



Queensland Social Enterprise Council

2016
Annual
Report

*Our vision is for a world where social enterprise
is the usual way of doing business*



Chair's Report

Message from the Chair – Amelia Salmon

Dear members and friends,

It has been a busy and exciting year for QSEC and the growing role of social innovation in Qld.

Our membership has steadily grown over the year with a number of wonderful and exciting enterprises coming on board.

Our work continues to cover four main areas:

1. **Advocacy**– Working with Government and the corporate sector to create a more enabling environment for Social Enterprise.
2. **Networking** – Creating opportunities for social enterprise leaders and employees to meet and network and provide mutual support.
3. **Marketing** – continuing to open up markets via social procurement and promote choosing social enterprise to the broader community.
4. **Capacity Building** – Assisting to build capacity through our workshops and events series and programs such as partnering with School for Social Entrepreneurs in Cairns this year.

The outcomes of the Mental Health Commission's report (search "Employing people with mental health conditions" at socialoutcomes.com.au) gave greater formal recognition of the capacity for social enterprise to solve unemployment for some of our most vulnerable people last year. Social Enterprise is now firmly on the State Government Agenda and we are working closely with State Government at a number of levels.

Central QLD - Things have continued to move quickly for QSEC with myself attending the *Better Together – Partnering for Social Impact and Innovation Conference* in Yeppoon where I ran a workshop to introduce what's involved in a social enterprise start up and sat on the panel exploring 'social investment'. It was a great conference. Wonderful to meet so many people interested in pursuing 'social enterprise' as a strategy to develop more sustainable employment options for their clients and communities. We will continue to engage with the crew in central Qld to support the budding social enterprises in the region.

North QLD - Our work to open up markets and increase social procurement opportunities also continued with a social procurement Market Day held in Cairns to bring procurement officers and social enterprises together.

We furthered this work by partnering the School for Social Entrepreneurs to run an Accelerator program with social innovators in North Queensland.

Please enjoy reading the rest of our report to see what we've been up to.

It's been a pleasure working with our wonderful and committed Board members. Richard Warner continues to go above and beyond as Secretary. Huge thank you to our two Vice Chairs Marc Sims and Robert Hannaford for their constant advocacy work on behalf of the sector. Many thanks to Grant Williams and James Boreham for keeping our systems and finances in working order. It's a much needed role! Thank you to all of our Board members Tony Sharp, Saba Abraham, Jennifer Bishop, Rod Hyatt, and Pacific Gakindi.

Some of goals for next year include:

- Undertaking **further research** with members and launching our social procurement policy.
- Holding Queensland's first **Social Enterprise Conference**
- Continuing our **workshop and events** series.
- Building stronger **relationships** and networking opportunities between social entrepreneurs and social investors.

Please see our ever growing calendar of events for the year www.qsec.org.au/calendar and let us know if you've got any events you'd like promoted.

QSEC Secretary's Report 2015/16

Richard Warner (Secretary)

Representing QSEC MEMBER: Nundah Community Enterprises Cooperative

It has been another great year for Social Enterprise in Queensland with a growing membership of QSEC, engagement across the state at a series of events *and* representation by QSEC members at the Australian Social Enterprise Awards! As they say in another field of endeavour: "QUEENSLANDER!"

QSEC continues to listen to and respond to member's needs and is proud to have worked this year on a range of initiatives to build sector capacity including:

- **Building knowledge:** through a series of well attended workshops and public forums.
- **Building relationships:** amongst enterprises through our regular drinks events, social media presence, referral support and networking.
- **Building resources:** via our continued advocacy on Social Procurement in Queensland (watch this space in 2017) and engagement with government and philanthropy around support of the sector.
- **Building Decision Making:** Via our commitment to social enterprises having a say and a role in development of the sector and acknowledgment nationally as Australia's first peak body.

What a pleasure it has been this year to work alongside the QSEC board including: Amelia Salmon (Chair) Robert Hannaford (Vice Chair) Grant Williams (Treasurer) and Board Members Marc Sims Tony Sharp, James Boreham, Saba Abraham, Jennifer Bishop, Rod Hyatt and Pacifique Gakindi. As many would know QSEC currently receives no ongoing funding from philanthropy or government so the voluntary work of the board (and other volunteers) in the work of QSEC should not go unnoticed.

We look forward to an exciting 2017 year particularly in the area of Social Procurement in QLD and the running of Queensland's First Social Enterprise Conference. Please get behind these initiatives as opportunities to engage in them are announced - it's your peak body and your sector!



Australian Social Enterprise Award Winners 2015

Luke Terry (Left, Toowoomba Clubhouse) and Ingrid Burkett (Right, representing Nundah Community Enterprises Co-op)

QSEC and the sector in 2016

Eyes on Social Procurement and Regional development



North QLD Social Procurement Forum and Market Day (10 March)

"Make a connection, make a difference"

QSEC joined with the Cairns Chamber of Commerce and the Queensland Department of Aboriginal and Torres Strait Islander Affairs in bringing this flagship event to North Queensland, laying the ground for a far-reaching social procurement environment in Queensland.

The event attracted more than 130 delegates from local and state government and industry, as well as representatives from more than 40 social and disability enterprises, and Aboriginal and Torres Strait Islander businesses in the Northern Queensland region.

Building on the success of the Social Procurement Forum and Market Day held in Brisbane on 4 August 2015, people in and around social enterprise and the community sector came together - including government, industry, not-for-profits and social enterprises - to discuss how to leverage the Government's billions of procurement dollars for social benefit.

Through this event, QSEC and its partners aimed to enable the Northern Queensland region to benefit from better social procurement outcomes. This includes increasing awareness and opportunities for local companies, Aboriginal and Torres Strait Islander businesses, social enterprises and Australian disability enterprises to do business with government.

SSE & QSEC: Far North Queensland Accelerator Program

Over August and September, in partnership with QSEC, the School for Social Entrepreneurs invited upcoming social innovators for their Accelerator program, taking ideas and energy for local enterprise toward a sound and sustainable future as a social venture.

Graduation for the fantastic class of pitchers was held on October 7, celebrating the growth of their projects, and the strength of the positive changemakers they represent in communities farther afield.



**FAR NORTH
QUEENSLAND
ACCELERATOR
PROGRAM**



QSEC at Logan City Council Social Enterprise Expo (2 November)



The 2016 Logan Social Enterprise Expo was hosted by the Independent Social Enterprise Network - Logan, a support, advocacy and knowledge sharing organisation for Logan-based social enterprises and not-for-profit organisations.

QSEC participated in this free event featuring a series of guest speakers experienced in developing social enterprises.

The event was officially opened by Queensland Government Minister, The Honourable Leeanne Enoch (Minister for Innovation, Science and the Digital Economy and Minister for Small Business), and Cameron Burgess will be the opening guest speaker.

Inspiration for Small Towns: Economic Development (5 November)

QSEC Chair Amelia Salmon spoke at this two-day conference, joining keynote speakers from other areas of regional development in Australia, who gave presentations on their economic development journeys – the good, the bad and the ugly. The conference was a fantastic opportunity to learn from the experiences of organisations in and close to social enterprise.



Each individual and each community which engaged with this "ideas fest for regional economic development" had their own creative responses to the stories and experiences shared. This was an opportunity for all those interested in economic development futures on the Southern Downs and beyond to be on the same page going forward, and will help us all to prioritise development initiatives for the future.

Latest Intelligence on Social Enterprise in Aus & the USA (14 June)



The Latest Intelligence on Social Enterprise on June 14th was an excellent briefing on the sector nationally and overseas. QSEC was glad to be a part of bringing the expertise of Social Traders and REDF to everyone who came along.

QSEC in partnership with Social Traders invited everyone to a briefing on social enterprise with David Brookes, Managing Director of Social Traders and Carla Javits, President & CEO of REDF (USA).

David and Carla shared recent findings on the state of social enterprise in Australia and the USA, providing direction for the creation of appropriate resources, tools and policy settings to continue to grow the social enterprise sector.

Following up on the event, Social Traders have released Finding Australia's Social Enterprise Sector 2016, presenting research by the Centre for Social Impact (CSI) Swinburne in partnership with Social Traders. The research provides a great outline of the major changes in the sector over the past six years and the main opportunities and barriers for social enterprise growth and development into the future. Read the full report at socialtraders.com.au.



Brisbane City Council taking action

Award for Buy Social

Brisbane City Council joined the winners of Social Trader's Social Enterprise Award 2016, taking home the award for Buy Social, having "made a strong commitment to social procurement over the past decade, delivering local services including cleaning, catering, animal welfare services and more from a growing list of social enterprises."

This win is good news for social enterprise across Queensland, with the biggest local government area spending \$4 million in social procurement over the past financial year alone.

Highlighting an emerging interest in social procurement, Lord Mayor Graham Quirk has indicated the Council's Value For Money methodology, saying "...50 percent of the tender assessment is attributable to non-price measures. If a social enterprise can demonstrate capability and capacity, Council will often look beyond price."

Understanding the sector - Survey with KPMG

With the assistance of QSEC's channels, Brisbane City Council sought this year to define and measure the social enterprise market of Brisbane and its contribution to the economy. Brisbane City Council recognises the importance of this sector and was keen to hear directly from organisations operating in this market. As part of this scoping project, BCC engaged KPMG assist in conducting a survey of social enterprises operating in Brisbane.

Questions revolved around: what is currently happening in the social enterprise market on the ground, the key challenges for enterprises, and the opportunities that exist, as well as gain a better understanding of the ecosystem more broadly.

The participation of social enterprises operating in Brisbane was critical to the success of the study, and the responses will provide valuable insights for Council into the social enterprise market.

Workshops in 2016

Business Model Canvas for Social Enterprise



Returning for another of her great workshops, Dr Ingrid Burkett worked with attendees to make a clear, useful business plan, identifying the vital aspects of an operation. The Business Model Canvas is used to grow concepts to workable stage, from formulation and strategy through to communication.



Nundah Co-Op, awarded Australian Social Enterprise of the Year 2015, ran two half-day workshops, focusing on the development of social enterprise with - and by - those who seek to benefit from it: Starting a community enterprise (Providing participants with a framework for starting a community enterprise) and Developing your enterprise ideas (providing a great opportunity to develop your enterprise ideas in a supportive setting)



How to Start a Co-op! A step by step guide

From leading local cooperatives like Nundah Community Enterprise Co-Op, attendees learned in a fun and collaborative setting how to start and operate a cooperative enterprise, owned and controlled by members.



Social Enterprise Drinks



Every month this year, QSEC continued the SocEnt Drinks, organising casual get-togethers for anyone interested in social entrepreneurship to hear from experienced leaders in and around the sector. Here are some of the highlights.

Learning you can eat

Robyn Cook, Kitchen Garden Teacher, has trained and supported well over 600 Principals, teachers and parents to create gardens and kitchens in schools, deal with pests and diseases, encourage community support, volunteers and build financial resilience. Schools successfully engage their students in garden and kitchen classes that are curriculum relevant, life-skill building, nourishing and nurturing



Nigel Cook of the Cookery Nook

Cookery Nook is a not for profit social enterprise supporting Mercy Community Services (MCS) Disability Services. All Cookery Nook profits go towards MCS Disability Services to assist them in providing support to people with intellectual disabilities. Their aim is to develop an ecosystem of social ventures which will provide employment opportunities, vocational training and community participation to those who need it most.



Kylie Lowe of Joining Hands

In March we were joined by member Kylie Lowe, founder and director of Joining Hands, a health and wellbeing social enterprise providing services to homeless and disadvantaged youth. She joined us to share her experiences and insights, and shared her every-electrifying energy with attendees.



On the road at CRN National Forum

During the Community Recycling Network's National Forum (attended as a presenter by Vice Chair Marc Sims), we took the SocEnt Drinks on the road to Marcoola in the Sunshine Coast.

This was a fantastic opportunity to take our discussions to an important occasion, touching base with the broader social enterprise community.

QSEC goes online



QSEC's interactive community group on Facebook

As part of our commitment to building a platform for our members and associates, QSEC created a Facebook group for the social enterprise community to reach out to each other and to us, to share news and resources, and discuss issues, challenges and their experiences in overcoming them.

Join the group at [facebook.com/groups/QSECgroup](https://www.facebook.com/groups/QSECgroup). You'll need a Facebook account. Introduce yourself and share a bit about your work with the group.

QSEC on Twitter and LinkedIn

We have begun sharing updates and interactions with the online community via Twitter. You will be able to hear from us by following twitter.com/QSocEnt, and tweet to us at [@QSocEnt](https://twitter.com/QSocEnt).

Our **LinkedIn** page is now available for members and friends to add QSEC to their professional network. Search for Queensland Social Enterprise Council on LinkedIn.

Enabling people to shop for good this Christmas



QSEC is creating a shopping guide for people seeking gifts with a social impact.

If you have some Social Enterprise goods or services that you would like to see under people's Christmas trees this month, make sure to fill out the form (link below) and we will promote your product or service offerings for the sales season.

Find out more at qsec.org.au/social-shopper-christmas-guide

