



Social Enterprise Cluster

Prospectus 2015/16



Local social enterprises are bringing millions of pounds into the area every year in the form of **new investments** such as the New Theatre Royal redevelopment, the national, local public and private sector **contracts** that are being won and the new **businesses, products** and **jobs** that are being created and sustained. They are making a real difference to thousands of lives every year. In short, they are providing jobs, better lives, greater aspiration and hope. This prospectus presents several examples of successful local social enterprises.

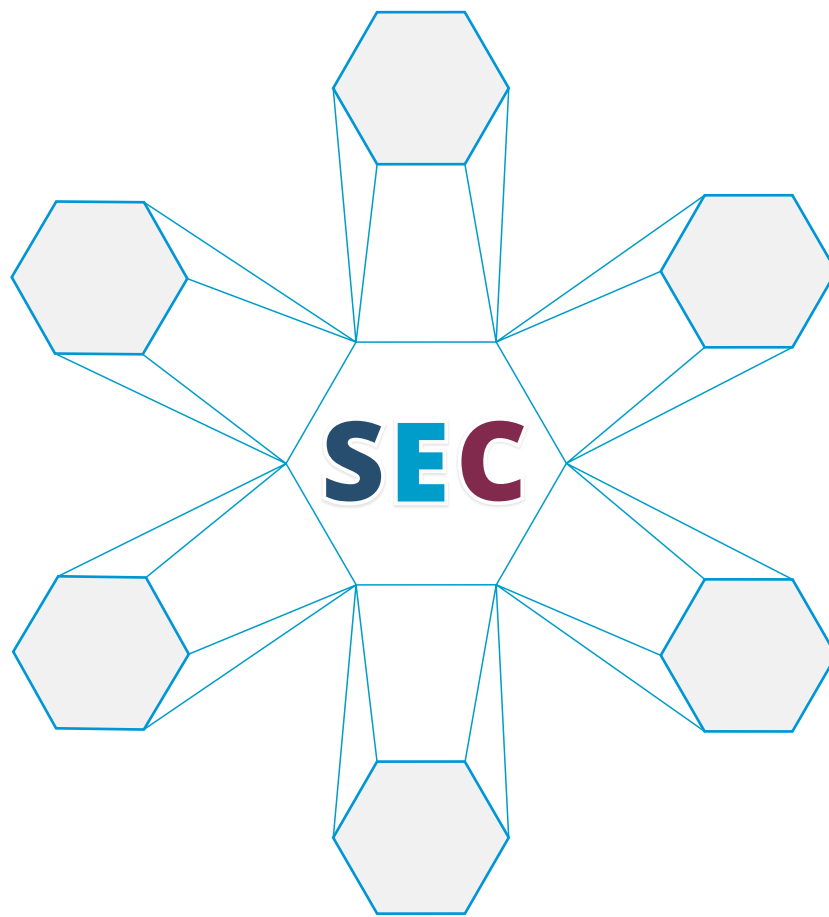
Social enterprises are entrepreneurial socially orientated organisations that blend charitable and community-based ways of working with enterprising approaches - including service provision contracts for public and private sector clients, trading activity (e.g. training, cafes etc.) and other private or earned income. According to government estimates (the annual small business survey) there are **70,000 social enterprises in the UK with a combined economic value of £24 billion.**

The Social Enterprise Cluster was developed to support local enterprises and foster expansion of the sector - collectively they reach over 150,000 people each year.

Over recent years the members of the local Social Enterprise Cluster:

- Have created 15 new businesses
- Have generated £14 million of new money which is being invested in local communities
- Created 26+ new jobs

There is scope to do more and we want to work with other business, health and communities across the south coast. This prospectus is part of a package of presentations and case studies that will provide some living examples of successful local social enterprises.



Social Enterprise Cluster

Activities of social enterprises include:

- Portsmouth and South East Hampshire Education Business Partnership (EBP) secured 53,576 volunteer hours from business volunteers to work with local young people last year.
- The Good Neighbour Support Service run by the Council for Social Responsibility leads 125 independent good neighbours groups across Hampshire with 4,000 local volunteers who provide highly flexible informal help and last year they undertook 156,000 helping tasks.
- Express FM a community radio station broadcasts 24/7 and has 30,000 listeners and a global online audience.
- The New Theatre Royal £5 million redevelopment will provide state of the art creative facilities and training programmes and help put the area on the creative production map!
- Learning Links is helping 800 people a year back into work.

Express FM

Express FM was established in 2006 to showcase and celebrate local talent, raise aspirations and give people a louder voice. Express FM broadcasts 24/7, has over 100 volunteers and broadcasts 45 different shows a week. We are the only local radio station in the area with both a high FM and online presence, broadcasting to Portsmouth and across South East Hampshire. As one of the longest running and most successful community radio stations in the UK, we share thousands of good stories. **We have a weekly reach of 30,000+ listeners, with many more thousands using our social networks and online platforms** to get information and share views.

Express FM's supporters include the University of Portsmouth, Highbury College, Portsmouth College, the Southern Co-operatives, and a range of local and national organisations and sponsors. The station has achieved a global reach with live streaming of the Volvo Round the World Yacht Race and all Portsmouth Football Club home and away matches, as well as providing the commentary for the club's website player.

Express FM also delivers a wide range of training courses and qualifications, covering media training, radio and music production, communication skills and employability for all ages and





abilities. An example skills project was *Radio for Change* which took over 1,000 young people through a radio project culminating in their appearance on-air to showcase the features they had made. Other exciting projects include a very successful radio soap in association with the New Theatre Royal written and performed by local people.

Many young people have used the support and skills opportunity working with Express FM has provided them to gain jobs while many hundreds have obtained new employability skills and increased their confidence.

Express FM

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Motiv8

Motiv8 was formed in 1998 and seeks to improve the life chances of young people and their families by providing high quality targeted support services across Portsmouth and Hampshire; it works with over 2,500 young people each year and focuses on working in the community, delivery in schools and supporting young people into employment. Motiv8 is a key partner in Portsmouth and in Hampshire delivering over £1 Million worth of contracts for local authorities.

Motiv8 currently operates from 16 venues based at the heart of local communities, has a staff team of 120, of which half are volunteers. We work in geographic teams with an emphasis placed on priority neighbourhoods and we employ a

person centred approach to preventing youth crime. This has been very successful and in Portsmouth we have **seen a 66% decline over the last eight years in the numbers of local young people entering the criminal justice system** (from over 450 to 150).

We have in the last three years launched a successful bicycle repair and recycling business to create new employment and training opportunities. Bicycle Recycling opened its first Community Cycle Centre in 2012 in Gosport and in its first 12 months received over 500 donated bikes and 350 of these were refurbished for resale.





Havant Summer activities

In 2014 the business expanded to create Portsmouth's Community Cycle Hub on Winston Churchill Avenue. The Bicycle Recycling business is now turning over £240k per annum and it has created 42 employment and volunteering opportunities providing work and training for local young people.

Motiv8

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New Theatre Royal

New Theatre Royal (NTR) blends the traditional with contemporary, nurturing a new cultural identity for the City. We are a place to inspire, a place for all – a home for creativity. Our mission is based around three principles: quality, diversity and community with our vision being to empower through creativity and to bring performances and new artistic opportunities to the city.

New Theatre Royal is starting a new chapter in its exciting 160 year history as we complete our £4.5m capital build project that brings brand new backstage facilities, an accessible creative studio space, technical spaces and a fully equipped fly tower to sit alongside a newly refurbished 19th century heritage auditorium. Our supporters include Arts Council England, Portsmouth City Council, the Heritage Lottery Fund and PUSH, a series of trusts and foundations as well as our individual supporters and the community.

The redevelopment of NTR will bring jobs and opportunities for young people as well as additional visitors and revenue to the city.

We have long played an iconic role in Portsmouth seeking out and providing innovative opportunities for our community. In 2014 we premiered Shakespeare's Globe Theatre at the City Museum gardens and are led on Jumpstart! -

A partnership with Aspex and The Cultural Trust, to use creativity and art to enhance the curriculum, reaching out to 2,500 children and young people working with 20 local schools.

Through our learning and participation we use the arts to unlock imagination and creativity, enhance wellbeing and increase



Metamorpho



An artists impression of the redevelopment in partnership with University of Portsmouth

confidence. We provide creative workshop opportunities and training in both on and offstage skills. We have recently set up a Creative Lab – a space for local professional artists and creative practitioners.

The redevelopment brings with it new accessible, safe, state of the art spaces in one building so we want

to take advantage of our offer by not only bringing great new shows to the city but by also providing accessible workshops, training opportunities for personal and professional development as well as a fantastic new café and venue.

New Theatre Royal

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Education Business Partnership South

Portsmouth and South East Hampshire Education Business Partnership South (EBPSouth)'s mission is to prepare young people for the world of work. It was established in 1997 as a trusted broker between business and education.

Through our work, young people become better informed about the work place, develop their confidence and skills, and gain inspiration to help them in their future choices. **Last year we enabled more than 15,000 children and young people to gain new insights into the world of work.**



We provide a comprehensive service of careers education and guidance and work experience to schools and we also offer specialist support to young people who are at risk of dropping out of education or training.

Our business mentoring programme recruits and trains volunteers from business and carefully matches them with students. Mentors meet regularly with students to help with their confidence, organisation, motivation and planning for life after school. Our results show that this programme is having a transformative impact on young people's motivation and self-management.

Teentech© and our 3-day STEM Fair are highly interactive events designed to inspire young people and their teachers about the contemporary world of Science, Engineering and Technology. Employers give young people the opportunity to handle leading edge technology and to meet the scientists and engineers influencing our 21st Century lives.

Our work is supported by local businesses of all sizes including IBM, Fasset, Bouygues, Barclays, BAE Systems, Hampshire Chamber of Commerce, Portsmouth Marriot, Gemalto, Verisona, Pfizer, Coffin Mew and Portsmouth Water.

Last year we recorded 53,576 volunteer hours given by local businesses.



Portsmouth & South East Hampshire Education Business Partnership (EBPSouth)

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Aspex

Aspex is a contemporary art gallery founded on the belief that art can enrich lives, challenge preconceptions, encourage learning and help to make new connections.

Since the gallery first opened in 1981, Aspex's mission has been to support emerging local and international artists at key moments in their development, and to take visitors into the heart of the creative process, to understand how art is shaped and created. The gallery relocated to Gunwharf Quays in 2006 bringing in more than £2 million of new investment into the city and its conversion of an historic naval storehouse won a RIBA (Royal Institute of British Architects) award. The gallery has a successful history



Andy Parker work in progress as part of 'Working Title' 2011

of inspiring people of all ages. It provides workshops to long-term developmental programmes, all of which aim to increase educational attainment along with broadening participants' life experience, be they 8 or 80.



Russell Squires



Luna Park' by Heather & Ivan Morison, sited on Southsea Common, 2010

More than 600,000 people saw Luna Park, the dinosaur sculpture sited on Southsea Common by Aspex in 2010 getting the city international media exposure.

Aspex is an essential pillar of the city's creative community and its visitor offer. We work with local schools and universities and collaborate with other regional, national and international partners to put Portsmouth on the creative map.

Aspex is transforming into much more than a gallery by developing its spaces as a site for creative production, social gathering, residencies and business start-ups.

Supported by Arts Council England and Portsmouth City Council, Aspex generates income from a broad range of cultural and commercial services to reinvest in its educational and creative programmes.

Aspex Visual Arts Trust
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YOU

YOU helps people in our communities who need care support or advice due to poverty, homelessness, disability, age, ill health, or abuse to have the life they want. It gives people the help that they need to realise their dreams of independence, security, stability, happiness and freedom. In 2009 the organisation adopted the name YOU to reflect the promise it makes to always be person centred and the work we do matters to vulnerable people. **Every year YOU helps over 15,000 people in the local communities** through timely life changing assistance encouraging clients to realise their potential and provides quality employment.

YOU's services encompasses high quality registered care homes, supported living, employment and volunteering, direct access hostels, long-term and short-term floating support, women's refuges, outreach and a legal advice centre nationally recognised as a model for effective affordable provision.

Advice Portsmouth provided 13,500 acts of assistance in 2014/15 for the residents of Portsmouth and it is helping people to move on in their lives by dealing with their debt, welfare benefit, and housing and employment issues.

YOU was named one of **the Times' 100 Top Employers in the UK** in 2012 and accredited with the IIP Gold standard, and it is the first charity in England to become a National Learning Champion.

To generate income and improve it's impact **YOU** is launching new businesses such as the innovative and successful 'Learning Cloud'.

YOU Trust

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you
for the life you want



Cathedral Innovation Centre

The Cathedral Innovation Centre is a locally founded Social Enterprise with both a regional and national brief. Since 2012 we have been unlocking under-sweated assets of property, time, and volunteering skills to help start-up and growth ventures from the private, civic, and public sectors. In our first two years, we have helped to create a public service mutual, launch two award winning charities focused on disability, spun out a management consultancy, and supported start-ups in the tech, creative industries, finance, events, and marine sectors.

We have created apprentices and attracted over £2 million in private investment to South Hampshire.

With three main fields of business; support for start-ups who approach us; a pipe line of our own innovations designed to respond entrepreneurially to pressing social and economic challenges; and a high profile national thought-leadership programme. Contributors to our work include; the Chief Executive of Portsmouth City Council, the leader of Southampton City Council, the



Minister Nick Boles and local MP Flick Drummond meet Esther from the team of our Ventures Books and Bites

leader of Cheshire West Council, the cabinet minister for Cities and Universities, and local MPs and Councillors. Our volunteers are recruited through the Royal Society of Arts, religious congregations and from senior leadership roles in business across the Central South. Our Start-up capital was raised through the first ever local mutual community share offer.

Whilst supporting local and wider ventures we trade nationally and have successfully replicated our work through the St Peter's Innovation Centre in Derby. Locally we have worked with the Lord Mayor of Portsmouth and Councillors for the PUSH area to develop projects that enhance aspiration among the 14-19 age group. One of our start-ups has developed a national and international network of young and

emerging leaders backed by significant off-shore investment. We have recently agreed a partnership with the University of Portsmouth and Portsmouth City Council to push forward a creative industries hub in the sea wall arches of Old Portsmouth. The "Hot Wall" Studios will be a place for those in the arts and crafts sector to have access to mentoring, business planning and other networks to help make them sustainable.

The Cathedral Innovation Centre helps local firms establish and grow; it works with public service bodies around innovation and change and unlocks the talents of private sector allies to create jobs. We deliver successful and economic social returns and are proud that 99.5% of our income is fee-based making us fully sustainable.

Cathedral Innovation Centre

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Learning Links

Learning Links empowers challenged individuals and families to improve their lives positively, focusing on their health, wellbeing and access to employment. From small beginnings in 1997, the organisation has responded to community needs and gaps in provision as it has expanded its innovative work across Portsmouth, the Isle of Wight and the south coast. Personalised working is at the core of Learning Links' approach with individuals and families; starting with where they are now, and building upon their strengths to co-create and realise a supported skills and personal development plan, which gets them to where they want to be.

Learning Links currently enables over 6,000 individuals a year to improve their lives. In the most recently audited year, over 800 people were helped into jobs, over 1,000 people's skills were developed, and more than 1,500 people were helped with health or care services.

Learning Links has long been recognised for innovation much of which has been emulated by others. For example our Adult Learning Community Champions and Community Research methods have catalysed the achievement of real learning outcomes and qualifications for many thousands of previously low/no skilled people and

have stimulated grass roots learning and health and wellbeing development. Learning Links has been at the forefront of developing 'navigator' and key worker models of working; breaking down barriers and providing positive support for individuals and families in need, when and how they need it. Learning Links has spearheaded a local not-for-profit led partnership including the YOU Trust successfully to gain Big Lottery investment of over £1m to deliver a responsive early intervention service for local families. By preventing the escalation of issues (including domestic violence, substance misuse and mental ill health), this Families Moving Forward service has enabled 160 families to improve their lives and it has now been shown to be generating £2.6million of savings to the public purse.

Combining a charitable heart with a socially enterprising head, our work is funded by delivering contracts which enable us to address community needs and generate our own trading income. We have also established new businesses such as Edu-care Recycling UK which was established in 2012 to provide work experience and create jobs for those that are furthest from the labour market whilst making a positive environmental impact through furniture recycling which reduces both landfill and Co2 emissions and also generating an income.



Playing the parachute game with families to encourage play, communication and social development

Training Links UK builds on Learning Links' years of experience in assessing skills needs, designing, delivering, accrediting and verifying training, to deliver a bespoke and flexible service to businesses which enables previously lower skilled people to progress within work and enable local businesses to improve their productivity.

Learning Links

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Council for Social Responsibility

The Council for Social Responsibility (CSR) is an independent Anglican social action charity which aims to work with churches to increase their impact with local communities. It has been operating in the local area since the First World War and it operates across the Diocese of Portsmouth which includes the Isle of Wight and parts of South East Hampshire. It runs the workshop-based rapid development programme to help parishes to identify opportunities to make a difference in their communities and then encourages and assists them to develop their ideas *with* their community. As a result of this programme we are now piloting a social marketing campaign called proud to be in some of the most stigmatised local communities. The programme is also being sold to other areas.

CSR also runs the Good Neighbour Support Service (GNSS) helping to provide highly flexible and personalised neighbour care (e.g. help with shopping, getting to outpatient appointments). The service is provided directly to clients by nearly 4,000 local volunteers who are part of the 125 independent good neighbours groups across Hampshire.

Good neighbour's volunteers provided 156,000 helping tasks last year and this has been valued at over £6 million.

This is a trusted and tangible demonstration of good neighbourliness and contributes to reducing isolation and helps to build community.

We are always looking for and developing new ways we can help churches and local people who identify as Anglicans to become more involved in entrepreneurial and creative community-based social action. We have been running creative leadership programmes, promoting innovative ways of using our many churches and are developing a community investment bond to provide start-up equity investment for church-based community and social enterprises.

proud to be
paulsgrove

Council for Social Responsibility

The Revd Canon Nick Ralph: nick.ralph@csrnet.org.uk



Southsea Greenhouse

Southsea Greenhouse is a very social enterprise - a collective of gardeners and crafters who want to make local shopping, growing, crafting, recycling, bartering and sharing of skills, a positive lifestyle. The Greenhouse Community Co-operative is **transforming wasteland into a community garden and re-investing profits from sales of produce and crafts, back into the local community.** We have created regular community events and workshops are offered free of charge, to encourage sharing of local skills and resources, foster a love of the city's greenspace, and care for its wildlife.



Food provenance and healthy eating is a key principle. The Food Co-op, brings 100% organic produce into the city weekly (with no air miles), from a respected grower and distributor: Wayside Organics. The swap-shop scheme includes seeds, seedlings and surplus from allotments and gardens to reduce food waste and increase the supply of local grown produce on Portsea Island.

Southsea Greenhouse co-manages the annual 'Portsmouth in Bloom' competition, which encourages homes, businesses and schools to brighten the city with flowers and food, grown between April and July. Thousands of people from across the City participate in this celebration of colour, skills and creativity, which also enables those with little experience to learn from others.

Our skillshops have used European funding to bring handicrafts and gardening skills to local people who are unemployed or disadvantaged, to improve their confidence and skills. Southsea Greenhouse aims to encourage local development and employment and the model is now being extended to other potential community grow-spaces: sharing land, planting trees, teaching others how to cultivate.

There is growing membership of 200+ and it encourages a thriving network of painters, knitters, ceramicists and woodcrafters that taps into the amazing resources and talents across the city, and promotes local produce and crafts. We want to change the way people consume, celebrate the creativity of people, and improve what you get from our City.

Southsea Greenhouse

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By investing in social enterprise models and working *with* our communities we can have major and sustainable impacts and these investments pay off and continue to benefit for years after any initial investment. The list and the examples presented here is not exhaustive, there are many others such as Parity Trust, the Rowans' Hospice, Hilsea Lido, and the Beneficial Foundation and the list is growing.

New social enterprises continue to emerge e.g. CIC, Southsea Greenhouse, and Canvas Coffee. Along with the new products and services already developed in the established social enterprises e.g. business incubation spaces, recycling businesses, community marketing packages and e-learning.

Substantial private capital, donations, sponsorship, earned income, volunteer efforts, major project funding, Lottery, foundation and other resources have also been generated and significant new investment attracted to the area.

Generative links with local businesses, schools, further education colleges and the University provide crucial additional tangible and intangible leverage. Solutions can be more easily found and developed more effectively and rapidly with social enterprises in co-creative alliances with local business, higher and further education, health and other organisations. Working better, smarter and more creatively with and between business, communities and others will be essential for growing sustainable local social enterprises, robust economies and resilient local communities.

We want to do more and we are interested in local conversations and developing meaningful collaborations with businesses and others and working with new and emerging social enterprises in the area.

Our individual contact details are listed below and feel free to contact anyone of us. We would love to hear from you about how we could and should be working together to make a real and sustainable difference in the lives of the people and communities that we work with and on the wider context of the City, the County and across the south coast.

ETHICAL BUSINESS OPPORTUNITIES

EXPRESSFM – corporate away days in a live radio studio

MOTIV8 – bicycle sales and fleet servicing

NTR – entertain, educate and hire of creative spaces

EBPSouth – volunteer development for business

ASPEX – a creative space for event hire and business start up

YOU – on-line training specialising in health and social care

CIC – conduit for innovation and business expansion

LL – Training Links; corporate training & Educare; office clearance, recycled furniture sales.

CSR – innovator for models of community development

SG – organic produce promotor and developer of craft techniques

Contacts

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Motiv8

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New Theatre Royal

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Portsmouth & South East Hampshire Education Business Partnership South (EBPSouth)

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Aspex Visual Arts Trust

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YOU Trust

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Cathedral Innovation Centre

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Learning Links

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Council for Social Responsibility

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Southsea Greenhouse

Sue Stokes: sue.stokes@southseagreenhouse.co.uk

SUPPORTING SOCIAL ENTERPRISE

Novatech

www.novatech.co.uk

The Partnership

www.the-partnership.co.uk

Monster Creative

www.monstercreative.co.uk

Penny Mordant MP

www.pennymordant.com

POP UP BUSINESS SCHOOL

www.popupbusinessschool.co.uk

COMMS ALLIANCE

www.commsalliance.co.uk



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