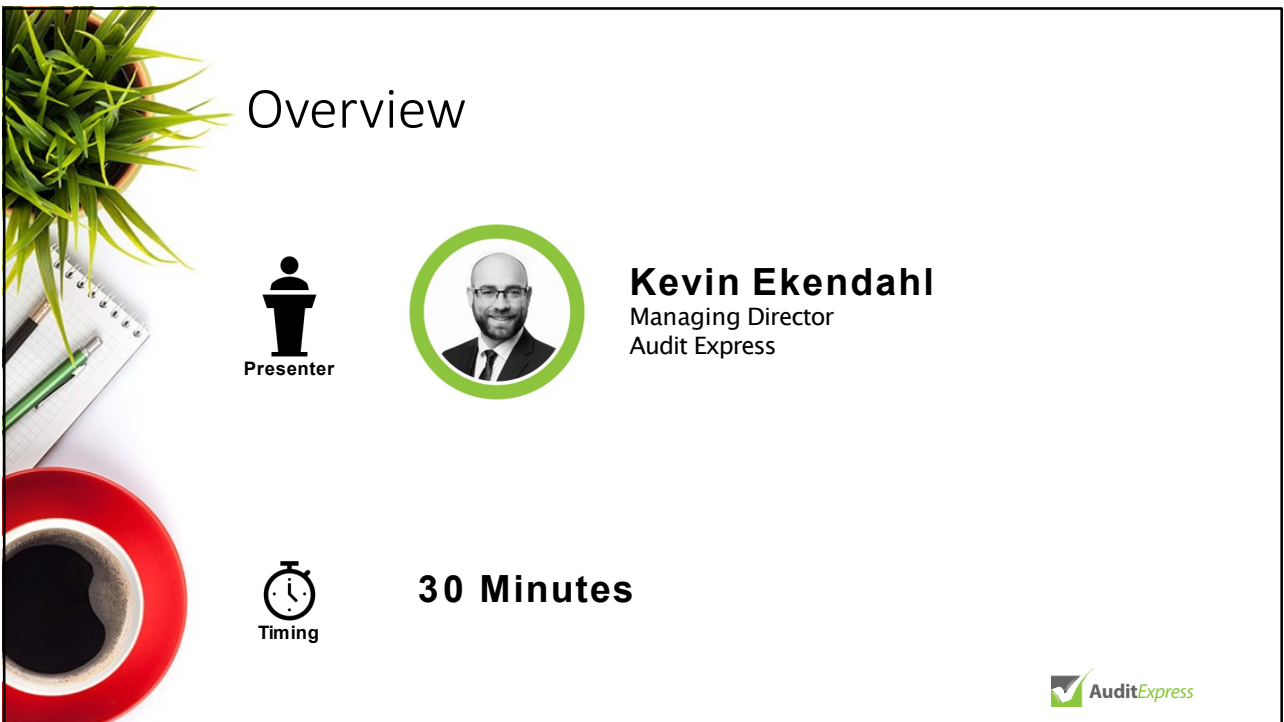





 **AuditExpress**


Leading community development through social enterprise

Kevin Ekendahl, Audit Express




Overview



Presenter




Kevin Ekendahl
Managing Director
Audit Express


Timing

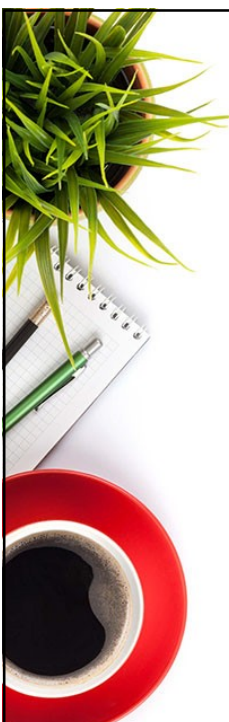

30 Minutes






What we will cover


- What is social enterprise
- What is social procurement
- Case studies
- The Social Enterprise Ecosystem
- How to play a leading role in the social enterprise ecosystem
- Social procurement strategy



What is social enterprise ?


- A social enterprise has a mission to benefit the public through economic, social, cultural or environmental improvement,
- It undertakes trade (sale of goods/services) to fulfil its mission,
- Their revenue is predominantly from trade,
- The surpluses are re-invested into the organization to fulfil its mission.





What is social procurement ?

- The decision to actively purchase from or trade with a social enterprise which in turn has a benefit to social, cultural, economic or environmental causes.

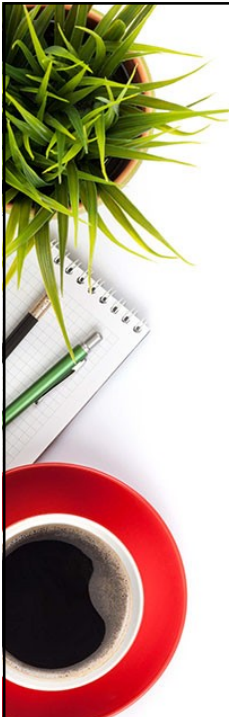


Case Study – Indigenous Procurement Program

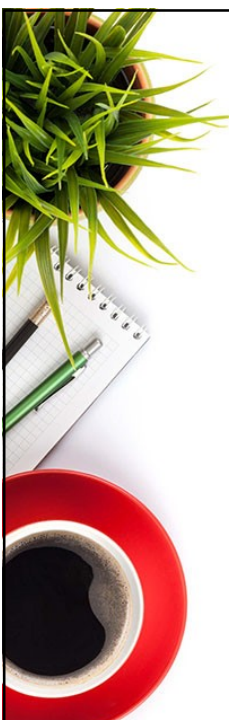



The screenshot shows a news article on the GOVERNMENT NEWS website. The article title is "Indigenous procurement targets 'smashed out of the park'" dated 16 July, 2018. The author is identified as a Guest Contributor. The article features a photo of a woman looking at sticky notes. To the right of the article is a "Latest comments" section with three entries: Michael Burgess on solar farms, Barry Keens on volunteer challenges, and Sarina Sharp on migration programs. A "SHORTLIST 0" button is visible at the bottom right of the article preview.






- Federal Government would allocate 3 per cent of its annual contracts to businesses that were indigenous owned SMEs (under 200 employees).
- Before the IPP, the Federal Government calculated that it spent just \$6.2 million with indigenous-owned businesses (2012-2013).
- By July 2015, two and a half years after the IPP's implementation, some 6,849 contracts worth over \$871 million had been awarded by the Commonwealth to over 1,000 certified suppliers.



One of the key points of doing business with an indigenous business is that indigenous owned businesses are 100 times more likely to hire Aboriginal people.

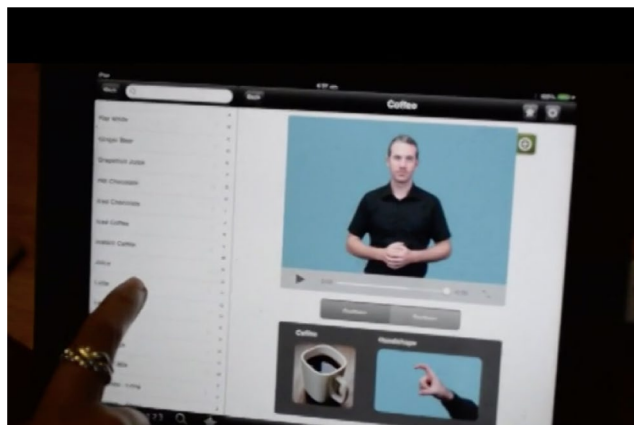
This in turn reduces Aboriginal unemployment and assists in building economic independence. This has found to have increased access to health and education.




Case study – Tradeblock Café @ VCD



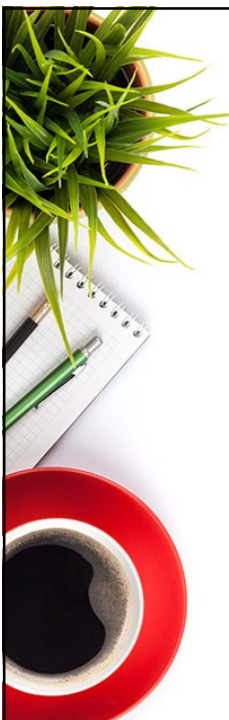

- Café and catering enterprise that provides jobs and learning opportunities for people who are deaf (Run by students as part of the VCL Program)
- Open to the general public – customers can use an iPad with video to learn sign to order their coffee/meal in sign






Social Enterprise Ecosystem

- Domains of an entrepreneurial ecosystem:
 - Policy
 - Finance
 - Culture
 - Supports
 - Human capital
 - Market



How can Community Colleges play a leading role in the social enterprise ecosystem?






- **Basic social entrepreneurship training**
 - Developing awareness about social enterprise
- **Skills and support for social enterprise creation**
 - Delivering skills and training to people to start and develop a social enterprise
- **Developing or incubating social enterprise for your community of interest**
 - Creating opportunities for social entrepreneurs to start and develop social enterprises
- **Social procurement**
 - Actively sourcing and using social enterprises to purchase goods and services



Things to do now !

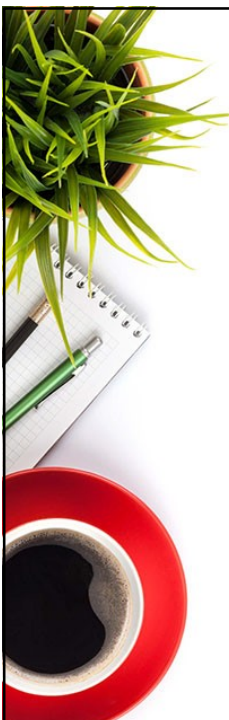

- See what opportunities exist in your organisation to provide skills and training in social entrepreneurship.
- Build the skills and capacities of the trainers/assessors to provide training in entrepreneurship.
- Explore opportunities to build or incubate social enterprises
- Develop a procurement strategy that actively sources social enterprises for goods and services.





Social procurement: Strategy

1. Set targets that you want to achieve,
2. Consider social enterprises in all your contracts,
3. Look at second tier opportunities by asking usual contractors how they can help achieve targets,
4. Reduce payment terms to assist small operators,
5. Break down your largest expenses and match with social enterprises that can meet your demand.



Thank you

