

**Chapter Organizing Call  
Tuesday, February 10, 2009  
Meeting Minutes**

1. Welcome

**Paulina Migalska (SEA National)** welcomed attendees to the call.

2. Opening Round Introductions / Participants share their burning questions/updates for the dialogue

**Darryl Lewis (SEA-Seattle Exploratory Group)**

Darryl's organization, the Seattle Social Capital, works with nonprofits and local developers to provide bridge financing. Darryl is interested in starting an SEA chapter in Seattle and joins today's call for learning purposes.

**Naomi Takeuchi (SEA-Raleigh/Durham Exploratory Group)**

Naomi is the President of 1000 Cranes Business Consulting specializing in social enterprise and entrepreneurship. Along with a small number of SEA member in the research triangle area of NC, she is interested in starting an SEA Chapter in her area. The group is in the process of organizing its first meeting. Naomi is also interested in building momentum around the chapter.

**Chris Miller (SEA-St. Louis Chapter)**

A group of loosely organized SEA members has been meeting in his area for about 4 years now and has been officially recognized as an SEA chapter since the inception of the Chapter Building Initiative at SEA. Activities include a business plan competition at the Washington University - Skandalaris Center for Entrepreneurial Studies, where Chris works.

**Betsy Densmore (Guest Speaker, Social Enterprise Institute)**

Betsy introduced the Social Enterprise Academies to the call's attendees. For more information please see the attachment and/or contact Betsy directly.

3. Content:

a. Brief description of SEA chapter program (if necessary)

SEA Chapter program has started in 2007. The building blocks of an SEA Chapter include starting an Exploratory group (to assess local interest), an Organizing group with intent to start a chapter (getting started), a Provisional Chapter (committed to becoming a chapter), and finally a Full Chapter. Currently SEA has three provisional chapters and about a dozen exploratory and organizing groups.

Chapter Guidelines can be downloaded from SEA website ([http://www.se-alliance.org/membership\\_chapters.cfm](http://www.se-alliance.org/membership_chapters.cfm)). Chapter Toolkit can be requested from SEA Staff.

b. Discussion of issues raised during the introduction

**Building Momentum:**

Chris Miller's (representative from an established chapter) advice to Naomi, who is just starting out, was to "do something / do anything" as a way to build momentum around a new chapter.

Paulina Migalska (SEA National) concurred and stressed that while SEA's role is to ensure long-term viability of the chapter through adoption of the Chapter Guidelines, a "do something / do anything" approach is equally vital to the chapter success, especially in the early stages.

- c. Social Enterprise Academies – overview by guest speaker, Betsy Densmore of the Social Enterprise Institute (more information attached)

**Social Enterprise Academies** are intended to support nonprofit executives to scale and/or start a social enterprise. Betsy and her team are thinking of expanding the model beyond California and SEA Chapters are encouraged to explore the opportunity to partner with SEI.

**Questions for Betsy:**

Chris Miller:

*What is the fee structure?*

SEI is paying for the program through sponsorships.

Naomi Takeuchi:

*Who is providing the support?*

In every market SEI has a different set of strategic partners, which typically include a university, an angel investor, and a management support organization/volunteer center. SEA Chapters are also natural partners.

- d. Additional questions/discussion items:

Business Plan Competition at the Washington University:

Naomi was interested in learning how the business plan competition at Washington University differs from the Yale/Goldman Sachs Business Plan competition?

Although not too familiar with the Yale/Goldman Sachs initiative, Chris responded to say that the main difference is likely the scope and reach of the program. The program at Washington University's is free and local unlike the Yale/Goldman Sachs initiative.

- e. Updates from SEA:

- i. Social Enterprise Summit 2009:

- a) Help us spread the word – invite your networks to the Summit.

SEA's Summit Marketing Blurb:

**Social Enterprise Summit, April 15-17, 2009 in New Orleans, LA** - Join over 500 leaders representing enterprising nonprofits, fair trade, digital inclusion, micro-finance, and others at the premier event for organizations pursuing a social or environmental mission using market-driven approaches. The growth of the sector has made the Social Enterprise Alliance's Summit the place for learning, peer-level networking, and the advancement of social enterprise as a movement. In addition to high-quality educational sessions and inspiring presentations from the cutting edge of the field, you can look forward to a new Policy Track, lively 10th Anniversary party, tours of local enterprises, unique pre-conference sessions, and a terrific local jazz festival on the weekend after the Summit. [www.se-alliance.org/summit.cfm](http://www.se-alliance.org/summit.cfm).

- b) **Your local SEA** - Structured Networking Session - Thursday, April 16, 4:00 - 5:30pm

Current chapter organizers from around the country will host a breakout session that discusses the process they went through to form their chapter, with tips for people interested in getting a chapter started in their community.

- c) Summit Social Network

If you haven't yet, please take a moment to create a profile for you Chapter on the Summit Social Network, for assistance please contact Paulina.

- ii. Upcoming SEA Member Teleconferences

[How to use the Web to Raise Money for your Social Enterprise](#)

**February 19, 1:00 PM Eastern**

In these days of the financial market meltdown, borrowing from a bank or finding a venture capitalist to invest in your social enterprise is fast becoming an old-fashioned and un-productive practice. It's time to think outside of the box. Today, like no other time in history, investors, both large and small, are eagerly seeking out investment opportunities over the web. Discover how to get capital you need in a cost effective way by selling your small privately held corporation's shares over the Internet to people who are sympathetic to your cause. This conference call is for anyone who has a social enterprise or anyone planning to start a social enterprise (both non-profit and for-profit). Learn the latest in Internet money raising techniques now!

[New IRS Restrictions on Nonprofit Social Enterprises](#)

**March 11, 1:00 PM Eastern**

The IRS has recently taken some actions that may have significant implications for 501(c)(3) organizations that conduct commercial activities. These include the release of the new Form 990, which requires an unprecedented level of detailed reporting on nonprofit commercial activity, and Treasury Decision 9390, which puts a new focus on private benefit in the nonprofit sector. For years, the Commerciality Doctrine served to limit the amount and kinds of commercial activity 501(c)(3) organizations could conduct. In the past decade, the IRS has loosened the rules considerably. However, the IRS has – at the urging of Congress – been carefully studying commercial activity in the nonprofit sector, and many attorneys have been expecting new regulation and wondering what kind of test the IRS is going to apply to nonprofit commercial ventures going forward. These recent developments may hold the key to answering this question. If you are a nonprofit operating a social venture this SEA member led call is for you.

- iii. Winter Membership Campaign – **February 15-March 15, 2009.**

New SEA Members receive \$25 off membership fees.

4. Closing round – feedback on the meeting/final thoughts/agenda items for next meeting

Darryl – looks forward to next month.

Naomi – enjoyed the call and thinks it would be a great idea to create a library of resources for Chapters. SEA supports this idea fully and appeals to chapter leaders to share resources with SEA staff who started building a library already.