



(Perth and Kinross) Ltd

PUSHing for Inclusion
For People
with Learning Disabilities

Charity Registration No: SCO050006



More than a charity shop

A FUNDRAISING initiative by PUSH, a local Perth-based charity, is not only creating vital funds for the organisation, but also changing its members' lives.

PUSHing for Inclusion for People with Learning Disabilities opened the first doors to a charity shop on 55 South Street as a way of generating cash – and offering those with a learning disability the opportunity to experience a real working environment, as well as proving that the skills they had worked hard to develop in order to run the PUSH Drop-In would be transferable to the workplace. This venture was no soft easy option; it required real commitment from everyone involved. We owe a debt of gratitude to our landlord of PUSH, South Methven Street, Mr Kenny Simpson who gave us a store to keep donations.

Initially we took lease of the temporary charity store for the month of November and as we attracted a great amount of custom (with income from the first week comfortably covering the first month's expenditure), we decided to extend our tenancy negotiating with the landlord Mr David Fulton who was very supportive over the course of our tenancy.

We attended the 'NewBiz' conference and took part in a workshop for pre-start and existing social enterprises hosted by Perth & Kinross Local Social Economy Partnership. For us this was a meeting with Marek, Economic Development Officer, to discuss in depth our ideas, what stage we were at, where we wanted to be, how could we get there and what help may be available; his facilitation of the meeting enabled us to take the next steps required in ascertaining our capacity and ability to sustain our Enterprise.

As a consequence, a business plan for PUSH Charity Shop was undertaken. Convinced we had a USP which was going to be being profitable – after all, business is business – we did a realistic inventory of our assets associated with the shop and then deliberated what essential costs would be associated with longevity of our Enterprise. We also negotiated a very favourable six month lease on premises which would perfectly meet our purpose.

We submitted an application for funding to the Social Enterprise Development Fund and were delighted to be awarded £3,000. This funding enabled our Enterprise to open its door with pride: we were equipped for business in all areas, our volunteers had uniforms, our merchandise was displayed on appropriate apparatus, the cash register allowed us to take clear readings of the takings in each department and numbers of customers, etc. Our volunteers were able to progress in their learning through all of our systems for stock rotation and pricing. Importantly, our customers will now recognise we are running a professional business.