

Workshop 2G Watering the Grass Roots at the Hothouse – Social Enterprise Dragons Den brought to you by the New Zealand Federation of Voluntary Welfare Organizations.

Migrants Action Trust: Agnes Grenada

- Address unemployment of migrants.
- Active citizenship.
- 2 programs
 - Employment
 - Supporting migrant community groups
 - Common office and resource service
 - Advice on grant application, employment, visa.

Proposing Mt Roskill Business Service Centre:

- Extension of common office and resource service MRBS wishes to provide non income generosity activities – tax, accounting and secretarial.
- Will get knowledge of available jobs and offer to migrants.

Questions from the Dragons:

Do they have a marketing plan – no

How are they going to capture resource of unemployed migrants? Closely connected to migrant community located in Mt Roskill where lots of migrants access to skilled migrants.

How much will the charge be? It will vary depending on what service is used.

How will the loan be repaid? From business of servicing of clients, from profits cost 300,000k what split. 150 years capital and staff costs.

Falling Apple Charitable Trust and Hum Salon:

Promoting arts, health and etc in the community centre. Building at 123 Grafton Rd will be called Hum Café.

- Will source produce locally,
- Also Education Community Centre, dinner debate room (videoed and on website) and
- Music and art garden venue.

Have a feasibility study for 5 years.

Need to restore building- have 250 volunteers to restore but need to pay professionals. Suppliers New Zealand owned. Dragons would like to see building done up.

Question's from the Dragons:

Why social not just business? Believe business needs to be socially accountable and serve community.

Why is there no staff cost in budget? There is a business plan but no wages are included but there is a feasibility study going on.

There wasn't enough financial information. Thought we were just introducing ourselves.

How are you going to create surplus after paying all expenses, including rent and loan repayments? Have a rent holiday, use volunteers, capital introduced by owners.

Is it a heritage building and any restrictions? Yes project is to save building as it is one of a kind.

Changeability:

Change Management consultancy

- Workshops
- Coaching services

Connect is parent organization – NFP Mental Health organization. Proceeds of Changeability go to Connect. Have Advisory Board for professional services (e.g. law, accounting and marketing).

- Help people to take an active approach to own change \$5k in sales so far, \$75 on order, target \$500 k to \$1 million.

Question's from the Dragons:

What is Changeability's niche? Really understand the people side of change and help people to take an active role.

Who would be borrower? Connect.

What are the costs? Operational – majority wages. % increase in sales this year, \$2400 in completed sales x 2. Long term rationale is to separate from Connect, would help Changeability to grow.

What difference is there from Employee Assistance Programme? Run workshops, have plan which can be shown to management and Changeability is more transparent.

Wellington Housing Trust:

Provide long term affordable housing in Wellington.

State provision of housing not common in OECD. More common is community housing organizations.

Get better outcomes for tenants and communities.

Need more partners and opportunities for funding.

Want to buy land and put 6 houses on, mix of affordable (4) and ordinary houses (2) first home buyers. Build with sustainable materials. Will use house building as training program.

Questions from the Dragons:

How would it work with other funding partners? E.g. work with development to build 10 houses and take 6.

Why do you need this money as there is funding from the government? Need different partners, can't rely on government.

Where did this \$ come from? Going to ask banks or investors and will sell at end of build.

What is the total cost of building project? Will build for \$2 million and re sell at \$350 million.

Balances Sheet is good, why don't they borrow against equity? Banks cautious-
With-holding tax charges reduced rent.