social Enterprise Network (ESSEN) Contact – Barbara Beaton	www.essen.org.uk barbara.beaton@ruralsussex.org.uk	Kent & Medway Social Enterprise Network (KMSEN) Contact – John Bland/Charles Bickers	j.bland@enterprisingopps.org.uk charles@kmsen.org.uk

Specialist Regional Networks

Social Firms UK Contact – Sally Reynolds	www.socialfirms.co.uk sreynolds@socialfirms.co.uk	Co-operatives South East Contact – Owen Jell	www.cooperatives-se.coop owen.jell@co-operative.coop
Development Trusts Association Contact – Karen Byrne	www.dta.org.uk k.byrne@dta.org.uk	Business Link South East Contact – Deborah Wyatt	www.businesslink.gov.uk/southeast deborah.wyatt@businesslinkhampshireiow.co.uk

Sector Specific Network

Amicus – Horizon Group Contact – William Miller	www.amicushorizon.org.uk william.miller@amicushorizon.org.uk	SEEDA GOSE	www.seeda.co.uk www.gose.gov.uk
--	--	---------------	--

Observers

Networks

The se² partnership has been created from a number of well established networks and organisations – seen left - whose principle aim is to support the development of social enterprise in the region. The partnership recognises the importance of building relationships within this group and the wider sector locally, regionally and nationally and this continues to be a priority.

As a collaborative partnership, we have sought to promote a sense of community amongst partners and social enterprises and during the period, the partnership has looked to develop a support structure within the networks, which comprises specialist information, business diagnostic and brokerage to specialist support providers, development of routes to market, connecting traders to key contacts, engagement with the private and public sectors, encouragement of replication and sharing of good practice, provision of access to finance, etc. In addition, the partnership has focussed on working more closely with providers of business support, by continuing professional development, to ensure that the social enterprise sector in the South East is supported adequately.

In addition, the networks have also taken on the lead responsibility for managing and co-ordinating three of the partnerships main projects that have been funded under the Capacity Builders programme:

The Better Project

Led by Brighton & Hove Business Community Partnership and in collaboration with WSSSEN & ESSEN

The Better Project seeks to improve the quality of advice in social accounting in Sussex, helping social enterprises gain expertise, better understanding of their own performance and a wider appreciation of what procurers and commissioners are looking for in suppliers. Working with experts in social impact assessment, the project seeks to embed social accounting tools within six pilot social enterprises across Brighton & Hove, East Sussex & West Sussex between now and 2010. These pilots will “road test” the tools, obtaining real data, expertise and awareness, which will then be rolled out across the South East with other county networks able to access the information through the se² partnership.

SEASON

Led by Co-operatives South East

SEASON seeks to improve support for social enterprises in the South East through the creation, establishment and development of a regional network for social enterprise advisers. The network will be driven forwards by the social enterprise advisers who will access the network to attend regular meetings where best practice is shared, hot topics are addressed and continual professional development is achieved.

Communication for Action

Led by Surrey Network for Social Enterprise

Communication for Action seeks to develop a sustainable infrastructure that better enables social entrepreneurs to provide effective support to other established, new or fledgling social entrepreneurs through peer to peer support groups. The project will be piloted in Milton Keynes, Berkshire, Surrey and Kent initially, with the knowledge and expertise gained, shared across the region via the se² partnership

se² partnership – a network of networks across the region that enables social enterprises and entrepreneurs to access consistent and high quality resources, knowledge and support they need to increase their impact.



More Than Profit Network – Brighton & Hove



“Urban Garden” – Winners of ‘What’s the Big Idea?’ – A Milton Keynes Community Enterprise young people’s entrepreneur project for young people aged 13 – 19 to develop social enterprises that benefit the community .

Communication

Communication has been a key priority for the se² partnership, both internally and externally, and partners (Tony Davis, Sally Reynolds, William Miller, Emma Mongan and Sue Quinn) from the se² partnership donated their time in kind to work with Louise Bailey – Change Management, Network Rail, on developing a Communications Plan.

Internally our communications vision is for our internal stakeholders to have an appreciation for what se² partnership does and how it can help them. Externally our communications vision is to be viewed as a coherent and dynamic representation of social enterprise activity for the South East region.

The se² partnership worked collaboratively with partners across the region to raise the awareness and profile of the social enterprise sector. The local networks developed portfolios of case studies celebrating the success of local social enterprises, which have been used at local, regional and national levels. Business Link support from the Office of the Third Sector enabled the partnership to forge links between social enterprises, the business support and the public and private sectors by developing a Social Enterprise Visit programme that attracted advisers, social enterprises, local authorities, private sector.

We have also invested time in developing and maintaining clear communication channels with key stakeholders, keeping current with government and sector updates, providing clear signposting to information and resources (such as appropriate business support, access to finance and events), sharing good practice across the region, developing the awareness of new market opportunities (such as access and awareness of public sector and commercial sector procurement opportunities), sharing topical updates from partners and the public, private and third sectors via monthly news bulletins, providing a consistent way for all social enterprises and partners in the region to share points of view and good practice through informative 'Partner Updates' and championing the social enterprise sector in the South East.

Strategic Influencing

In the South East, the se² partnership is the only body set up to meet the gap in providing co-ordination and structure to social enterprise development. The se² partnership has focussed on shaping regional policy and influencing national strategies by effectively linking local level with the regional and national arenas, thereby ensuring decision making is based on accurate local knowledge and enabling formal communication and co-ordination region wide, both top down and down up.

Collaboratively, the partnership has developed strong links with key regional and national players, which has put us in a good position going forwards. We have focussed on championing the social enterprise sector, influencing and lobbying, developing relationships, accessing key players, raising awareness to affect behaviour and policy and have focussed on targeting organisations and partners that can help us to:

- stimulate increased levels of social enterprise activity,
- support employment and skills development and encourage entrepreneurial behaviour among the most excluded and under-represented groups
- help to build sustainability and the concept of corporate social responsibility into everyday business practice
- provide business support to help SME's and social enterprises to tender for contracts



WSSEN Networking Event held at Billingshurst Village Hall



The Phone Co-op - overall winner of the 2009 Enterprising Solutions Awards

Finance

Consolidated Statement of Financial Activities 2008-09

The financial year 08/09 saw changes in the way the finances were managed. Initially the se² partnership ran under a budget heading at Unltd, who held the contract from SEEDA. In January 2009, the finances were passed to the se² partnership in their own right. The day to day financial management is undertaken by Surrey Community Action. Our thanks go to Yvette How, who has managed to get the budget headings sorted and running smoothly. Cash flows are in place for all expenditure and are reviewed at each Directors meeting.

Income	£	Expenditure	£
Grants and Subsidies	67579	Development Work	18571
Other	5510	Surveys	1600
TOTAL	73089	Events and Conferences	1542
		Insurance	283
		Office Administration	142
		Membership Fees	175
		Professional Fees	18079
		TOTAL	40392

The se² partnership's statement of financial activities, including income and expenditure account, for the year ended 31st March 2009. Draft accounts approved by se² partnership Board of Directors.

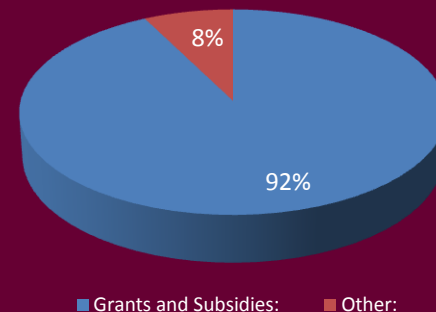
A copy of the full, final, audited accounts are available by written request to se² partnership, see back cover for address.

Chartered Accountant: Mrs Y How MAAT (MIP), Surrey Community Action, 'Astolat', Coniers Way, Burpham, Guildford, GU4 7HL

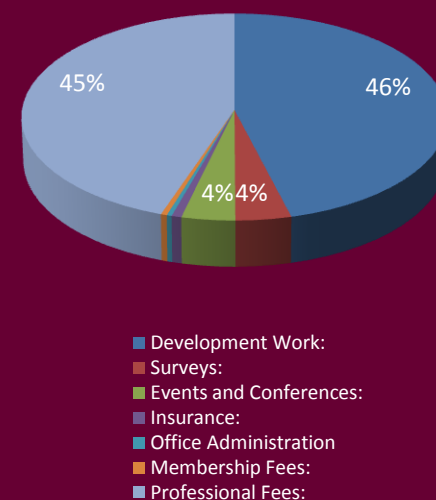
Summary of financial information

Year ended 31st March 2009

Income



Expenditure





Supporters:

se² partnership runs with support through project grants and funding. These include:



A range of other organisations support Social Enterprise South East Ltd by providing advice and resources:



se² partnership
Astolat
Coniers Way
Guildford
Surrey
GU4 7HL

☎ 0845 4503991

✉ info@se2partnership.co.uk

🌐 www.se2partnership.co.uk

se² partnership is the trading name of Social Enterprise South East Ltd, a company registered in England and Wales with company number 06487145

This document is printed on recycled paper. Please recycle.