

## SE HA Social Enterprise Steering Group Meeting 10 May 2007

### **In Attendance:**

Leanne Baxter(LB) – Circle Anglia  
 Warren Finney(WF) – National Housing Federation  
 Alex Johns(AJ) - SEEDA  
 Robin Jones(RJ) – Groundwork  
 Rick Levene(RL) – Old Ford Housing Association  
 Sarah Linington(SL) – SEEDA  
 Andrew Mason(AM) – Portsmouth Housing Association  
 Cathy Michaels(CM) – Hyde Housing Association  
 William Miller(WM) – Amicus-Horizon  
 Neil Pitcairn(NP) – Prospect HA  
 Nick Rendle(NR) – Southern Housing Group  
 Raife West(RW) – Havant Housing Association

### **Apologies:**

Den Barry – Hermitage Housing  
 Julia Collen – The Guinness Trust  
 Gordon Boxall – MCCH  
 Ralph Facey – Swaythling Housing Association  
 Marion Forsythe – Kelsey HA  
 Ian Haworth – Swaythling Housing Association  
 Christine Hevey – Circle Anglia  
 Jennie Larkin – Saxon Weald  
 Stuart Paterson – Prospect Housing  
 Denise Rajchel – Hermitage Housing  
 Diane Symonds - RBHT

Agenda Item		Action
1.	<p><b>Welcome &amp; Introductions</b></p> <p>WM welcomed all to the meeting and apologies were given on behalf of those listed above.</p>	
2.	<p><b>Notes and Follow-Up Actions of the last Meeting</b></p> <p>The Recycled Outdoor Furniture Enterprise Sub Group has met again prior to this meeting.</p> <p>Amicus-Horizon's bid for the Housing Corporation's</p>	



	<p>WM said that he had identified a possible site to be used as a local hub.</p> <p>If this model is presented to the group at the next meeting, members can then decide how involved they would like to be with this particular collaborative project.</p> <p>AJ also invited group members to be involved with the writing of the Business Plan, if they so wished.</p> <p>AM suggested planning for the franchising phase after the initial pilot has been completed.</p> <p>AJ agreed to set up a series of follow-up meetings. The whole group will be copied into all correspondence, giving them the opportunity to attend.</p> <p>It was agreed that an urgent consideration, is the income and benefits that Furniture on the Street could hope to achieve from this collaboration.</p> <p><b>b) 2Blitz Neighbourhood Study</b></p> <p>A feasibility proposal and outline business plan has now been produced. It was agreed that Erin Lanham(EL) would circulate this document for consideration and comment. When this has been completed, the proposal can be developed by forming a sub-group to refine it further. In the interim, WM circulated a summary paper, which cited key points to note.</p> <p>Key Parameters:</p> <ul style="list-style-type: none"> <li>• 2 potential locations (pilot), 7 staff, 80 volunteers, 30 young people.</li> <li>• Year 1 – small loss moving into surplus years 2-5.</li> <li>• Initial set up costs = £83k.</li> <li>• Annual income stream combination of generated income and grant.</li> <li>• Sources of funding - spoken to Big Invest about the possibility of accessing loan finance. The project must achieve an income of £280k in its first year but additional funding of £50k would be needed to pay for training and added value services. The income target increases to £490k years 2-5. WM said that he is still considering Future Builders as well as Big Invest as possible sources of funding. AM informed the group that he had recently attended a meeting</li> </ul>	<p><b>AJ</b></p> <p><b>EL</b></p>
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	<p>where Future Builders said that they are now starting to target HA's. It is a possibility that there may be money available to extend the feasibility study.</p> <ul style="list-style-type: none"> <li>• Growth model – start-up with 2 teams but expansion is implicit in the business plan.</li> <li>• Tailor made neighbourhood blitz. The majority of the work would be a neighbourhood blitz for HA's. However the teams would also compete for private sector jobs. Additionally there may be an opportunity to sub-contract for existing HA work.</li> </ul> <p>WM now needs to test the Business Plan in greater detail in case the market and/or costs have been miscalculated.</p> <p>WM agreed to arrange a meeting for all those wishing to be involved in developing the Business Plan further, plus issue a deadline for comments.</p> <p>It is also necessary to consider how this social enterprise will be branded.</p> <p>RJ informed the group that 2 Groundwork Trusts have been considering forming a similar project in North Kent and Hampshire. However the project would offer a more specialist service such as graffiti cleaning which needs different equipment and a design and build expertise.</p> <p>AJ agreed to arrange a meeting with WM and RJ so that the Business Plans of these 2 projects can be shared. This meeting would also be open to any member of the group wishing to attend.</p> <p>RJ reminded the group that there are other operators in the venture capital loan market and it is important to consider all options to ensure the best deal is achieved.</p> <p>WM has spoken to Business Link and has been issued with the contact details of Janice Sandwell(JS), Business Link Kent's, Enterprise Manager. WM will be establishing contact as JS provides free start-up advice to emerging enterprises.</p>	<p><b>WM</b></p> <p><b>WM</b></p> <p><b>AJ</b></p>
<p><b>5.</b></p>	<p><b>Discussion on Future Role of the Group Beyond the Collaborative Projects</b></p> <p>WM said that he could only commit Amicus-Horizon to</p>	

	<p>being a member of this group, if it continues to have an obvious impact.</p> <p>The group is in a fortunate position of having close links with the Regional Social Enterprise Steering Group.</p> <p>As the operational phase of Cultural Shift South East draws to an end in December 2007, so will SEEDA's capacity to help facilitate the activity of the group.</p> <p>AJ said that it is now important to consider how the group can enable the mainstreaming and dissemination process.</p> <p>It was suggested that the group could engage in promotional activities at the Spring 2008 Housing Conference in Brighton or at the next National Housing Federation Conference. AJ said that unfortunately there is not enough funding to support a stand alone conference.</p> <p>WF said that it may be possible to link it with planned NHF events during 2008.</p> <p>The group all felt that it has been enormously beneficial to meet as such as relatively small group and to expand membership may detract from this. However, WM said that it is important to identify future options for collaboration with other projects. It was therefore suggested, that it may be possible to form a HA social enterprise consortium.</p> <p>WM recently visited Matt Leach and Adrian Moran of the Housing Corporation.</p> <p>As discussed at the last meeting, The Neighbourhoods and Communities Strategy was published in October. As a result of the Housing and Regeneration Review, which was launched in April 2006, the Government has just announced proposals for a new agency to deliver regeneration and housing. The proposed agency - Communities England – will bring together the functions of English Partnerships, the Housing Corporation and a range of work carried out by Department for Communities and Local Government. There will be a Neighbourhood and Regeneration strategy to support this. The focus will be on trying to tie together, economic regeneration and housing. WM said that we need to take full advantage of the merger.</p>	
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	<p>Also the group needs to consider the implications of the Comprehensive Spending Review (CSR) and the Hills Review.</p> <p>In terms of a policy document, AJ said the group needs to establish why and how it will be lobbying. It was agreed that AJ would write a proposal for suggested mainstreaming and dissemination activities for the remainder of 2007 and present a range of options for 2008. This would be done in consultation with WM and WF as well as those group members who wish to be involved.</p>	<b>AJ</b>
<b>6.</b>	<p><b>Information Exchange</b></p> <p><b><i>Southern Housing Group:</i></b> Continues to be engaged with The School for Social Entrepreneurship programme. NR is hopeful that in the next few years, Southern Housing Group will be operating more strategically. They are just about to operate as a community hub.</p> <p><b><i>Hyde Housing Association</i></b> Subsequently to the last meeting, CM visited the Master Robert Inn in Buriton, in order to view the community shop and post office. CM has also visited a community shop operating in the village of Ropley. This is now in the 3<sup>rd</sup> year of trading and it is beginning to generate a surplus. However the shop is reliant on one key person. CM said that the common denominator for these two successful community shops is that they have subsidised overheads e.g. subsidised by the overriding business. In the instance of the Ropley community shop, it is being housed in a Parish Council building.</p> <p><b><i>Havant Housing Association</i></b> RW said that he has been working with Denise Rajchel with regards to bike repair and agricultural projects, involving older and special needs clients. RW said that this collaboration was a direct result of networking during a previous meeting.</p> <p><b><i>Amicus-Horizon</i></b> The Furniture Store initiative now has 4 staff and 10 volunteers. It also offers a hosted workspace and is on target to achieve a £40k surplus by the end of 2007. WM said that its success is largely due to the entrepreneurial</p>	

	<p>spirit of the manager. Discussions are currently underway as to whether it should continue as it is or alternatively begin the replication process. WM asked if any group member is currently engaged in similar activities or considering it, to please let him know. If the Furniture Store is to be replicated, South London and North Kent are the most suitable locations.</p> <p>The Community Café based on the Isle of Sheppey is not achieving its income target, however the training with young people is going very well.</p> <p>WM said that Amicus-Horizon is on the cusp of opening a community café in rural Sussex. A small space has been identified and it is likely that it would operate as an art café.</p>	
<b>7.</b>	<p><b>Any Other Business</b></p> <p>SL circulated details of the Money for Change CDFA Conference which is taking place 20-22 June 2007. Over 1000 invitations have been sent to non CDFA members, including amongst others, Housing Associations. AJ will be facilitating a Cultural Shift Workshop.</p>	
<b>8.</b>	<p><b>Date of Next Meeting</b></p> <p>11 July 2007, 11am – 1pm, CDHA, 113-119 Davigdor Road, Hove</p>	