

GMCVO

Social Enterprise

Developing the social economy
in Greater Manchester

Toolkit for BME Entrepreneurs

A directory of support for social enterprises

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Introduction

As part of GMCVO's Connect fund work, Flourish Together CIC, working alongside GMCVO and Manchester BME network undertook to start the development of a directory aimed at supporting Black and Minority Ethnic (BME) communities who wish to set up as a social enterprise.

The Connect fund has been set up to strengthen the social investment market in England to better meet the needs of charities and social enterprises. The fund provides grants to develop shared resources for a market that supports this mission.

Social Enterprise, Innovation and Leadership support is disparate and patchy across the 10 Greater Manchester boroughs of Salford, Wigan, Trafford, Bury, Rochdale, Stockport, Manchester, Oldham, Bolton and Tameside. There is no one specific agency that focuses on supporting and developing the capacity of voluntary, community and social enterprises across Greater Manchester (GM). Although, we do acknowledge that the Manchester BME network does it's best to signpost and support people in their network.

With funding from GMCVO, Flourish Together CIC carried out a survey of the sector and held workshops at a marketplace event to capture information from the sector about what support was out there, what the quality of it is and what the gaps are. [Read the report here:](#)

This fed into a wider report on challenges and barriers facing the BME community in accessing support and investment and created a series of piloted interventions to trial what useful and accessible support could look like including peer led learning events, mentoring activities, a market place and consideration of a directory or toolkit aimed at a BME led social enterprise audience.

The following pages start to pull together a directory to be used by the sector, however, by showing where the gaps are; we hope to highlight the market opportunities for new programmes of support specifically for BME led social enterprise.

Current context and challenges for BME led Social Enterprises

Social enterprises are an increasingly important part of the UK economy contributing £60 billion (\$77 billion) and employing 2 million people. Estimates are there are 100,000 in the U.K.. SEUK's State of Social Enterprise report shows a healthy picture where social enterprise is leading the way in diversity and innovation. According to this report, 41% of social enterprises are led by women and over half (51%) have a majority female workforce, 12% are BAME led and 34% have BAME directors.

However, Voice4Change England, a national ethnic minority lobbying body, observed that the BME sector is not *"properly engaged in policy-making structures and networks relating to Social Enterprises, and that funding is not reaching the BME groups that are developing as social enterprises."*

Dr. Pragya Agarwal, Creative Strategist, Social Entrepreneur, Mental Health Campaigner, recently posed this question in recent blog for Forbes.

“ Are we giving out some kind of subliminal message, creating an unconscious bias that social enterprise is not for the more marginalised members of the community? ”

Dr Pragya Agarwal went on to say:

“Unconscious Bias can be projected through the words that we use, the images that we use, and the messages that we put out. I know, from my own experience, as a woman of color, and yes, I prefer to use that word, however politically charged it might be, of setting up and running a social enterprise of the kind of challenges I have faced accessing information and financial support for my enterprise.

I have found it frustrating to access financial support as social enterprise often falls into those tiny cracks where it is not a charity, but also not a "normal" business, and hence can be disqualified for a lot of other grants. At the start of 2018, London Mayor Sadiq Khan launched a £7 million (\$9 million) initiative to help get more young people from diverse backgrounds into the capital's technology sector, while over 20% of its £400m (\$514 million) in lending has been given to BAME entrepreneurs to date, equating to 11,000 people. However, again, many of these grants and financial opportunities are limited to the south. There is still a huge north-south divide even though there are recent attempts to mobilize the impact economy in the North. The Office for National Statistics showed that the gap between the north and the south was widening. For instance, in the last survey in 2014, the economy in the north showed a growth of around 3% which was considerably lower than that of 6.8% in the south. Employment, the quality of schools and life expectancy follow a similar pattern. This limits the diversity of the sector as the opportunities available in the north of the country lag behind that of the south.

As I talk to members of my community and network, I find that there is still much confusion about the social enterprise model. Is there enough awareness amongst not only the BAME community but generally amongst people? In my facebook group for women social entrepreneurs, there are so many people who find the boundaries between non-profit, charity, community enterprise and social enterprise vague. The School for Social Enterprise and other organisations are doing important work in raising awareness of the social enterprise sector and setting up training programmes. It is worth considering whether this information is reaching diverse sectors and communities.”

According to SEUK's state of the sector survey in 2017, the leadership teams of social enterprise reflect the communities in which we live and work¹ 12% of social enterprises are BAME-led, 34% have BAME directors.

Social enterprise has much to contribute to that post-Brexit future, not least in its diverse leadership and inclusive employment. 89% of social enterprise leadership teams have a female director, 34% have Black Asian Minority Ethnic representation and 36% have a director with a disability.

Read more from Social Enterprise UK's State of the Sector 2017 report here:
<https://www.socialenterprise.org.uk/the-future-of-business-state-of-social-enterprise-survey-2017>

Defining Social Enterprise

There are many definitions of a social enterprise, but at the heart of the model is the combination of doing business and doing good which makes social enterprise one of the most exciting and fast-growing sectors in the UK and internationally.

The common characteristics of a social enterprise are:

¹ 2011 Census

- It is an organisation that trades with the primary aim of tackling social needs by improving communities, people's life chances and/or our environment; it has a clear sense of its mission and how its activity addresses those needs.
- It differs from a straightforward charity because it is run as a business, generating revenue from trade and making profits, which in part, or full, are reinvested to generate greater social benefit.
- It places an emphasis on profit optimisation as opposed to profit maximisation (unlike conventional businesses), encouraging sustainable, and socially impactful growth in the long-term

Social Enterprise Support Directory

The following pages give a summary overview of support available for people to access now. The information is aimed at a BAME audience however is useful to anyone involved in running or supporting voluntary, community or social enterprise organisations. We recognise that directories and toolkits are often obsolete the day they are written as the landscape and spectrum of opportunities available is constantly evolving however we have sought to raise awareness of some of the key ways to search for and access information and opportunities based on local, regional, national, cultural and thematic opportunities

Support Locally

Whilst local support for Social Enterprise, Innovation and Leadership is patchy, below are routes to support across individual boroughs of Greater Manchester.

Wigan

- **Wigan Borough Community Partnership** <https://www.wbcommunitypartnership.org/>
- **Borough wide community network** <http://www.bwcn.org.uk/>
- **Wigan Deal Community Investment Fund** <https://www.wigan.gov.uk/Council/The-Deal/Deal-Communities/Communities-Investment-Fund.aspx>
- **Abram Ward Community Co-operative** offers support and networking opportunities contact d.baxter@abramwardcooperative.org or see <http://www.abramwardcooperative.org/about/wellbeing-4-wigan/>

Stockport

- **Stockport Local Fund** is a new £1m fund to support great ideas that make a difference in our communities. <https://www.stockport.gov.uk/topic/stockport-local-fund>
- **Sector3** is a network for Social Enterprises in Stockport email info@sector3.co.uk
- **Synergy** provides independent advice and other support services, working collaboratively with other voluntary organisations in Stockport <https://synergysk.co.uk/>
- **The Goodness Collective** brings together people and partnerships across the public, private and VCSE sectors to create social good and sustainability, contact Simone Callaghan <https://www.facebook.com/thegoodnesscollectivecic/>
<https://www.eventbrite.com/o/the-goodness-collective-cic-19126745523>
- **Enterprise Stuff** provides accessible support for SMEs with a focus on social enterprises <http://www.enterprisestuff.co.uk/>

Bury

- **Bury Voluntary Community and Faith Alliance** <http://www.buryvcfa.org.uk/about/>

Rochdale

- **Facebook Group** <https://www.facebook.com/RSECForum/>
- **Rochdale CVS** services are being developed and delivered through Action Together <https://www.actiontogether.org.uk/>
- **Additional information compiled on support in Rochdale** <http://www.rochdale.gov.uk/pdf/2017-06-02-social-enterprise-handly-guide-v3.pdf>

Manchester

- **MACC and Funding Central portal** <https://www.macc.org.uk/>
- **Manchester BME Network** <http://www.manchesterbmenetwork.co.uk>
- **Manchester Social Entrepreneurs Network** <https://www.meetup.com/Manchester-Social-Entrepreneurs/>

Bolton

- **Bolton Council for Voluntary Services** <https://www.boltoncvs.org.uk/>
- **Bolton Good Business Network** run by Boo Coaching and Consulting <http://www.boo-consulting.com/>

Salford

- **Salford Council for Voluntary Services** <https://www.salfordcvs.co.uk>
- **Salford Social Enterprise City** <https://www.facebook.com/salfordsocialenterprisecity/>
- **Salford AdVentures** <http://socialadventures.org.uk/>
- **The Business Group Salford and host of Social Enterprise City events:** <https://www.thebusinessgroup.org/>

Oldham

- **Action Together Oldham** <https://www.actiontogether.org.uk/>

Tameside

- **Action Together Tameside** <https://www.actiontogether.org.uk/>
- **Tameside Council Social Enterprise Support** <https://www.tameside.gov.uk/grants/socialenterprise/project>

Trafford

- **Thrive Trafford** <http://www.thrivetrafford.org.uk/development-support/social-enterprise/>
- **Voluntary and Community Action Trafford / Shared Space** <https://www.sharedspaceinitiative.org/>

Big Local areas

Additionally, there are a group of localities in Greater Manchester who have been highlighted by the Big Local Trust as being areas of need for investment – historically falling between the cracks of mainstream funding opportunities, where intensive support and investment will make a significant difference.

Big Local is funded by The National Lottery Community Fund and managed by Local Trust. Nationally they work with a range of partners to deliver Big Local, building on the skills and experiences of others to provide expert advice and support for residents.

Big Local outcomes:

- Communities will be better able to identify local needs and take action in response to them.
- People will have increased skills and confidence, so that they continue to identify and respond to needs in the future.
- The community will make a difference to the needs it prioritises.
- People will feel that their area is an even better place to live.

For more info: <http://localtrust.org.uk/our-work/big-local/about-big-local>

The Big Local Areas in GM who each are half way through a 10 year programme of support, regeneration and investment are:

- Stockport – Brinnington
- Oldham – Clarksfield, Greenacres & Littlemoor
- Manchester – Collyhurst
- Rochdale – Kirkholt
- Wigan – Leigh West
- Salford – Little Hulton
- Tameside – Ridge Hill
- Trafford – Sale West
- Bolton – Tonge with the Haulgh

Support Covering all of Greater Manchester

Whilst many areas have support in their locality or boroughs, sometimes regional agencies which cross boundaries and offer support to a wider audience can be useful for building strategic connections, new customers or understanding wider regional strategy to position your organisation accordingly.

- **Greater Manchester Council for Voluntary Organisations (GMCVO)** <https://www.gmcvo.org.uk>
- **Greater Manchester Social Enterprise Network (GMSSEN)** <https://gmsen.net>
- **Greater Manchester Alliance** <http://gmalliance.co.uk>
- **10GM** <http://www.10gm.org.uk/>
- **Greater Manchester BME Network** <https://www.gmcvo.org.uk/greater-manchester-bme-network>
- **Forever Manchester** <https://forevermanchester.com/>
- **People Plus** <http://peopleplus.co.uk/>
- **Business Growth Hub** <https://www.businessgrowthhub.com/services/support/start-a-business>
- **Flourish Together CIC** <https://www.flourishtogether.org.uk>

Support Regionally

Across the North West there are a range of agencies supporting Social Enterprise in each of the counties. Some manage funds, some broker support and training. It is worth remembering that if your work impacts beneficiaries and communities in these areas you may be eligible for their support.

Cheshire

- **Cheshire and Warrington Social Enterprise Partnership (CWSEP)** <http://www.cwsocialenterprise.org.uk>
- **East Cheshire CVS** <https://www.cvsce.org.uk>
- **Cheshire West CVS – Chester Voluntary Action** <https://chesterva.org.uk>
- **Cheshire Community Action** <http://www.cheshireaction.org.uk/team/>

Cumbria

- **CSEP** <http://www.secumbria.org/>
- **Action with Communities in Cumbria** <http://www.cumbriaaction.org.uk/>
- **Cumbria CVS** <https://cumbriacvs.org.uk/>

Lancashire

- **SELNET** <http://selnet-uk.com/>
- **Lancashire Community Foundation** <http://www.lancsfoundation.org.uk/>

Merseyside

- **Merseyside Community Foundation** <http://www.cfmerseyside.org.uk/>

Other Regional Networks

- **Voluntary Sector North West** <https://www.vsnw.org.uk/>
- **The RSA North West** <https://www.thersa.org/fellowship/get-involved/north-west-fellowship>
- **The Indus Entrepreneurs (TiE NORTH)** <http://tieuknorth.org/>
- **The School For Social Entrepreneurs North West** <https://www.the-sse.org/schools/north-west/>

Culturally Supportive BME Led Organisations and Consultants

- **Greater Manchester BME Network** <https://www.gmcvo.org.uk/greater-manchester-bme-network> Email: office@manchesterbmenetwork.co.uk
- **Lancashire BME Network** www.lancashirebmenetwork.org.uk Email: naz.zaman@lancashirebmenetwork.org.uk

The enterprise support and training organisations listed below have people from BME backgrounds on their director and senior leadership teams:

- **Flourish Together CIC** <https://www.flourishtogether.org.uk/>
- **Amazin Business Solutions** <https://www.facebook.com/amazinbusinesssolutions/>
- **Result CIC** <http://www.resultcic.com/>
- **Upturn Enterprises** <http://upturnenterprise.org.uk/>
- **Eric McBean** <http://ericmcbean.com/>
- **Marylin Comrie OBE** <http://www.embodyism.com/portfolio/marilyn-comrie/>
- **Sharon Amesu** <https://www.sharonamesu.co.uk/>
- **The Dacocodia Trust** <http://dacocodiatrust.com/>
- **Cariocca Enterprises** <https://www.cariocca.com/>
- **British Muslim Heritage Centre** <http://www.bmhcc.org.uk/>

- **Women with Wings** <https://womenwithwingsgroup.org/>
- **Wai Yin** <https://www.waiyin.org.uk/>
- **The Indus Entrepreneurs (TiE North)** <http://tieuknorth.org/>
- **SSE North West** <https://www.the-sse.org/schools/north-west/>

National Support Agencies and Networks (in some cases funders)

- **Olmec** is a BME led Social Enterprise which champions race equality through economic and social justice. <http://www.olmec-ec.org.uk/social-enterprise/>
- **The Ubele Initiative** is a social enterprise with a mission to contribute to the sustainability of the African Diaspora community. Through social leadership development, community enterprise and social action, they incubate projects across the UK. <https://www.ubele.org>
- **Voice 4 Change** is the national membership organisation championing the voice of the BME voluntary, community and social enterprise sector, seeking to make a long term positive difference to the BME and other disadvantaged communities. <http://voice4change-england.co.uk/content/emerging-bme-entrepreneurs>
- **Ogunte** is a global network of women creating social impact through social enterprise <https://www.ogunte.com/>
- **Social Enterprise UK** <https://www.socialenterprise.org.uk>
- **Social Enterprise Mark** <https://www.socialenterprisemark.org.uk>
- **Business In The Community** <https://www.bitc.org.uk>
- **UnLtd** <https://www.unltd.org.uk>
- **School for Social Entrepreneurs (SSE)** <https://www.the-sse.org>
- **Cooperatives UK** <https://www.uk.coop/uk>
- **The National Lottery Community Fund (formerly Big Lottery)** <https://www.tnlcommunityfund.org.uk/>
- **Heritage Lottery Fund** <https://www.heritagefund.org.uk/>
- **Children in Need** <https://www.bbc.co.uk/programmes/articles/5ysD3mLQYYRPRLNZ032LjM7/grants>
- **Comic Relief** <https://www.comicrelief.com/funding>
- **Sport England Community Asset Fund** <https://www.sportengland.org/funding/community-asset-fund/>
- **Lloyds Bank Foundation** <https://www.lloydsbankfoundation.org.uk/>
- **People's Postcode Lottery – People's Postcode Trust** <http://www.postcodetrust.org.uk/>
- **Power to Change** <https://www.powertochange.org.uk/>
- **Tudor Trust** <http://tudortrust.org.uk>
- **Rosa** <http://www.rosauk.org>
- **Langkelly Chase** <https://lankellychase.org.uk>
- **Paul Hamlyn** <https://www.phf.org.uk>

Social Investment Agencies

- **Resonance** <https://resonance.ltd.uk/investment-opportunities/resonance-north-west-sitr-fund/>

- **GMCVO** <https://www.gmcvo.org.uk/gmsocinvest>
- **Big Issue Invest** <https://bigissueinvest.com>
- **Big Society Capital** <https://www.bigsocietycapital.com>
- **Social Investment Business** <https://www.sibgroup.org.uk/>
- **Social Business Trust** <http://www.socialbusinesstrust.org/>
- **First Ark** <https://www.firstark.com/>
- **Good Finance** <https://www.goodfinance.org.uk/>
- **The Key Fund** <http://thekeyfund.co.uk>

Existing Toolkits for Social Entrepreneurs, Social Enterprises and Community Enterprises

- **Ambitious Guide for Social Entrepreneurs by Clearly SO**
<https://www.clearlyso.com/wp-content/uploads/2013/03/ClearlySo-Guide-for-the-Ambitious-Social-Entrepreneur-3rd-Edition.pdf>
- **Purposely** – governance development tool for profit for purpose ventures
<https://getpurpose.ly/>
- **Co-operatives UK** – The Hive online toolkit and hub <https://www.uk.coop/the-hive/>
- **UnLtd** online toolkit and hub <https://www.unltd.org.uk/our-support/learning-area>
- **School for Social Entrepreneurs (SSE)** online information area and resources hub
<https://www.the-sse.org/resources/>
- **The British Council** resources for aspiring Social Entrepreneurs
<https://www.britishcouncil.org/society/social-enterprise/support-aspiring-social-entrepreneurs>

Greater Manchester Housing Associations and Foundations

Most housing associations have support for community development, regeneration activities or those which will support the development of opportunities for tenants and residents. Some also have community grants, enterprise and social enterprise grants/ investment. It is worth remembering that if your work impacts beneficiaries and communities of the tenants and residents of these organisations you may be eligible for their support. Below we highlight those across Greater Manchester.

- **GM Housing Providers** <https://gmhousing.co.uk/about/social-value/>
- **Northwards Housing** <https://www.northwardshousing.co.uk>
- **One Manchester** <https://www.onemanchester.co.uk/our-communities/funding-support>
- **Jigsaw** <https://www.jigsawhomes.org.uk/foundation/>
- **Onwards Homes** <https://www.onward.co.uk/your-community/>
- **Southway Housing Trust** <https://www.southwayhousing.co.uk/support-services/>
- **Bolton At Home** <https://www.boltonathome.org.uk>
- **Equity Housing Group** <https://www.equityhousing.co.uk/equity-foundation>
- **ForViva** <https://www.forviva.co.uk>
- **Wythenshawe Community Housing Group** <https://www.wchg.org.uk>
- **Irwell Valley Homes** <https://www.irwellvalley.co.uk>
- **Salix Homes** <https://www.salixhomes.org/love-your-neighbourhood>

- **Rochdale Boroughwide Housing** <https://www.rbh.org.uk/neighbourhoods>
- **Stockport Homes** <https://www.stockporthomes.org/community/>
- **Trafford Housing Trust** <http://socialinvestment.traffordhousingtrust.co.uk>
- **Great Places Housing Group** <https://www.greatplaces.org.uk>
- **New Charter** <https://www.newcharterhomes.co.uk/>
- **Clarion Housing Group** <https://www.myclarionhousing.com/advice-and-support/clarion-futures-communities/grants/>

Thematic and Sectoral Support

Greater Manchester has a rich tapestry of groups and organisations supporting social entrepreneurs, community activists and social innovators and leader. Below we list some of the thematic support of potential interest to the BAME audience.

Women's social enterprise, innovation and leadership support

- **Flourish Together CIC** <https://www.flourishtogether.org.uk>
- **Women with Wings** <https://womenwithwingsgroup.org/>
- **Inspire Women** <http://inspirewomenoldham.co.uk/>
- **Diva Manc** <https://www.divamanc.org/>
- **Saheli** <http://saheli.org.uk/>
- There are many others in addition

Food, Environment and Sustainability

- **Green Growth** <https://www.green-growth.org.uk/>
- **Steady State Manchester** <https://steadystatemanchester.net/>
- **Manchester Environmental Resource Centre Initiative** <http://www.bridge5mill.org.uk/site/>
- **Food Sync** <http://www.foodsync.co.uk/>
- **The Kindling Trust** <https://kindling.org.uk/>
- **The Alchemic Kitchen** <https://feedbackglobal.org/campaigns/north-west-food-linking-anchor-institutions-and-food-providers/>

Creative and Digital

- **The Blair Project** <https://www.theblairproject.org/>
- **The Sharp Project** <https://www.thesharpproject.co.uk/community/>
- **The Federation** <http://www.thefederation.coop/>
- **ANTZ Junction** <http://www.antzjunction.com/>
- **Reason Digital** <https://reasondigital.com/>
- There are many others in addition

Health and Wellbeing

- **Trustech – Health Social Enterprise Department** <https://www.trustech.org.uk/>
- **Greater Manchester Health and Social Care Partnership** <http://www.gmhsc.org.uk/>
- **Capacity Lab** <https://www.greatermanchester-ca.gov.uk/greencity>
- **Unlimited Potential** <https://www.unlimitedpotential.org.uk/>

- **My Support Broker** <https://www.mysupportbroker.com/>

Arts and Cultural development

- **Community Arts NW** <http://can.uk.com/>
- **Alchemy Arts** <http://www.alchemyarts.co.uk/>
- **Anna Lindh** <https://www.annalindhfoundation.org/about> (UK HQ in Manchester at In Place of War)
- **Future Everything** <https://futureeverything.org/>
- **Lingua Franca World Music Agency** <http://www.linguafrancamusic.co.uk/>
- **North West Contemporary Visual Arts Network** <http://www.cvan.art/north-west>
- **Performing Arts Network Development Agency** <https://panda-arts.org.uk/>
- There are many others in addition

Other

- Pro- Manchester have a range of cross sector groups <https://www.pro-manchester.co.uk/sector-groups/>

Leadership Programmes

- **Common Purpose** - National agency with a strong track record of running leadership support programmes bringing together public, private and VCSE sectors to achieve positive social change and learn constructive ways to work together www.commonpurpose.org.uk or email Zoya.stott@commonpurpose.org.uk
- **Leaders in GM** - Regional public sector led leadership programme open to VCSE leaders <http://leadersingm.org.uk/>
- **CLORE Leadership** - National agency building the capacity of leaders involved in social justice <https://www.cloreleadership.org/>
- **Sheila Mckeknie Foundation** - National agency developing leadership skills for campaigners, activist and change makers <http://smk.org.uk/>
- **Winston Churchill Memorial Trust** - Empowers individuals and social leaders to travel overseas and develop learning which will transform lives across the UK <https://www.wcmt.org.uk/>
- Many universities are offering MBAs suitable for social enterprise managers and leaders including Salford University MBA programme is developing a social leadership focused MBA which can be up to 95% subsidised by the Apprenticeship Levy <https://www.salford.ac.uk/business-school/programmes/mba>

Awards

- **SEUK** <https://www.socialenterprise.org.uk/pages/category/social-enterprise-awards>
- **SE 100** <https://www.pioneerspost.com/se100index>
- **WISE 100** <https://www.pioneerspost.com/wise100>
- **Inspiring Women Changemakers** <https://www.inspiringwomenchangemakers.co.uk/>
- **Inspire Women Awards** <http://inspirewomenawards.co.uk/>
- **Precious Awards** <http://preciousawards.com/>
- **BIBAS** <https://www.thebibas.co.uk/>
- **Spirit of Manchester** <https://www.manchestercommunitycentral.org/spirit-of-manchester>

- **Pride of Salford** <https://www.salfordcvs.co.uk/celebrating-volunteers-and-vcse-sector-our-heart-salford-awards>
 - **Northern Power Women** <https://www.northernpowerwomen.com/>
 - **Institute of Directors NW and Isle of Man Awards** <https://www.iodawards.com/northwest>
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This toolkit was compiled by Flourish Together CIC together with GMCVO and GM BME Network as part of GMCVO's Connect Fund work.

For more information, please visit: www.gmcvo.org.uk/socialenterprise

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