



## E-bulletin October 2010

Each year, local government in Victoria spends around \$3 billion procuring the goods and services needed to support council operations and deliver services and infrastructure to Victorian communities. And for a long time arguments against the practice of socially procuring these goods and services have been made by economists on the grounds of inefficiency, and lawyers on the grounds of free competition and international economic law. But with the launch of the Social Procurement Guide for Victoria Local Government announced in October support for Victorian councils to deliver stronger social and community outcomes through their buying has never been better. This document and a similar process occurring in the ACT are opening new markets to social enterprise. [Read the opinion piece by Ingrid Burkett from Foresters on the opportunities and challenges presented by social procurement guidelines](#)

This is not only true for local councils. The upcoming holiday period is typically when shoppers part with more of their cash than at any other time during the year, and with the release of the **Gifts with Impact** catalogue next week and the Social Enterprise Finder (to be released in the coming months) shopping for social impact - whether it be a local councils, companies or for you, your friends or family - has never been easier.

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## Social Traders Activity

### Crunch Time

The Crunch was officially launched by Social Traders on 13 October at the State Library Experimedia Space. We were lucky to be joined by the Hon Lily D'Ambrosio MP, Minister for Community Development and John Montague, CEO of The TREES Group in the UK. Minister D'Ambrosio spoke of the Victorian Government's commitment to social enterprise and the exciting opportunity The Crunch presents to bring together social enterprise and the knowledge and support of leading organisations from the corporate sector.

To learn more about The Crunch and the nine social enterprise selected to take part this year, go to [www.thecrunch.socialtraders.com.au](http://www.thecrunch.socialtraders.com.au)

## **Employment focused social enterprises workshop, 4 November, 2010**

Social Traders is running a one-day research workshop in Brisbane on **4 November** focused **specifically on job-creating social enterprises**. This Social Traders event precedes a one-day forum on 5 November to be convened by the Australian Centre for Philanthropy and Nonprofit Studies at QUT that aims to contribute to the development of a shared research agenda for social enterprise more generally.

[For more information on this workshop click here](#)

For information and about the QUT workshop on 5 November and registration contact Sharine Ling [s3.ling@qut.edu.au](mailto:s3.ling@qut.edu.au)

## **Do you have a Social Enterprise idea? 10 November, 2010**

The Social Traders learning and development program is offering a series of professional development workshops progressing through the business planning process for social enterprise. The next workshop on 10 November aims to provide you with the tools to test the market feasibility of your social enterprise idea using the Social Traders' feasibility framework. This workshop is available to organisations around Australia. To find out more about the learning program [click here](#) contact Nina Howard 03 8319 8446 or [nina.howard@socialtraders.com.au](mailto:nina.howard@socialtraders.com.au)

## **Developing a Social Enterprise - Warrnambool, 16 November, 2010**

Social Traders is travelling to Warrnambool to facilitate a professional development workshop in conjunction with Brophy Family & Youth Services, covering the first stage of idea generation for social enterprise. For more information and to book a place contact: Geoff Rollinson 0409 963 163, 5561 8879 or email [grollinson@brophy.org.au](mailto:grollinson@brophy.org.au)

## **News**

### **Social Procurement Guide – Victoria**

*Social Procurement: A Guide for Victorian Local Government* (the guide) has been developed to support Victorian councils in their desire to deliver stronger social outcomes through procurement. The guide is closely aligned with Social Procurement in Australia, an overarching national paper commissioned by the Centre for Social Impact. The guide forms part of the Procurement Excellence program (PEP) that is being led by Local Government Victoria (LGV) through the Councils Reforming Business (CRB) program, supporting the development of good practice procurement across the Victorian local government sector.

<http://www.socialtraders.com.au/news/2010/10/social-procurement-guide-victorian-local-government>

### **Expert Support Program: Social Procurement in Practice**

The Expert Support Program: Social Procurement in Practice has been established to support the development of social procurement in Victorian councils and to encourage adoption of the social procurement guidelines developed by Local Government Victoria. The Expert Support Program is a partnership between the Department of Planning and Community Development, through LGV and Community Development, the Department of Human Services and **Social Traders**.

<http://www.socialtraders.com.au/event/2010/10/expert-support-program-social-procurement-practice>

## **The Non-Profit Sector Reform Council**

The Non-Profit Sector Reform Council will be established by the Australian Government for an initial period of one year to support the Office for the Non-Profit Sector. The Government is seeking expressions of interest from leaders within the sector to provide advice on key reforms, as well as matters relevant to the NFP sector as a whole. The closing date for nominations is **Sunday 31 October 2010**. Find more information here:

<http://www.socialtraders.com.au/news/2010/10/non-profit-sector-reform-council>

## **School for Social Entrepreneurs seeks rebels with a cause**

The School for Social Entrepreneurs is calling for entrepreneurial individuals with creative ideas and businesses that have a community benefit for its year-long program commencing in February 2011. SSE runs learning programs in both Sydney and Melbourne. **The first round of Melbourne applications closes on November 19, 2010**. Find contact details

here: <http://www.socialtraders.com.au/event/2010/10/school-social-entrepreneurs-seeks-rebels-cause>

## **Westpac Foundation Capital boost**

The Westpac Group announced this month that it has provided a \$20 million capital boost to The Westpac Foundation. The Westpac Foundation is a charitable trust which invests in creating and sustaining social enterprise in disadvantaged communities across Australia as well as assisting the families of deceased or retired Westpac staff in financial hardship. Read more information on this news here:

<http://www.socialtraders.com.au/news/2010/10/westpac-foundation-capital-boost>

## **Opinion Piece of the Month**

### **Social Procurement: Opportunities and Challenges for Social Enterprise. Ingrid Burkett, Social Innovations Manager, Foresters Community Finance**

Two weeks ago the Victorian Government released the report 'Social Procurement: A Guide for Victorian Local Government'. While the focus of the Victorian guide is very much on what local government could do to encourage and engage with social procurement, there are also lessons for social enterprises...

... these need to be addressed if they are to become suppliers to government and corporations or, for that matter, large not-for-profit organisations.

Read the full piece here: <http://www.socialtraders.com.au/opinion-pieces>

## **Launches**

### **Have questions? Need Help?**

Financial management company, Matrix on Board has launched NonProfit Q&A, a crowdsourced information hub to provide answers and advice for the Not for Profit sector: <http://www.nonprofitqanda.com.au/>

### **Assistance for community funded renewable energy projects**

Not-for-profit Embark was launched this month to accelerate the uptake of community renewable energy projects by providing practical capacity-building tools and seed and investment funding. Read more about Embark here:

<http://www.socialtraders.com.au/news/2010/10/assistance-community-funded-renewable-energy-projects>

## **Singapore Social Enterprise Development Centre launched**

The Social Enterprise Association has launched a development centre to provide support and advice for social enterprises in Singapore.

<http://www.socialtraders.com.au/news/2010/10/singapore-social-enterprise-development-centre-launched>

## **Events and Workshops**

### **13th National Conference on Volunteering - Melbourne , 27 -29 October 2010**

The 13th National Conference on Volunteering aims to provide a national forum to: Initiate discussion, debate and analyse issues affecting volunteering, discover new technologies that can affect or support volunteering and examine initiatives that will grow volunteering and promote best practice in volunteering. Registration details here: <http://www.socialtraders.com.au/event/2010/10/13th-national-conference-volunteering>

### **Australian Fair Trade and Ethical Festival 2010**

Moral Fairground is again set to light up the city of Melbourne with the Fair@Square 2010 festival. The festival aims to raise awareness about ethical businesses and is a platform to display a variety of enterprises and organisations operating with social and environmental concerns as integral to business practice. The Exhibitor's Application form and Event information can be found here:

<http://www.socialtraders.com.au/event/2010/08/fair-square> A stall an application must be submitted by **30 October 2010**.

### **What is your social enterprises' responsibility for injuries to, and acts of, volunteers? Thursday 11 November 2010**

Unlike employees, volunteers are not covered by workers compensation so there are different legal rules to understand. This seminar organised through PILCH Connect will provide information about your organisation's legal responsibilities for, and obligations to, volunteers. Presented by Rebecca Dean and Michalle Hocking (Lawyers, Litigation and Dispute Resolution, Clayton Utz). Booking details can be found here: <http://www.socialtraders.com.au/event/2010/10/volunteers-protections-and-liabilities-pilch-connect-seminar>

### **In Search of the Goldilocks Zone - Workplaces that Work for Everyone**

Social Firms Australia invites you to register to attend the Social Firms Forum 2010 on **18 November 2010** at Docklands, Melbourne. Speakers at the event include Associate Professor John Armstrong speaking on 'A Philosopher's Perspective on the value of meaningful employment' and Professor David Castle who will discuss 'How best to manage a return to work while managing a mental illness'. Find reservations details here:

<http://www.socialtraders.com.au/event/2010/10/search-goldilocks-zone-workplaces-work-everyone>

### **First National Community Recycling Network Australia Forum – 19 November**

Community Recycling Network Australia has been formed to build a strong community advocate for those organisations who want to create jobs through recycling, gain extensive environmental outcomes and improve social inclusion for those not in the workforce. Registrations for the first national forum are now being taken and **close on the 5<sup>th</sup> November**. Details found here:

<http://www.socialtraders.com.au/event/2010/10/first-national-community-recycling-network-australia-forum>

## **Master Trivia - a fundraising Night for Project Australia**

Challenge your culinary and worldly knowledge with a spicy night of trivia for a good cause! Project Australia is a social enterprise helping creative people launch not-for-profit ideas that focus on Australian needs. Details about the Trivia night found here: <http://www.socialtraders.com.au/event/2010/10/project-australias-master-trivia>

## **Fair Trade Christmas Market**

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>

## **UK Social Enterprise Summit 2010**

After a sell-out event last year, the Guardian has announced the launch of the Social Enterprise Summit 2010 on November 16. The event will focus on how social enterprises can deliver public services, giving practical business advice and examples of best practice from across the UK. For more information and to register your place, visit <http://www.socialtraders.com.au/event/2010/10/uk-social-enterprise-summit-2010>

## **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](http://www.sustainatopia.com) for more information.

## **Grants & Awards**

### **Grants to establish and expand Melbourne social enterprises**

Social enterprises and micro businesses 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: social enterprise start-up and social enterprise expansion. 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>

### **Unreasonable people be aware!**

The Unreasonable Institute has launched applications and are on the search for brilliant, ambitious, and innovative early stage entrepreneurs! The opportunity will unite 25 young entrepreneurs for 8 weeks in the summer of 2011 in Colorado, USA. They'll work and live with 60 mentors, pitch their enterprises to investors in up to 5 U.S. cities, and prepare to launch financially self-sustaining, globally scalable enterprises that can serve the needs of at least one million people. Applications close **20 November, 2010**. Sound unreasonable? Read more:

<http://www.socialtraders.com.au/event/2010/10/unreasonable-people-be-aware>

## 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>

## Social Enterprise Profile

**Urban Communities Ltd (UC)** is a Melbourne based specialist not-for-profit Housing Agency focussed on developing and applying expertise in urban renewal, particularly in public housing estates. Utilising a 'place management' approach, UC provides a range of services to government and private clients in the areas of on-site tenancy management, property and facilities management, body corporate management and community building.

This comprehensive case study includes seven pages of in-depth analysis on why this social enterprise is sustainable in both an economic and social sense. **Read the full UC case study – and other social enterprise case studies - here:**

<http://www.socialtraders.com.au/library/case-studies>

## 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. Some social enterprises create or retain services in direct response to social or economic needs in the community - such as the Urban Communities case study above.

Social Traders has developed in-depth information briefs on a range of social enterprise types and can be found here: <http://www.socialtraders.com.au/library/info-briefs>

## Resources and Publications

### Online Social Accounting guide - free of charge

The guide takes users through the thinking that needs to occur at each step in order to design a simply social accounting system that will work for small, volunteer-based organisations and enterprises. The guide includes examples of the surveys and other tools initially tested with two Australian social enterprises. The guide is being further "road-tested" with these enterprises and the intention is to update the guide based on this ongoing work. The guide can be downloaded free of charge from

[http://www.communityeconomies.org/site/assets/media/Jenny\\_Cameron/Social-Accounting-Manual-Version-2-July-2010.pdf](http://www.communityeconomies.org/site/assets/media/Jenny_Cameron/Social-Accounting-Manual-Version-2-July-2010.pdf).

For more information contact [Jenny.Cameron@newcastle.edu.au](mailto:Jenny.Cameron@newcastle.edu.au).

## **USA survey highlights social enterprise trends**

Seeking to advance social enterprise by identifying trends and best practices, the Social Enterprise Alliance in partnership with Community Wealth Ventures and Duke's University's Center for the Advancement of Social Entrepreneurship surveyed 740 organizations in 2009. This report provides an in-depth review of the survey results, showing non-profits are increasingly considering or utilizing the social enterprise model as a route to organizational stability and growth. Another important finding is that nearly 90 percent of nonprofits that have engaged in social enterprise are actively moving towards launching another one in the next three years. See the full report here: [report-cwv-sea-case.pdf \(340KB\)](#)

## **The Scottish Social Enterprise manifesto released:**

Social enterprises operate in rural and urban Scotland and across more than 30 commercial sectors and come in all shapes and sizes: from social firms, credit unions, and housing associations, to community and worker co-ops, development trusts and community interest companies. The manifesto includes a request to politicians to promote community benefit clauses in public sector procurement contracts and promoting a new investment culture for social enterprise. Read the full manifesto here: <http://www.scottishsocialenterprise.org.uk/policy/118>

**What are you reading? Place your review on the Social Traders Facebook page:**<http://www.facebook.com/home.php?#!/group.php?gid=110911458934974>

## **Job Opportunities**

### **Bright Street Enterprise Hub - Manager (Hospitality)**

Great hospitality skills, but tired of unfriendly hours? Passionate about community? Keen on Social Enterprise? If you are keen to combine your diverse skills and to try new ideas, then as Manager of the Hub you can shape a hospitality enterprise, contribute to training and staff development, manage a community facility and work to strengthen neighbourhood initiatives. A position description can be obtained by phoning 5445 9800 or at [www.accessemployment.com.au](http://www.accessemployment.com.au)

### **The Last Cuppa (Wesley Mission Victoria - Social Enterprise) - Café/Catering Supervisor**

The Last Cuppa provides job training and work experience to individuals who face long term unemployment in order to facilitate a pathway to sustainable employment in the open labour market. They are currently seeking a Café/Catering Supervisor to train/support staff and ensure the provision of a service that meets the needs of customers.

For queries about the position, please contact Pablo Gimenez on 0488 276 183. A position description is available from their website [www.wesley.org.au](http://www.wesley.org.au) Written applications are to be submitted to Kerrie Lally-Jolles, Recruitment Officer, Wesley Mission Victoria via email to [kerrie.lally-jolles@wesley.org.au](mailto:kerrie.lally-jolles@wesley.org.au) email applications preferred. **Applications for all positions will close on Tuesday 2 November 2010.**

**Advertise a job opportunity:** [info@socialtraders.com.au](mailto:info@socialtraders.com.au)

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