

10. DCDP Case Study: Dundee Social Enterprise Network

The Rank Foundation has funded Dundee Social Enterprise Network (DSEN) to deliver a package of support and start-up funding, under the name Dundee Futures Fund, to new start and early stage social enterprises based or trading in Dundee.

In addition to organising events to help raise the profile of social enterprise, as a business model, and the Dundee Futures Fund, we respond to enquiries, and support people as they develop their ideas, build their business plan and prepare funding applications. We also offer networking opportunities and a range of workshops and training opportunities to Dundee Futures Fund applicants. We held two half-day events on Inspiring Women in Social Enterprise, as part of Dundee Women's Festival. The first event included women speakers about social enterprise, with two local women-led social enterprises; a speaker from Glasgow Women's Library, and another providing a European perspective on the WeStart Europe project, [Mapping women's social entrepreneurship in Europe](#). The second event was run as a workshop, with participants exploring their ideas for social enterprise and identifying their potential markets.

SE:Creative was an event which brought together creative social enterprises as part of Ignite, Dundee's cultural festival. The event was open to the public, and provided a lively and fun networking opportunity for local creative social enterprises and aspiring social enterprises, including How It Felt, ScrapAntics, Tin Makers from Tin Roof, Drumdee from Tayberry Enterprises, Dundee Makerspace, Wevolution, Tayberry Enterprises, Creative Dundee, and Microdot Films.

As part of our support to new starts, we offer marketing and training for social enterprise. We promote news stories, maintain an electronic directory. We also produce an annual, printed directory, which we launched at the Dundee Social Enterprise conference in October 2016. Individuals and groups with an idea can access support from a dedicated officer to help them develop their idea. We also provide support through legal surgeries, marketing and training course. Our Aspiring Group meetings provide peer support, and we are encouraging other DCDP projects to get involved.

Our *Time to Shine* intern, funded through Rank, has allowed us to develop a social media plan that we are now rolling out to the sector; we have been successful in gaining some additional funding to take this forward.

A new start's story

New Pathways is a Scottish registered Community Interest Company which DSEN supported to develop their initial business plan. In September 2015, they were successful in obtaining a John Sharp Futures Fund Grant.

Between September 2015 and April 2016, New Pathways gained Care Inspectorate registration for Housing Support and Supported Accommodation services, as well as establishing a Property Management Company and Property Maintenance Services Company. They opened for Housing Support referrals in June 2016.

New Pathways also received the Healthy Organisations Award through Dundee Voluntary Action in partnership with Dundee City Council.

In February 2016, to aid cash flow and to maximise the use of maintenance staff, New Pathways started developing a Handyman Service, and applied to Dundee Futures Fund for a Feasibility Grant to undertake market research, test trading and business planning for a Handyman Service.

The demand for the service was established through leafleting areas with the most relevant demographic characteristics in Dundee. This, along with conducting a feasibility study and business plan, demonstrated the demand for the range of services they offer. Since starting in February they have provided handyman services to more than 600 households. They then successfully applied for a Dundee Futures Fund Main Grant in April 2016.

New Pathways have developed a team of seven staff, through general recruitment but also through using Skills Development Scotland and HELM work-experience placements, providing the out-of-work with an opportunity to enter or re-enter employment. From four placements, one person is now employed on a full-time, paid basis with New Pathways, whilst others have moved on to apprenticeships to further their career development.

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December 2016**