



A SHOWCASE OF
Social Enterprise
IN EDUCATION



“WELCOME BACK!

We hope you've had a great summer break and that the new academic year has got off to a wonderful start.

We've just launched the **2014/15 Social Enterprise in Education Awards** and it's already shaping up to be another exciting year for the programme. We have now been lucky enough to work with around 600 schools and colleges since 2008 and nearly 40 of them have received a Social Enterprise in Education Award.

With your support, we've captured some of the inspiring work young social entrepreneurs are doing as a result of participating in the programme.

Thanks to everyone for participating and contributing your stories. Keep supporting each other!



Kind Regards,

Social Enterprise in Education Team



**Social
Enterprise
in Education**

Delivered by Social Enterprise Academy

We'd love to hear more about how your social enterprises are shaping up so please do **keep in touch and share your stories!**

You can send your news to
jan@theacademy-ssea.org

or tweet with:

#ChangeStories2014

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KEY FACTS: Raising awareness of social responsibility; Community engagement

How it developed

We are a secondary school for pupils who have additional support needs. Our S3 Business class were keen to take on a Social Enterprise activity after learning about ethical business as part of their curriculum. They looked at a number of options and finally came up with the idea of running regular coffee mornings selling scones with cream and jam to staff.

They started trading with their first “Aberscove Morning” on Friday 4th October 2013. They then identified the potential for growth in sales by offering an “Aberscove Morning” to pupils. It is hoped that there can be further growth in the business by opening them up to the public.

To date we are making a profit of approximately £10 per event, a relatively small sum, but if we can develop this Social Enterprise there is the potential for

a considerable amount of money to be raised to help support the “Brick by Brick Appeal” which is hoping to raise £15 million to build a new hospice in Bellahouston Park in Glasgow. This was the chosen charity of the class and they are all keen to make the biggest contribution they can.

What Pupils Gained

The “Aberscove” class recently attended the Dragons’ Den event in Glasgow and were delighted to be awarded with a £50 cheque to invest in their Social Enterprise. They were also extremely proud to be presented with a certificate in recognition of their social responsibility in trying to help others in their community. It is hoped that they will continue to trade into next year and watch their small social enterprise expand. They are enjoying this learning experience and believe that they are capable of doing even more to help their cause.



KEY FACTS: Research and consultation; Environmental aims

How it developed

Aberlour P7 set up a Social Enterprise after being inspired by the local High School last year. We decided to integrate the project into the children's overall learning experience within school. The children researched Social Enterprise to find out what was required and from there they began to set up their own Enterprise.

After much research and consultation with parents and the community, the children decided to collect and sell "pre-loved" school uniform and casual clothes for a fraction of their original cost. This was meeting both environmental aims with regards to recycling as well as economic aims by providing an affordable way to purchase essential school clothing. Their first sale was a huge success and raised £135.

To qualify as a social enterprise the children then had to reinvest their profits

for a social and/or environmental purpose. The children decided they wanted to spend their money by organising events for over 60's in the local community. On the 21st of November they held their first event in Aberlour Parish Church providing fun activities such as pot painting, dominoes, cards and bingo along with free tea, coffee and biscuits. A few local residents came along and thoroughly enjoyed their afternoon.

What Pupils Gained

The children get a great deal of satisfaction and achievement from this project and it is something we hope to sustain for years to come in Aberlour. Not only do they make links with their community but they get the chance to gain skills and experiences across the curriculum which will be of great benefit to their future.



“ We wanted to learn about business and the best way to do that was to start our own one ”

KEY FACTS: Raising awareness of healthy eating choices; Improving school environment

How it developed

We decided we wanted to learn about business and the best way to do that was to start our own one. We invited Jay, from the Social Enterprise Academy, to come and talk to us about social enterprise.

After Jay's visit we decided we wanted to create a healthier community and also to start a healthy tuck shop. We thought about how to make money and how to use our profit to help others. We learnt that this is called social enterprise.

Since we have started our enterprise we have raised £360 and plan to continue the tuck shop next term. With our profit we now hope to start to improve the school

grounds. We hope to build a bike track and to develop the school garden and generally encourage people in school to get out and be more active.

What Pupils Gained

We have been running the tuck shop fortnightly for about six weeks. We learnt lots of things like:

- 1) How to work with a budget
- 2) How to deal out change
- 3) How to calculate profit
- 4) How to work in a team

Written by Milly Meldrum-McNab, Cailean O'Reilly, Hannah Coltart & Charlie Hargill (P6R)



SGOIL DHALABROID, SOUTH UIST FARMER'S MARKET DAY

KEY FACTS: Farmer's market to strengthen links between school and community

How it developed

Sgoil Dhalabroid from South Uist, a Green Flag achieving school, has been involved in growing a variety of vegetables over the last few years.

This has extended pupils' learning by taking it outdoors while involving the school community in positive action. This experience has afforded the school a wealth of opportunities for linking sustainable development; cross-curricular work within the school in both the mediums of English and Gàidhlig.

The work undertaken has enabled and encouraged stronger and closer links between the school and the wider community. Each September once planting, weeding and harvesting have been done, pupils sell their vegetables in a socially enterprising way.

A 'Farmers' Market Day' is held during the normal school day thus encouraging parents



and the local community to call in and purchase fresh homegrown produce. As with the crops, celebrating harvest changes year on year. One year it could be "Harvest soup day" with a senior citizens lunch, Farmers' Market or Healthy Eating Week. All involve the school and the wider community.

What Pupils Gained

It is an enjoyable, social and productive occasion where pupils can feel proud about the quality and types of produce they have grown and others have purchased. The money raised from this is then paid into an enterprise / eco account to fund the following year's enterprising/ eco garden.



KEY FACTS: Supporting local causes; working with professionals; learning skills for work

How it developed

Scrabbles by Hollybrook is a company run by pupils to sell pupils' art work. Our pupils realised there was a need to do something with the art work produced by Hollybrook Academy pupils. They thought it was wrong to allow pieces of art to be stored in cupboards, never to see the light of day again.

Pupils collect pupils' art from the art department, catalogue, price and then frame each piece of art work. The group has already created partnerships with Govanhill Library, Govanhill Baths and Impact Arts. They have also enlisted the help of two professional graphic designers to professionalise their logo and help design flyers.

The business is in its infancy but we anticipate ramping things up by the Summer term. Pupils plan to display artwork in venues across the city. They

will also release 150 helium balloons from a prominent position in Glasgow. Each balloon will contain our contact details and the first person to contact us will receive a free piece of art. We hope to get the media involved in this publicity stunt.

All money raised will be given to Yorkhill Children's Hospital and our School fund. Out of the 18 pupils in our class, 14 have been supported by Yorkhill - they want to give something back.

What Pupils Gained

The pupils involved in Scrabbles by Hollybrook will develop a deep understanding of social responsibility by giving all their profits to Yorkhill Children's Hospital. Pupils are also improving their enterprise, literacy, numeracy, organisational and ICT skills.



KELVINDALE PRIMARY SCHOOL STATIONERY SET

KEY FACTS: Running stationery business for a better prepared for school; supporting Water Aid

How it developed

The Social Enterprise Committee in Kelvindale Primary School set up a stationery company in school called Stationery SET. The committee researched pupil needs and discovered a gap in the market for stationery items. The company has ensured the choice of products reflects the current trends within the school and appeals to children of all ages.

Pupils at Kelvindale actively strive to help those less fortunate than themselves and this shaped their social aim. The committee agreed all profits from their company will

go to Water Aid. The charity Water Aid was chosen as it linked to the whole school Eco aims and met the children's ultimate goal; improving the lives of others.

What Pupils Gained

Stationery SET is comprised of nine pupils from a range of ages within the school. They are working together to develop their negotiation, cooperation and communication skills and have undertaken new responsibilities including managing finances. They meet every week to plan their next steps, advertise their business and review their stock.

KILPATRICK SCHOOL, CLYDEBANK THE KILPATRICK WORK SHOP

KEY FACTS: Run a craft shop and community cafe; support charities at home and abroad

How it developed

The Kilpatrick Work Shop has been running for 12 years. We became inspired by Emma Scullion, who had started awamu to support the women who care for vulnerable children in the slums of Kampala, Uganda by helping them sell their range of products. She knew they had the skills but not the money to buy start up materials and no way of marketing their products. 66 children are now funded to attend school and many women attend skills training classes through awamu.

We asked Emma how we could support awamu. Emma told us about their healthy eating project called **Food for Education**. Many children born with HIV need to take medication 3 times a day; on an empty stomach, this is very painful. The project aims to help 60 families grow nutritious food so that children can eat regular healthy meals – this can cost £100 for one vegetable garden. Back in Clydebank, our Home Economics teacher, had just won a Food For Thought grant to encourage healthy eating at Kilpatrick School. Whether in Clydebank or Kampala, all children need to eat healthy food! So we decided to raise money to build a vegetable garden in Kampala. Just one garden, by Christmas.

Everyone got involved. We did lots of fundraising and also developed and sold



special products to raise more money. Before Christmas, we had collected £200 – enough for 2 vegetable gardens! It really motivated us to do more!

Emma sent us a string of hand-crafted recycled paper beads made by Sarah in Kampala as a ‘thank you’. We asked for a few more samples and before long we had over one thousand colourful beads arrive in the post! We designed a new bracelet using the awamu and Kilpatrick beads together - the “awamu-kilpatrick-together bracelet.” Everyone loved it, even the Clydebank Museum gift shop! We have now raised another £100 for garden Number 3! We are developing a range of “awamu-kilpatrick-together” jewellery and awareness bracelets also.

What Pupils Gained

Supporting awamu has made our business a social enterprise and given our efforts a purpose. It feels good to use our skills to help others and motivates us to build as many vegetable gardens as we can. Our own Kilpatrick School vegetable gardens are being planned and we are currently working on a healthy eating recipe book which will feature a few recipes from our friends in Kampala.



**KING'S PARK PRIMARY SCHOOL, GLASGOW
KP FRUIT FLURRIES**

KEY FACTS: Promoting healthy eating; supporting Water Aid

How it developed

Our Business is KP Fruit Flurries. It is a mocktail business set up in King's Park Primary serving lovely, nutritious mocktails to all of the children in our school at break and lunch times, 3 times a week.

We have a choice of 4 delicious mocktails for the children to choose from and charge the infant department 20p a cup and the upper school 50p a cup. We have been open for a couple of weeks now and we are really pleased as we are beginning to make a good profit from our stalls.

What Pupils Gained

So why did we decide to do this? Well we have done a lot of research on Water Aid in our science topic, Planet Earth and we decided that we wanted to try and make a difference to people in the world who don't

have access to clean and safe water, so all of our profit goes to Water Aid so that we can say that in P7/6 we are making a difference.

Written by Caitlyn and Holly and the rest of P7/6





“ It was a great experience for us as we found out just how hard it is to start up a business ”

KEY FACTS: Raising money for CHAS; working with big businesses

How it developed

We are King's Park Secondary and we came up with a product called Spread It which is an empty glue stick container filled with Nutella. It is for people to spread Nutella easier on bread. We got permission from Nutella as we contacted the head office after a great many phone calls to them.

There are 18 pupils in our class and we all worked well together and developed good team working skills. Everyone in the class participated in the project and helped each other when needed. The social aim was to donate money to CHAS as this charity has helped the family members of pupils in the class.

On the 26 February we went to the City Chambers and participated in a Dragons Den competition. We made our pitch to the Dragons and the other 10 schools about Spread It . Chloe Smyth, Caitlin Murphy and Taylor Paterson made the pitch. We didn't win but we received a £50 cheque to use towards producing our product and a framed certificate which is now up in our school entrance hall for all to see.

What Pupils Gained

It was a great experience for us as we found out just how hard it is to start up a business - hard work but really good fun too!



KEY FACTS: Connecting generations in the community; learning business skills

How it developed

In the second term of the school year, two P6 classes from Kintore Primary School had a dream: to run a sustainable social enterprise.

We thought about what our Community needed then brainstormed ideas in teams of four. Each group had to pitch their business idea to the rest of the class, 'Dragons Den' style. We then voted on the idea that we thought there was a need for. It also needed to be realistic and sustainable.

We chose Bingo Bunch (bingo afternoons for the elderly) and Books and Bakes (a book club for the elderly). The class split into 3 teams - Advertising, Marketing and Finance, plus two directors. We became dedicated to our enterprises Bingo Bunch and Books and Bakes. The idea was to have a free monthly event, either a bingo afternoon or a book club, for the elderly. P6K would run the bingo, and P6S would take care of the book club.

Firstly, we had to raise money for the equipment and for some snacks and drinks.

After taking a loan from the school, both classes set out to track down and bring in any old books, which they would sell to raise money. Hundreds of books had to be priced by Finance, while Advertising and Marketing fought to bring more customers.

Despite several full boxes left, the books had sold brilliantly and raised over three hundred pounds. We were ready to start – we used the money from the book sale to buy our bingo equipment and some food and drink for the events. So far, we have held a Bingo Afternoon and a Books and Bakes Event. Both were great successes and every single visitor had an amazing time.

What Pupils Gained

We have developed a range of skills through this topic, such as leadership, team work, communication and problem solving. We feel we have brought the community together and we gained a wealth of experience as a result.

Written by P6K and P6S, Kintore Primary School



**KIRKLANDNEUK PRIMARY SCHOOL
KICKSTART**

KEY FACTS: Providing exercise classes for the community with a crèche

How it developed

With a successful application to the Local Authority's Dragons Den competition winning them Primary Sector Award and a £500 investment, the pupils (alongside their Primary 7 teachers, Ms. Clare McCurdy and Mrs. Louise O'Brien) devised their Health-based community project "Kickstart".

The aim of the company was to provide affordable, friendly and fun exercise classes for all members of the local community. Kickstart also offers a crèche facility to support parents with younger children which is run by Primary 7 pupils and a member of staff.

In order to ensure the pupils were equipped with the necessary skills and training, they undertook training with their Lead Officer in PE, Mr Brian Millar. The pupils then planned and devised

aerobic warm up and cool down routines which the children deliver on rotation at fortnightly classes.

Since their launch in November 2013 Kickstart has grown and developed a regular client-base.

What Pupils Gained

The pupils have developed their skills in numeracy, literacy and personal health. As the classes are solely pupil led, Kickstart has enriched the children's communication skills by enabling them to deliver confidently to a large adult audience.

The pupils plan investment by comparing costs to ensure best value for money and are also responsible for class fees and ensuring their books balance. In order to boost clientele they have advertised, written persuasive letters and devised customer incentives.



KEY FACTS: Running a community cafe to bring members of the community together

**LOCHDONHEAD PRIMARY, ISLE OF MULL
SEED PLANTING COMMUNITY CAFE**

How it developed

On Monday the 3rd of March, we held another successful Community Café. This time we invited our guests to take part in a seeds pick and mix, where they could choose which seeds they wanted from a selection of Mint, Basil, Sweet pea, Parsley and Coriander, and plant them themselves.

We all assisted with the planting of the seeds and were delighted by how many pots we sold.

After the planting extravaganza, our guests were able to go and sit in the dining room and enjoy a cup of tea or coffee, and a delicious cake or two which were provided by some of our parents.

We made a grand total of £71.30!!





KEY FACTS: Running Toast Office to support Stand By Me in Northern Burma

How it developed

33 Primary 7B pupils set up our Toast Office to raise money for Stand by me, a charity we are working closely with. We are hoping to raise £4,400, which will pay for the education of 180 children in a school in Northern Burma for a year. This supports our rights based learning and global citizenship. The Toast Office is one of many enterprise projects which have been set up throughout the school to support our fundraising project.

The Toast Office opened on Tuesday 21st January 2014 and is open every Tuesday at morning break times. The cost is 20p a slice. All members of the school community now use this service, ranging from pupils, teachers, support staff, office staff and visitors to the school. It has provided a service for everyone in the school which was not previously available and has proved very popular.

**NEWARK PRIMARY SCHOOL
PRIMARY 7B'S 'TOAST OFFICE'**

What Pupils Gained

The children have taken the lead during this project and have collectively and collaboratively worked on all aspects needed to build up business. These range from promoting and advertising the service through posters, reminders at assemblies, using the tannoy announcement service and the school newsletter.

Whilst working at the Toast Office the children gained experience and knowledge in many areas. These range from handling money, budgeting and dealing with supply and demand. In addition to this they have gained new skills in communication and safe food handling practices.

It is hoped that the Toast office will continue until the end of the school year and continued next year by new group of pupils. By that time we hope to have helped reach our ambitious target.



PORT ELLEN PRIMARY SCHOOL SCENT-CITIZENS



How it developed

The children in P4/5 in Port Ellen Primary School, Isle of Islay, have been working diligently over the last few months to set up and manage their own social enterprise business, 'Scent-Citizens' which produces soaps and bath bombs. Scent-Citizens sell their products to the Islay Hotel for the guest bedrooms and at school events. The children wanted to invest some of the

KEY FACTS: Running a soap business; supplying local hotels; profits used to develop local coastal path

profits made into the local community and decided that they would like to help develop the new distillery path.

What Pupils Gained

They have been involved in writing their own business plan, creating a company name and logo, designing order forms, invoices and customer feedback forms, making orders for resources, producing soaps and bathbombs, packaging, sales, book keeping and delivery.

They are going to purchase compost and plants which they will put in barrels kindly donated by Lagavullin Distillery. These barrels will be placed along the path and the children hope that this will encourage people to enjoy using it.



**ROYSTON PRIMARY SCHOOL, GLASGOW
ROYSTON FRUIT-I-LICIOUS FRUIT SHOP**

KEY FACTS: Teamwork; Healthy eating

How it developed

The Primary 6 pupils here at Royston Primary school have set up a Healthy Tuck Shop in school and decided to help other people as well as the school. Every Tuesday to Friday, a small team of sellers go round the classes offering a range of fruit to all the pupils.

The Primary 6 pupils are split into 3 groups – a team of sellers, who have a 3 week rota for working; a team of advertisers, who make the posters and leaflets for the tuck shop; and a team who look after the money.

We decided that we wanted to help children in Malawi, after hearing a talk from a charity called ‘Classrooms for Malawi’.

This gave us the chance to support people less fortunate than ourselves.

Our Healthy Tuck Shop is called ‘Royston’s Fruit-i-licious Fruit Shop’ and we all help to make a difference. Any profit that is left, after we’ve paid our bills and bought new stock, gets put into the school office. After a term, we intend sending the profit to the charity to help the children in Malawi. We made posters which we sent to Malawi, to be put on the walls of one of the schools, who we hope to help.

What Pupils Gained

Our class have had great fun working everything out and telling the school at different assemblies about the work of the Healthy Tuck Shop.



KEY FACTS: Toast bar, cafe and community activities to raise money for Mary's Meals

How it developed

Pupils from Primary 5 in St. Joseph's Primary decided they wanted to make a difference after watching "Child 31", a DVD produced by Mary's Meals. They asked their teacher and Head Teacher if they could raise funds to build a kitchen for a school in Malawi.

They produced a business plan with the target of raising £8000 in two years. They consulted with all staff and pupils from the school, as they realised that reaching this ambitious target would require the joint efforts of the entire community.

They invited the local parish community to get involved after Mary's Meals gave a presentation in the church. Pupils organised a toast bar, a monthly café and a variety of craft activities to be sold at the cafes. They also ran other fundraising ventures such as race nights and raffles. Every pupil in the school was involved in

the social enterprise project, from ordering materials to serving tea and coffee to guests at the café. With the help of the community, that they achieved their target within 1 year instead of the anticipated 2 years.

What Pupils Gained

Pupils developed skills for life, work and learning through this venture. The work that they carried out contributed to gaining accreditation as a UNICEF Rights Respecting School. They utilised skills in numeracy and literacy in the course of their business work.

They developed their ability to work as part of a group and to operate independently. Most importantly, they have the sure and certain knowledge that they have made a massive difference in the real life opportunities of hundreds of children in Chimbumbu Primary School in Southern Malawi.



ST. LUKE'S HIGH SCHOOL, BARRHEAD NAIL BAR

KEY FACTS: Running a nail bar to generate a profit which goes to local charities

How it developed

Six 5th year pupils at St Luke's High School Barrhead have started their very own Nail Bar Social Enterprise in the school grounds. The girls offer their services to teachers, office staff and pupils.

In addition, the group have helped a variety of charities such as Accord Hospice and SCIAF through donating their profits. The girls have arranged to visit a local hospice to offer their services to brighten up the day of others.

What Pupils Gained

The enterprise has been a roaring success and the girls have not only developed great business skills but have gained valuable experience which will benefit them as they prepare to leave school.





KEY FACTS: Novelty photo booth; used by whole school; profits used to support Yorkhill Hospital

How it developed

Snap Shop Mania is a fun photo booth run by the Primary 6 pupils. They take photos of groups of friends in front of a green screen wearing silly props and then sell the photos for 50p or the key rings for £1.00.

The business has proved to be extremely successful and popular with the whole school and the nursery. We recently did a French themed photo shoot (for French Week) and made a fantastic profit! We are using the money raised to create a better outdoor learning environment for all of the children.

We have recently moved into a brand new school and the money raised will be put towards some picnic tables, benches and play equipment. The children involved have shown continual commitment, responsibility and good team work skills.

What Pupils Gained

27 pupils are involved and are split into six different teams depending on their personal

skills. We have got a management team, an administration team, a marketing team, a finance team, a prop team and a photo technician team.

The children have gained real life experience of how a real business is run; they have developed their technology skills and have become fabulous entrepreneurs!





WICK HIGH SCHOOL WICK ED'

KEY FACTS: Multiple social enterprises under the umbrella Wick Ed', enabling young people to develop employability skills and skills for life

county hospital, they have built their shed and just planted their potato seeds. Weco Wonders are busy turning trash into treasure making plant pots and tea lights from cans. Wickers Café are running their café successfully every Friday feeding happy teachers, pupils and visitors. Funds raised have been supporting the promotion of Duke of Edinburgh in the school helping to buy equipment and supporting pupils in what seem like unaffordable projects.

The pupils developed their ideas further as interest has grown and have been using social media to promote and share their ideas. Currently they are planning an Easter Fair and will be having their own stalls as well as inviting other community enterprises to come along.

What Pupils Gained

It has been fantastic to see them enjoy creating items and recognising that they can successfully and purposefully make a profit and support themselves and others in their community.

Many of these pupils live in areas of multiple deprivations with high unemployment rates, so this experience is essential in helping them with their employability skills and promotes a positive ethos of self-sufficiency. The fun, social skills and friendships which are developing are wonderful and help to unite pupils from all across the school.

How it developed

With the aim of supporting all pupils who attend Wick High School by giving them more choices and chances in achieving a positive destination Wick Ed' was born in 2013.

We now have a variety of pupil led enterprises under the Wick Ed' umbrella. Quenched, Qwax and Fabwicks have been set up by S5 pupils who are fundraising to support a volunteering trip to Belarus this summer with the Charity STAND International. Quenched are a smoothie, juice, fruit and healthy snack stall. Qwax make homemade soap, bath bombs and candles and Fabwicks have been creating a knitting frenzy in wick, by making animal hats and other items like brooches, bunting and aprons.

There is also Vegemight who are running their own allotment at the local Town and