

DEFINING THE SOCIAL ECONOMY SECTOR IN MIDLOTHIAN

Report of a mapping exercise of
local social economy organisations

Prepared on behalf of the
Social Enterprise Alliance Midlothian

October 2005



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Executive Summary

This report presents the findings of a mapping study of the social economy sector in Midlothian. The research was carried out on behalf of the Social Enterprise Alliance for Midlothian, Midlothian's Local Social Economy Partnership, with funding from the EQUAL Strengthening the Social Economy Programme and Communities Scotland.

The aims of the study have been:

- To establish a more comprehensive picture of the scope and shape of the social economy in Midlothian, and to gain a better understanding of both the ambitions of and challenges facing local social economy organisations;
- To gather information which will support local organisations to market their goods and services more effectively. The information gathered through this mapping will be developed into an online 'shop local' database.
- To better understand the support needs of the sector in order to more effectively design the future activities of SEAM.

The questionnaire was sent to 98 organisations, and was returned by 56, a response rate of just over 57%. This is not a complete sample social economic activity in Midlothian, but it provides the most comprehensive profile to date of the local sector's activities, plans and concerns.

Findings reveal that Midlothian's social economy is vibrant and growing. An increased rate of organisational formation in the past decade is likely linked to the increased capacity of Midlothian Voluntary Action (Midlothian's CVS) and Midlothian Council's Regeneration Development Team to provide proactive support for the sector.

Other findings indicate that:

- Social and childcare organisations comprise the most significant portion of the sector (43% of the sample), indicating the centrality of the sector in the provision of these essential services.
- The bulk of organisations in the sample (80%) have annual turnovers of £200,000 or less.
- 17.8% of respondents reported that they generate over 90% of their annual income from trading activities.
- An equal percentage of respondents are reliant upon grants for over 90% of their income, although this group includes at least two newly-established organisations that are aiming to develop trading activities.
- Finance issues continue to be the most pressing concerns among respondents. At least half of respondents have concerns about the difficulty of accessing ongoing

grant funding. There were also concerns expressed about the future of local authority support.

- At least a third of respondents indicated that they were interested in developing trading activities but felt that they lacked the skills or their organisations lacked capacity to do so successfully. There was an expressed desire for training in a variety of business-related skills.
- Although social care comprises a large proportion of the sector, a relatively small number of these organisations reported having contracts or service level agreements either with Midlothian Council or the NHS.
- A number of respondents felt there was need for better awareness and marketing of the sector, and for better communication and partnership networks.
- The difficulty of attaining affordable, accessible accommodation is a significant barrier to development in the sector in Midlothian, and many organisations have indicated an interest in some type of social economy hub or business centre.

Excluding the income figures for most of the national and regional bodies, around £11 million is turned over annually by *organisations in this sample alone*. These organisations employ over 200 full-time equivalent staff and provide training for over 900 people each year. The sector is clearly a significant element in the local economy and is increasingly vital for the supply of a variety of public services.

This study provides SEAM with a clearer focus upon the needs of the sector in Midlothian, and will enable the partnership to design a range of support services that are engaged with and relevant to the local social economy.

1 INTRODUCTION AND BACKGROUND TO THE RESEARCH

1.1 Introduction

With a population of roughly 80,000, Midlothian is one of Scotland's smallest local authority areas. Although Midlothian has a growing economy and does not suffer widespread deprivation, the decline of industry and agriculture has left significant and continuing impacts upon the county. For example, although the unemployment rate is below the national average throughout most of the authority, earnings levels are also significantly lower than the national average. Low educational attainment is an ongoing issue of concern, as are high rates of drug and alcohol abuse among young people and teenage pregnancy. The lack of adequate public transportation links continues to be a barrier to services and opportunities for people within many of Midlothian's rural communities. As throughout Scotland, Midlothian's population is predicted to age significantly within the next decade.

Midlothian's third sector, including the full spectrum from traditional charities to flagship social enterprises, is strong and actively engaged with all of these issues. Miners' Welfare organisations are active members of the sector, as are community-led childcare organisations, youth projects, sports and arts agencies, environmental projects, youth projects and pensioners' associations. It is a diverse and developing sector, and interest in social enterprise is growing among many new and established organisations. The sector also benefits from a strong and proactive support infrastructure, primarily provided by Midlothian Voluntary Action (the local CVS) and Midlothian Council's Regeneration Development Team. This infrastructure is now further strengthened by the establishment of the Social Enterprise Alliance for Midlothian.

However, Midlothian's third sector experiences the same types of challenges and pressures that affect the sector throughout Scotland. The sector plays an increasingly central role in the provision of public services, and is subject to far greater levels of both scrutiny and legislative duty. On the other hand, levels of grant funding available to the sector are declining. While local authorities and other public sector bodies rely upon the third sector for a tremendous variety of services, procurement practices and trading relationships are not always effective or efficient. Budgetary constraints often make it difficult for local authorities to pay third sector organisations for services that may once have been externally funded.

Social enterprises seek sustainability through trading, but like traditional charities continue to be vulnerable to these pressures. The sector requires proactive support services which will serve three main functions: to help the sector itself gain the capacity to meet these challenges; to raise awareness about the services that the sector provides and the contributions it makes to local communities; and finally to strengthen the cross-sector networks that will lead to more effective partnership working and market relationships.

The Social Enterprise Alliance for Midlothian and its constituent partners aim to provide this support. This report sets out the results of a mapping study that will help tailor support services for the specific needs of the social economy in Midlothian.

1.2 *The Social Economy in Midlothian: A Framework for Development*

Midlothian's social economy action plan, entitled *The Social Economy in Midlothian: A Framework for Development*, was launched in June 2005. This document sets out short, medium and long-term aims for social economy support and development within Midlothian. The creation of a local social economy partnership, to be called the Social Enterprise Alliance for Midlothian (SEAM), was the strategy's first objective. Beyond this, the strategy identifies key issues to be addressed in order to maximise social economy growth in Midlothian. These include business support and organisational capacity building, a higher profile for the social economy generally, and the strengthening of trading relationships between the public and social economy sectors.

1.3 The Social Enterprise Alliance for Midlothian

SEAM is a cross-sector partnership which aims to support and strengthen the social economy in Midlothian, and to enable new and developing social economy organisations to play a central role in the regeneration of Midlothian's communities. The purpose of the partnership is to co-ordinate the skills, resources and expertise of existing agencies to form an effective support infrastructure for the local social economy.

SEAM was already in its formative stages when the Scottish Executive called for the creation of local social economy partnerships in late 2004, and by the time of its official launch in June 2005, had developed a website and a set of protocols to clarify the roles of partner agencies. SEAM has benefited from the active commitment of its partner agencies, and by the close working relationships that already existed between many of them.

The partnership, which includes both social enterprises and support/infrastructure agencies, consists of:

- ❖ Midlothian Council
- ❖ Midlothian Voluntary Action (Midlothian's CVS)
- ❖ Melville Housing Association
- ❖ Community Enterprise Limited
- ❖ Scottish Business in the Community
- ❖ Scottish Enterprise Edinburgh and Lothian
- ❖ Midlothian Chamber of Commerce and Enterprise
- ❖ Communities Scotland
- ❖ Midlothian Advice and Resource Centre
- ❖ McSence
- ❖ Loanhead Miners' Charitable Society

The partnership offers a variety of services to social economy organisations, and will seek to develop a more ambitious development programme partly based upon the needs identified in this report. Current activities include: business and project planning support, training, feedback on Futurebuilders and other funding applications, and advice and guidance on other organisational issues including HR and marketing. SEAM partners are now also currently undertaking preparatory work to explore the feasibility of a social economy office/conference centre for Midlothian.

SEAM extends its services to social enterprises based and/or working in Midlothian, and to a wide variety of voluntary organisations that seek to develop trading activities in order to reduce levels of grant dependency. The bulk of social economy organisations in Midlothian continue to be grant dependent, and while many trade or have begun to investigate options for trading, not all acknowledge themselves to be social *enterprises* in the pure sense. For this reason, SEAM does not target its services only at those organisations who call themselves social enterprises, but seeks more widely to assist a wide swathe of the sector to move toward increased financial sustainability.

1.4 Purpose of this Report

This report presents the findings of a mapping study that SEAM undertook between July and October 2005. The study was made possible by a small grant from the EQUAL Action 3 'Strengthening the Social Economy' Programme and Communities Scotland.

EQUAL grants of up to £5000 were made available to local social economy partnerships throughout Scotland. Grants were designed to assist with either the creation of local strategies and partnership protocols, or with the mapping of local sectors. Because Midlothian's strategy document and partnership had already been established, SEAM used the opportunity to carry out a mapping study of social economy organisations based and/or working in Midlothian.

It had three general aims:

- ❖ To establish a more comprehensive picture of the scope and shape of the social economy in Midlothian, and to gain a better understanding of both the ambitions of and challenges facing local social economy organisations;
- ❖ To gather information which will support local organisations to market their goods and services more effectively. The information gathered through this mapping will be developed into an online 'shop local' database.
- ❖ To better understand the support needs of the sector in order to more effectively design the future activities of SEAM.

The funding has enabled SEAM to commission a consultant, Anne-Marie McGeoch, to undertake the bulk of the research. It has also supported additional administrative time in order to create the online database. The research has been conducted by means of a postal questionnaire, which was circulated to just over 100 organisations that were either actively trading, developing trading operations, or believed to have the potential to do so. Just over 57% of the questionnaires were returned. *A more complete discussion of methodology and sample selection can be found in Appendix 2.*

1.5 About the Findings

This study offers a snapshot of a number of very different social economy organisations which operate in Midlothian. Because it is based on a fairly random sample, this study should not be regarded as a complete map or fully representative portrait of the sector. However, it has been a significant boost to SEAM and its

constituent partners' understanding of the nature and aspirations of social economy organisations in Midlothian.

It should be noted that not all respondents fully answered all sections of the questionnaire, and that some questions may not have been answered with complete accuracy. Follow-up interviews were conducted by telephone, but this was not possible for every respondent. Incomplete or unclear responses have not been included in the analysis, which is why the numbers of responses included in each section below will vary.

2 Activities, Size and Shape of Midlothian’s Social Economy

2.1 Main Services Provided by the Social Economy in Midlothian

Below is a brief summary of the main sectors in which the social economy operates within Midlothian.

Out of the 51 organisations who gave detailed responses about their primary area of operation, the greatest number are involved in social care services. These results are summarised below:

Sector – Primary Service	No. of Groups	% of Sample
Social Care (includes 3 groups providing special needs housing with care services)	14	27.5%
Childcare	8	15.7%
Sports & Leisure	8	15.7%
Community Centre or Village Hall Facilities	4	7.8%
Information, Advisory or Advocacy Services	4	7.8%
Arts Services	3	5.9%
Housing	2	3.9%
Finance Services or Funding	2	3.9%
Trading Activities	2	3.9%
Employment/Training Services	1	1.9%
Recycling Services	1	1.9%
Transport	1	1.9%
Regeneration Activities	1	1.9%

Childcare and social care combined accounted for 43% of the sample, demonstrating the caring focus of much of the work within the social economy sector, and suggesting that the social economy sector is vital to the ongoing provision of these services.

Also significant are combined categories of Sports and Leisure and Arts organisations, which account for over 21% of the sample.

Organisations were asked to identify their primary or main area of operation. However, because of the complexity of social need and the creative ways in which the sector addresses such need, it is important to note that many organisations may in fact operate in two or more of these categories simultaneously. Furthermore, some organisations may start out by providing a specific service and then move into the development of successful trading activities almost as a by-product.

Some Examples:

The Orchard Centre in Bonnyrigg provides a range of services, such as art therapy, for individuals with mental health difficulties. It also has a café for service users and staff, which has become self-sufficient and now provides an opportunity for the Centre to provide training in Health and Hygiene for its volunteers.

Midlothian Advice and Resource Centre started out by providing welfare rights and other advice services to unemployed people in Dalkeith. However, MARC has subsequently expanded into furniture recycling, white goods and computer recycling, and is currently setting up a bicycle recycling project. The recycling operations provide volunteer opportunities, work experience, and on-the-job employability training.

2.2 Secondary Goods & Services Provided

Respondents were also asked to identify what goods and services they provided that were not part of their main service. A full breakdown of the secondary services that respondents identified can be found in section 6 of Appendix 1. A brief summary is provided below:

Secondary Goods & Services Provided	No. of Respondents Offering This Service
Meeting & Training Space	21
Equipment or Other Resources	16
Consultancy / Expert Advice / Training	16

The main service being offered is the provision of space to other groups for informal meetings, training and other events. A great deal of this informal trading is going on already and many others recognise the potential for sharing their facilities.

For example:

The Red Cross in Dalkeith has a large training room, with its own access and kitchen facilities. This room is available for hire by other social economy organisations, and is currently not used to capacity.

However, it is not just physical resources that are being shared, or could be shared. One organisation mentioned that they can provide accredited training in social care SVQs for their own staff, which they could potentially offer to others. Another organisation suggested that they could provide financial and business skills to other organisations.

This represents a considerable informal market in goods and services. SEAM partners believe that there is scope for developing inter-trading of these types of services within the social economy through publicity and marketing campaigns, better channels of communication within the sector, and the promotion of online databases and e-trading.

SEAM aims to develop this type of online resource through the Shop Local section on its website.

2.3 Beneficiary Groups

Respondents were asked to provide information about the main beneficiaries of their activities. 46% of responding organisations provide services to 'the local community generally', and this probably reflects the dominance of Miners Welfare and other similar organisations within Midlothian's social economy.

Children and young people, people with disabilities, and elderly people also benefit from the work of a large number of organisations. It is worth noting that MVA and the Regeneration Development Team receive numerous requests for funding-related support from pensioners' groups, and have found it particularly difficult to identify sustainable income streams for these types of organisations.

Category	Provide Services to these groups	Provide Employment for these groups	Provide Funding to these groups
Local community generally	26	3	5
Children / young people	26	0	4
People with disabilities	24	2	2
Elderly /old people	21	0	1
Low income	18	2	0
Women	18	2	1
Other vulnerable groups	15	2	2
Unemployed people	14	3	0
Specific interest groups	11	0	4
Specific ethnic groups	10	1	0
Homeless	9	0	0

2.4 Training for Beneficiaries

22 organisations reported that they provided formal training for beneficiaries. The table below is a list of those who reported numbers of trainees in Midlothian. Those who gave only national figures have been excluded.

Organisation	No. trained p/a
Lothian Community Transport	250
Red Cross	200+
MVA	200+
Nordoff-Robbins	50 to 100
Volunteering 1 st	60 to 80
MARC	30
McSence	20

RUTS	20
Woodburn Day Centre	15
Abbeyfield Dalkeith	Up to 15
Esk Valley Model Engineering	5
Orchard Centre	1 to 2
Lothian Trees	1, but planned to increase

A total of 13 groups, therefore, are providing formal training for up to 938 people in Midlothian each year.

2.5 Number of Employees Within the Sector in Midlothian

There were 54 responses to this question. However, some gave the total of all staff employed (across Scotland in the case of Bield Housing Association, or across Lothian in the case of the Action Group, Capital Credit Union and the EUS Community Learning Centre). In order to get a more accurate reflection of the picture in Midlothian, these were left out of the calculations.

This gave a total of 50 responses, and a total of 227 FTE employees.

No. of FTE Employees	No. of Groups	% of Total
None	17	34%
Up to 2	12	24%
3 to 10	16	32%
10 to 20	3	6%
21 to 40	2	4%
Total	50	100%

It should be particularly noted that 34% of these organisations had no employees at all, and that 58% had 2 or fewer employees. This group includes new social economy organisations that aim ultimately to become employers.

2.6 Number of Volunteers Within the Sector in Midlothian

Of the total sample, 50 organisations gave figures for numbers of volunteers from Midlothian. Of these, only 15 organisations have active volunteers, excluding voluntary board/committee members.

A total of 81 FTE volunteers participate in the activities of these groups.

No. of FTE Volunteers	No. of Groups	% of Total
None	35	70%
Up to 5 volunteers	12	24%
6 to 10 volunteers	2	4%
10 to 30 volunteers	1	2%
Total	50	100%

The group that used the most volunteers was the Broomhill Day Centre in Penicuik, which says it has over 100 volunteers on its books who work varying hours per week.

The difficulty of recruiting and keeping volunteers is a common problem for many organisations that seek support from both MVA and the Regeneration Development Team.

2.7 Date of Establishment

Organisations were asked to provide the date of their establishment. 39% of respondents were established more than twenty-five years ago.

Year Established	No. of Groups	% of Total
Pre-1945	7	13%
1946 to 1980	14	26%
1981 to 1990	12	22%
1991 to 1999	10	19%
2000 to 2005	11	20%
Total	54	100%

The oldest organisations, some of which were established in the early 20th Century include Scouts, Guides, the EU Settlement and Miners Welfare Clubs.

There has been a marked increase in the rate at which new groups are forming: 10 were set up between 1991 and 1999, but 11 have been already been formed in the first half of this decade. This study has not measured the rate of closure of social economy organisations, so the increased rate of establishment may or may not equate to an overall increase in the size of the sector.

The capacity of Midlothian Voluntary Action has been considerably strengthened within the past decade. Likewise, the Regeneration Development Team's remit to support sustainable development within the sector has been secured since local government reorganisation. It is likely that the development of these support services has helped to enable this increased rate of organisational formation in Midlothian.

2.8 Geographic Coverage of Organisations

The organisations based in Midlothian are a mixture of the national, regional, district and local. These have been grouped below:

Geographic Coverage	No. of Groups	% of Total
Scottish wide	5	9%
Lothian & Borders	4	8%
Lothian	2	4%
Midlothian Plus some other districts/regions	7	13
Midlothian based <i>of which:</i>	35	66%

<ul style="list-style-type: none"> • Serve all of Midlothian (10) • Serve various towns (13) • Serve various villages/rural areas (12) 		
Total	53	100%

2.9 Organisational / Legal Structure

There were only 49 responses to the question of legal structure. From those who responded the results were:

Legal Structure	No. of Groups	% of Total
Company Limited by Guarantee	21	43%
Trust	3	6%
Industrial & Provident Society	5	10%
Unincorporated	20	41%
Total	49	100%

Five respondents left this question blank in their questionnaire. It is essential to note here that SEAM has provided support to a number of committees within this sample who have actually been uncertain about what their legal status is and of the potentially serious implications of this uncertainty. The need for committee training on legal structures has emerged as a significant training need within Midlothian's sector.

Almost all respondents said that they were registered charities (51 out of the 54 total responses).

2.10 Trading Subsidiaries

A total of 6 organisations said they had trading subsidiaries:

- Nordoff-Robbins Music Therapy in Scotland
- EUS Community Learning Centre
- Loanhead Miners Charitable Society
- Lothian Community Transport Services
- McSence
- Castle Rock Edinvar Housing Association

SEAM is aware of at least two other respondents that are considering the establishment of trading subsidiaries at this time.

2.11 Composition of Board/Committee

There was no particular pattern apparent in terms of the number of people participating on boards or committees. A total of 28 groups had between 4 and 10 members, and 16 groups had between 11 and 20 members. Only one had more than this number (EUS, which is not Midlothian based).

Several pointed out that they were part of a wider structure and had no local management group:

- Bield Housing Association only has a national board.
- The Red Cross has a national board of trustees.
- Trust Housing Association has a national board.
- Penicuik North Kirk Open Door Project said they were part of a wider structure.

Likewise, the composition of committees/boards indicates a healthy mixture of community members, service users and service providers or other professionals.

3 Financial Profile of the Sector in Midlothian

3.1 Turnover

Organisations were asked to give their turnover figures for the last financial year, and indicate expected turnover levels for the current financial year. Several organisations were not included in this analysis, because they only gave national or regional turnover figures. Therefore, a total of 44 organisations provided turnover figures for the 2004/05 financial year and 45 for the 2005/06 financial year.

Turnover Figures

Turnover	No. of Groups (2004/2005)	% of sample	No. of Groups (2005/2006)	% of sample
Under £10,000	7	15.9%	8**	17.7%
£10,000 - £20,000	9	20.5%	9	20%
£21,000 - £50,000	5	11.4%	6	13.3%
£51,000 - £100,000	5	11.4%	6	13.3%
£101,000 - £200,000	9	20.5%	7	15.5%
£201,000 - £300,000	3	6.8%	2	4.4%
£301,000 - £500,000	2	4.5%	4	8.8%
£501,000 - £750,000	2	4.5%	0	0%
£750,000 - £1 million	0	0%	1	2.2%
Over £1 million	2	4.5%	2	4.4%
	44		45**	

***One organisation, Gorebridge Community Development Trust, received its first significant funding this year.*

Just under 80% of social economy organisations in this study have turnovers of £200,000 or less.

The trend that emerges from these findings suggests that growth is commonly expected for organisations with turnovers of £100,000 or less, while the picture for those with larger turnovers is more mixed.

3.2 Sources of Income

Organisations within the social economy typically generate their income from a wide variety of sources, including grants, local authority contracts, and other types of trading and income-generating activities.

Trading

32 of the 56 respondents indicated that they are generating part of their income from trading. Out of these 32, we were able to analyse 27 returns in detail. The other five gave only national or regional figures.

Percentage of Income from Trading (which includes public sector contracts/SLAs and other forms of commercial activity)	No. of Groups
Up to 10% of turnover	7
11% to 30% of turnover	4
31% to 50% of turnover	5
51% to 70% of turnover	1
71% to 89% of turnover	0
90% to 100% of turnover	10
Total	27

Organisations generating over 90% of income from trading	% of Income from Trading
Bilston Miners Welfare	100%
British Legion	100%
McSence	100%
Melville Housing Association	98%
Abbeyfield Dalkeith	95%
Dalkeith Community Association	95%
Lothian Trees	90%
Shottstown Miners Welfare	90%
Loanhead Miners Welfare	90%
Gorebridge After School Club	90%

It is somewhat striking that 10 organisations reported that they were generating over 90% of their revenue from trading operations. This is 17.8% of the entire sample.

Of these ten, three are Miners Welfare organisations. It is likely that Miners' Welfare organisations currently comprise a greater proportion of overall social economy activity in Midlothian than they do in most areas of Scotland, although this proportion may decline in the future as influence of the coalfield on Midlothian's civil society fades. Some of the strongest clubs are actively seeking to diversify their activities to reflect the area's changing social and economic needs.

Example

Loanhead Miners Charitable Society is an active member of SEAM. It has recently undertaken a significant capital building project, and in early 2005, opened a new Community Wing, which provides high quality workshop and meeting space, a kitchen, and other facilities for use by community groups, organisations and small businesses. The facility is already well used by other social economy organisations for training and other purposes.

At the other end of the spectrum, 7 organisations reported that they were only generating up to 10% of their income from trading.

Grants

A total of 29 organisations indicated that they received part of their income from grants (again this excludes the national & regional groups noted above).

Percentage of Income from Grants	No. of Groups
Up to 10% of turnover	7
11% to 30% of turnover	1
31% to 50% of turnover	6
51% to 70% of turnover	2
71% to 89% of turnover	3
90% to 100% of turnover	10
Total	29

Organisation	% of Income from Grants
Broomhill Day Centre	100%
The Orchard Centre	100%
Independent Special Educational Needs	100%
Community Media Association	100%
Gorebridge Community Development Trust	100%
South East Pentlands Rural Partnership	100%
Dalkeith CAB	100%
Woodburn Day Centre	99%
Volunteering 1 st	97%
MVA	90%

Of the ten organisations reporting that over 90% of their income currently comes from grants, three are care organisations and four are information/advisory/advocacy bodies, and it is to be expected that these kinds of services may be more grant dependent than others.

However, 2 are new groups (Community Media and Gorebridge CDT), both of which aim to diversify their income in the future. For example, Gorebridge Community Development Trust aims to undertake a number of income-generating activities and projects in the next three years, including a café and other leisure/tourism-based social enterprises.

One group (The South-East Pentlands Rural Partnership) is in the process of winding up as it has not been able to secure further grant funding.

Contracts / Service Level Agreements

Only 6 respondents reported that they generated part of their income from contracts or service level agreements. EUS and the Action Group both said they had contracts, but this was across Lothian so they have not been included here.

Organisation	% of Income	Details
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	from Contracts	
MELD	93%	No details given.
Crossroads	80%	Midlothian Council (Social Work – Section 10 grant) Midlothian Council (Dementia Sitter Service – Section 10 grant)
RUTS	70%	£5,000 from Midlothian £12,000 from East Lothian £62,000 from Edinburgh
Lothian Community Transport	18%	From Midlothian Council
Alzheimer Scotland - Midlothian	17%	No details given.
Midlothian Voluntary Action	7%	Contract with Business Gateway for social enterprise business development programme.

It should be noted here that at least one other organisation in the sample is known to have secured Service Level Agreements with Midlothian Council since the time of this survey.

Many other organisations in the sample have support in the form of grants or peppercorn rents from Midlothian Council, but these are not necessarily connected with the purchase of specific services. One of the priorities for SEAM is to facilitate the formation of effective trading relationships between Midlothian Council, other public agencies and social economy organisations, and to promote a move toward full-cost recovery for organisations undertaking contracts or service level agreements.

Donations or Fundraising

A total of 20 organisations reported that they gained part of their income from donations or fundraising.

Percentage of Income from Donations or Fundraising	No. of Groups
Up to 10% of turnover	12
11% to 30% of turnover	2
31% to 50% of turnover	1
51% to 70% of turnover	0
71% to 89% of turnover	1
90% to 100% of turnover	4
Total	20

Most of these organisations are only generating a small part of their overall income from donations. Those who said they were generating over 90% this way were:

- Red Cross (100%)

- Friends of Easthouses & Mayfield Trust (100%). However, the trust is a charitable affiliate of McSence, designed to return profits from McSence's commercial operations to the community. The Trust's income is entirely donated by McSence Limited.
- Midlothian News and Views Talking Newspaper (100%)
- Woodburn Drama Club (100%)

Loans

Only one organisation reported having a loan: Lothian Trees and Timber. This represented 10% of its turnover (with the remainder coming from trading activities).

4 Development Issues

4.1 Development Plans

SEAM asked respondents to provide information on their plans for development within the short-term future. Several organisations were primarily concerned with sustaining their existing services. However, 26 respondents did report that they had more ambitious development plans.

Of these, seven organisations plan to undertake property developments. One of these respondents aims to build a new village hall. The others are planning upgrades and improvements to existing buildings, including the provision of disabled access.

Nine organisations detailed plans to expand or develop their current services in a variety of ways. It is interesting to note that nearly all of the developments described by these organisations aim to generate additional trading income, rather than extend grant-funded services.

Plans for Property Development

Organisation	Property Development Plans
Royal British Legion - Roslin	General refurbishment. In particular, entrance and toilet access for disabled.
Middleton Village Hall	Development/provision of a new village hall.
Abbeyfield Dalkeith Society	Upgrading of existing facilities.
Bield Housing Association	Continued investment in new and existing properties.
Eskvalley Model Engineering Society	Self-build of new premises subsequent on expiry of lease.
Bilston Miners Club	Plan to install disabled toilets to improve access. Planning for introduction of smoking ban and may build a canopy outside to shelter smokers.
Loanhead Miners Club	Plan to build a café/bistro and plan to build customer friendly entrance/access.

Plans for Service Development

Organisation	Plans to Expand or Develop Services
Bield Housing Association	Increase home and day care provision of services; expand range of services provided by community alarm BR24; factoring for private retirement housing schemes.
Wooburn Playgroup & Nursery	Become a pre-school partnership centre, contracted to Midlothian Council to provide pre-school education for children aged 3-5 years; increased opening hours.
Lothian Community Transport	Expansion of trading activity to generate surplus that helps underwrite operating deficit in charity.
MARC	Increase in shop sales by increasing shop hours and offering a wider range of goods and better quality goods; removal service; referral service to council;

	growth in business to include Penicuik.
Arniston Playgroup	To increase fees we charge at present to generate a better income.
Trust Housing Association	Develop work with the Council around housing for the elderly and in areas such as care and repair.
Capital Credit Union	Provision of savings/loan schemes for those on benefits; provision of basic bank accounts and services.
Red Cross	Do a lot of training at different levels and would like to talk to others about identifying people who could benefit from this and who could use it as a stepping stone into work etc.
Community Media Association	Application for a 5 year licence submitted to OFCOM.

4.2 Issues Constraining Development

Respondents were asked to identify the issues that most affected their sustainability or growth potential. The main issues they identified were:

Grant Finance

The difficulty of securing development funding to expand services was an issue for 50% of respondents, and is clearly the most pressing issue for many organisations despite the increased emphasis on trading and the growing availability of loan finance for the sector. This seems to indicate a strong desire to expand services, and also likely reflects the increasing pressure upon the sector to provide a greater percentage of public services, but a continued hesitance to accept the risk of loan finance.

Only three organisations highlighted the problem of accessing funding for core costs, but ongoing work with the sector suggests this continues to be a widespread difficulty.

Two groups mentioned the sheer complexity of trying to raise finance from grants as being a barrier, and one further group highlighted the difficulty of accessing funding for capital replacement.

Issues of Trading/Income Generation

Over a third of respondents indicated that they experienced difficulties with developing trading and income-generating activities. Most of these indicated that they felt they lacked the skills to price, promote and market their services.

Others in the sample identified that there was hesitance among Directors or Management Committee Members to move away from traditional grant funding toward more businesslike forms of income generation.

Issues of Staff and Capacity

Half of the respondents indicated that issues around staffing and capacity within the organisation were constraints to development. Again, there were further issues to do with management groups who did not have enterprise

skills or were concerned about moving into income-generating activities. A lack of skilled volunteers was also an issue.

In addition to the staffing and capacity constraints that have emerged from this questionnaire, supporting agencies such as Midlothian Voluntary Action and Midlothian Council have identified Human Resources issues to be of pressing concern for many social economy organisations. Anecdotally, SEAM is aware that many organisations are largely unprepared for potential serious HR difficulties, and that there is a lack of affordable, specialised HR advice for the sector.

Issues of Premises

The major problem here appears to be that many existing premises are too small, inflexible, or lack disabled access. SEAM partners have also identified the lack of suitable and/or affordable premises to be a significant barrier to the growth of the social economy in Midlothian.

High property prices in Midlothian put commercial rents beyond the reach of many smaller organisations, and there is insecurity surrounding a number of Council-owned premises currently occupied by social economy tenants low or peppercorn rent levels.

Issues of Infrastructure/Communication

While some groups reported issues with a lack of suitable IT systems, the biggest single problem appears to be the difficulty of keeping up to date with new developments in the sector.

4.3 Addressing these Issues and Priorities for SEAM

Respondents were asked to set out three priority areas for SEAM's future work. The largest group of responses was broadly concerned with **business support** issues, including requests to provide help with:

- ❖ Financial planning
- ❖ Developing, negotiating and pricing contracts
- ❖ Business planning
- ❖ Setting up trading arms
- ❖ Development of enterprise skills among board members
- ❖ Market development
- ❖ General development of trading activities

The next largest group of suggestions was concerned with funding. Most of these were requests for help to identify and secure grant funding for activities. However, perhaps the majority of organisations in this sample have already approached Midlothian Voluntary Action or Midlothian Council's Regeneration Development Team (RDT) for support on accessing finance, and the real issue is that the funding they seek simply doesn't exist.

MVA and the RDT, with other SEAM partners, are therefore working to promote a more entrepreneurial culture within the local social economy, and assist organisations to move toward the social enterprise end of the spectrum. However,

the partners also recognise that there is a sizeable proportion of the sector for which significant levels of grant funding will probably always be required.

The final significant theme that respondents prioritised was concerned with **information, communication and partnership working**. This included:

- ❖ Provision of information about other organisations, services and activities
- ❖ Better awareness-raising about and promotion of the sector, particularly to the local authority
- ❖ Better signposting to support services
- ❖ Help with identifying partner organisations for joint activities
- ❖ Preventing duplication/miscommunication between services

5 Recommendations and Conclusion

5.1 Recommendations for SEAM's Future Work

Recommendations for SEAM's future work fall loosely into three categories:

- Information services, publicity and signposting
- Training and capacity building
- Service and infrastructure development

Information services, publicity and signposting

- The creation of an online database linked to the existing SEAM website, which will post profiles of Midlothian social economy organisations and the goods, services and facilities that they either trade or donate.
- Compilation of contact details for key procurement officers within Midlothian Council and other public sector agencies.
- Maintain and update website or regular email listings of support agencies, funding bodies, forthcoming events and other relevant information.
- Organise a social economy 'trade fair' aimed at promoting the work of new and existing organisations to a cross-sector audience.
- Help market and promote the work of the social economy by other means, including advertising materials or articles in the Advertiser, the Midlothian Business News or other local media.
- Promote the work of Midlothian-based organisations through regional or national-level forums such as Senscot, Scottish Social Enterprise Coalition and the CVS Network.
- Continue to offer a funding signposting and development service. Both MVA and the Regeneration Development Team have the capacity to support organisations to identify and apply for funding, and a great deal of partnership work already takes place in this area.

Training and capacity building

- Continue to offer training and development opportunities on key issues such as business planning, finance, human resources, legal matters, board/management committee responsibilities, etc.
- Examine mechanisms for encouraging better take-up of training opportunities, particularly among voluntary board or committee members. This may be by designing bespoke training sessions for individual organisations, or by offering time-limited dedicated support services to those organisations that take up training.

- Ensure consistency and efficiency of communication between SEAM partners when supporting organisations. Community Enterprise Limited has recently provided in-depth training for other SEAM partners on business and financial planning for social economy organisations. As a result of this training, the Regeneration Development Team, MVA and the Business Gateway are developing their own business plan template that can be used when supporting client organisations through the business planning process.
- Use a 'case conference' approach in order to draw together the best partners to support particular organisations with particular issues. The Regeneration Development Team, MVA, the Business Gateway and Community Enterprise Limited have already experimented with this approach and have found it effective.

Service and infrastructure development

- Conduct market research about the need and market for business support services that social economy organisations may buy in. Initial areas for research and development include bookkeeping, administration and accounting. Human Resources is another area in which there may be a market for a specialised, affordable service.
- Work toward the creation of a social economy hub or business centre, which would provide affordable, high quality accommodation for a range of social economy organisations and would facilitate a range of shared services such as reception, conference facilities. SEAM partners Melville Housing Association, MVA and Midlothian Council have already undertaken initial scoping work and research visits to Norton Park and the new Craigmillar Social Enterprise Centre in Edinburgh, and Melville is currently applying for Wider Role investment to support a feasibility study.

Financing SEAM's activities

SEAM is currently supported by partners' existing budgets, and the scope of future action is contingent upon levels of funding that may be available for local social economy partnerships. If self-financing support services in the areas mentioned above prove to be viable, it may eventually be feasible for these to cross-subsidise other aspects of SEAM's work.

5.2 Conclusion

This survey has allowed SEAM to gather detailed and up-to-date information on a significant number of social economy organisations in Midlothian, and has provided a baseline pool of data that can be used to monitor future changes within the sector. It provides a useful platform from which to develop co-ordinated and responsive support services for the sector.

The research indicates that the social economy sector in Midlothian is active, diverse and growing. Some 20% of the organisations in the sample were formed within the last five years, and all of these are Midlothian-based groups rather than branches of

regional or national bodies. Excluding the income figures for most of the national and regional bodies, around £11 million is turned over annually by *organisations in this sample alone*. These organisations employ over 200 full-time equivalent staff and provide training for over 900 people each year. The sector is clearly a significant element in the local economy and is increasingly vital for the supply of a variety of public services.

The study also demonstrates that the sector already has a more diverse income portfolio and is perhaps less grant-reliant than might have been expected. Furthermore, many organisations indicate an interest in developing more sustainable income streams and a desire to increase their own capacity to do so. Many respondents were equally eager to develop trading relationships with both Midlothian Council and the health services, and indicated that SEAM may play a role in promoting their services and enabling them to secure public sector contracts or service level agreements.

There is also recognition that the processes of change and expansion do not come without their difficulties. Many responses indicated that long-standing committee or board members can be somewhat risk adverse, and that the shift toward more commercial styles of operation often entails a significant cultural change within an organisation. Furthermore, many organisations feel squeezed between declining levels of grant-funding and the increasingly heavy burden of legislation and regulation.

SEAM's ongoing role, therefore, must be to assist organisations to make their operations as professional and efficient as possible and, *where appropriate*, to help facilitate the transition from grant funding toward more diverse income streams, without forcing them to abandon the values of community leadership and empowerment. SEAM also has an important role to play in promoting and publicising the work of the social economy sector and encouraging Midlothian Council divisions and other public sector agencies to recognise the economic and social impacts made by the local social economy.

Appendix 1 The Questionnaire

SOCIAL ENTERPRISE ALLIANCE MIDLOTHIAN (SEAM)

Survey of Social Enterprises/Social Economy Organisations Summer/Autumn 2005

The Social Enterprise Alliance Midlothian (SEAM) is a new partnership aimed at co-ordinating the development of the social economy in Midlothian. To ensure that we are able to target the work of the partnership we need to get feedback from as many organisations as possible and we would be grateful if you could participate in this survey. The information we collect will help us to:

- map the size and shape of the sector – allowing us to chart its development over time
- design the best support services we can in order to help the sector to grow
- promote the services provided by local organisations – to each other as well as the wider public

We would be grateful if you could return the completed questionnaire to Rebecca McKinney at Midlothian Council using the pre-paid envelop attached. All information gathered in the course of this survey will be held in the strictest confidence.

Thank you very much for your time. If you have any questions about the questionnaire, please contact either Rebecca McKinney on 0131-271 3458 or Lesley Kelly (MVA) on 0131-663-9471.

1. CONTACT/BACKGROUND DETAILS

Name of Organisation:

Address:

Contact Person:

Position:

Tel:

Fax:

E-Mail address:

Web address:

No. of full-time equivalent (35 hours a week) employees:

No. of full-time equivalent (35 hours a week) volunteers:
(not including board/committee members)

Roughly when was your organisation established?

What geographic area do you operate in?

2. ORGANISATIONAL / LEGAL STRUCTURE

(a) What is the legal or organisational structure of your organisation? (Please tick)

Company limited by guarantee

Trust

Industrial and Provident Society

Unincorporated/voluntary association
(ie not registered as a company at Companies House)

Other (please specify):

(b) Is your organisation a registered charity?

Yes

No

(c) Does your organisation have a trading subsidiary?

Yes

No

(d) No. of board/committee members:

(e) Which of these statements best describes the composition of your board/committee?

(please tick as applicable)

Our board/committee is community led	
Our board/committee is service user led	
Our board/committee is professional led	
Our board/committee is a mixture of community, service user and professional representatives	

3. SERVICES

(a) What sector does your organisation work within? (Tick all that apply)

Recycling	Social Care
Childcare	Sports/Leisure
Arts	Employability/Training
ICT	Gardening/Landscaping
Enterprise/Business Centre	Construction/Trades
Community Centre/Village Hall	Finance/Funding
Housing	

Other (please describe):

(b) What kind of services does your organisation mainly provide?

(please describe below)

(c) Who are your main beneficiaries or service users and how do you help them?

(please tick all that apply)

Beneficiary Groups	We provide services to:	We provide employment for:	We provide funding to:
People with disabilities			
Children/young people			
Elderly/old people			
People on low income			
Other vulnerable groups			

Unemployed people			
Specific ethnic groups			
Women			
Homeless people			
Specific interest groups			
Local community generally			

Other (please describe)

(d) Do you provide formal training for any of your beneficiary groups?

Yes
No

If yes, approximately how many people do you train each year?

(e) Are there secondary goods or services which you currently provide to other organisations in the community (on a paid for or voluntary basis)?
(please tick all that apply and give brief details)

Meeting space, office space or office services for other groups	Free	Paid
IT advice or support		
Equipment or resources (eg minibus hire)		
Consultancy Services		

Other services (please describe)

(f) Are there other skills or resources which your organisation has which it could provide to others in the future?

(g) Would you be interested in participating in SEAM initiatives to promote trading/exchanges of services and resources between local organisations?

Yes
No
Maybe

(see section 7 for more details)

4. FINANCE & FUNDING

(a) In your last financial year, approximately what level of income/turnover did your organisation have? (Please tick as applicable).

Under £10,000
(please specify amount)

£10,000 - £20,000
£21,000 - £50,000
£51,000 - £100,000
£101,000 - £200,000
£201,000 - £300,000
£301,000 - £500,000
£501,000 - £750,000
£750,000 - £1,000,000

More than £1,000,000
(please specify)

(b) Approximately what level of income do you anticipate for the current financial year?

Under £10,000
(please specify amount)

- £10,000 - £20,000
- £21,000 - £50,000
- £51,000 - £100,000
- £101,000 - £200,000
- £201,000 - £300,000
- £301,000 - £500,000
- £501,000 - £750,000
- £750,000 - £1,000,000

More than £1,000,000
(please specify)

(c) In the last financial year, roughly what percentage of your income came from the following sources:

Source	%
Trading/income generation	
Grants	
Donations or other Fundraising	
Loans	
Contracts or Service Level Agreements (please provide details of these below):	

Details of contracts or SLA's:

5. DEVELOPMENT PLANS

(a) What development plans does your organisation have to ensure its future sustainability and/or growth?
(please give details below)

(b) What do you feel are the main issues affecting the sustainability or growth of your organisation?
(please tick all that apply)

Finance & Funding

Cut backs in existing grant programmes	
Lack of start-up funding for new ideas	
Lack of development funding to expand services	
Lack of time/knowledge to identify suitable funding sources	
Lack of skills/time to complete successful funding applications	
Lack of financial planning skills	

Other/comments:

Trading/Income Generation

Lack of knowledge about how to identify potential markets	
Lack of skills in promoting/marketing services to potential customers	
Lack of knowledge on how to negotiate contracts	
Lack of skills in how to price contracts	
Lack of skills in business planning	

*Other/comments:***Staff & Capacity Building**

Lack of skilled or experienced staff or	
Lack of skilled or experienced volunteers	
Lack of HR skills/knowledge	
Lack of enterprise skills within management committee or board	
Board/committee concerns about pursuing income generating activities	

*Other/comments***Premises**

Premises are too expensive	
Premises are too small or inflexible	
Premises are sub-standard	
Premises are on short-term lease	
Premises are not accessible without a car	
Premises are not accessible for those with mobility problems	

*Other/comments***Infrastructure/Communications**

Unsuitable IT hardware and systems	
Can't afford to update IT systems/software	
Lack of opportunities to share information and ideas with others	
Difficulty of keeping up to date with new developments in the sector	

*Other/comments***Any Other Constraints?****6. SUPPORT NEEDS**

(a) **What do you feel would be the best ways of overcoming these constraints?**
(please tick all that apply)

Assistance with funding applications	
Help to identify suitable sources of finance	
Assistance with financial planning	
Assistance with identifying potential markets for your services	
Assistance with promoting/marketing your services	
Information & support on how to negotiate contracts	
Information & support on how to price contracts	
Help to identify suitable committee members & volunteers	
Assistance with HR /legal issues	
Training for board/committee members	
Training in business skills	
Information on local premises	
Assistance with developing IT systems / computers	
Opportunities to share information & ideas about developments	

Others not covered above:

- (b) **Please tell us which agencies your organisation currently uses for support for any of the above issues**

7. PRIORITIES FOR ACTION

- (a) **SEAM is made up of a range of partners who can all offer different types of support. We are trying to co-ordinate our activities to make the best use of all our available resources. If you could choose 3 priorities for us to concentrate on that would make the most difference to your organisation (or the sector as a whole) what would they be?**

Priority 1

Priority 2

Priority 3

- (b) **Do you have any other comments/suggestions you would like to put to SEAM?**

8. MARKETING

SEAM is keen to help local social enterprises/social economy organisations to market their services – to their potential client groups, funders, the wider public and to each other. We have established a “shop local” page on the SEAM website to help local organisations to promote their services and to encourage local organisations to trade with each other. We would like to use some of the information gathered through this questionnaire on the website, (we will check the accuracy of this information with you before it is posted on the site, and get your permission to include it). You can check out the SEAM website at www.seamidlothian.co.uk

It would also help us if you could write a short statement about the main aims/purpose of your information for inclusion on the website (no more than 100 words).

Appendix 2 Methodological and Sampling Issues

The research was co-ordinated on behalf of SEAM by Rebecca McKinney, from Midlothian Council, and Lesley Kelly from Midlothian Voluntary Action. An initial meeting was held on 6th July with Anne-Marie McGeoch to discuss the overall objectives of the research and the best way to approach the work as a project team.

It was agreed that the research had three general aims:

- To establish a ***baseline knowledge*** about the social economy sector in Midlothian. The partnership wanted more detailed information on the size and shape of the local social economy sector to help it target its activities and to chart its growth and development over time.
- To ***support local organisations to market their goods and services*** more effectively, including the development of inter-trading between local groups. The partnership wanted more detailed information which could be posted on the website and used for marketing initiatives.
- To establish the best ways of supporting the development of the sector. The SEAM partners felt they had a good anecdotal understanding of the needs of the sector, but wanted ***to define the development needs more clearly and identify how these can best be met.***

It was agreed that the best way of gathering this information was to conduct a survey of social economy organisations and a questionnaire with covering letter was drawn up by the project team. Rebecca McKinney and Lesley Kelly identified just over 100 organisations from their databases and arranged for questionnaires to be sent out.

SEAM's remit is to work with both existing social economy organisations in order to increase their capacity to develop income-generating activities, and also to stimulate and encourage new social enterprise growth. As such, SEAM partners have made a conscious decision to work with both those social enterprises that fit within the DTI's definition of social enterprise as "business with social aims", and also with those voluntary organisations that seek to develop trading activities in order to minimise grant dependence. Many members of this latter group may not regard themselves as social enterprises at all, but may wish to adopt more businesslike practices in order to become more sustainable. For these reasons, the team did not feel it was appropriate to define this research sample by legal structure, as in the recent DTI-commissioned UK-wide mapping of social enterprises.

For this research, Midlothian Council's Regeneration Development Team and Midlothian Voluntary Action pooled existing databases in order to generate a sample of over 100 organisations, including established social enterprises, new and developing social enterprises, voluntary organisations that currently or aim to generate some of their own income from non-grant sources. The team then sent a letter to all of these organisations, explaining the research and seeking permission to include them. At this point, a small number of organisations replied to say that they did not wish to take part in the study because they did not feel it was of relevance to them. This brought the sample down to 98.

It is recognised that this is inevitably an incomplete sample of social economy activity within Midlothian. The identification of this sample relied heavily upon the local knowledge of the Regeneration Development Team and MVA, both of whom have remits to support the sector more widely. While both agencies feel that they have reasonably broad knowledge of the local sector, it is likely that there are organisations that neither agency has had contact with. Likewise, there may be more social economy organisations that work in Midlothian but are based outside the county than SEAM is aware of.

A total of 56 questionnaires were returned: a response rate of just over 57%. In order to ensure a high response rate, several attempts were made to contact those who did not reply within the first few weeks and many questionnaires were completed over the phone with one of the project team. In spite of these efforts, there are several significant Midlothian-based organisations that are not included in these findings.

Lesley Kelly of MVA arranged to enter the information from the questionnaires on to a database, which was then analysed by Anne-Marie McGeoch. All three partners have contributed to the drafting and editing of this report.

Appendix 3 List of Respondents and their Activities

Those Primarily Providing Social Care

Organisation	Primary Service	Other Services
Woodburn Day Care Club	Day care for frail elderly.	Volunteer opportunities for people with mental health problems and carers groups.
Nordoff-Robbins Music Therapy	Music therapy with children and adults with special needs. It sees this as very much within a healthcare context.	Delivers formal training to up to 100 people per year (not reported what this consists of)
Alzheimer Scotland (Midlothian)	Day care, housing support, direct services for people with dementia and their carers, and carer education.	
Midlothian Talking Newspaper	News and views from local and council paper on tape for the visually impaired.	
Broomhill Day Centre	Day care for the elderly, mainly based in the centre.	Encourage befriending between volunteers and day centre users, which can involve visits at home.
Orchard Centre	Mental health service, 7 days per week, including centre based support, home based support and outreach work. Also provide a telephone support service (social crisis support) available evenings and weekends.	Also run a café for service users and staff and an arts and health project.
Bridges Project	Services to disadvantaged young people, in Mid and East Lothian, on both an individual and group work basis to enable them to become more self-reliant and employable. Including: advice and information, life-skills, employability skills, pre-vocational work, literacy and numeracy.	Developmental work producing models of good practice and practice tools for use nationally, and occasionally, internationally.

Red Cross	First aid training, provision of first aid at public events, community based services aimed at helping people continue to live independently at home or return home from hospital (including medical aids, transport and escort services).	Keen to see its volunteers use their first aid training and other involvement with Red Cross as step back to, or into, work.
Ark Community Networks	Support for adults with learning disabilities.	
Crossroads Mid & East Lothian	Home based respite care for carers.	
MELD	One-to-one support for drug users and their families, needle exchange and complementary therapies.	

Those Primarily Providing Housing with Social Care

Organisation	Primary Service	Other Services
Trust Housing Association	Sheltered and very sheltered housing and social care for the elderly, including daily visits to residents and provision of evening meal. Provided through one housing development in Loanhead.	
Bield Housing Association	Housing, sheltered housing, registered care, day care, home care and community alarm services. This is a national organisation and not clear what they provide within Midlothian.	
Abbeyfield, Dalkeith	Very sheltered housing.	

Those Primarily Providing Childcare

Organisation	Primary Service	Other Services
Loanhead Community Learning Centre	Childcare – youth clubs.	
Arniston Playgroup	Childcare for children aged 2-5 years, either on a half-day or full-day basis.	
Penicuik YM/YWCA	A variety of educationally based activities including breakfast clubs, holiday clubs, youth clubs and groups for people with special needs.	Also provides arts and sporting activities.
Woodburn Playgroup & Nursery	Pre-school playgroup for children aged 2.5 to 5 years.	
Newtongrange After School Club	Operate from a room within the school, providing before-school breakfast club, after-school club and all day holiday play. Open all holidays apart from Christmas.	
Gorebridge After School Club	Childcare.	
Rosewell After School Club	Childcare.	
Danderhall After School Club	Breakfast club, after-school club and holiday care.	

Those Primarily Providing Employment/Training Services

Organisation	Primary Service	Other Services
RUTS	Group work, one-to-one support and SVQ training for young people aged 14-18.	

Those Primarily Providing a Community Centre or Village Hall

Organisation	Primary Service	Other Services
Middleton Village Hall	Events facilities and recreational amenity.	
Penicuik North Kirk Open Door	Community facilities.	Café.
Dalkeith Community Association	Provides accommodation to community groups and supports their efforts in delivering local services.	
Howgate Village Hall Association	Provide hall for almost anything, with services.	

Those Primarily Providing Arts Services

Organisation	Primary Service	Other Services
Woodburn Children's Drama Club	Drama group for children up to 12.	
Community Media Association	This has not yet started up, but plans to run a netcast/broadcast community radio station.	
Dalkeith & District Arts Guild	Runs arts exhibitions and various other events.	

Those Primarily Providing Sports & Leisure Services

Organisation	Primary Service	Other Services
Eskvalley Model Engineering	A workshop and clubroom for model engineers, and a miniature railway at Vogrie Country Park.	
Bilston Miners Welfare Club	Social club with bar, a bowling green, and a large function room which is used for a variety of local activities including pensioner's lunch club, tea dances, line dancing etc.	
Royal British Legion – Roslin	To assist and further the interest of ex-service people and provide social and sporting activity for the people of Roslin.	
Loanhead Miners Charitable Society	Social and welfare activities.	
Shottstown Miners Welfare	Social club.	
Glencorse Association	Community education and learning for youth, and sporting activities.	
Gorebridge Scout Hall	Youth activities and outdoor pursuits for boys aged 6-17.	
1 st Easthouses Guide Unit	Fun, opportunity, skills for life, teamwork.	

Those Primarily Providing Housing

Organisation	Primary Service	Other Services
Melville Housing Association	Housing to those in need.	
Castle Rock Edinvar HA	Housing.	

Those Primarily Providing Recycling Services

Organisation	Primary Service	Other Services
MARC	Furniture, computer, white good recycling and re-use.	Advice and information on welfare benefits, employment rights and money. Removals. Referrals from caring agencies. Volunteering opportunities. Training (computers and white goods, refurbishment and PAT). Minibus hire.

Those Primarily Providing Finance/Funding

Organisation	Primary Service	Other Services
Capital Credit Union	Savings and loans, plus socially-led, ethical approaches to financial help. (This is open to everyone in Midlothian, but not sure what, if any, activities it has based in the area).	
Friends of Mayfield & Easthouses Trust	Give grants for community benefit to groups and individuals.	

Other

Those Primarily Undertaking Trading Activities

Organisation	Primary Service	Other Services
Lothian Trees & Timber	The production and marketing of local Scottish Hardwood timber, to promote a forest culture in	Aims to benefit the local economy, the local social and cultural life (urban and rural) and environmental

	Scotland.	improvement and sustainability.
McSence Group	Energy conservation in any type of building; office and domestic cleaning; deep kitchen cleaning for hotels and restaurants; installation of central heating; cavity wall insulation; door locks, window locks etc, joinery work, electrical work and plumbing work also undertaken. Also have light industrial office space for rent.	

Those Primarily Undertaking Regeneration Activities

Organisation	Primary Service	Other Services
Gorebridge Community Development Trust	An umbrella group aimed at regenerating Gorebridge. In the process of recruiting its first member of staff and hopes to become involved in a range of local development projects in the future.	

Those Primarily Providing Transport Services

Organisation	Primary Service	Other Services
Lothian Community Transport	Wheelchair accessible minibus hire to community/voluntary groups; training for transport providers and purchasers; advice/information and consultancy for transport providers and purchasers; community bus network in parts of rural Midlothian.	

Those Primarily Providing Information, Advisory or Advocacy Services

Organisation	Primary Service	Other Services
Independent Special Education Advice (Scotland)	Provide advice, information and advocacy representation for parents with children with special needs, in relation to their education.	
MVA	Represent the interests of the voluntary sector and provide a range of support services.	
Dalkeith and District CAB	Advice and general information on a wide range of subjects to the general public.	
Volunteering 1 st	Promote and develop volunteering through a one stop shop, advice information, support and training on volunteering issues.	

