

# Scaling up the Community Enterprise Sector

- Clarify the purpose of your organisation
  1. Provide a specific local service
  2. Provide local services - Being a part of something bigger.
- Need to recognise the internal & external challenges
- Opportunities
  - Cooperation
  - Trading between similar organisations

Co-operating is easier than you'd think



**CHICKEN RUN**

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# Challenges Ahead

## *Ingredients for success .....*

1. Win the job – producing a credible tender
2. Have the people in mind to do the job
3. Get the capital for gear and liquidity
4. Ownership of assets – bricks & mortar
5. Board, management team, operational – understanding and freedom to move
6. Go in as equals – 50/50

# What can be achieved!

1 + 1 = 3

- Trading back and forward ; ideas, people, money, systems, expertise, programmes .....
- Collective credibility enabled us all to borrow – Prometheus
- Share key employees and keep them in the industry – Gary and Louisa, Julie
- Big enough to work directly with big players
- Over time – building ‘the Pool’ .....

# Kaitaia Cooperation – The Team



There may be some surprises!



# One thing leads to another.....

Year 2000 \$1,200,000 turn over  
20 permanent jobs

CBEC

Waiheke

Clean Stream

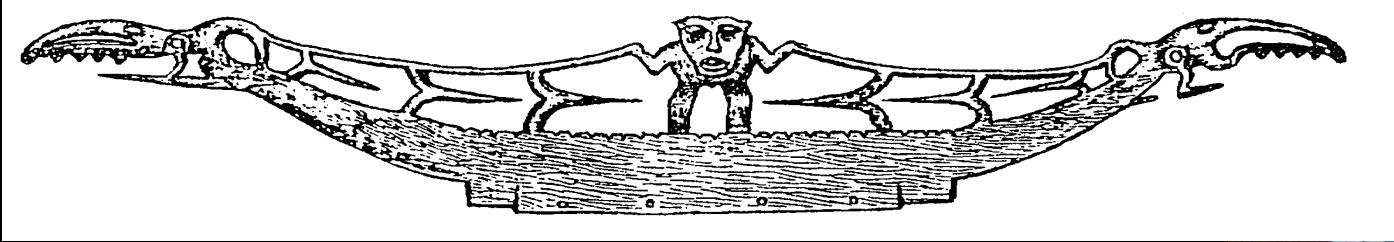
Remarkable recyclers

Healthy Homes

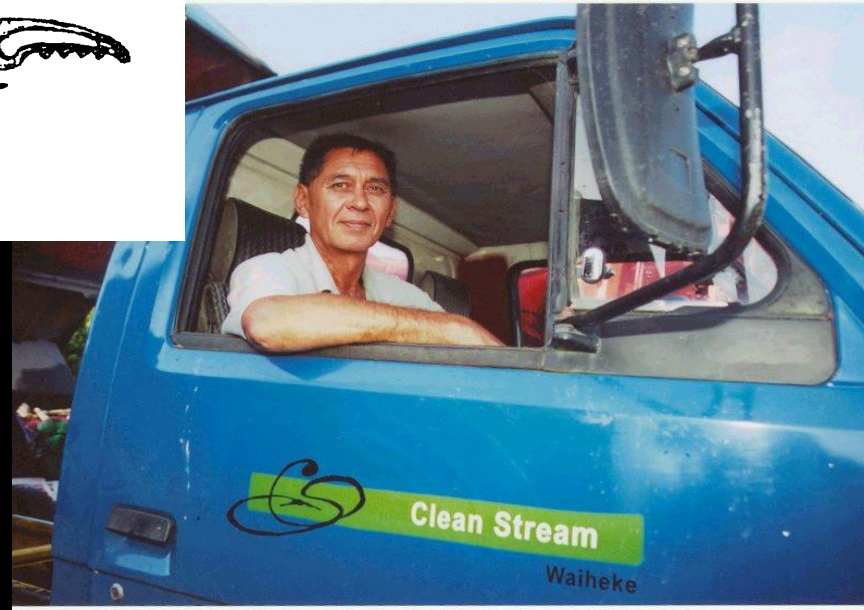
Hurunui

This  
thing is  
bigger  
than the  
both of  
us!

Year 2010 \$5,500,000 turn over  
70 permanent jobs



# TE RUNANGA O TE RARAWA



# Necessity is the mother of invention

*How safe is your contract or initiative?*

- Threats - regionalisation of contracts
- Any spaces will be filled by someone
- Shift to a different scale – resistance is futile
  
- Unexpected benefits – capacity to deliver
- Opportunities appear
- Endangered species banding together

# Community Enterprise

## *What could we do together?*

Are we single issue or multifunction....

- Community Recycling Network – working together
- Resource recovery contracts – scaling up and getting into new areas
- Re-manufacturing of recovered materials

## *or something different?*

- On The Road Recycling
- Insulation – Healthy Homes
- Bio fuel production



It takes.....

- Trust
- Commitment
- Determination



# Lessons Learnt

## *(Community Enterprise Sector)*

- Unlimited potentials
- Driver for Change
- Requires Bigger Vision to grow and secure the sector
- Profitability; Growth; Borrowing are not dirty words!
- Strong, active networks trading cooperatively will ensure sustainability
- The **NEED IS THERE!**

# Co-operating at Waitangi 2010

*A Zero Waste Event!*

