



Scaling Social Enterprise – Lessons Learned

Steve Lawrence - ASIX



My experience in scaling

- Sydney ITeC Repair Centre – organic growth
- WorkVentures Connect PC refurbishment
- Western Sydney ITeC takeover
- JobFutures
- Social Ventures Australia
- School for Social Entrepreneurs



Scaling Options

- Why grow? Stay small and local
- Centrally controlled growth – rapid or organic
- Takeovers
- Franchise or licensing
- Clusters and networks
- Diffusion



Lessons

- Why grow?
- Sustaining service quality while growing
- Entrepreneurial ambition
- Designing a sustainable business model that can grow
- Here will the funds come from?
- From micro-lending to banking with the poor



More lessons

- Job Futures – national cover and local ownership – strengths and weaknesses
- It seldom goes as planned
- Leadership skills required are not the same for startup and growth
- Rapid growth can be a big problem – securing funds and people, putting mission and values under pressure



Conclusion and questions

- Contact – steve.lawrence@asix.org.au