



E-bulletin November/December 2010

Welcome to our final e-bulletin for 2010.

During 2010 interest in the Australian social enterprise sector has grown exponentially, with new opportunities emerging for social investment, social procurement, access to learning and development resources including the establishment of additional support organisations.

This edition of the e-bulletin is testimony to the level of activity and engagement - bringing you numerous opportunities to engage with social enterprise in Australia.

It includes the chance to learn about the path to success in social enterprise from someone who has made it happen - John Montague the CEO of The TREES Group in the UK. We've included the [transcript from an October public conversation between John and Mark Daniels](#). The conversation covers issues such as - whether and how social enterprises can be profitable (based on his experience), employment creation through social enterprise and lessons learnt from the UK.

We look forward to bringing you more stories, news and information from the realm of social enterprise in 2011. In the meantime, we hope you enjoy the festive season!

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Social Traders Activity

Gifts with Impact

The [Social Traders' Gifts with Impact](#) catalogue is full of purchasing ideas for the festive season that deliver community benefit to those in need - ideal for family, friends or colleagues.

Social Procurement Launch, Melbourne, Wednesday 7 December, 2010

The Centre for Social Impact and Social Traders invite you to the launch of pioneering research on Social Procurement in Australia. Building on the [local government social procurement guidelines](#) recently developed, hear how to add the 'social' dimension to sustainable procurement practices, meet social enterprises who

offer ways to achieve that and contribute to the discussion about examples past and possible future strategies. Find RSVP details here:

<http://www.socialtraders.com.au/event/2010/11/social-procurement-launch>

The Centre for Social impact is also running similar events in Qld and NSW, for more information contact: csi@unsw.edu.au

Social Enterprise Study Tour

The best place to learn about success in social enterprise is from the people that make it happen. Our social enterprise study tours provide you with the opportunity to experience 'in situ' cases of Melbourne's most successful and interesting social enterprises. Our next tour on **Thursday 24 February 2011** and will include a diverse and exciting range of social enterprises. If you're interested in joining please contact nina.howard@socialtraders.com.au or see more information here:

<http://www.socialtraders.com.au/event/2010/03/social-enterprise-study-tours>

Understanding, ideas and inspiration – February 2011

What is a Social Enterprise? How do I generate good social enterprise ideas? What are the challenges of running a social enterprise and what can go wrong? What are some examples of successful social enterprises? The Social Traders learning and development program is offering a series of professional development workshops for anyone interested in social enterprise. This initial workshop will cover the first stage of idea generation and will be run in **February 2011** in conjunction with the Hub Melbourne. Register your interest now: nina.howard@socialtraders.com.au

Social Procurement Pilots with local councils

Following the launch of *Social Procurement: A Guide for Victorian Local Government* by Minister Richard Wynne in mid October, Social Traders is now partnering with DPCD and DHS in undertaking social procurement pilots with individual local councils over the next 6-8 months. Mark Daniels is on an Expert Support Group that will provide support and guidance to the individual councils over the next 6-9 months. For more information. <http://www.socialtraders.com.au/news/2010/11/social-procurement-pilots-local-councils>

The first Community Recycling Network Australia - National Forum

The first CRN Australia National Forum was held in Melbourne in mid November attracting representatives from more than 40 Australian and New Zealand community recycling enterprises. Discussion included trends, opportunities and developments in waste management and the vital role community recycling should play in the new federal legislation dealing with e waste. Read more about this network here:

www.communityrecycling.com.au

Crunch Time

The nine budding social enterprises in The Crunch this year have now completed four of six business planning workshops and are currently working feverishly on feasibility planning. Each enterprise is receiving support from their business mentors and an MBA student from Melbourne Business School. To view the latest video blogs from the Crunchers go to www.thecrunch.socialtraders.com.au

News

Department of Human Services (Victoria) committed to Social Enterprise

At a recent meeting of the Department of Human Services Board, a proposal to purchase all catering for 50 Lonsdale Street from social enterprises was endorsed. This commitment will be implemented in a series of stages including a social enterprise catering expo, organised in conjunction with Social Traders, to showcase the capabilities of some of Melbourne's most renowned social enterprises. At a later date a panel of preferred catering providers will be established. Find out more about this exciting news from nina.howard@socialtraders.com.au

Social Procurement Bill to be passed in UK

The Public Services (Social Enterprise and Social Value) Bill makes provision regarding the promotion of social enterprise in a national social enterprise strategy and in local authority sustainable community strategies. The Bill also requires certain public authorities to take account of wider economic, social and environmental well-being in commissioning goods, works or services and throughout the procurement process. Social enterprise has support across the three main parties in the UK and therefore it is widely believed the Bill will be passed. Read the full article here: <http://www.socialenterpriselive.com/section/news/public-services/20101111/social-value-bill-cusp-being-passed-says-sec>

Australian Community Sector Survey

The Australian Council of Social Services (ACOSS) is currently running the Australian Community Sector Survey, the only annual national survey collecting data about the community services and welfare sector. The survey provides an important snapshot of how disadvantaged Australians are faring, and is a powerful means of highlighting to government and media the issues facing community services. The survey is available online, and will take approximately 30-45 minutes to complete. To participate, please visit the ACOSS website: <http://www.acoss.org.au/communitysectorsurvey>

Social Enterprise Development and Investment Fund – Consultation closes

The public consultation process for the Social Enterprise and Development Investment Fund will close on Friday 3 December. As part of this process DEEWR launched the online collaboration space **OnIMPACT**, to provide an opportunity to share information, facilitate networks, participate in discussions and engage in ongoing collaborations between government and the social enterprise, philanthropic and corporate sectors. Social Traders is making a submission to the consultation process and will ensure readers are informed of the outcomes of the research.

One million to establish a support service for Australia's social enterprises.

The Gillard Government will provide \$1 million to establish a support service for Australia's social enterprises. The Minister for Employment Participation and Child Care, Kate Ellis made the announcement at the recent Jobs Australia conference in Melbourne. Minister Ellis says the funding will build on the \$20 million Social Enterprise Development and Investment Fund, which builds partnerships between the finance, social and corporate sectors. Further information can be found here: <http://www.socialtraders.com.au/news/2010/11/one-million-establish-support-service-australia%E2%80%99s-social-enterprises>

United Nations Global Compact sets up PSI Secretariat in Melbourne

The **Principles for Social Investment (PSI)** is an initiative of the United Nations Global Compact to provide an ethical foundation and guidelines for social investment. With the introduction of the PSI, the UN Global Compact seeks to offer guidance for organizations pursuing responsible social investment practices, including companies and their foundations, community foundations, private foundations and non-governmental organizations. The Committee for Melbourne will host the Global PSI secretariat.

Community Recycling Network Australia calling on federal government

With millions of computers, televisions and mobile phones heading for landfill every year, a meeting of the Community Recycling Network Australia (CRNA) in Melbourne last week, called on the federal government not to overlook local community recyclers in new legislation currently being developed – read the reasons why here: <http://www.socialtraders.com.au/media>

UK Parliament's first ever onsite nursery is a social enterprise

Last week leaders from the major UK parties and the House of Commons Speaker officially opened the doors to the first ever onsite nursery for the UK Parliament, forty years after the idea was first raised. The nursery at No 1 Parliament Street, managed by **leading childcare charity and social enterprise London Early Years Foundation (LEYF)**, will make childcare facilities available to members and their staff, staff of the House of Commons and PICT. Find out more about this social enterprise here: www.leyf.org.uk

Opinion Piece of the Month

A conversation with John Montague

John Montague is the CEO of **The TREES Group (Training, Regeneration, Education, Employment, Sustainability Services)**, which has traded successfully and sustainably since it started in 1994. In October 2010 John was interviewed by Mark Daniels, Learning and Development Manager at Social Traders, on several topics including:

- Whether and how social enterprises can be profitable based on the experience of The TREES Group.
- Employment creation through social enterprise.
- Examples of raising finance for social enterprise investment.
- Social procurement.

Excerpt: "I don't think social enterprises totally understand the word 'investment'. They understand the word grant because grant doesn't have any risk and this, that and the other. What's interesting in the UK is everyone saying there's not enough money for social enterprises. If it's a decent business there's loads of money. They're actually struggling to lend it because people will say, can't you give us a grant? Won't you give us a grant instead?" ...

If you're interested in hearing more from someone with experience, read the full interview here:

<http://www.socialtraders.com.au/conversation-john-montague>

Launches

The Melbourne based social enterprise STREAT opens a new coffee cart

STREAT has opened a new coffee cart in Melbourne Central. It's trading 7 days/week near the escalators to the trains, where you can get Fair Trade organic coffees, tea, hot chocolate and pastries. STREAT is a homeless youth social enterprise that provides a six-month training program for young people, giving them employable skills in the hospitality industry so that they can go from the streets to a job. <http://www.socialtraders.com.au/news/2010/11/melbourne-based-social-enterprise-streat-opens-new-coffee-cart-melbourne-central>

Events and Workshops

ECO-Buy Green Fuels Forum Melbourne - Tuesday 7 December, 2010

ECO-Buy exists to help organisations (including social enterprises) 'green' their purchasing and to embed sustainable purchasing practices and attitudes. Find the event details here: <http://www.socialtraders.com.au/event/2010/11/eco-buy-green-fuels-forum-melbourne>

Sustainability Networking Drinks – Wednesday 1 December 2010

The Net Impact Club of MBS will host what might be the biggest networking event at Melbourne Business School (MBS) on Wednesday 1st December, 6pm-8pm. Dan Atkins from the Shaper Group will give his perspectives of the major development in sustainability for the year and offer some insight into what he sees are the key trends emerging for the next year. Plus, get a sneak preview of the 2nd Annual Australia Net Impact Conference to be held in February 2011. <http://www.socialtraders.com.au/event/2010/11/sustainability-networking-drinks>

2nd Annual Australia Net Impact Conference. Save the date!

On **17 – 18 February 2011** MBS Net Impact will present an annual conference, organized and run by MBS students and held on the MBS campus, which addresses current trends and issues related to creating positive net social, environmental, and economic impacts in business. Stay tuned for details: <http://www.socialtraders.com.au/event/2010/11/2nd-annual-australia-net-impact-conference>

Hub Melbourne Incubator Open House - every Thursday, 4 - 5.30pm

Heard of the Hub Melbourne? Its a flexible workspace for those with a social or environmental initiative. If you're a social innovator looking for office space, networking opportunities, shared resources and expertise and want to know more come to the Open House Level 2, 673 Bourke st, Melbourne - every Thursday 4-5.30pm.

Christmas Networking Lunch – 1 & 2 December 2010

To be held in both Melbourne and Sydney, the lunches, organised by Third Sector, include drinks and a delicious Christmas-themed lunch and provide an opportunity to network with colleagues and other professionals from the not-for-profit sector. <http://www.socialtraders.com.au/event/2010/11/christmas-networking-lunch>

Measuring Social Impact - Thursday 9 December 2010

EGO will be holding a workshop providing practical insights into measuring social impact. The methodology is premised on the idea that measurement and impact evaluation, as with other key skill sets, is not just for academics or consultants: anyone can do it. Details for booking here:

<http://www.socialtraders.com.au/event/2010/11/measuring-social-impact-practical-introduction>

Australian Fair Trade and Ethical Festival 2010, 11 & 12 December 2010

The 2010 Fair@Square Fair-trade + Ethical Festival is a free public event celebrating ethical, socially responsible and environmentally aware businesses and services. They expect in excess of 50,000 visitors over the two days! Explore the program here: <http://www.socialtraders.com.au/event/2010/08/fair-square>

Fair Trade Christmas Market - 4 & 5 December 2010

You're invited to experience two days of Fair Trade and ethical Christmas shopping with a difference at Indooroopilly (Queensland) on **4 & 5 December**, hosted by the Brisbane not-for-profit organisation, the Qld Fair Trade Collective. The event includes entertainment, fairtrade tea & coffee, food, face-painting and charity info stalls. If attendees quote the code "socialtraders" at the door you have the chance to WIN a Fair Trade Christmas Hamper! Find more details here:

<http://www.socialtraders.com.au/event/2010/10/fair-trade-christmas-market>

Sustainable living Festival Melbourne - 12- 27 February, 2011

The Sustainable Living Festival raises awareness and provides tools for change by showcasing leading solutions to the ecological and social challenges we face. Applications are now open for 2011 Exhibitors. Application and selection criteria can be found here: <http://festival.slf.org.au/apply/festival-main-event/exhibitors>

SUSTAINATOPIA 2011, March 31–April 6, 2011

SUSTAINATOPIA 2011 held in Miami, USA, is a unique, seven-day fusion event focusing passionately on sustainability and impact investing as cooperative solutions and features two of the world's largest impact investment conferences. Visit www.sustainatopia.com for more information.

Grants & Awards

Vote for a social enterprise to meet Oprah!

The Social Studio, a newly established Victorian based social enterprise, has been chosen as the Victorian finalist in a competition as part of Oprah's Australian tour. **They are in the running to win \$100,000**, which will help them expand their Studio and showcase the talents of their designers to the world. Vote here:

http://www.facebook.com/americanexpressaustralia?v=app_165007173519822

Grants to establish and expand Melbourne social enterprises

Social enterprises operating in the City of Melbourne may be eligible for financial grants and business mentoring to the value of \$25,000. Applications can be made in several categories including: start-up and expansion. The next information session for the program will be held on **Wednesday 9 February 2011**. Closing date for applications will be in March 2011 - early inquiries are encouraged. More details here: <http://www.socialtraders.com.au/news/2010/10/grants-establish-and-expand-melbourne-social-enterprises-and-micro-businesses>

The Northern Business Achievement Awards - Grand Finale Breakfast

The Northern Business Achievement Awards (NBAA) acknowledge and celebrate the successes and achievements of small to medium sized enterprises in Melbourne's north – social enterprises are amongst the nominations. Find out more about the Grand Finale Breakfast on Thursday 2 December here:

<http://www.socialtraders.com.au/event/2010/11/northern-business-achievement-awards-grand-finale-breakfast>

Do you have groundbreaking social enterprise idea in mind?

The University of Texas at Austin and Dell are searching for student social entrepreneurs to dream up ingenious ideas to change the world. University **students worldwide** are invited to enter the 2011 Dell Social Innovation Competition for a chance to **win US\$50,000** to turn their ideas into a new business or nonprofits with a mission to change lives for the better. The **deadline to enter is February 14, 2011**. Find out how to enter your social enterprise idea here:

<http://www.socialtraders.com.au/event/2010/10/do-you-have-groundbreaking-social-enterprise-idea-mind>

The Global Social Venture Competition (GSVC)

The Global Social Venture Competition is the largest and oldest student-led business plan competition assisting the creation of social ventures, educating future leaders and building awareness of social enterprises. Over 500 teams from over 30 countries entered last year's competition. The deadline for submitting executive summaries is usually during the month of January but varies with the location of the competing team. Conditions apply: <http://www.socialtraders.com.au/event/2010/11/global-social-venture-competition-gsvc>

Social Enterprise Profile

Bawrunga Aboriginal Medical Service

Bawrunga Aboriginal Medical Service (BAMS) is an Indigenous owned and managed not-for-profit community cooperative, established in Bowraville NSW in 1999, to address the need for affordable, accessible, and high quality health and medical services through the provision of culturally appropriate primary health services for the local Indigenous population.

Read the full Bawrunga case study here:

<http://www.socialtraders.com.au/library/cooperative-social-enterprises>

About Social Enterprise

In the field of social enterprise there is a range of naturally occurring 'types' that emerge from common approaches, ideals and social purposes. One such 'type' is a **Co-operative Social Enterprise (CSE)** it is a democratic enterprise that is formed to meet a common social need of its members.

In Australia, a CSE is an incorporated body registered under nationally consistent state and territory co-operatives law. Unlike traditional co-operatives, which are formed to provide economic benefits to small businesses and consumers, CSEs are prohibited under law from distributing surplus funds to members from profits or upon winding up. Find out more about CSE's here:

<http://www.socialtraders.com.au/library/co-operative-social-enterprises>

Resources and Publications

Developing Strong Social Enterprises: a documentary approach

Australian Centre for Philanthropy and Nonprofit Studies (ACPNS) at Queensland University of Technology recently launched their *Developing Strong Social Enterprises: a documentary approach* project, in which Heather Anderson interviewed people from eight social enterprises about their responses to strategic issues. The documentaries are now available through YouTube at <http://www.youtube.com/user/SocialEnterpriseQUT#p/u>

Social Enterprise and Social Innovation.

Third Sector Review, Special Edition Vol. 16 No2, 2010-11-25

This special edition of *Third Sector Review* (no. 2, 2010) offers critically informed articles on social and community enterprise, social entrepreneurship and social innovation. Both conceptual and empirical contributions, including case study research, comparative analyses, survey research and theoretical contributions are presented in this issue. Guest editors Josephine Barraket and Suzanne Grant.

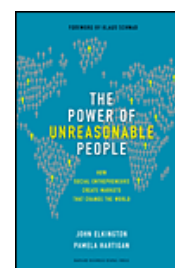
The edition features Featuring:

- Sian Supski, "Lotterywest Lotteries Houses – A Case Study in Social Innovation".
- Nicola Brackertz and Michal Moran, "Barriers to Innovation and Investment in the Social Economy: Retrofitting for Environmental Sustainability in Australian Community Housing".
- Jenny Cameron, "Business as Usual or Economic Innovation?: Work, Markets and Growth in Community and Social Enterprises".
- Jo Barraket and Nicholas Collyer, "Mapping Social Enterprise in Australia: Conceptual Debates and their Operational Implications".
- Suzanne Grant and Liz Kinley, "Walking Towards the Light? The Transformation of Jigsaw, from Not For Profit Organisation to Social Enterprise".
- Neil Paulsen and Alex McDonald "Doing Social Enterprise: A Reflection and View from the Field".

Purchasing details are found here: <http://www.anztsr.org.au>

Power of Unreasonable People: How Social Entrepreneurs Create Markets that Change the World, John Elkington and Pamela Hartigan
Harvard Business School Press (February 4, 2008).

"The reasonable man adapts himself to the world; the unreasonable one persists in trying to adapt the world to himself. Therefore, all progress depends on the unreasonable man." George Bernard Shaw



Job Opportunities

Manager Client Services and Business Program - Eco Buy

ECO-Buy is seeking a highly skilled and motivated person to grow membership and deliver services to its business members and other clients.

Based in Melbourne and working as part of ECO-Buy's dynamic team, the Manager Client Services and Business Program will work with businesses to provide support, information and resources to drive green purchasing initiatives. **The deadline for applications is Monday 6 December.** <http://www.socialtraders.com.au/job-opportunities>

Advertise a job opportunity: info@socialtraders.com.au

Pass It On – If you know anyone who might be interested in our e-bulletin, please forward this on!