

SocialFirms UK

Annual Conference

Enterprise Opportunities for Social Firms

– working for job creation –

Monday 13 – Wednesday 15 September 2004
at



Newcastle upon Tyne

***Begins with the Social Firms UK AGM and
Conference Dinner on Monday evening***

This conference is supported by:
The Phoenix Development Fund



Background to the Event

Social Firms UK's annual conference this year combines elements of previous summer school events and has more focus on workshops and networking opportunities for delegates. We welcome non-members of Social Firms UK equally with members. We look forward to forging new relationships with potential partners in the social economy that will drive the sector forward with entrepreneurial flair and build exciting new businesses. From 'tasters' in the programme featuring many different aspects of operating businesses; from hearing about social firm opportunities and learning of exciting new initiatives in the social enterprise sector; we hope that you will join us to make this a particularly vibrant annual conference and one to remember.

Programme for Monday 13th September

Last years' conference delegates told us they really appreciated the opportunity to network, renew acquaintances, and catch up on the progress of social firms in a relaxed informal atmosphere. So this year we are doing it again!

From 5pm:	Arrival and Registration.
6pm:	Welcome from Social Firms North East and One North East.
6.45pm:	Social Firms UK AGM.
7.30pm:	Conference Dinner and networking.

Programme for Tuesday 14th September

9.00- 9.30	Arrival, Registration and coffee for day delegates.
9.30-9.35	Welcome from Dr Bob Grove Chair of Social Firms UK.
9.35-10.05	How One North East is Embracing Social Firm Development A representative from One North East describes the support mechanisms that exist in the region for social firm development and the ways in which delivery of these measures have been achieved through partnership.
10.05-10.35	Showcasing the NE Social Firm Sector Andy Cox from Social Firms North East outlines the progress and developments within the region for the sector. Three members describe the development of their enterprises, the challenges and the rewards.
10.35-11.10	Coffee
11.10-12.00	Business Opportunities for Social Firms Gerry Higgins, Business Development Director at Social Firms UK, explains the background to the sector's development and the current change in business focus; to include the franchising, replication and procurement opportunities for social firms presented within the Phoenix funded 'Flagship Firms and Enterprises' programme. Three entrepreneurs will present the enterprises that they are directly involved in developing within this new programme.
12.00-12.25	The Potential for Social Franchising Donald Findlay from Community Action Network (CAN) shares success stories of social enterprise replication and gives details of the social franchising programme.
12.25-12.40	Practical Procurement - Securing Contracts and Service Level Agreements Kevin Robbie from Forth Sector describes how social firms can take the current momentum around the procurement agenda and translate it into practical activity within their enterprise.
12.40-1.00	Question Time
1.00-2.15	Lunch

2.15-3.45

WORKSHOPS

<p>Workshop A</p> <p>DIY Feasibility Economic Partnerships Ltd presents a new SFUK resource for organisations with a business idea.</p>	<p>Workshop B</p> <p>Raising the Bar on Training Standards for Social Enterprise Heather Squires, from the Social Enterprise Partnership, and a colleague from SFEDI discuss the introduction of National Occupational Standards for advisers and managers in the social enterprise sector. What difference will these make to the sector? Are there any other relevant plans?</p>
<p>Workshop C</p> <p>The Dos and Don'ts of the Tendering Process Kevin Robbie of Forth Sector follows up his plenary providing more detail on the practical nature of tendering and covering aspects such as:</p> <ul style="list-style-type: none"> • when not to tender • how to work out the price of a tender • how to find the right opportunities 	<p>Workshop D</p> <p>Lessons from America Sally Reynolds of Social Firms UK shares some of the learning points from a study visit to social enterprises in America earlier in 2004. Not everything is replicable and the development of the social enterprise sector is extremely different, but a dip into the experience can be fun! Presentation includes a short video.</p>

3.45-4.00

Tea

4.00-4.20

Social Security Benefits: the impact of recent and future system changes for social firms.
Judy Scott, Mental Health Consultant on Disability Benefits and Employment, updates the sector on recent and pertinent developments.

4.20-4.40

Futurebuilders: what could it do for the social firm sector?
Malcolm Hayday, Chief Executive of Charity Bank.

4.40-4.50

Business Support Register: how to get specialist help when you need it.
Gerold Schwarz, Programme Director, Social Enterprise Partnership.

4.50-5.00

Social Accounting: what tools have the Social Enterprise Partnership been working on that might help to raise standards in social firms?
Lisa Sanfilippo, New Economics Foundation.

5.00-6.30

WORKSHOPS

<p>Workshop 1</p> <p>Replicating Social Enterprises Donald Findlay, of CAN follows up his plenary with success stories of social enterprise and details of the Beanstalk Social Franchising Programme (only available in England).</p>	<p>Workshop 2</p> <p>How to Get the Best Out of Your Consultant A Regional Business Link looks at the proven formula for success in working with consultants for your business support.</p>
<p>Workshop 3</p> <p>Benefits and National Minimum Wage Legislation. Judy Scott. What are the practical implications of recent benefit changes? Should we expect further change? In what ways should social firms be adjusting their behaviour? From the plenary this workshop goes into more detail and will discuss individual issues where people are prepared to share these with the group.</p>	

6.30

Break

7.30

Dinner and networking

Programme for Wednesday 15th September

9.00-9.30	Be Inspired (Trust Us!) A session not to be missed						
9.30-10.00	Legal Structures for Social Firms Geof Cox, Economic Partnerships Ltd., and Kathy Baker, SFUK, look at Community Interest Companies and the results from SFUK Cooperative Action research the implications for existing and new social firms.						
10.00-10.40	Development Trusts and Social Firms Steve Wyler, Director of the Development Trusts Association, (DTA): tackling social and community enterprise together.						
10.40-11.10	Coffee						
11.10-12.10	WORKSHOPS OR MEET THE FUNDERS						
	<table border="1"><tr><td>Workshop I Social Accounting Tools for the Social Firm Sector Lisa Sanfilippo, NEF, Keith Bates, Social Firms South West, and John Bennett from Pack-It, share progress on the Balanced Scorecard pilot and ask: Will it really help to raise standards?</td><td>Workshop II Market Intelligence Gerold Schwarz: using market data to predict trends and growth sectors before they peak.</td></tr><tr><td colspan="2">Workshop III Recruitment How to achieve a good staff balance within a social firm and constructing the basis for enterprise success. Speaker TBA.</td></tr><tr><td colspan="2">Meet the Funders<ul style="list-style-type: none">• ICOF (Industrial Common Ownership Finance Ltd.)• Esmee Fairbairn• NatWest / Royal Bank of Scotland• Northern RockListen to providers of loan and grant finance and what they require from funding applications.</td></tr></table>	Workshop I Social Accounting Tools for the Social Firm Sector Lisa Sanfilippo, NEF, Keith Bates, Social Firms South West, and John Bennett from Pack-It, share progress on the Balanced Scorecard pilot and ask: Will it really help to raise standards?	Workshop II Market Intelligence Gerold Schwarz: using market data to predict trends and growth sectors before they peak.	Workshop III Recruitment How to achieve a good staff balance within a social firm and constructing the basis for enterprise success. Speaker TBA.		Meet the Funders <ul style="list-style-type: none">• ICOF (Industrial Common Ownership Finance Ltd.)• Esmee Fairbairn• NatWest / Royal Bank of Scotland• Northern Rock Listen to providers of loan and grant finance and what they require from funding applications.	
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12.10-12.30	Know your Housing Association Sunderland Housing Association outlines possibilities for local partnerships between social firms and Housing Associations.						
12.30-12.45	Chairman's closing remarks.						
12.45	Lunch and Conference end						

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