

Annual Review 2009

» Consolidated statement of financial activities

2007/8 Income

Grants	£314,673
Contract Income	£34,579
Consultancy/training	£11,010
Interest	£1,280
In Kind	£9,870
Total	£371,412

2007/8 Expenditure

Staff costs	£244,617
Grants to partners	£40,678
Premises	£44,491
Professional fees	£30,349
General costs	£17,239
Total	£377,374

2008/9 Income

Grants	£50,905
Contract income	£58,158
Consultancy/training	£41,998
Interest	£739
In Kind	£9,917
Total	£161,717

2008/9 Expenditure

Staff costs	£93,912
Grants to partners	0
Premises	£15,292
Professional fees	£14,292
General costs	£7,449
Total	£130,945

Full accounts for 2008/9 are available on request from info@socialenterpriseworks.org.
Accountants: Bristol Community Accountancy Project

» Broadening and deepening our support

2009 was an exciting year for Social Enterprise Works: we introduced new services, including **executive coaching** and **risk management**, and widened our reach beyond Bristol to Gloucestershire, Wiltshire and the West of England. We kept at the forefront of discussions on **commissioning** and new **investment models** – and, to cap a busy year, we achieved the Social Enterprise Mark.

Continuing free services for the sector

We maintained our relationship with Bristol City Council, which supported our services for new social enterprises, whilst our contract with Business Link enabled us to work with a broad range of existing Third Sector organisations. In total, we worked with 52 existing and 61 emerging social enterprises.

We delivered **mentoring** and **training** modules for the Lively Leadership & Pioneer Programme and produced Social Return on Investment reports for health projects across England, funded by the Social Enterprise Investment Fund.

Consultancy

We developed **feasibility studies** and **business plans** for Bristol Urological Institute and National Star College for Disabled Young People, and worked with the Capacity Builders Modernisation Fund in Bristol and Gloucester, and for The Social Investment Business.

Training

Our training included **performance improvement**, **strategic planning** and **product development** and we introduced a 10-week Business and Enterprise course for unemployed women. Our "Managing in Tough Times" course and booklet, commissioned by the Bristol and West of England ChangeUp Consortia, was commended by the CEO of Capacity Builders.

Social Enterprise Works staff 2009

Sam Anders Office Manager
Julie Ellison Business Adviser
Elaine Flint Director
Stuart Griffin Business Adviser

Social Enterprise Works Board 2009

Abdullah Ali-Ahmadi (Treasurer)
Linda Bell
Chris Chapman
Mike Crabbe
Beresford Lee
Tim McClure (Chair)
Annie Warburton

We thank all our partners:

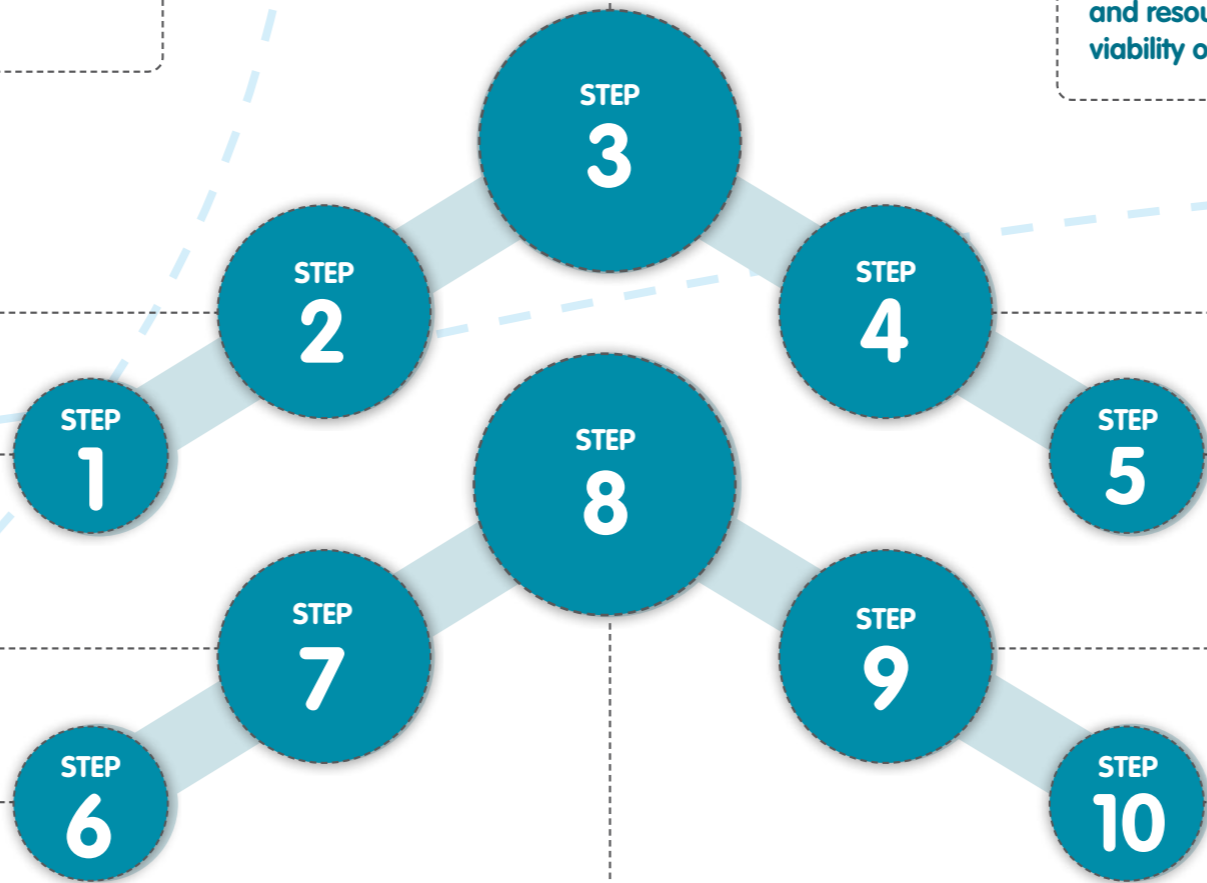
BCC, Business Link, Bristol and West of England ChangeUp Consortia, Co-active, Cosmic, CEMVO, RISE, Silai for Skills, SROI UK and Voscur. We are grateful to Burges Salmon for their Pro Bono support.



Social Enterprise Works

T: 0117 9070080 E: info@socialenterpriseworks.org W: www.socialenterpriseworks.org

Company number:2789792



» Developing your vision

If you have a business idea that benefits society we have a wealth of advice, templates and tools to clarify your vision, social aims and values. We offer face to face and phone/skype advice sessions and facilitated workshops.

“when we clarified our social vision the rest fell into place”

» Choosing the right legal structure

Confused by the range of options - CIC, IPS or Charity? We offer a step by step approach to help you find the legal structures that suit your requirements. When you are ready we can work with you to register your new social enterprise.

“working through the legal structures decision tree answered all our questions”

» Business and strategic planning

Starting out, branching out or poised at a crossroads? We will work with you to clarify direction and plan your route forward. We also offer a consultancy service providing high quality plans and reports

“our meeting was very useful. It’s already changed what I’m doing”

» Product and Service Development

Do you want to find out if your product or service will be viable? From advice to build your business case to development workshops and focus groups. We can help you turn your ideas into reality.

“the workshops gave our staff team the knowledge and resources to test out the viability of our ideas”

» Marketing

Are you reaching your potential market? Do you have a trusted brand? Have you got a marketing strategy? We can work with you to find the right strategy for your organisation.

“understanding the customer journey helped us realise what we were missing”

STEP 1

STEP 2

STEP 3

STEP 4

STEP 5

STEP 8

STEP 7

STEP 9

STEP 6

STEP 10

» Planning for investment

Working with you to develop your business case, to identify your start up and expansion investment requirements and to look at a range of investment sources.

“I feel a lot more confident about taking things forward, especially with all the funky tools you have shown me”

» Coaching and Mentoring

Leadership at all levels will present challenges, when you need to reflect, have a confidential ear, we can support your professional development with our executive coaching and mentoring service.

“having a mentor has given me greater insight into my decision making process and support to follow things through”

» Performance review

Do you want to evaluate how your organisation is performing? We have an easy to use online survey and benchmarking tools to help collect the information you need to identify your strengths and areas of development.

“The C3 perform tools started a dialogue within our team that resulted in major improvement”

» Partnership and collaboration

Are you thinking about working collaboratively? Do you know the questions to ask? We can offer advice and training that will give you the knowledge to develop successful partnerships.

“Understanding what you are willing to give as well as what you hope to gain is an important step”

» Commissioning

Are you ready to tender? Do you have the evidence of good practice and can demonstrate your impact? We have experience and knowledge to share with you through facilitated workshops or individual advice.

“commissioning – the cycle of assessing the needs of people in an area, designing and then securing an appropriate service”