

2009 Winners and Finalists – what happened next?

Six months down the line from the 2009 Morgan Foundation Entrepreneur Awards, winners and runners-up describe the difference the Awards have made to their businesses.

Best New Business

Greengrape Solutions, Liverpool, Merseyside – WINNER 2009



Greengrape Solutions
Recruitment Training Support and Advice

Greengrape Solutions supports the recruitment, training and business needs of public and private providers delivering significant Welfare-to-Work programmes on behalf of central government. It develops bespoke solutions geared towards these organisations, which meet the needs of individual programmes, whilst also enhancing the prospects and opportunities of workless individuals.

"The Morgan Foundation was, for us, a chance to elevate our business and really celebrate our success in our first two years of business. We certainly did not expect to win! It was an exhilarating, educating and rewarding experience, one which we shall never forget.

"The prize enabled us to expand our existing team helping us to push our business forward, to market our services further and to tap into the expertise of some really inspirational and knowledgeable mentors. We would encourage anybody who is proud of their entrepreneurial achievement, to grab the opportunity with both hands and enter this year's awards...you never know, you just might win!"

Emma Loizidis, joint founder
www.greengrapesolutions.co.uk

The Novelty Warehouse, Wallasey, Wirral –Joint Runner up 2009



The Novelty Warehouse is an online shop specialising in multi-sensory resources and toys, especially beneficial to children with special needs. The stimulating, tactile and sensory qualities of its toys play an important role in the teaching of children, unlocking their potential by promoting opportunities for development and learning through play. The store's sensory resources have sparked the imagination of parents, carers and professionals in schools, hospitals and homes, and are used by The National Autistic Society, The National Portage Association, and many other organisations and groups in the special needs community.

Liz says she was extremely encouraged and focused after being awarded runner up in Best New Business in the Morgan Foundation Entrepreneur Awards 2009. The prize money helped her to upgrade the website, kick start search engine optimization and Pay-per-Click advertising, and introduce social networking, helping the business reach a larger audience on the internet. The Novelty Warehouse website has successfully expanded overseas, and the shop is now supplying their sensory products internationally to a worldwide audience on-line.

"I also took full advantage of the professional services prizes awarded," said Liz. Taking on board the advice and recommendations of these experts made me reflect on my business and planning, and develop my own skills. "The Novelty Warehouse is now changing names to 'Sensory Toy Warehouse'. I feel the new business name better reflects our product range and services, and I'm confident is another step down the road to success.

"I have to confess that the Awards were the most amazing evening that I have experienced, and I wish I could do it all again!"

Liz Howard, owner
www.thenoveltywarehouse.com

The UK Foodhall Ltd, Welshpool, Powys - Joint Runner up 2009



The UK Foodhall provides healthy, local food for schools. It sells mostly frozen meat products, competing with importers. Its strap-line is 'Great British Food for Great British Kids' and, serving over 10,000 schools, it is now the biggest supplier in the UK. It only supplies foods from one of the recognised farm assurance schemes that are quality, low fat, low salt, low sugar products.

"The Morgan Foundation Entrepreneur Awards provided us with invaluable confidence in ourselves and our company. Since winning last year, our company has gone from strength to strength. We have had an huge increase in turnover, broken into new markets, and even been invited to Number 10! Winning the Morgan Foundation award was a great moral boost for us all and the confidence it gave me in my presentation skills was invaluable. Thank-you to The Morgan Foundation."

Karen McQuade, Managing Director

Best Business Providing Economic or Social Contribution

Kid'z'Ink, Holyhead, Anglesey – WINNER 2009



Kid'z'Ink is a group delivering childcare opportunities (training, employment and childcare places). It is a not for profit group in the process of becoming a CIC. It was born from a local Communities First Partnership as the need for affordable good quality childcare became evident in order to help regenerate the area, which suffers from severe economic deprivation. Kid'z'Ink offers affordable, good quality safe childcare facilities run on a not for profit basis, which allows it to keep the costs down. They also offer childcare management services and training opportunities.

"Since winning the award last year Kid'z'Ink has faced turbulent times following mass redundancies of over 600 in Holyhead alone seeing the need for childcare take a dramatic drop. However the award has helped us ride the economic recession and we have even managed to expand and diversify our services to offer mobile crèche facilities across the Island.

"The accolade of the award has also helped us with funding applications and advertising. We are through to the second stage of the Lottery funding application and things are looking hopeful for the future. Kid'z'Ink has recently signed all the paperwork to register as a Company Ltd by Guarantee and without the recognition from the Morgan Foundation we would never have had the confidence to take this step so soon.

"We would encourage others to apply to the Morgan Foundation Awards as the judges really do recognise hard work and dedication. When we applied we never thought that Kid'z'Ink were anywhere near good enough as we didn't really acknowledge our own achievements."

Rita Lyon, Kid'z'Ink

Walton Lea Project, Warrington, Cheshire – Joint Runner up 2009



Walton Lea Project is a successful horticultural employment project providing training and life chances to more than fifty adults with learning difficulties across Warrington and beyond. It operates from two sites and integrates exceptionally well with the local community, providing regular mobile shops selling home-grown and other locally sourced produce.

"The main thing I would say was beneficial to us in entering the Entrepreneur Awards last year was how it boosted morale within our organisation and highlighted our work to a much wider audience. We met some incredible, hard working and inspiring individuals and groups and were staggered by the wealth of work which is being undertaken in the region."

Kate Fitch, Walton Lea
www.waltonlea.org.uk



**Five Children and Families Trust Ltd, Speke, Merseyside –
WINNER 2009**

A progressive charity, Five Children and Families Trust, focuses on families in the most deprived area of the UK. It provides community driven services combined with a strong focus on social enterprise. Its drive is to respond to need innovatively and profitably, in order to achieve its charitable objects and mission: "passionate about making a difference".

"To be recognised is rewarding in itself, however achieving the Best Entrepreneurial Charity Award is a great affirmation for the board of Five Children and Families Trust that they have developed a strong business model with an equally strong social purpose. The prize has allowed us to build up a community bursary to enable community organisations to access our Can Cook Studio and we have been able to attract in match funding to the bursary.

"Our Can Cook Food Domes go live this June and we have been contracted to deliver a community programme through City Safe, under the banner of Speke Together as part of a local Connecting Communities pilot. Additionally we won a competitive tender to Liverpool PCT to roll out a city-wide programme to teach schools and communities to cook; this is in addition to our School Sessions programme. Developing our enterprise model still further, our domes will trade in major northwest food festivals throughout the summer of 2010.

"Within our cookery studio, we continue to win business and extend the services we offer. We are increasingly asked to facilitate team away days for companies and we see this as having considerable market potential. We have also been given our own shop front in Liverpool City Centre for six weeks where we will be delivering cookery demonstrations to residents and tourists alike. All of this activity is wrapped up in a huge publicity drive, intended to position us as the leading provider of cookery services across the Liverpool area.

"Other parts of the business are really strong and we are pleased that the new Government is maintaining a focus on early intervention and Sure Start Children Centres and that they are keen to establish a social enterprise model of delivery which throws up huge opportunities for Five. It is a very exciting time for Five."

Susan Roberts, Five Children and Families Trust Ltd
www.fiveforfamilies.co.uk

**Rape and Sexual Abuse (RASA) Centre, Birkenhead
Joint Runner up 2009**



RASA exists to relieve the emotional and mental distress of individuals who are currently, or who have historically been, victims of sexual violence. This sexual violence may have been within a domestic situation, a close relationship or perpetrated by a stranger.

"Winning the runner-up award for best entrepreneurial charity was a huge morale boost. It felt like all those hours spent locked away with funding bids and spreadsheets was finally being recognised. Being able to use the runner up logo has given our funding applications an extra boost. It demonstrates that someone thinks we are worthwhile. Achieving funding is getting harder and harder as the recession bites and this award has certainly enhanced our capabilities. It's like an endorsement that we really do know what we are doing."

Jo Wood, RASA
www.rasamerseyside.org

**The Neuromuscular Centre (NMC), Winsford, Cheshire
Joint Runner up 2009**

NMC Design+Print is a social enterprise established by the Neuromuscular Centre (NMC) to tackle the problems of social exclusion and insufficient employment opportunities for people with neuromuscular conditions in the private and public sectors. The company offers graphic design and print solutions as well as promotional training courses to a wide variety of organisations, primarily in the North West, but increasingly across the country.

"Our recent success in the Morgan Foundation Entrepreneur Awards has done nothing but good for our business in more ways than one. As a Social Enterprise operating as part of a Charity it is often difficult to be taken seriously by more conventional businesses, participation alone in such prestigious and high profile awards as these does wonders for our image – actually winning an award is the icing on the cake."

"Participation in the awards also enabled us to rub shoulders with like minded entrepreneurs, to discuss the problems we face and to establish strong links. Often we have been able to help them from a business point of view which has been of great mutual benefit, we have been able to produce savings in their print and design costs and increase our own business at the same time, a real win-win situation."

"All in all I cannot recommend entry into these awards highly enough; there is absolutely nothing to lose and everything to gain."

Alan Mottram, Sales Manager, NMC Design+Print
www.nmcentre.com

Best Young Entrepreneur

John Kelly, John Kelly Construction Services Ltd, Anglesey – WINNER 2009



John Kelly Construction Services is a successful growing business, supplying a wide range of construction and civil engineering services in the North Wales area.

They have built a strong reputation for reliability, quality and professionalism. Continually striving for excellence, they work in partnership with clients to execute projects to exacting standards.

“Winning the award last year has had a major impact on John Kelly Construction Services Ltd. It has boosted the profile of my business. There was some significant media coverage of the event and I have incorporated a feature on the award in the news section of my company website. But, perhaps more fundamentally, it has had a positive effect on me as a person and an entrepreneur. To have received the endorsement of such a prestigious foundation and encouragement from such a proven figure as Steve Morgan has reinforced my confidence in myself and my business strategy. It has confirmed to me in my own mind that I am on the right track and doing things the right way.”

John Kelly, John Kelly Construction Services Ltd
johnkellyconstruction.com

Against all Odds

The Nessie Club, Runcorn, Cheshire – WINNER 2009



Paul Wright, one of the founders of the Nessie Club, says that 'against all odds' sums up the ground-breaking achievements of seven 'failing and underachieving' thirteen year olds who set up the Nessie Club in 2001. This canal boat-based social inclusion project has enabled over 1000 vulnerable

and at-risk young people to overcome poverty and deprivation. Young carers at university; NEET young people volunteering in Romania, Peru and the 2009 Ghana project, demonstrate that all young people can achieve. Three founder members, now graduates, are still managing the Nessie Club. From meeting the prime minister; a House of Lords Award; to surviving an arson attack - Nessie Club members have beaten the odds

"Our Morgan Foundation Entrepreneur Award has proved to be the highlight of the Nessie Club's ten year existence and it would have been impossible to predict its tremendous impact on the lives of individuals and groups of young people since that lovely award ceremony in Carden Park last November.

"Press announcements about the award enthused three long-term supporters of the Nessie Club to nominate Nessie Club members for other very prestigious awards: this resulted in Paul Wright's commendation for an Ambassadorial Scholarship to Washington DC (he is through to the final selection).

"Another supporter nominated the Nessie Club for the BBC Young Citizens Award – as outright winners they went live on BBC TV from Bournemouth. Mike Hall MP nominated the Nessie Club for the Westminster Kids Count Award, which enabled another group to bask in their collective success in the House of Lords; and so the story goes on.

"The award ceremony inspired each young guest to move another rung up the ladder to a better life; whether it's securing youth work apprenticeships or career-based employment. National Children's Bureau have booked, as paid consultants, Paul Wright and Vicky Glynn, the award recipients, to deliver their Morgan Foundation presentation at national conferences in Leeds and Liverpool and they used this presentation to persuade Warrington Council not to demolish Lymm Youth Club in Warrington.

"It would not have been possible to predict these life-changing outcomes from our Morgan Foundation Award: the assessment process was rigorous but supportive and our collective sense of pride and achievement will dominate our work over the next twelve months."

Norma Hornby, Chair, The Canal Boat Project and Nessie Club