

# **Knowing & Growing 2011**

**The Rise Annual Conference (and  
Exhibition)**

**Tuesday 1 November 2011**

**Keynote Speakers and Workshop  
Leaders Biographies**

- **Steve West, UWE, Bristol**
- **Lucy Findlay, Social Enterprise Mark Company & Rise**
- **Gordon Morris, Age UK Enterprises Ltd**
- **Jan Golding, Roots HR CIC**
- **Colin Slow, Pluss**
- **Kate Doodson, Cosmic**
- **Emma Richards, Intellectual Property Office**
- **Cara Turlington, Saffery Champness**
- **Vanessa Moon, Moon Consulting**
- **Robert Looker, Prism Places Social Enterprise Ltd & Knowing and Growing Ltd**
- **Christi Mitchell, Highbury Ltd**
- **Peaches Golding, Peaches Golding Consultancy**
- **Alex Lawrie, Somerset Co-operative Services**
- **Patrick Abrahams, iESE**
- **Karl Belizaire, Live Unltd**
- **Dave Jarman, University of Bristol**
- **Amy Hale, University of Bristol**
- **David Hunter, Bates Wells & Braithwaite LLP**
- **Helen Baker, UWE**
- **Andrew Parsons, UWE**
- **Cliff Southcombe, Social Enterprise Europe Ltd**
- **Louise Drake, Southampton Solent University**
- **Tim West, Matter&Co**
- **Sarah Forster, Big Issue Invest**
- **Michael Lilley, My Time CIC**
- **Tara Gillam, Enterprise Europe Network South West England**
- **Beth Whittaker, Viva Communications Ltd**
- **Christine Traynor, Prism Places Social Enterprise Ltd**
- **Doug Locke, Veale Wasbrough Vizards**

## **Steve West – Vice-Chancellor, UWE, Bristol**



Professor Steve West became Vice-Chancellor of the University of the West of England, Bristol in May 2008, aged 46.

Professor West trained as a Podiatrist and Podiatric Surgeon in London, working in the NHS and private/commercial sector from 1980. He entered academia in 1984 as a lecturer, then senior lecturer, at The London Foot Hospital and Westminster University. In 1990 he took up post as Associate Dean and Head of Podiatry at Huddersfield University and later became Dean of the School of Health and Behavioural Sciences in 1992.

In 1995 he joined UWE Bristol as Dean of the Faculty of Health and Social Care. In this post he merged three Colleges of Health into a new Faculty, establishing one of the largest Faculties of Health and Social Care in the UK. In this time he also consolidated the delivery of nursing, midwifery, physiotherapy, radiography and occupational therapy, onto three regional campuses.

In 2005 he became Pro Vice-Chancellor at UWE Bristol, with the planning and resources portfolio. In 2006 he became Deputy Vice-Chancellor. He was later appointed Acting Vice-Chancellor in August 2007, and then Vice-Chancellor in 2008.



## **Lucy Findlay – Managing Director, Social Enterprise Mark Company & Chief Executive, Rise**



Lucy Findlay is Managing Director of the Social Enterprise Mark Co and Chief Executive of Rise (since 2003). Under her leadership, RISE founded the Social Enterprise Mark, the only certification for genuine social enterprises, from concept, pilot and successful national launch in February 2010. The Mark is the first development of its kind in the social enterprise world and now has more than 450 Mark Holders throughout the UK and is attracting international attention. Rise has also been

successful in influencing and helping implement key social enterprise policies on behalf of its members in the South West of England since 2003.

Lucy has advised a number of government ministers and departments including CLG, BIS, DEFRA and the Cabinet Office, but her key passion is working with social enterprises to ensure that they are recognised as a legitimate and different way of doing business.

Lucy originally trained as a town planner but was more interested in people, leading her to work in community regeneration for the Development Trusts Association (Locality) and ACRE. She got a feel for the civil service by working on secondment for a number of years. She has also been a Director on a number of Boards including Social Enterprise UK and is a Fellow of the RSA.



### **Gordon Morris – Managing Director, Age UK Enterprises Ltd**



Gordon joined Age Concern Enterprises in 1999 after a successful career in Financial Services. Initially he held the role of Sales Director, then taking on responsibility for Marketing and Product Development. Gordon has been Managing Director since 2006.

He is well known throughout Age Concern, the federation in England, and amongst colleagues in Age Concerns in Scotland, Wales and Northern Ireland and he has made significant personal contributions both in the development of the Trading Alliance and to Age Concern Enterprises achieving FSA accreditation, as well as developing strong professional relationships with suppliers. Gordon lives in Devon and having played for Saracens continues with a passion to follow English Rugby.

## **Jan Golding Chartered FCIPD – Chief Executive, Roots HR CIC**



Restless, sharp and an astute manager of risk, Jan Golding has been passionate about society, business opportunity, people and work since her early teens.

Social sciences and economics at school led to an exciting and highly successful UK-wide career in sales management, training and human resources, working in the retail, hospitality and service sectors but it was talking to rough sleepers and street homeless in her home city of Exeter that sparked her desire to use her skills, knowledge and experience within civil society. Leaving the corporate lifestyle in '05 for the post of Director of Support Services at a south-west based substance misuse charity, Jan was able to offer transferable leadership, people management skills and business awareness whilst learning about governance, funding and voluntary sector culture.

Inspired by Social Enterprise week '08, she founded Roots Human Resources CIC in January '09 with the aim of growing an attractive, ethical company to fill the gap in HR service provision to small and medium-sized civil society organisations. Just two and a half years later, with offices in Worcestershire, a loyal and rapidly-growing client list and a wildly enthusiastic team she is currently building the organisation's infrastructure and planning her route to UK coverage for the company's services.

Recently re-married, Jan loves sunshine, beaches and her dog and will be easily lured into most conversations with a cup of black coffee (Italian preferred). She hopes in the next 12 months to compete in her first 5km run and to take up piano lessons.



## **Colin Slow – Head of DWP Operations, Pluss**



Colin Slow is the Head of DWP Operations for Pluss and currently manages Work Choice contracts across four contract package areas. Colin is a member of the Pluss Leadership Team with both strategic and operational

responsibility. He started with the organisation 11 years ago and has built up an in-depth understanding of the issues and challenges facing providers of Welfare to Work services. Colin was instrumental in identifying, negotiating and establishing the supply chain Pluss use to deliver the Work Choice contract and is responsible for ongoing supply chain management.

Colin has a background in finance and business.



### **Kate Doodson – Business & Operations Manager, Cosmic**



Kate is the business and operations manager at Cosmic, is a girl geek at heart, having spent 14 years in the IT industry. She is passionate about new technology and the impact it can have on local and global communities. Her previous career in Civil Engineering enabled her to work both in the UK and overseas. Kate regularly delivers workshops in all aspects of Digital Marketing. Follow Kate @cosmickated



### **Emma Richards – Events Manager, Intellectual Property Office**



Emma has worked for the Intellectual Property Office for 13 years in various departments, before joining the Business Outreach Team in 2007.

Previous to joining the IPO Emma was studying business and marketing in the University of Wales in Cardiff.

Emma has an extensive knowledge of IP and regularly delivers workshops and presentations on the subject.

## **Cara Turtington, ACA, DChA – Partner Holborn, London, Saffery Champness**



Cara is a Partner in our London office. She works predominantly on assignments in the not-for-profit sector, managing audits and assisting clients in areas such as governance, systems & controls, reporting requirements, budgeting and forecasting.

She has a particular specialism in advising arts and theatrical charities and, as well as her expertise at working with charities and not-for-profit organisations, has a broad base of business knowledge gained while working for five years in our Business Advisory Group. Cara also contributes articles on financial and reporting issues for the charity press and for our Charities Briefing newsletter.

Cara's portfolio of clients currently comprises more than 40 charities and not-for-profit organisations. They include hospices, specialist higher education institutes, theatres and international membership organisations. Clients typically have incomes of between £1 million and £20 million. In addition, Cara acts for a number of large grant-making foundations, several with net assets of over £100 million.

Cara's professional Organisations, Qualifications and Publications include ACA, DChA & MSc in Voluntary Sector Management

Specific Examples of Cara's Advisory Work include Trustee training on responsibilities and risk management, systems reviews, setting up new charities, structuring trading activities by charities, incorporation of charities and restructure and mergers of funds

Cara's professional interest in the arts extends into her personal interests, where her hobbies include choreography for the Centrestage Theatre Group, a group that performs across London's fringe theatre scene, as well as being a trustee of a Higher Education Institute specialising in theatrical arts. Cara also enjoys skiing and trekking.

## **Vanessa Moon – Director, Moon Consulting**



Vanessa Moon has over 25 years of senior management and board level recruitment experience. She works with a broad portfolio of clients both in the UK and internationally; these range from start ups, family owned concerns, major banks as well as FTSE Listed businesses.

She also has significant experience in the not for profit and charity sectors. She recruits mainly board level roles; covering Non Exec, Chairman, CEO/ MD, FD, Sales, Operations and HR.

Vanessa co-founded Moon Consulting in 2000 perceiving a need for a return to the personal touch in senior level recruitment and is a firm advocate of the company's core values of being distinctive, ethical and approachable in all their undertakings. Her other business activities include being on the CBI South West Council (7th year of office), and a Trustee of Spike Island. With her fellow directors, she is an active member of Business West, the Institute of Personnel and Development, IOD, CBI, Bristol Enterprise Network as well as many other business networking associations.

Prior to Moon Consulting, Vanessa graduated with a degree in Human Communication. She commenced her career with Rank Xerox, before working as a Regional Manager for a US owned international recruiter and then was head hunted herself to be a Senior Manager and shareholder for a VC backed UK search firm.

### ***Prism Places Social Enterprise Limited***

## **Robert Looker – Principal Partner, Prism Places Social Enterprise Limited & Director, Knowing & Growing Limited**

Robert Looker is a Franchise and Licensing Expert. Prior to becoming the Principal Partner of Prism Places Social Enterprise Limited he was Franchise Consultant and Business Development Manager of Exemplas Holdings Limited, a UK economic development company that specialises in discharging government and public sector contracts supporting SMEs. Exemplas also manages two UK Regional Business Link organisations. Robert's role at Exemplas was to lead and manage the national CREATE Project, latterly Createx, which promoted and supported both individuals and businesses to utilise



franchising and/or licensing (and other alternative growth strategies) to enter into or grow their business and to develop and provide similar advice and support to Exemplas clients internationally.

Prior to Exemplas, having spent 6 years as a qualified lawyer in private practice, where he specialised in commercial and civil litigation, licensing and planning work, Robert joined the British Franchise Association (BFA) as their first ever Accreditation Manager (in effect in-house lawyer). He was responsible for the Membership systems and accreditation, revamped and developed their in-house Mediation and Arbitration Schemes and initiated a national programme of Franchise Seminars. His time at the BFA gave him firsthand experience of the best and worst of UK and International Franchising. Robert is a qualified lawyer and a leading UK expert on franchising/licensing.

At Exemplas Robert led on the development of Exemplas' Social Enterprise Growth Hub and advised and supported a number of social businesses to evaluate and assess their ability to franchise or licence. Robert has been involved and led in this area of social business growth since 2003. Robert is a director of Knowing & Growing Limited.



### **Christi Mitchell – Intellectual Property (IP) Director, Highbury Ltd**



Christi Mitchell founded Highbury Ltd as an independent consultancy specialising in product and technology commercialisation and business development across a wide range of technical fields. Christi's academic background includes Human Genetics and Molecular Biology alongside Business. She has over 25 years worldwide licensing and commercialisation experience with both early stage and late stage life science technologies and consumer healthcare products and is also involved with spin out funding and strategic IP commercialisation. Christi also specialises in patent portfolio development, management and valuation. She is a Licensing Executive Society (LES) Board member and a past Chair of LES International (LESI) Healthcare and past Vice-Chair of LESI Education. Christi is also a trained trainer and mentor for LES.



## **Peaches Golding OBE – Founder, Peaches Golding Consultancy**



Peaches Golding established a consultancy in 1992 offering corporate responsibility, marketing and communications services to businesses in the education, manufacturing and health sectors. For many years she worked for Business in the Community (the UK's lead corporate responsibility charity) focusing on leadership development, diversity and change management. She currently works with Moon Consultancy to recruit at senior director and non-executive director level for FTSE listed, medium to large regional businesses and charity / not-for profit organisations.

Her consultancy clients include Government Office for the South West, Office of Deputy Prime Minister, Business Link, Bowater Pharmaceuticals, British Steel, among others. She chairs the Regional Advisory Council of ITV West and the Viewer Advisory Panel of ITV West Country. She was appointed by The Queen as the High Sheriff of the County of City of Bristol 2010-2011. She was awarded an OBE in 2009 for services to minority ethnic people in the South West.

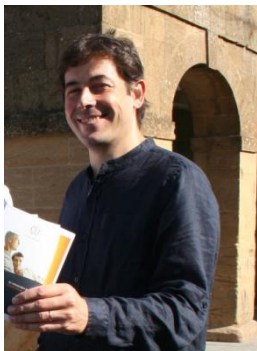
Peaches was a Non-Executive Director of the North Bristol NHS Trust and of GWR West Limited, a member of the Ethnic Minority Business Forum, the Home Office representative on the Avon & Somerset Police Authority, a Governor of the University of the West of England and a member of the General Chiropractic Council.

She was graduated from the University of North Carolina, USA with a BA (Biology) degree and awarded an Honorary MBA by the University of West of England in 2010. She is a Chartered Marketer of the Chartered Institute of Marketing and a Member of the Institute of Management.

She is married to Bob Golding and they have one son Charles.



### **Alex Lawrie – Founder Member, Somerset Co-operative Services**



Alex Lawrie is a founder member of Stepping Stones and Cornerstone Housing Co-ops, Footprint Workers Co-operative and Chapeltown Credit Union, the Ecological Land Co-op and Go! Co-operative, and of UpStart Services (the forerunner of SCS, founded in 1997). He studied politics at Leeds University, worked for Yeovil College as a lecturer in IT, has received training in Fundraising and Training Skills from the DSC, and in Planning for Real from the Neighbourhood Initiatives Foundation (he is NIF training associate). He is the author of 'Empowering the Earth' (Green Books, 2000), and Simply Finance (Co-operatives UK, 2011). His role in SCS includes work on housing co-ops, LETS, car pools, secondary co-operatives and co-operative development infrastructure. Alex became SFEDI accredited in 2008.



### **Patrick Abrahams – Business Portal Manager, South East Business Portal, iESE**



For the last three years Patrick has run the South East Business Portal – Working for Improvement and Efficiency South East (iESE) on behalf of local Councils in the region. Patrick has previously worked for several technology-based SMEs, both as an Internet Consultant, Operations Manager and running a company providing Internet services to Community Councils. Patrick's background is working for Multi-National ICT Companies, in a variety of Customer Services management roles in the UK and the Netherlands. He has worked on Community Services, SME engagement and website programmes in Slovakia, Russia and China, and has presented to the EU Ministerial Summit as part of the I2010 Programme.

Patrick is also a member of the Contracts Finder theme board. (Contracts Finder is the new National Opportunity Portal.)



### **Karl Belizaire – South West Development Manager, Live UnLtd**



Karl is an influential force of social innovation, driven by an intrinsic desire for social change; passionately committed to empowering young social entrepreneurs and making good ideas happen.

Karl is the pioneer and founder of several young enterprise and innovation networks, delivering inspirational thought-provoking talks and workshops, via a range of dynamic and engaging events and interactions.

Karl is the new South West Development Manager for Live UnLtd, challenging and inspiring young people 11 – 21 years, with the opportunity to create positive change in their communities; Organiser and Curator of TEDxBristol, independently organised TED events, sharing ideas from Bristol with the World, and ideas from the World with Bristol. Additionally Karl is an advocate for social enterprise within the recently formed - Local Enterprise Partnership, promoting economic growth and prosperity in the West of England.



### **Dave Jarman – Enterprise Skills and Education Manager, University of Bristol**



Dave's role is to encourage, develop and embed the skills required for Enterprise and Innovation at the University. He works with students and staff, both inside and outside of the curriculum, to support enterprise education in a variety of formats.

Dave's responsibilities include the two Student Enterprise Societies ([Bristol Entrepreneurs](#) & [Bristol Social Enterprise](#)), [Basecamp](#), [InHouse Media](#), the [Spark](#) course, and the New Enterprise Competition.

Dave graduated with a BA (Hons) in English Literature and Classical Civilisation from the University of Kent and then completed an elected sabbatical term running the student media and communications services at the University of Kent Students' Union.

After coming to Bristol and completing an MA in Myth, Dave founded the Student Development Unit at the University of Bristol Students' Union and coordinated the south-west regional student development group for NUS.

Before joining RED in 2008, Dave spent three years as Skills Development Officer for the University of Bristol Careers Service, specialising in employability and personal development skills training. Dave also directed the award-winning Insight into Management training programme for three years.

Dave is a qualified skills trainer, personal development coach, NLP practitioner and MBTI administrator. In 2010 Dave was elected to the board of [Enterprise Educators UK](#) until 2013.

Dave's Enterprise Blog: <http://threewise.tumblr.com>

Dave's Basecamp Twitterfeed: <http://twitter.com/BristolBasecamp>



## **Amy Hale – Student Enterprise Consultant, University of Bristol**



Amy graduated with First Class Honours in Geography with Spanish from University of Bristol in June 2011. In July she began a position as Student Enterprise Consultant with the University which involves engaging and inspiring students to become more involved in enterprise. This is done namely via facilitating the work of the student enterprise societies, providing support and training for students involved in enterprise and helping to organise enterprise competitions.

Amy is also the Coordinator of FoodCycle Bristol, an innovative social enterprise, which operates on a weekly basis providing a free three course meal, made using waste food, to members of the community in Easton.



**Bates Wells & Braithwaite**  
SOLICITORS

### **David Hunter – Consultant, Bates Wells & Braithwaite LLP**



David Hunter is a consultant with Bates Wells & Braithwaite solicitors. BWB are the leading firm in the country for legal advice to social enterprises, charities and co-operatives according to the legal directorites Chambers and the Legal 500. BWB created the community interest company model, have written various guides on legal issues for the third sector and are currently pushing for changes in legislation to make investment into the sector easier and more effective. David is based in Bristol and combines advising clients in the sector with working actively as a board member with organisations such as The Community Farm, Ethical Property Foundation and Self Help Community Housing.



**University of the  
West of England**

### **Helen Baker – Head of Procurement, UWE, Bristol**



Helen is the Head of Procurement at the University of the West of England and has many years experience working in the area of public sector purchasing and procurement. In 2011 her team at UWE won the “Outstanding Procurement Team” category at the national Times Higher Education Leadership and Management Awards against fierce competition based on their collaborative efforts in supporting small businesses and local market development.



### **Andrew Parsons – Purchasing & Contracts Manager, UWE, Bristol**



Andrew is the acting Purchasing & Contracts Manager at UWE. Prior to this post, he worked in Bristol City Council's Sustainable Procurement team, supporting small business development events and co-ordinating the delivery of a two year programme of sustainable procurement training to public bodies across the South West of England. Andrew has more than 25 years work experience in a range of sectors.



### **Cliff Southcombe – Managing Director, Social Enterprise Europe Ltd**



Cliff was born in India, has thirty years of experience in the voluntary, public and private sectors, he is a former social worker and is one of the founders of the social enterprise movement having set up Social Enterprise Partnership in 1994 and organised the first ever social enterprise conference in the UK.

He managed one of the UK's first successful community enterprise projects in the 1980s, and was a founder of CEUK Ltd. among other initiatives. He set up some of the first Managed Workspaces in the UK and has pioneered work in Social Enterprise structures, Social Auditing and Project Management.

He has helped develop legal structures for community and social enterprise, including the use of holding companies, social wealth companies and social licence agreements.

As well as working in the UK he has worked in a number of European countries and has provided training and consultancy support for projects in Russia, Eastern Europe, Africa and South East Asia.

In 1996 he designed and wrote an accredited course (OCN & Hull Uni) for Managers in Social Enterprise. These courses have run for the past ten years in several UK cities, training hundreds of managers, governors, advisors and entrepreneurs. He is now working with UK and Asian universities to set up undergraduate and Masters courses in social enterprise and is participating in the Masters Summer school for social enterprise run by Sheffield Hallam University.

In 2004 he launched Social Enterprise Europe Ltd and is the company's Managing Director. The company has continued to develop innovative management and training methods and has Directors in Sweden, Italy, Germany and Poland as well as the UK.

In 2006 he wrote the material for a published guide for teachers and youth workers in social enterprise. He is pioneering work on social enterprise replication using social licences and is part of the Shared Growth initiative.

He is currently on the Board of Euclid Network which is made up over 400 CEOs from Third Sector organisations in Europe. He is also a Director of the North East Social Enterprise Partnership (NESEP)

He is married and lives in Robin Hoods Bay in North Yorkshire where he helped found the Bay Broadband Co-operative and has now started a community owned Energy Company in the village.



## **Louise Drake – Student Enterprise Adviser, Southampton Solent University**



Louise is a multiple national award winning social entrepreneur who was most recently awarded the prestigious *HEFCE / UnLtd Dare to be Different Social Entrepreneur non teaching staff* award.

She has spent the last six years working in Higher Education in community engagement posts so believes in using knowledge and education to empower others to make a difference.

She is currently the student enterprise adviser at Southampton Solent University as well as an associate lecturer in the Faculty of Business, Sport and Enterprise lecturing in capability for innovation.



She has a thirst for learning and inspiring others through enterprise education and believes that *'There is little success where there is little laughter'*

She is a keen traveller and enjoys meeting other inspiring people

Linkedin Profile: <http://uk.linkedin.com/pub/louise-drake/7/106/816>

Twitter: [\\_LouDrake\\_](#)



### **Tim West – Founder Director, Matter&Co**



Tim West is a founding director of Matter&Co, a specialist marketing and communications company with a decade of experience building success for innovative, values-driven organisations. A highly experienced editor and writer, Tim's 20-year career began on local papers, followed by senior trade press roles and freelancing for national media. Tim is also founding editor of [socialenterpriselive.com](http://socialenterpriselive.com) and is often invited to speak at or chair events. He has served on several national advisory panels, has a BA in music from Oxford University, and is a trustee of Ealing Community Transport.



### **Sarah Forster – Director of Development, Big Issue Invest**



Sarah has over 20 years experience in social investment, international economic development and microfinance. She joined Big Issue Invest in 2007 where she has played a key role in the design and launch of BII's Social Enterprise Investment Fund. For nine years to 2001, Sarah worked for the World Bank managing investment projects aimed at alleviating poverty. She specialised in the design of microfinance funds investing in the growth of

high-impact, financially sustainable microfinance institutions in post-conflict countries. Sarah continues to work on microfinance as a Senior Advisor to CGAP and the World Bank. From 2001-2004, Sarah was a director at the New Economics Foundation (nef) where she led nef's work on access to finance and measuring social returns on investment.



### **Michael Lilley – Managing Director & Group Chief Executive/Clinical Lead, My Time CIC**



Michael Lilley (54) has worked within the community enterprise sector since 1976 when he established a campaign group for young homeless people in London. He went on to study as a community development worker and started his CD career as a community artist with Telford Community Arts. He has established a number of cooperatives and worked as a cooperative development worker/community economic development officer in Nottinghamshire, Hastings, and Middlesbrough. In the 1980's he was a board member of ICOM (Industrial Common Ownership Movement), ICOF (Industrial Common Ownership Fund) and Development Trust. In the late 1980's he became a single parent father of his 3 young children and this changed his direction and life and in the early 1990s was mentally exhausted and broke down. This resulted in loss of job, home, and status.

Michael continued work as a youth and community development worker on a former coal mining estate in Rugeley, Staffordshire part-time, full-time carer of children, developed single parent support projects (founder and editor of the only National news stand single parenting magazine that survived 6 editions), caretaker of a small church and lands (in return for tied cottage), wrote two published books (Successful Single Parenting and Fatherhood) and started a university degree in psychology, criminology, and counselling alongside undertaking certificate in education (primary teaching). This led to development of a Family Centre in Rugeley and the development of a service user family/community inter-cultural model of mental health service.

In 1999, whilst at Keele University and later City University, London (Masters in Counselling

Psychology) Michael was appointed Development Officer for St. Peter's Saltley Trust and the West Midlands Churches FE Council who were interested in Michael developing his model of engagement with hard-to-reach groups in rural and urban areas across West Midlands. This work led in 2001, Michael designing an inter-cultural mental health service based at West Midlands Churches Forum base in Small Heath Birmingham.

In 2002, My Time CIC was established after a pilot scheme in partnership with South Staffordshire Housing Association. Michael has been MD since 2002 and now Group Chief Executive/Clinical Lead. My Time CIC employs 36, has a turnover of £600K and rising and supports 700 Mental Health service users annually. It has won national awards and is active in changing Mental Health policy in UK. Michael's three adult children (he is now married again with two step sons as well) are all involved in community activism and development.

In the last 10 years Michael and My Time have published 12 studies and reports on community engagement of hard to reach communities, mental health needs of refugees and asylum seekers, self-esteem of BAME Men and women, mental health needs of carers (2010 BACP - Outstanding Contribution to Research), Morita Therapy in UK concept and Domestic Violence and Stalking. Michael is a practising counsellor/psychologist and has personally worked with 1000 service users and a member of the Third Sector Group at BACP (British Association of Counselling and Psychotherapy).

Michael's interest are Morita Therapy (Japanese Psychology), his family and family life, his wife (Julia), gardening, Zen - family dog, opera and soap operas, and food.



## **Tara Gillam – Client Services Manager, Enterprise Europe Network South West England**



Tara Gillam joined Enterprise Europe Network in May 2010 as their client services manager.

In this role she works alongside partner organisations along with the network to ensure the support available through the network is available to as many SME's as possible.

With over 20 years experience in the Hotel and Events Industry, including being a Director of Sales for a hotel at Heathrow and also setting up and managing a central sales office for the Jockey Club.

Since her move back to Bristol 4 years ago, Tara has been very active with different networking organisations and is very passionate about helping small businesses access the right resources to grow and flourish.



### **Beth Whittaker – Director, Viva Communications Limited**



Beth Whittaker is a journalist and PR professional with more than 30 years' experience working with the third sector, public sector, social enterprises and small businesses. She is an experienced trainer, happy to share her skills and knowledge to help social enterprises promote the difference they make.

Beth trained and worked as a newspaper journalist for ten years before moving into PR in the mid 1980s as an Account Director on consumer and business-to-business clients for one of the UK's most successful regional PR agencies. In the early 1990s, she launched her own business.

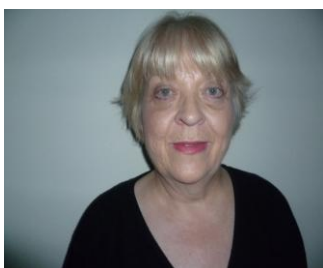
She takes great pride in developing creative, long-term working relationships with her clients, helping them develop confidence in their own ability to communicate more effectively, both externally and internally.

This sharing of skills not only takes place during day to day client contact but also, more specifically, through a series of Viva Communications training workshops.

Find out more at [www.viva-communications.co.uk](http://www.viva-communications.co.uk), [www.facebook.com/PRViva](https://www.facebook.com/PRViva) and [www.linkedin.com/in/bethwhittaker1](https://www.linkedin.com/in/bethwhittaker1) or follow her on Twitter [www.twitter.com/bw58](https://www.twitter.com/bw58)

### ***Prism Places Social Enterprise Limited***

### **Christine Traynor – Director, Prism Places Social Enterprise Ltd**



Chris is a Strategic Marketing professional whose early career was in senior sales and marketing positions in multinational IT companies including British Olivetti, Unisys and Rank Xerox and smaller IT

companies. Since then she has spent over 15 years' developing and delivering business support programmes, with a particular focus on social enterprise development, during which she has secured over £60m of EU and UK public sector funding. Chris currently provides strategic advice to support growing social enterprises and securing public sector funding for innovative developments in social enterprise support for consortia led by the NWDA, the LDA and Social Enterprise London. Chris is a graduate in Business Studies with an MBA from Manchester Business School. She also holds the Chartered Institute of Marketing's (CIM) post graduate Diploma, has been a Member of the CIM since 1985 and was recently invited to become a Fellow.



### **Doug Locke – Head of the Corporate, Commercial and Charities Department, Veale Wasbrough Vizards**



Doug is Head of the Corporate, Commercial and Charities Department at UK law firm Veale Wasbrough Vizards.

Doug is a specialist in intellectual property law. His team advises on the protection and licensing of intellectual property, and registers trade marks in the UK, the EU and internationally. It also advises on a broad range of commercial contracts, ranging from terms of trading to shareholders' agreements.

Veale Wasbrough Vizards has a particular specialism in the charities sector, advising over 800 charities throughout the UK.

Doug trained at City firm Nabarro, and was then a solicitor in their intellectual property team for 3 years before moving to Veale Wasbrough Vizards in 2001. He has a Post-Graduate Diploma in Intellectual Property Law and Practice from Bristol University, and is a Director of the Association of European Lawyers. This year's edition of the Legal 500 Directory describes Doug as "excellent".