



Examples of materials from the John Pearce Collection and Papers

STRATHCLYDE
COMMUNITY
BUSINESS
LTD

secs/jp/2/2/1/2/059

Into the 90's



ANNUAL REPORT
1990

annual reports

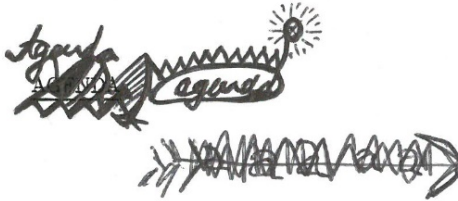
MEETING OF I.C.O.F. TRUSTEES



VENUE: HOLYOAKE HOUSE

MANCHESTER

ADVANCES SUB COMMITTEE - Paul Derrick, Roger Sawtell, Lloyd Wilkinson

MONDAY, 25 SEPTEMBER, 1978 - 11.00 a.m.



1.  Minutes of Meeting - 15 August, 1978
- 2.0 Matters Arising including progress
 - 2.1 Sunderlandia
 - 2.2 Aardvark
 - 2.3 Drym Fabricators
 - 2.4 Northampton Industrial Commonwealth
 - 2.5 Scottish Wholefood Collective Warehouse
 - 2.6 Hillside School
 - 2.7 M.D.B Electronics
 - 2.8 Aberdeen People's Press
 - 2.9 Govan Grain Store
 - 2.10 Small Loans - C.D.A/D.O.I
 - 2.11 Taxation & Conversion to Common Ownership
- 3.0 Financial Position
- 4.0 Advances Agenda Attached
- 5.0 Monitoring Reports and Visits
- 6.0 Expenses Authorisation
 - 6.1 Settled
 - 6.2 Awaiting Settlement
-  7.0 Any Other Business
- 8.0 Date of Next Meetings- Weeks Beginning 30 October and
4 December

8.0

agendas

Minutes of meeting held on Friday 11th February



Present: Rita Rhodes, Co-op Union
Alison West, WEA
George Brown, Co-op Party
John Pearce, ICOF
Roger Clarke, SCSS
Mike Martin, CDP
Tim Gilmour White, SCSS

1. Meeting with STUC: all agreed that it had been a most helpful meeting. George undertook to write thanking them for their time and support.
2. Relationship with ICOM: John read out a minute of the ICOM Executive which: 'fully supported (the Scottish) initiative insofar that, for practical purposes, it forms part of a national common-ownership movement' and reported that ICOM had nominated Alastair Campbell as their representative on the proposed Development Committee. John also reported that the new ICOM model rules would be available in about three weeks.
3. Grant aid under the ICO Act: John also reported from the ICOF Trustees meeting that it was now likely that the Department of Industry would itself decide on the allocation of the £30,000 for advice. This was confirmed by Roger following a meeting between Willy Roe (SCSS) and Mr Hollocks, a civil servant at the DI concerned with the ICO Act. Mr Hollocks had suggested that we might apply for recognition as an advisory body and had asked whether we had plans to set up a separate Scottish loan fund.

It was agreed to invite Mr H to the meeting on 25 February and to a pre-meeting with the Steering Group. It was also agreed to explain to him that we would like the proposed Development Committee to become a recognised advisory body and to ask how the Committee should formally apply once it has been formed on 25 February. It was further agreed to inform Mr H that we had no plans to set up a Scottish loan fund, preferring to make use of the ICOF machinery; although this would not preclude the possibility of raising funds in Scotland which could be ear-marked for Scottish enterprises. Roger undertook to maintain liaison with Mr Hollocks.

4. Relationship with ICOF: it was noted that the new Development Committee would need to discuss with ICOF the arrangements for assessing schemes in Scotland which might apply to ICOF for loans under the Act.

5. Meeting on 25 February: It was confirmed that ^{George}George would chair the meeting; Roger would present the main report on the work of the Steering Committee and the proposals; John would talk briefly about the ICO Act and Alison would present the outline constitutional proposals. The meeting would then be

minutes

SCOTTISH CO-OPERATIVES STEERING GROUP

FEBRUARY 1977

THE DEVELOPMENT OF PRODUCER CO-OPERATIVE AND COMMON OWNERSHIP ENTERPRISES IN SCOTLAND

A OBJECTIVES

To foster the growth of workers' co-operative enterprises in Scotland in the belief that for workers to own, to control and to shape the organisations in which they work is

- a) a means by which they can more certainly exert an influence over their economic situation, replacing exploitation and conflict by co-operation.
- b) an extension of the democratic process, by making industry accountable to its workers and sensitive to the wider community.
- c) a means by which workers can grow as persons, developing their own abilities for the common good.

B PROPOSALS

That a Co-operative Development Committee be formed for Scotland, representative of the various agencies interested in the development of workers' co-operative enterprises.

That the Development Committee carry out advisory and other work in Scotland as defined under the Industrial Common Ownership Act, 1976.

That the Development Committee employ two Development Workers to assist its objectives.

That financial support be sought from Industrial Common Ownership Finance Ltd as the "designated body" under the Act, and from trust funds.

That a Co-operative Forum also be formed, meeting once or twice a year, which would constitute a basis for wider discussions, and would provide advice and a sounding-board for the Development Committee.

C BACKGROUND

In spring 1976 the Co-operative Union, the Scottish Council of Social Service and the Workers Educational Association formed a steering group to consider ways of promoting public discussion about producer co-operatives. They were concerned to encourage a "community development approach" to economic issues. A seminar was planned for October 1976 and in the introduction to the programme the steering group stated that "through their ability to organise collective action at local level, community workers and community groups have a great deal to contribute to economic development. By placing emphasis on the pooled resources and initiative of local people, co-operatives offer an appropriate means of creating alternative kinds of employment to private or state-owned enterprises".

The objectives of the seminar were defined as:

- i) to share ^{the} experiences ^{of} ~~locally-based~~ ^{workers} producer co-operatives
- ii) to stimulate thinking about co-operatives as part of the community development process ^{in Scotland}
- iii) to examine the resources required to promote the further development of co-operatives.

The/

meeting papers

Financial Summary 1989/90

SECS/JP/2/2/1/2/059

Revenue Account

Income

| Public Sector | £ | % |
|--------------------------------|--------------|------|
| Strathclyde Regional Council | 207,500 | 30.5 |
| Glasgow District Council | 197,500 | 29.0 |
| European Social Fund (SRC) | 90,165 | 13.3 |
| Scottish Development Agency | 60,000 | 8.8 |
| Renfrew District Council | 10,000 | |
| ACE-HI (HIBD) | 7,750 | |
| Dumbarton District Council | 7,500 | |
| Argyll & Bute District Council | 6,500 | |
| Clydebank District Council | 3,000 | |
| Cunninghame District Council | 5,000 | 7.4 |
| Inverclyde District Council | 5,000 | |
| Cumbernauld & Kilsyth D.C. | 2,625 | |
| Bearsden & Milngavie D.C. | 1,000 | |
| Clydesdale District Council | 1,000 | |
| Hamilton District Council | <u>1,000</u> | |
| | 605,540 | |

Other Income

| | | |
|---------------------------|----------------|-------|
| Bank Interest | 52,271 | |
| Private Sector | 7,800 | |
| Associate Membership Fees | 260 | 11.0 |
| Miscellaneous | <u>14,600</u> | |
| | 74,931 | |
| Total | <u>680,471</u> | 100.0 |

Expenditure

| | | |
|-------------------------------|----------------|-------|
| Staff Costs | 472,663 | 75.0 |
| Administration | 55,863 | 8.9 |
| Communications & Publications | 51,149 | 8.1 |
| Property | 31,047 | 4.9 |
| Training | 11,547 | 1.8 |
| Other | <u>8,207</u> | 1.3 |
| Total | <u>630,476</u> | 100.0 |

Audited Accounts

The audited accounts for the year ended 31st March 1990 are available for inspection at the Company's office. The Company's auditors are Coopers & Lybrand Deloitte.

Development Funding

Income

| Grants | £ | % |
|------------------------------|---------------|------|
| Urban Aid Revenue | 800,000 | 62.5 |
| Urban Aid Capital | 177,266 | 13.8 |
| Strathclyde Regional Council | 167,500 | 13.1 |
| Glasgow District Council | <u>27,500</u> | 2.1 |
| | 1,172,266 | |

Loan Fund

| | | |
|--------------------------------|---------------|-----|
| Capital Repayments | 49,343 | |
| Interest Repayments | 17,927 | |
| Inverclyde District Council | 15,000 | |
| Cunninghame District Council | 5,000 | |
| Dumbarton District Council | 5,000 | |
| Argyll & Bute District Council | 3,500 | 8.5 |
| Cumbernauld & Kilsyth D.C. | 1,050 | |
| Bearsden & Milngavie D.C. | 1,000 | |
| Miscellaneous | <u>10,500</u> | |
| | 108,320 | |

| | | |
|-------|------------------|-------|
| Total | <u>1,280,586</u> | 100.0 |
|-------|------------------|-------|

Expenditure

| | | |
|---|--------------|------|
| Management Grants - APT's | 548,150 | 57.9 |
| Capital Grants | 146,086 | 15.4 |
| Management Grants - non APT's | 98,571 | 10.4 |
| Loans | 51,500 | 5.4 |
| Consultancy Grants | 43,221 | 4.6 |
| Venture Capital Grants | 34,217 | 3.6 |
| Establishment Grants | 16,207 | 1.7 |
| Start-Up, Training & Development Grants | <u>9,517</u> | 1.0 |

| | | |
|-------|----------------|-------|
| Total | <u>947,469</u> | 100.0 |
|-------|----------------|-------|

Vocational Training Programme*

Income

| | | |
|------------------------------|----------------|-------|
| Strathclyde Regional Council | <u>337,470</u> | 100.0 |
|------------------------------|----------------|-------|

Expenditure

| | | |
|-------------------------|---------------|------|
| Trainee Allowances | 122,401 | 36.3 |
| Course Provision | 114,178 | 33.8 |
| Operational Costs (SCB) | 90,165 | 26.7 |
| Food & Travel | <u>10,726</u> | 3.2 |

| | | |
|-------|----------------|-------|
| Total | <u>337,470</u> | 100.0 |
|-------|----------------|-------|

* also includes the period 1st January - 31st March 1989.

financial reports

John Pearce in group from
uncatalogued SECS-CBSN



photographs

Scottish Co-operatives Development Committee

c/o Co-operative Union
100 Morrison Street
Glasgow G5 8LP

Tel: 041-429 2556/7

15th June, 1977

AD/OB/8

Mr. J. Pearce,
XXXXXXXXXX
XXXXXXXXXX
West Calder,
West Lothian.

Dear John,

Many thanks for your letter of 13th June, 1977, and the enclosures. I am in the Office briefly to-day and thought that I would take this opportunity of acknowledgment.

Thank you for sending copies of the Annual Report of the ICOF Trustees and this does indeed look most interesting. I will arrange for its distribution to members of the Committee.

Thank you also for the excellent notes on possible sources and a draft reading list. Your energy is almost overwhelming, but, I know we are all grateful to you.

Thanks also for the enquiry about the Correspondence Course on the History and Principles of Co-operative Co-Partnership. I am writing to-day to see whether this is still available. Even if it is not we may be able to get copies of the Course and adapt them for our use.

I trust the circular I sent out last week was in order and I am sorry it was such a rushed job. Fortunately, and with much relief, I think I am able to say that the peak of our rushed time is almost passed and I hope to be a more effective and businesslike Secretary to the Committee in the future.

Although I will be at Stanford Hall next week and unable to attend the Co-operatives' meeting, I hope that it will go well. I should be grateful if you will convey my apologies.

With all good wishes.

letters



100 Morrison Street
Glasgow G.5
041-429 1488

ALL SORTS OF INDUSTRIAL
AND OFFICE CLEANING FROM.....

“THE GRIME SQUAD”



CLYDECLEAN IS A CO-OPERATIVE CLEANING ENTERPRISE, SET UP
TO BRING CLEANING SKILLS TO YOU - OUR CLEANERS
CARE ABOUT STANDARDS BECAUSE THEY WORK FOR THEMSELVES.

ADVANTAGES: TAKES THE HASSLE OUT OF HIRING AND PAYING STAFF
ACCOUNTS INVOICED MONTHLY
WE SUPPLY UP-TO-DATE EQUIPMENT
ALL CLEANING TECHNIQUES & MATERIALS REGULARLY
REVISED FOR A HYGENIC WORKING ENVIRONMENT

FACTORIES  OFFICES  SHOPS  WAREHOUSES  DOMESTIC
DAILY  WEEKLY  MONTHLY CLEANING

LET US DO A QUARTERLY SPRUCE-UP ON YOUR BUILDING.

ALL WORK ESTIMATED FREE!

TELEPHONE THE ABOVE NUMBER TODAY - EVEN AFTER OFFICE HOURS -
WE HAVE AN ANSWERING MACHINE, SO JUST LEAVE YOUR NAME & NUMBER!

COME CLEAN WITH US & WE'LL COME CLEAN WITH YOU

flyers

Send back to Northern Region Co-operatives Development Association

C/O NECS Ltd.
Jackson St. Gateshead, Tyne & Wear.

I'm interested in helping start a
Co-operative

I'd like some more information
about Co-operatives.

I'd like to join the Northern
Region Co-operatives
Development Association.

Name

Address

Workers' Co-operatives

are in the news — creating jobs, saving jobs,
providing socially useful products and services.

What is a Co-operative?

An Industrial Co-operative is an enterprise owned
and controlled by the people who work in it,
although sometimes there is involvement from
sympathetic organisations (eg. other Co-operatives,
Trade Unions).

The members of the Co-operative decide
between themselves in a democratic way what to
make and how to organise their work. In small
Co-operatives they do this by simply meeting
together. In large Co-operatives, some members
are usually elected to a board responsible for
running the venture, and they then report back
to regular general meetings of all the members.

A better way

About us...

To create interest in starting co-operatives a
NORTHERN REGION CO-OPERATIVES
DEVELOPMENT ASSOCIATION has been
formed.

The Association can give advice and
information to groups of people interested
in launching co-operatives.

Tyne & Wear County Council,
Members of Parliament,
the Co-operative Union (representing retail
co-ops),

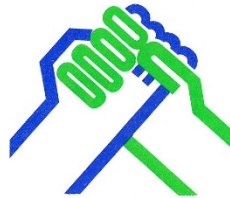
workers' and consumers' co-operative
societies,

the Co-operative Bank,

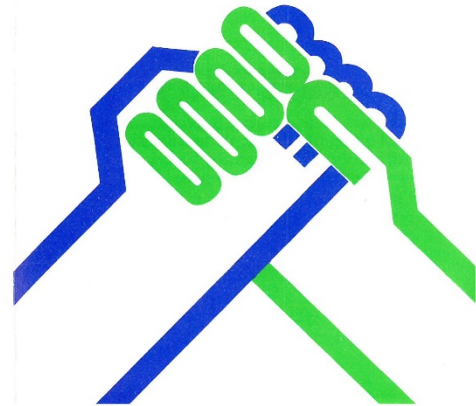
and many other organisations have expressed
support for the Association.

The NRCDA publishes a newsletter and
holds general meetings for its members.

If you are interested in starting a
co-operative, or in joining the NRCDA,
please complete and return the tear-off form.



Working together the co-operative way!



Co-operatives are on their way!

MORE AND MORE people are coming together
to set up Co-operatives. They are receiving
support and encouragement from several quarters.

PARLIAMENT is backing them — with the
Industrial Common Ownership Act, to provide
loans and grants for Co-operatives, and the
Co-operative Development Agency which offers
advice and help to new Co-operatives.

LOCAL COUNCILS are taking a growing interest
in helping Co-operatives with advice, buildings
and loans, especially in inner city areas.

Some BANKS— particularly the Co-operative
Bank — are planning to assist Co-operatives with
finance.

Some successful Northern Co-ops

Cleator Moor

A light engineering co-operative—
Cleator Moor Engineering and
Casting Co-operative—is operating
very well in Cumbria.



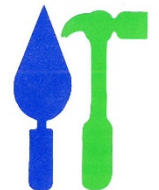
Durham

A wholefood co-operative—
one of the many now being
formed all over the North—
is producing a variety of
specialised foods.



Sunderland

Sunderlandia is a successful
workers' co-operative which
undertakes a range of
building and repair work.



leaflets

Paisley College of Technology

Local Government Unit

FLAGSTONE ENTERPRISES LIMITED

The setting up of a Community Business in
a housing estate in the West of Scotland

WORKING PAPER No. 12

JANUARY 1982

PRICE: £1.50 (including postage)

reports

FIRST OF MAY NEWS

EDINBURGH BOOKS COLLECTIVE NEWSLETTER NO.7

12TH AUG. 1978

ISSN 0140-4849.

YOU ARE INVITED....

To our photographic exhibition **BLACK & RED PHOTOS** which opens on Monday 21 August 1978 and runs until the middle of September. Admission is FREE.

We are displaying 2 exhibitions from the **HALF MOON PHOTOGRAPHY WORKSHOP**, London - "ORKNEY" and a contrasting exhibition - and local work of radical interest by at least 4 different photographers who are exhibiting for the first time.

BLACK & RED PHOTOS will be displayed in the 1789 vaults behind the Bookshop during shop opening hours (12 noon - 6pm daily, except Sundays).

We have put in a lot of work (and spent over £80) cleaning out, repainting, rewiring and installing heating in the 2 galleries or vaults. We badly need donations and so, for every 25p donated, we are offering one rare brown bottle (made, we understand, in Portobello Glass Works in the 1930s for export to the United States). These bottles had lain undisturbed for over 40 years until rediscovered last month.

We are also having an **EVENING 'PRIVATE' VIEW** on Tuesday 22 August at 8pm. Please tell your friends and look in that evening. Bring a favourite bottle (full!).

ICOM

Edinburgh Books Collective attended the Annual General Meeting of the Industrial Common Ownership Movement (I.C.O.M.) in Sheffield on 12 & 13 July 1978. Like most, we are Associate Members of the Movement. It was well worth while to meet other co-operatives and to learn of progress in different parts of the country (and in Mondragon). Cryer MP (a Minister of State at the Dept. of Trade and Industry) spoke about the fresh-on-the-Statute Book Co-operative Development Agency Act 1978. We elected a slightly more radical I.C.O.M. Council 1978-79, including two members from Scottish Collectives.

SCOTTISH COLLECTIVES MEET ON 20 AUG.

One result of the I.C.O.M. event is that Glasgow Grassroots Wholefoods & Herbs, Edinburgh Building Co-operative (EBCO) and Edinburgh Books Collective have jointly called a meeting of Scottish Co-ops and Collectives for 20 August 1978. This meeting will take place from 11am - 6pm in the Gay Centre, Broughton Street, Edinburgh. Somelight lunch and real coffee (12p/cup) will be provided. The simple idea is that we get to know each other.... we've never met

BLACK & RED PHOTOS—an exhibition of radical photography at First of May, left bookshop and meeting place, feminist, socialist, anarchist, ecological.

Aug 21-Sept 9
noon to 6.00 pm



First of May Bookshop

ON THE MOVE AGAIN?

Since the last Newsletter we have agreed, as a long-term commitment, to create full-time employment within the Bookshop. We plan to do this after we find and move into "High Street"-type premises. And here's the rub: we could simply move out of Niddry Street into larger more accessible premises, or we could work with other groups to try to take out a shared let on a fairly large building.

We're looking at the possibility of sharing a lease and we have written to the Director of Estates, City of Edinburgh District Council, asking the Department to clarify the City's policy on 36-42 Nicolson Street, the vacant, excellently situated Alexander's Stores. The building was blighted until recently by a Ring Road proposal, but this has been dropped completely.

What we have in mind is a Wholefood Restaurant/Bookshop Exhibition Centre plus meeting rooms/workshops above, with maybe residential use on the top floor for the people who will be employed in the building. Informal soundings with the South Side Association indicate a welcome for these uses. The whole scheme would be a very fine "advertisement" for the new co-operative movement in the City.

The whole project is up for discussion. There is time in hand. Please can we hear from other groups and individuals in Edinburgh?

FAB

FAB is the Federation of Alternative Bookshops in the UK. Its been going for several years but has recently seen a great burst of life as the growing number of alternative/left bookshops feel the need to meet and share information. And no doubt the success of PDC (Publications Distribution Co-operative) has stimulated FAB. FAB publishes a regular Newsletter (Address: Mandy, News from Nowhere, 100 Whitechapel, LIVERPOOL). During July, there was heated discussion about whether or not FAB should employ a full-time worker. The recent meeting of Bookshops in Leamington Spa at The Other Branch on 30 July was poorly attended. Most people are against the proposal, but the whole issue will be fully discussed at the next FAB Meeting in TORQUAY on Saturday 15 September.

newsletters

Social Enterprise



John Pearce

in Anytown



CALOUSTE GULBENKIAN FOUNDATION

Copyright of Calouste Gulbenkian Foundation

books

SECS/JP/2/2/1/1/049
SECS/JP/2/2/1/1/049

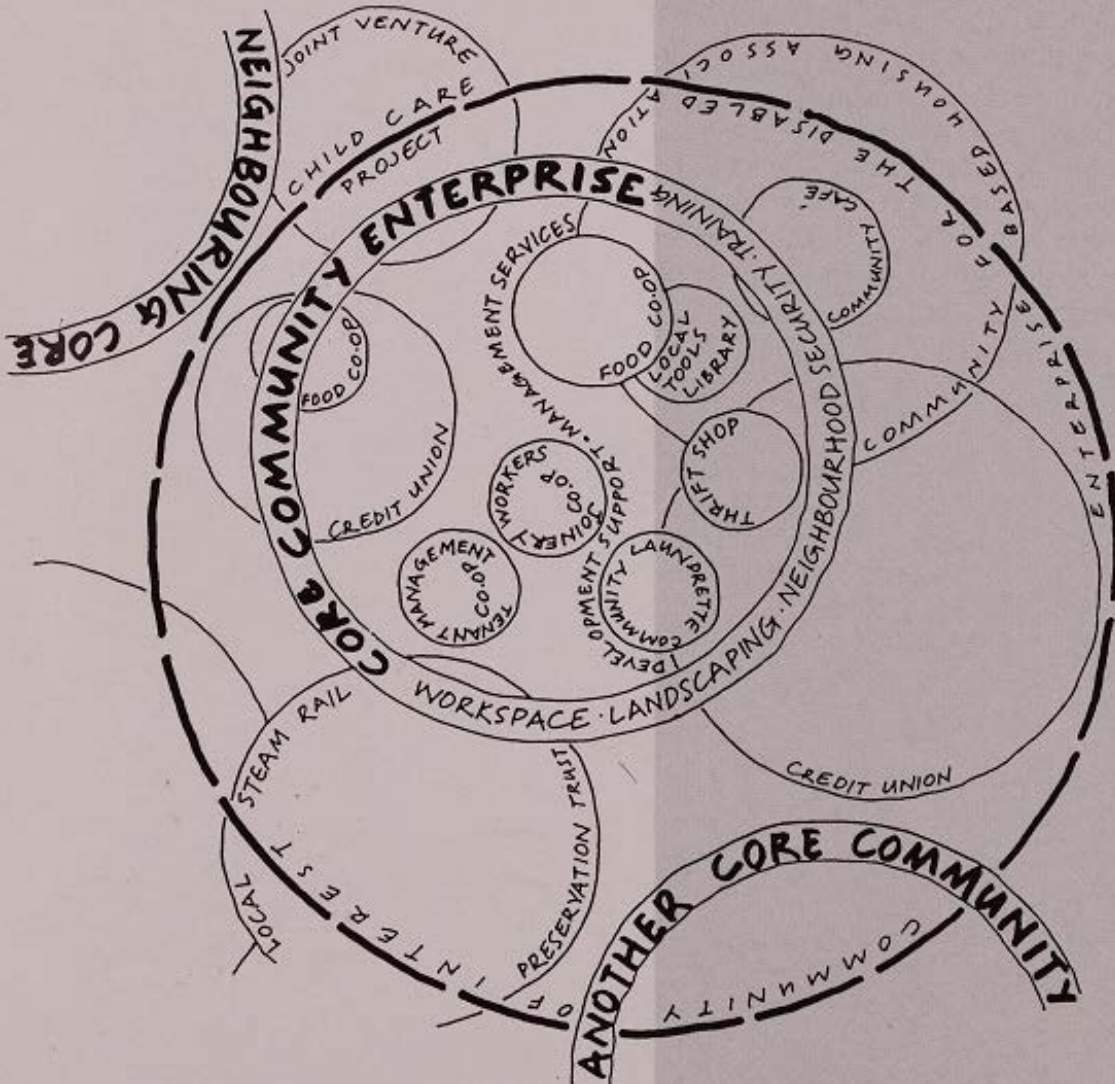
new
SECTOR

PAMPHLET SERIES: No. 1

The Community Enterprise Vision

HOW IT WORKS IN ANYTOWN

John Pearce



pamphlets



presentation slides

(this example is an acetate sheet for an overhead projector)

THE FIVE STAGES IN SETTING UP A SUCCESSFUL COMMUNITY BUSINESS

| | | |
|---|--|--|
| <p>STAGE 1</p> <p><i>Getting Started</i></p> | <p>COMMUNITY GROUP CONTACTS SCB AND ARRANGES A MEETING</p> <p>We want to do something in our area to create jobs & provide services</p> | <p>SCB STAFF EXPLAIN WHAT A COMMUNITY BUSINESS IS AND OUTLINE THE STAGES OF DEVELOPMENT</p> <p>A community business can do a whole range of activity...</p> <p>Great! We want to set up our own community business</p> |
| <p>A COMMUNITY BUSINESS STEERING GROUP IS FORMED & SETS ITS OBJECTIVES AND STRATEGY</p> <p>What do we want to do - and how are we going to do it?</p> | <p>THE STEERING GROUP ADOPTS AN INTERIM CONSTITUTION</p> <p>COMMUNITY BUSINESS INTERIM CONSTITUTION</p> | <p>THE GROUP APPLIES TO SCB FOR A START UP GRANT</p> <p>APPLICATION FOR A START-UP GRANT</p> |
| <p>THEY LEARN ABOUT WHAT OTHER COMMUNITY BUSINESSES HAVE DONE BY TALKING TO SCB STAFF... BY WATCHING VIDEOS AND SLIDES...</p> <p>What you need to do is...</p> <p>CB NEWS</p> | <p>COMMUNITY BUSINESSES HAVE DONE AND BY VISITING OTHER COMMUNITY BUSINESSES TO LEARN HOW THEY GOT SET UP AND WHAT THEY DO.</p> <p>A.B.G. COMMUNITY ENTERPRISES</p> | <p>SCB ORGANISES A TRAINING PROGRAMME FOR THE STEERING GROUP</p> <p>We need to know more about recruiting staff and financial planning and what our responsibilities will be as directors.</p> |
| <p>STAGE 2</p> <p><i>Finding Ideas</i></p> | <p>THE STEERING GROUP LOOKS AT IDEAS AND APPRAISES THEM</p> <p>What is happening in our local economy?</p> <p>What investment is there?</p> <p>What local money is spent outside our area?</p> <p>do we have the right skills and resources?</p> <p>How much would it cost to get our ideas started?</p> <p>How will it benefit our community?</p> <p>How much would it cost to get our ideas started?</p> <p>What about premises?</p> <p>Could we sell enough?</p> <p>Would the idea be viable in our area?</p> | |
| <p>THE GROUP WRITES UP A COMMUNITY BUSINESS DEVELOPMENT PLAN OUTLINING THEIR FINDINGS.</p> | <p>THE TRAINING PROGRAMME BEGINS.</p> <p>TRAINING SESSIONS</p> <p>1. DIRECTORS RESPONSIBILITIES</p> <p>2. FINANCIAL FEASIBILITY</p> <p>3. CASH FLOW</p> <p>4. MEETINGS</p> <p>5. PROFIT & LOSS</p> <p>6. LEGAL STRUCTURES</p> | |

artwork