



Growing Communities in Scotland

Supporting Scotland's therapeutic, community and allotment gardens

Income Generation- Life Beyond Grants

Thursday 1st September 2011

With: Pamela Redpath, Social Enterprise Development Officer, Community Enterprise
Pamela is an ACCA-qualified accountant specialising in the voluntary sector, with extensive experience in finance, governance and charity and company regulation. Her move from accountancy practice into the third sector stemmed from a desire to help social economy organisations become more commercially aware, and to maximise their potential, while retaining their original social aims and ethos. Community Enterprise mixes business and community experience with common sense and a positive attitude to help to find ways to move organisations to a more secure footing. The training course is based on the technical knowledge and experience gained in accountancy practice, plus the real world experience of working within the voluntary sector supporting charities, community groups and social enterprises on a day-to-day basis.

Venue: Thistle Foundation, Niddrie Mains Road, Edinburgh EH16 4EA

Time: From (9.30am for) 10am start to 3.30pm, including lunch.

Costs: £40 for members of Trellis or FCFCG

£50 – non members

£70 – Individuals not involved in community or therapeutic gardens

The aim of the workshop is to consider how charitable projects and social enterprises involved in growing can move away from grant dependency to a trading culture. We will look at how new, emergent and established organisations can generate income to allow them to achieve sustainability and growth, considering options like Service Level Agreements, contracts and selling products and services. We'll use a participative approach to look at the pros and cons of each, as well as how to do it in practical terms.

We'll also cover other key areas such as:-

- costing products and monitoring profitability, thinking particularly about products that are relevant to community and therapeutic gardening projects and the challenges in pricing.
- reserves – How do we build them up and what can we use them for? How do funders view reserves?
- trading and charitable status – What is allowed and what isn't? When do we need a separate trading company?
- other legal options – SCIOs, Community Interest Companies (CICs), Co-operatives. Are these right for us?

The aim is to include as many interactive exercises, activities and case studies as possible, relevant to the Growing Communities in Scotland network.

Booking Forms are available from: www.trellisscotland.org.uk

For further information please contact: **Trellis, 40 St John Street, Perth PH1 5SP** email

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