

Jonathan McAlpin  
Director of Operations

Ulster Community Investment Trust

# Leading Change

Investment | jobs | Growth

# Presentation Content

- What are Social Enterprises?
- How do we achieve growth in our enterprises?
- Who or What is UCIT and what do we do?
- Closing Remarks

# Social Enterprises are businesses

# “More than Profit”

# Growing and Rebalancing the Economy

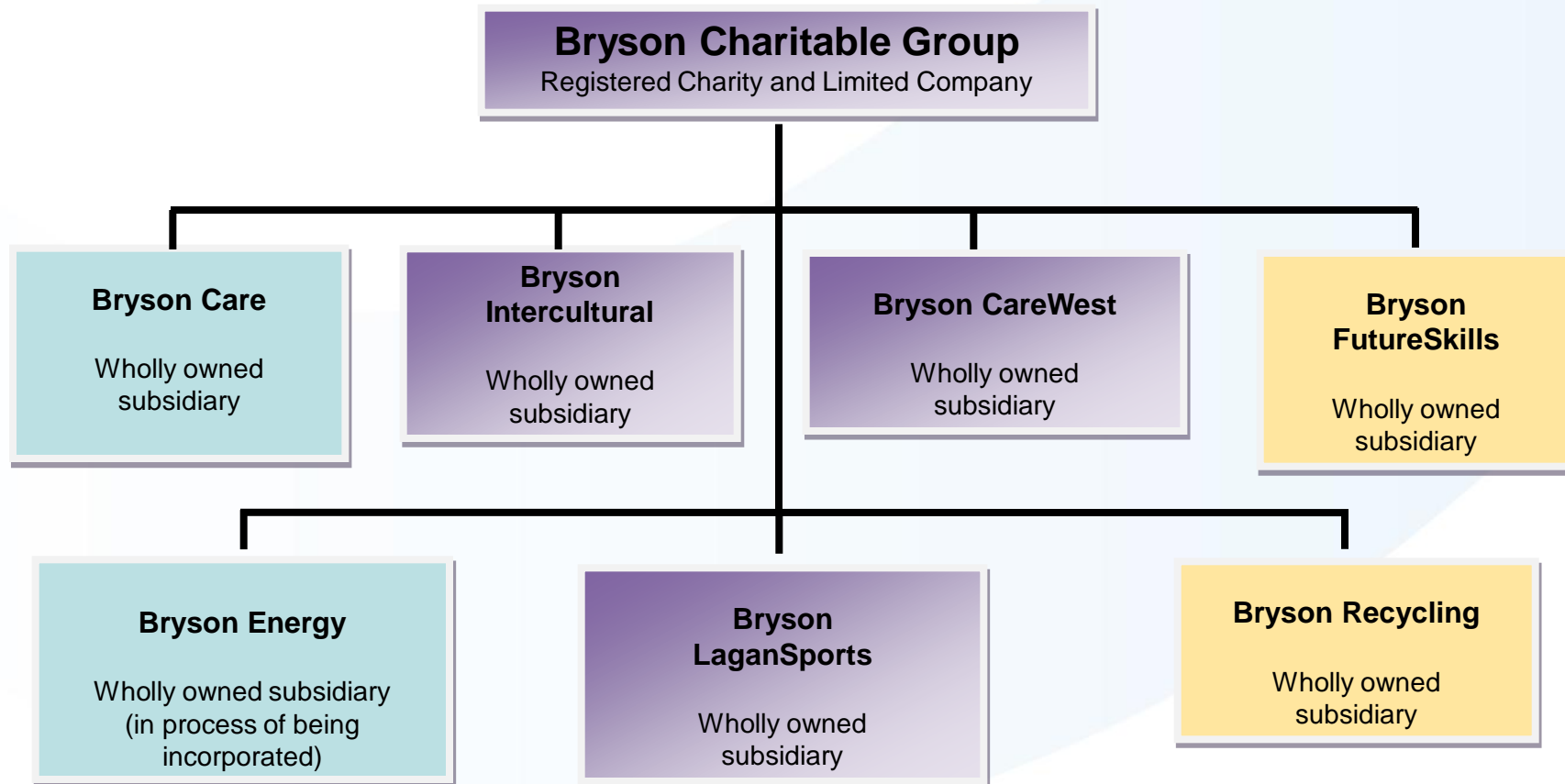
- Unity Enterprise – growth through private sector/social economy partnership
- Workspace Group – Growth through Acquisition
- Bryson Charitable Group – Growth through Public Contracting



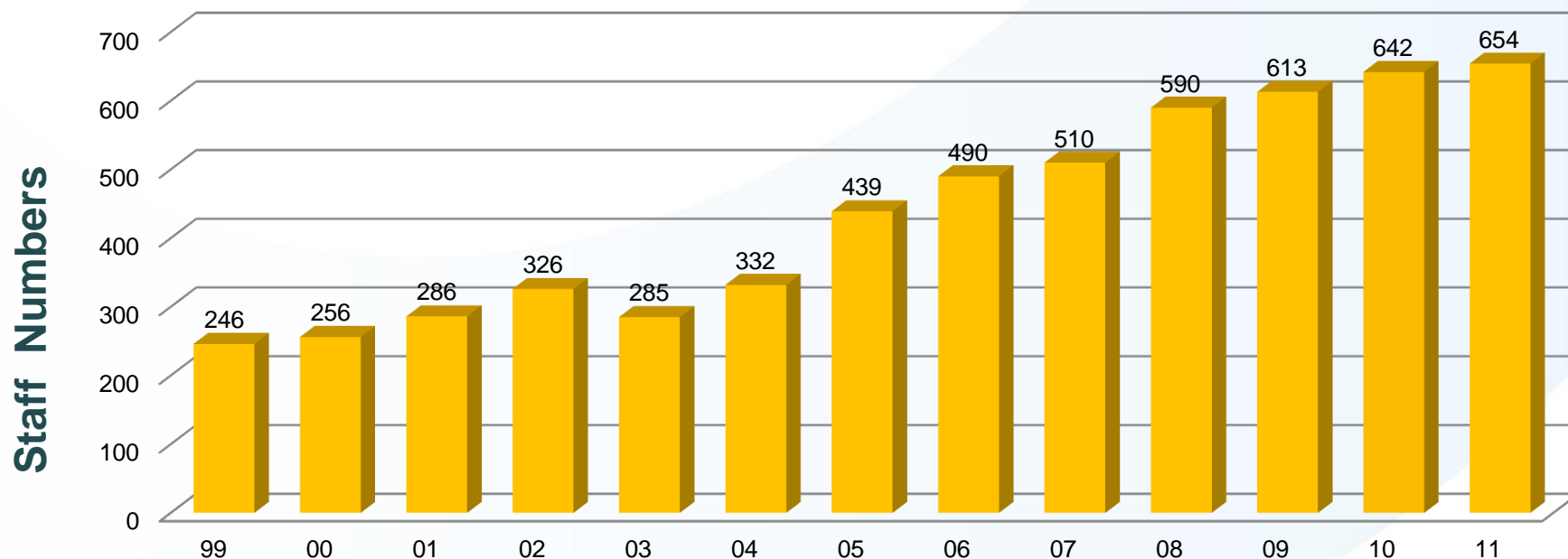
# Workspace Group

- Acquisitions:
  - **Therm-Tech** - design, manufacture, install and commission unique state of the art energy saving solutions for a range of commercial and industrial uses. these include the provision of heat recovery and recycling systems through to industrial super sized heaters and activated carbon technology.
  - **Elite Energy** - specialist suppliers and installers of energy efficient lighting systems throughout the UK and Ireland.

# Bryson Group Structure

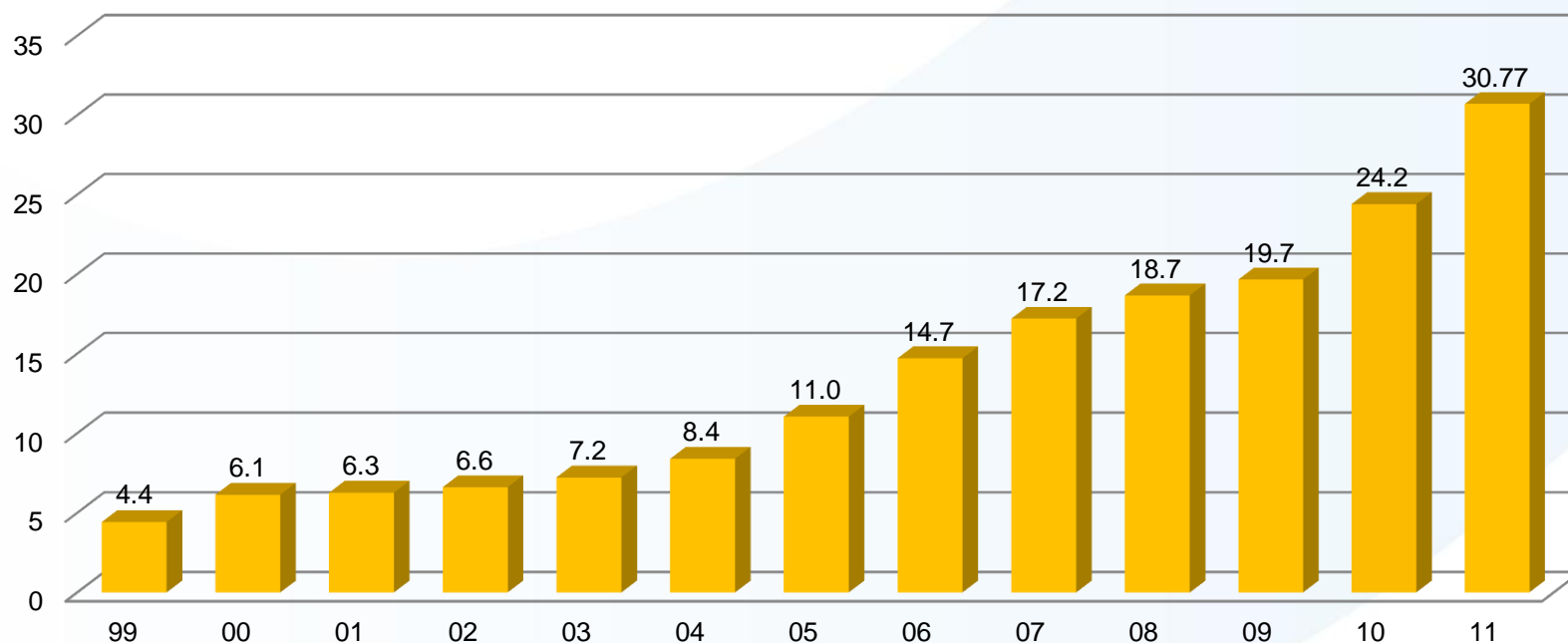


# Staff Numbers 1999 - 2011

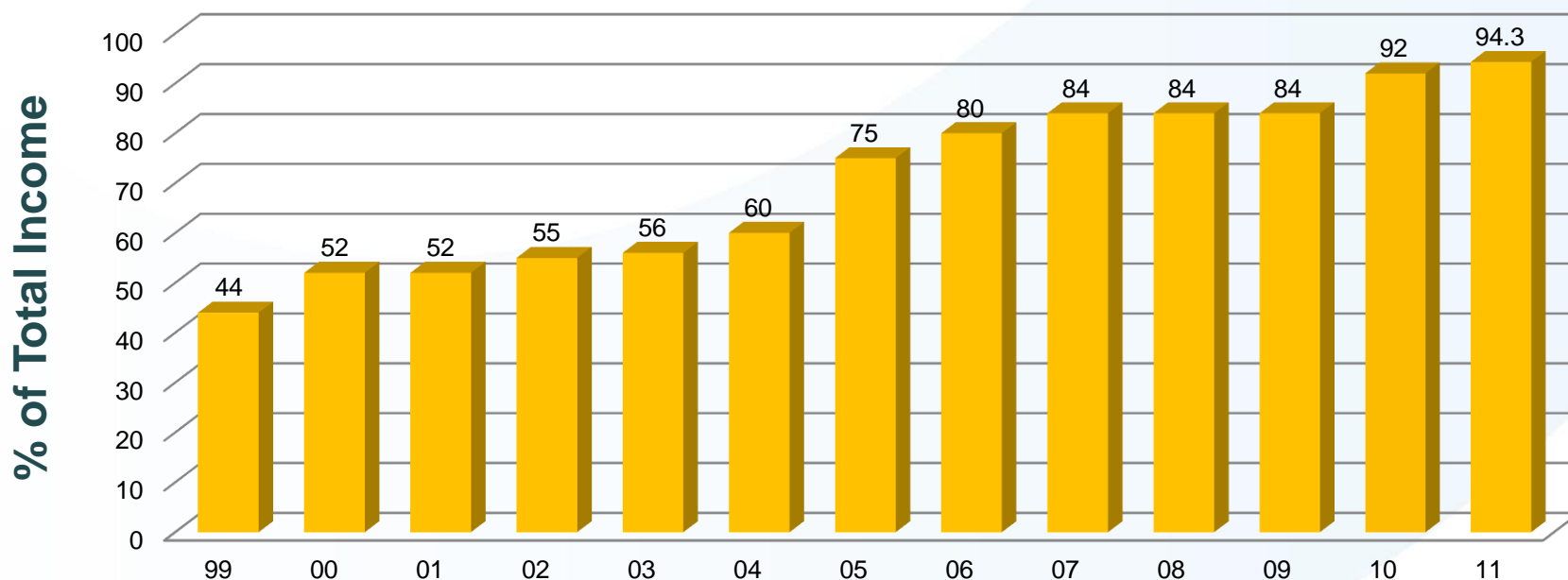


# Turnover 1999 - 2011

Turnover in Millions



## Contract Income 1999 - 2011



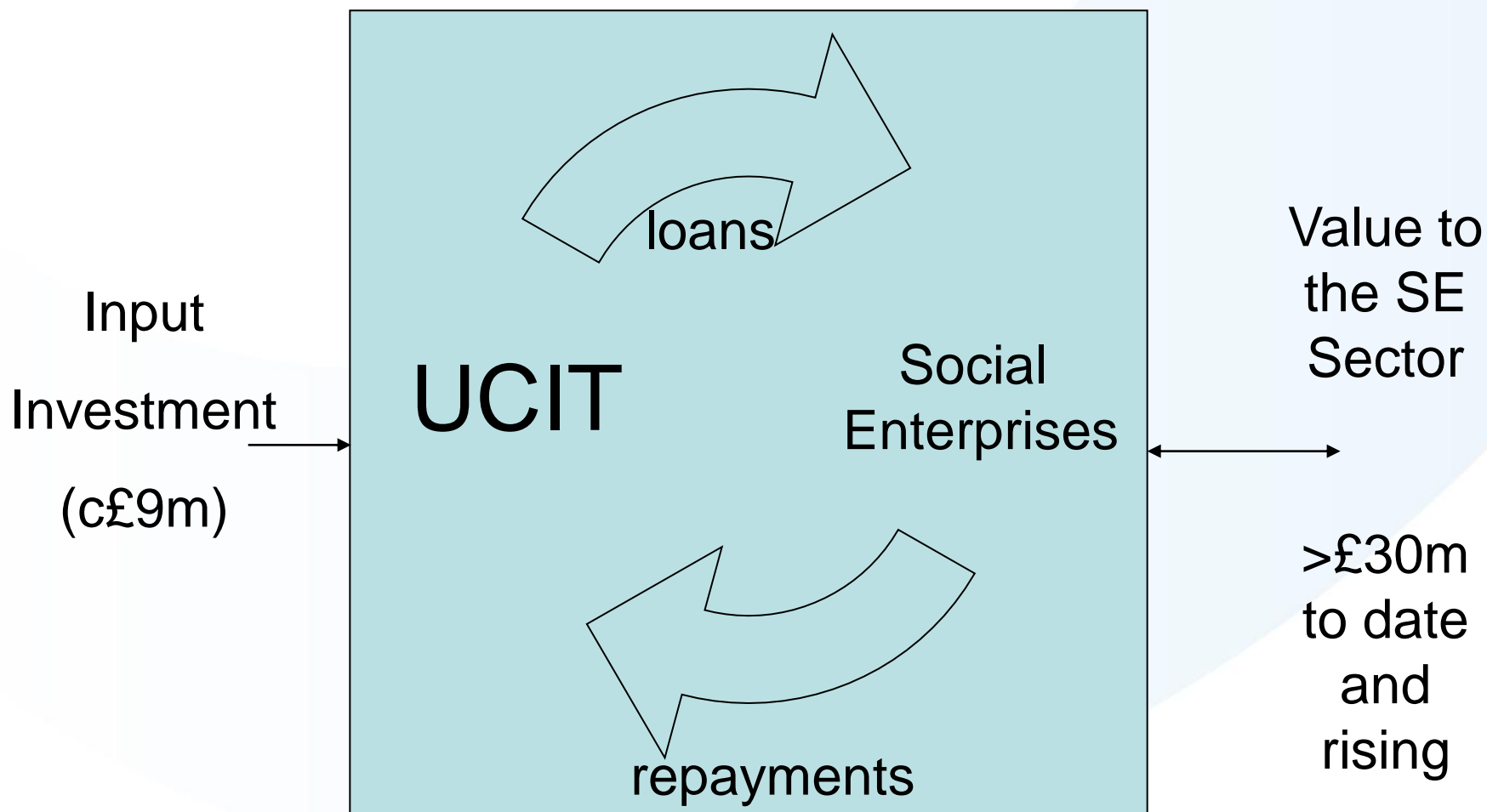
# Who or What is UCIT?

- A Charity and a Social Enterprise
- Ulster Community Investment Trust (UCIT) established in 1995 as the first social investment fund in Ireland
- An innovative social investment fund that would help stimulate economic growth and job opportunities in areas of deprivation and high unemployment
- Secured funding from LEDU (Invest NI), IFI and Atlantic Philanthropies and commenced operations in 2001

## **Mission Statement:**

*"To develop and provide competitive, flexible and tailored lending, investment and business support to the third sector throughout Ireland"*

- Our aim is to work with those in the margins of society, where traditional banks are less comfortable to operate.



## UCIT – Key Statistics

Since 2001:

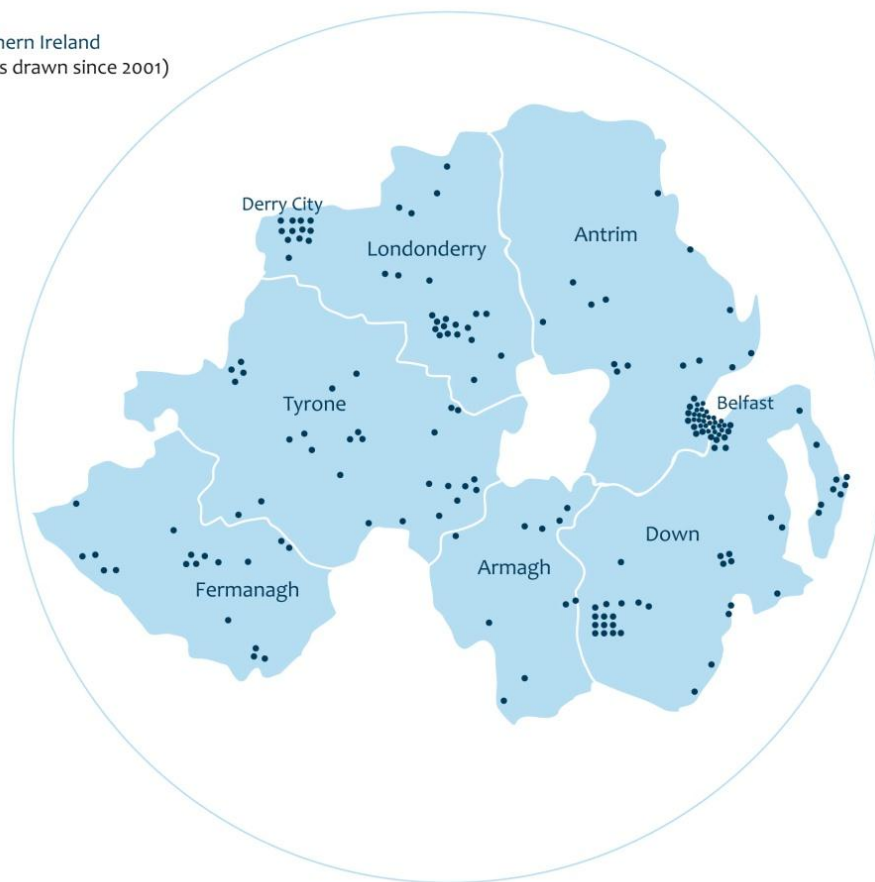
- Initial Capital Investment (Public Sector) of £12 million
- In excess of £30 million invested into community “owned” infrastructure
- Over 200 social enterprises assisted
- Estimated direct employment of approx. 2,000+
- Estimated indirect employment of approx. 6,000+

## Map showing distribution of UCIT loan holders

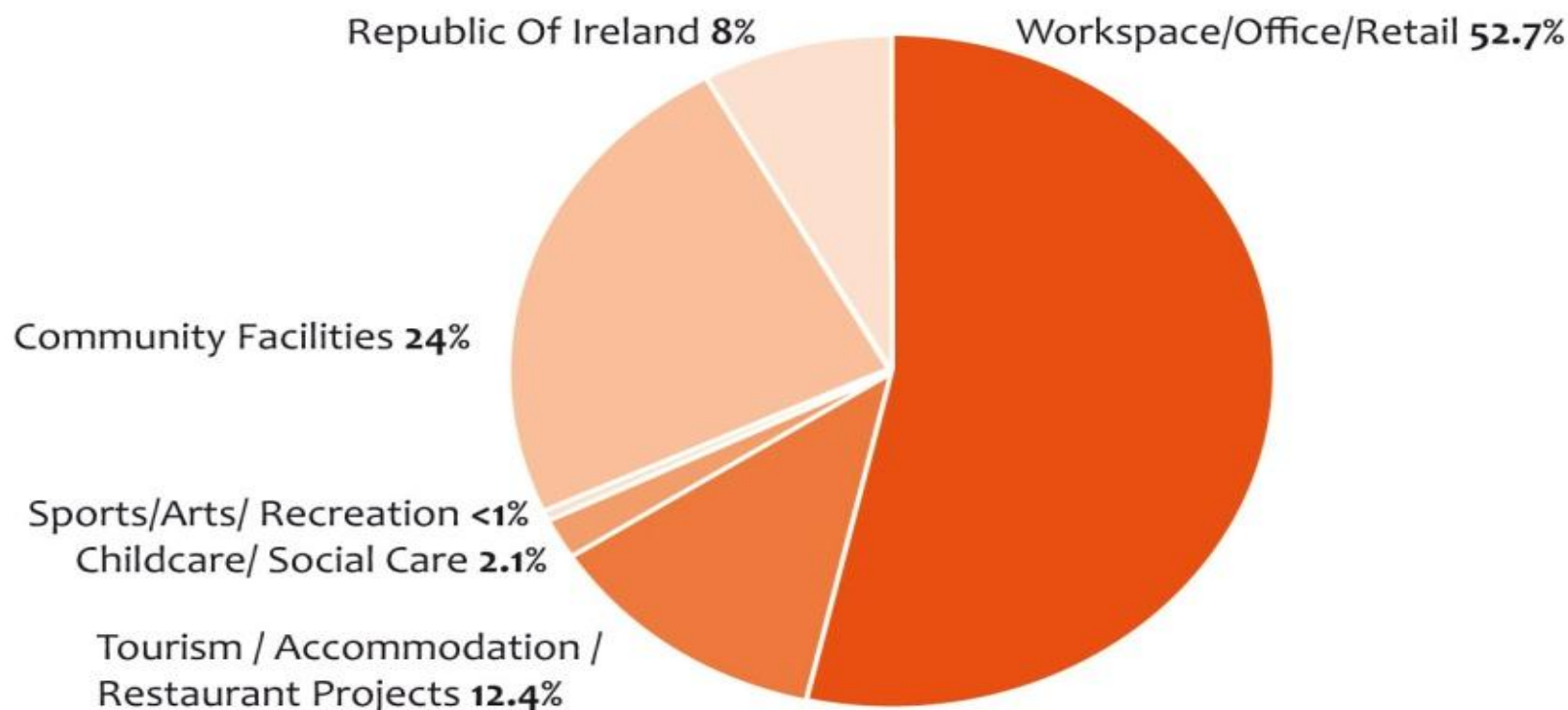
Republic of Ireland  
(loans drawn since 2007)



Northern Ireland  
(loans drawn since 2001)



# Sectoral Profile of UCIT Investments



**Sector Breakdown – Dec 2010**  
**Total £14,363,104 (103 loans)**



**Rosemount House, North Belfast, before and after regeneration by Filor Housing Association**

# What next for UCIT?

- Secure New Capital
- Develop New products
  - Risk capital
  - Working capital
  - Equity

## Concluding Remarks

- Social Enterprises are Businesses – part of the business community
- Rebalancing the Economy requires greater collaboration across the business community and working with the public sector
- Public contracting can stimulate growth
- Growth needs investment – particularly “risk capital”

# Thank You

**Ulster Community Investment Trust**  
**13-19 Linenhall Street**  
**Belfast**  
**BT2 8AA**

**Tel – 028 90315003**  
**Web – [www.ucitltd.com](http://www.ucitltd.com)**  
**Twitter @UCIT\_Ltd**  
**Facebook**