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Welcome

We have procured more than £500m in property related contracts and services for our members and have saved them in excess of £141m over the years. More importantly, by including social clauses in these contracts, we have generated a wide range of social outcomes including over 1361 jobs for local, long term, unemployed people. Generating an estimated financial benefit to the economy in excess of £30m through regular paid work and reductions in benefit claims.

Visit fusion21.co.uk
Watch our video

Fusion21 is an innovative social enterprise and is a part of the Social Economy Alliance, a new partnership of the largest social enterprises in the UK whose collective aim is to grow the impact of the social economy.

We aim to do this by continuing to leverage procurement investment made by the public sector and ensure social value is delivered across the country. Social Enterprise is a solution to ensure that local people can be supported at the same time that services are delivered to the sector. That is why 38% of all social enterprises work in the most deprived 20% of communities in the UK.

Social enterprises like Fusion21 continue to have the highest concentration in the areas of greatest deprivation – three times the proportion of SME’s (12%) – creating jobs and contributing to the economy where it is needed most.
Project Cinderella was commissioned in 2002 by seven social landlords; The Riverside Group, Knowsley Housing Trust, Your Housing Group, Helena Partnerships, The Regenda Group, The Plus Dane Group and The SLH Group.

The project demonstrated that a strategic Alliance between the seven landlords as it was something 'worth doing', so in 2003 Project Cinderella became what is now known as Fusion21. It is a partnership that has gained national recognition due to its innovative approach to procurement and collaboration.

The partnership has enabled the group to leverage greater benefits for the wider local economy and delivered outstanding results that could not have been achieved by working individually.

After 10 years of continued support and profound involvement in Fusion21 our founder members are extremely satisfied with their contribution to the business over the years. Achieving beyond what they originally set out to accomplish, they will now be handing over the reign to a newly formed charitable body. This charitable body will act as a community investor to ensure the social aim of Fusion21 continues to be delivered into the future.

As a founder member we are proud of our relationship with Fusion21. The vision and aims of the original alliance has gone well beyond expectations. Examples such as the levels of Investment in our stock and communities, the creation of value for money compliant frameworks and supply chains, achieving the decent homes standard along with the investment into the skills programme and the number of full time jobs created provides a sense of enormous achievement.

We currently face challenges such as health and wellbeing, the welfare reform, skills and employment now more than ever in our ten years of working together and see this continued dynamic approach to partnering as an opportunity to overcome these challenges and be a major contributor to the economy and communities we work in.

Chris Dale, Head of Property Services, The Regenda Group

The SLH Group have enjoyed a valued and productive relationship with Fusion21 and remain proud to have contributed to both the establishment of the business and its development into an innovative social enterprise and market leader.

The SLH Group have with the support of Fusion21 invested more than £3m pounds through their frameworks and in doing so generated cashable savings of over £900K. This coupled with the creation of 45 jobs through partnership activity demonstrates clearly the social and economic value gained through working with Fusion21.

Wayne Gales, Executive Director of Operations at SLH Group
Founder Members

As Helena looked at the implementation of a very significant Decent Homes Standard programme, Fusion21 offered us a real chance to not only deliver the promises that we had made to tenants but also to add value and innovation to the successful completion of these works.

As Fusion21 has developed new workstreams, initiatives and expertise, Helena has been able to benefit from these developments and has taken great pride in being able to see opportunities such as the realisation of genuine and long lasting employment and training coming to fruition. Since 2002 Helena has seen nearly £18m worth of savings secured through our Fusion21 linked procurement processes. 119 permanent jobs have been created as a result of this investment and the estimated financial benefits to our local economy are around £2.6m.

The board of Helena Partnerships is extremely proud of these achievements and look forward to a long and continuing partnership with Fusion21.

Steve Moore, Executive Director Business Development, Helena Partnerships

Throughout the 10 years Fusion21 has been a fantastic collaboration that has helped its members to secure better deals with contractors and suppliers whilst also creating training opportunities and sustainable jobs for local people. As well as generating social value this model has improved efficiency in the procurement process and generated significant cash savings.

In Knowsley we have benefited from 363 local residents gaining employment through the Fusion21 training and employer pool adding an estimated £8m economic value (using LM3) to the Knowsley economy. Furthermore, since its inception we have procured £76m of programmes through Fusion21 and generated £15m of cashable savings.

As Fusion develop products and activities into the future KHT will continue to be a customer and key partner of Fusion21, through the ‘members consortium’, supporting product work streams and calling off employees from the Employer Pool. We look forward to continuing to work with Fusion21 as it further develops its commercial and social activities for the benefit of the communities it operates in.

Ian Thomson, Executive Director Asset Management, KHT

Plus Dane is delighted to have continued our positive relationship with Fusion21 during 2012 and 2013.

We have utilised their frameworks as a route to market to deliver more than £2.4m of planned investment work including kitchen and bathroom installations, window/door renewals, central heating, external/internal decorations, rewires and upgrading of fire installations to numerous flatted schemes.

This work has been delivered with highly competent contractors, within budgets with consistently high levels of customer satisfaction.

A key benefit of working with Fusion21 is our ability to ensure a high level of resident involvement in both the selection of contractors, suppliers, materials and products.

Our residents continually report that they greatly value the opportunity to be at the heart of this selection work.

Gerard Murden, Managing Director, Plus Dane Group

““The opportunity to be involved in the decisions of products to be used by other tenants was amazing. I have thoroughly enjoyed the experiences and had my eyes opened as to the procedure in awarding contracts and also how the process works.

Asking tenants to choose products is, in my opinion, the best way forward as we know what other tenants want as far as the services/products from Plus Dane go and thus getting it right first time.”

Plus Dane Resident

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Gerard Murden, Managing Director, Plus Dane Group
Your Housing Group are very proud to be a founder member of Fusion21. Your Housing Group has worked collaboratively with Fusion21 to deliver efficiency savings whilst generating social value to our customers and communities.

Delivering projects through Fusion21 brings significant benefits in procurement, both in terms of time and staff resources, with fully compliant Framework Agreements in place. Your Housing Group have utilised the full range of Framework Agreements, including internal and external components, energy retrofit works, together with cyclical and compliance work streams.

Overall Your Housing Group has delivered more than 50 projects, to the value of £32m. This has generated £12.3m of cashable savings and £250k of rebates. These savings and rebates have been reinvested in our properties and our communities. Also, Your Housing Group has benefited from 53 local residents gaining employment through Fusion21 adding an estimated £1.2m economic value to the local economy.

Paul Mackie, Head of Asset Management, Your Housing Group

Riverside is very proud of its role in working with local founder members to initiate and grow Fusion21 into an outstanding social enterprise business. Fusion21 is a testament to what can be achieved through collaborative working.

As Riverside has grown and evolved, so has Fusion21, helping meet our evolving procurement needs on a national scale.

We have invested more than £112m through Fusion Frameworks in improving our homes while saving over £33m. This saving has greatly helped improve the quality of homes to our tenants.

Riverside’s investment through Fusion has created 271 sustainable jobs, adding real value to the communities we invest in.

I am sure that Fusion21’s continued commitment to engaging with partners and working collaboratively will bring Fusion21 and its partners many more years of success to come.

Mark Patchitt, Director of Regeneration, The Riverside Group
Contribution to Local Communities

Our members have brought benefits to local communities of more than £30M

Founder members have alone contributed £21,323,902.00

The LM3 (Local Multiplier 3) has been used as a formula to demonstrate this impact. LM3 was developed by nef (the new economics foundation) as a simple and understandable way of measuring local economic impact. It is designed to help people to think about how local money flows and how their organisation can practically improve its local economic impact, as well as how to influence the public sector to consider the impact of its procurement decisions.
Procurement

Fusion21 was created for two key reasons; to support the procurement of our founder members’ repairs and maintenance programmes and to develop a skilled labour force from local communities. Collaborative procurement enabled our members to leverage the benefits of high volume procurement whilst retaining their own individual control of contracts and brand identity.

In 2003 Fusion21 selected the first partners to help facilitate its initial activity. Together the partners worked to create the first ever Fusion21 frameworks including Bathrooms, Windows & Doors, Kitchens and Heating.

The creation of the frameworks introduced a number of approved contractors and suppliers to work as partners of the founder members on the procurement of a predicted £1B investment.

Hear more from our supply chain:
Keepmoat
Total Glass
Valliant

From the very beginning Fusion21 considered social value and the use of social clauses in its frameworks and partnering contracts.

A fee of 1% of any total contract was paid by the contracting partner, this fee enabled Fusion21 to ensure that jobs could be created as a result of the investments of our founder members.

Today we generate social value for our members in communities across the UK.

Procurement can really change lives and our member’s procurement savings are continuing to power Fusion21’s expanding employment work with NEET’s, offenders, apprentices and more.

“There are other housing associations and procurement bodies that dabble around the edges of local procurement and sourcing but Fusion21 has taken it a step further and developed a really robust system that delivers results.”

Stephen Nicol, Managing Director of Consultancy, Regeneris
Delivering Sector Leading Frameworks

From the original planned maintenance frameworks, Fusion21 have delivered more than 22 frameworks over the years.

In 2004 with efficiency gains on these projects alone measuring 9.4% in addition to 150 trainees on site, the scheme gained widespread acclaim winning a number awards in this landmark year. It was after this the ODPM announced funding for development of up to 40 consortia based on the Fusion21 model.

Following the success of the original frameworks, Gas Servicing was launched in 2005 creating on average an impressive 18% efficiency gains for members, a result praised by the Audit Commission. The introduction of the new framework also saw the first non founder members join Fusion21, the Guinness Trust and Northern Counties.

The success of this framework opened the door to a wide range of new frameworks offered by Fusion21 including Void Security, Digital TV and Painting, Energy Performance Certificates and Facilities Management.

The Gerhson Review of Public Sector Efficiency featured the work achieved by the group, an acknowledgement that led to Fusion21 offering a national service in 2008.

By this time a further 35 non founder members had joined Fusion21 to benefit from procuring through a framework.

The Fusion21 model gained widespread attention in 2011 from Whitehall and the BBC due to its fit with Public Sector Reform.

"At a time of economic uncertainty and financial challenge our customers have directly benefited from the significant savings we have made through our frameworks. Our partnership with Fusion21 has been instrumental in developing the Generate Frameworks."

Nick Atkin, Member, Generate Group, & Chief Executive, Halton Housing Trust

Collaboration

Collaboration is at the core of our values. It is something that we will continue to ensure we offer the very best products and services to Fusion21 members.

More than 22 Fusion21 frameworks have been launched since 2002 helping to grow Procurement Services from meeting the needs of the seven founder members to supporting the procurement departments of over one hundred members across the country.

The Generate Group is an informally constituted group of Chief Executives from five housing associations including; Stafford & Rural Homes, Halton Housing Trust, Chester & District Housing Trust, Knowsley Housing Trust and Leeds Federated Housing that chose to work with Fusion21 due our track record of delivering frameworks to the sector.

"Average savings of 18% on Legal Services

As high as 30% on Insurance Services"
In 2009 Fusion21 launched In>Form, a strategic cost management system to manage members’ framework activity and spend. The E-procurement system was created as a bespoke solution to meet the needs of our members and supply chain.
Improving Lives

1361 jobs created

The first trainee entered the Fusion21 Skills programme in 2002, since then over 1300 life changing opportunities have been created for local people.

The volume of the jobs being created through framework social clauses meant that Fusion21 where able to open the Building Skills Centre in 2007.

By this time over 405 people had found employment through the scheme. People like Danielle McGivern, who won the Best Apprentice Award at the Women In Construction Awards 2007 demonstrated the calibre of trainees entering the programme.

Danielle’s achievements led the way for the first female only cohort to be ran at the Building Skills Centre, a unique way to ensure that women were being supported in entering a traditionally male dominated construction environment.

2008 was a landmark year for the Skills Programme that saw it 500th trainee Uche Egbuchirir enter employment and following this new initiatives were launched.

Working with founder member Helena Partnerships the Skills Academy was created, a collaboration that saw Fusion21 working with Helena to help deliver apprenticeships for local people within their own DLO.

Commercial training was also introduced, different courses that could be undertaken by anyone looking to further their skills and qualifications in construction related courses. Making full use of the Building Skills Centre, courses such as CSCS, CEIH and IOSH were established, enabling anyone to access them.

“I secured a job through the Fusion21 Skills Programme with AW Byrne as a trainee painter and decorator. The job opportunity was created with investments in the Fusion21 procurement frameworks from The Riverside Group. I have really enjoyed the experience and I’ve learnt so much in the past 2 weeks at Fusion21. At the moment it’s really hard for young people like me to find trainee placements in construction. I’m really looking forward to starting my new job and I can’t wait to begin work.”

Steph Anderson, Aged 21, Trainee Painter & Decorator, Fusion21 Skills Programme

“Fusion21 have helped me so much, if it wasn’t for them I would probably be back in jail now or still dealing drugs. Without their support I wouldn’t be where I am today. All I want to do is make my mum and my Nan happy and proud of me, Fusion21 has given me the chance to do this by helping me to find a job and keeping me out of trouble.”

Steve, Aged 29, Labourer, Fusion21 Skills Programme
The Fusion21 model through its Skills Programme featured in CLG’s Houghton Report on Tackling Worklessness; which led to the creation of the £1B Future Jobs Fund.

Following the launch of the government's Future Jobs Fund in 2010, our members, supply chain partners and new employers worked with us to create 375 opportunities. Knowsley Housing Trust alone worked with Fusion21 to create 60 opportunities for local residents. Coinciding with this Fusion21 were able to deliver Work Focused Training to more than 150 people in 2010, equipping local unemployed residents with the skills and qualifications to support them in finding employment opportunities.

375 people supported into employment through Future Jobs Fund

60% of this group went on to secure sustainable employment opportunities once their initial 6 month placement had ended.

The investment into the local communities by our founder members enabled the scheme to win the 2010 Homes & Communities Agency (HCA) Award for ‘Investing In Skills’.

One of the most recent initiatives that is supporting both employers and young people is the CITB Shared Apprenticeship Scheme in partnership with Fusion21; Building Skills for the Future.

This allows employers to support apprentices for shorter periods of time, reacting to the current economic climate by ensuring employers don’t have to commit to a 2 or 3 year apprenticeship but can still allow apprentices to complete their full programme. Since it was established CITB have praised the partnership and it is has been the most successful programme of its type in the country.
“We got involved in the shared apprenticeship programme because of its flexibility. If we get a busy period we can take a trainee on, but we aren’t financially committed for the normal length of an apprenticeship which is about three years. This lack of risk means we’re more likely to employ more apprentices in the future. We’re giving people a chance to get a position in the building industry when they might have otherwise struggled to find work.”

Gerard McEvoy,
Director of Penny Lane Builders Ltd

“Learning on the job is better than doing two years at college as employers are always going to go for someone whose had experience on site. I also know that with this apprenticeship scheme, if a contract ends with my employer, then Building Skills will find me work somewhere else so I can definitely get my NVQ.”

Corey Read, BSFF Apprentice Joiner,
Crosby Construction Ltd
Research & Development

Over the years Fusion21 have achieved the Investors in People Standard, ISO9001 and ISO14001.

In addition to our own business standards we have worked with our supply chain on standards such as the TPAS Contractor Accreditation, registered as a CHAS Health and Safety buyer and helped to address our supply chains Carbon Footprint in Construction through online tool Construct CO2.

Fusion21 have also collaborated with educational partners on a number of Knowledge Transfer Partnerships.

The first knowledge transfer partnership (KTP) with Liverpool John Moores University focused on improving category management services, as a result of this work we developed our Process Manager tool to predict, monitor and control resources through improving efficiencies as opposed to traditional cost cutting exercises.

Our most recent KTP’s took place in partnership with the University of Salford and focused on the Retrofit Challenges for Social Housing. Two exceptional toolkits are the legacy of the work undertaken by the team over a two year period. The Partnership was awarded a Grade A Rating by the assessors which was also the first the University of Salford has ever received.

The toolkits will now be used in our work with members to deliver added value to energy efficiency programmes by addressing both the technical and commercial elements of Retrofitting.

“This KTP was innovative in several ways, not least in tackling both technical and behavioural aspects of the retrofit challenge in social housing. KTPs are only really successful, however, when all parties – academics, associates and company personnel – are fully committed and work well together, and this KTP was a great example of teamwork. It fully deserved its ‘outstanding’ A-grading by our assessors and that is not easily achieved.”

Bob Astley, Technology Strategy Board KTP Advisor
In 2012 Fusion21 opened its Northern Ireland office to deliver training and employment services such as Employer Pool to local businesses. More recently we have been working with housing providers based in the region on a range of different procurement workstreams.

This year will see the launch of the Shared Apprenticeship NI Pilot Programme in partnership with CITB NI. This programme will offer real employment opportunities to at least 30 construction apprentices across Northern Ireland.
Employer Pool was created in 2011 as a legacy to the Future Jobs Fund programme; Employer Pool works with companies to recruit and employ local people into temporary positions.

Employer Pool manage the recruitment process and are responsible for payroll of all people on contract.

Employer Pool has been working with lots of new companies since it began and has more than 4000 people registered who are actively seeking work with local employers.

"At the time I was actively looking for a job so registered my details with the Employer Pool team. I was amazed that after three days of registering Employer Pool got in touch to inform me of a job that may be suitable for me as a window fabricator.

The interviews were held a few days later and following this I was told I was successful in securing a temporary position as a window fabricator with Total Glass.

I was completely shocked as I had been looking for a job for a while attending the job centre at least three times a week. The amount of jobs I applied for before finding Employer Pool was astronomical to say the least.

Fusion21 have helped me out twice in my life now and I would highly recommend the support they can offer through Employer Pool. The Employer Pool team are fantastic and they have been so supportive and really helped me out."

Mike West, Window Fabricator, Total Glass
Reducing Reoffending

Reducing Reoffending has been a priority area for the Training & Employment team over the last few years.

Our records indicate that more than 300 people who have backgrounds in offending have secured employment through our various programmes.

The inclusive approach of our schemes has always helped to target some of those groups deemed most hard to reach.

In 2012 Fusion21 introduced a formalised approach to Reducing Reoffending and worked in partnership with Manchester College to open a Construction Academy in HMP Liverpool.

The Construction Academy helps inmates to obtain an NVQ Level 1 in Construction whilst learning practical skills. Upon release Fusion21 offer inmates a ‘through the gate’ approach by registering them with Employer Pool whilst supporting them in achieving other qualifications and employment.

**New Horizons**, a partnership between Triodos Bank, GMCP and Fusion21 were also awarded the first round of DWP Innovation Fund in the country. The initiative engages with 16 - 18 years olds who are deemed to be on the cusp of offending. Fusion21 have been working with different groups through this scheme training them on a 8 week course and seeking work experience or placement opportunities for them.

"I have really enjoyed attending this course and I’m learning a lot about construction. I am now volunteering with a local employer. Hopefully once my placement ends I will be able to secure a position as an apprentice."

David Woolerton,
New Horizons Trainee
In 2011 Fusion21 launched a joint Retrofit Solution with Procurement for Housing (PfH) that saw three energy efficiency frameworks introduced to members spanning both consortia; Insulation Systems, Solar Photovoltaics, Solar Thermal & Voltage Optimisers, Mechanical Ventilation Heat Recovery & Heat Recovery Room Ventilator Systems. The partnership with PfH enabled the organisations to collaborate to combine procurement expertise and knowledge to offer the most compelling retrofit frameworks to the housing sector.

“Conducting a mini-competition sped up the lead-in time considerably, enabling Glasgow Housing Association (GHA) to capitalise on the higher rate of feed-in-tariff. Furthermore it allowed GHA to make use of performance specifications already established, which again assisted by substituting missing internal resources and therefore increased the speed of the process by not having to bring in additional consultancy.

As this was the first Solar PV project GHA and Apollo had done I feel, given the volume of installations and the fact that the Feed in Tariff deadline changed mid project, that Apollo managed the installation side well. The staff were helpful and responsive to requests, and a lot of effort went into having as many installations complete within the timescale.

Tenants have been reporting above expected savings on pre-payment meters, with our Fuel Advisors suggesting an average of £20 per month reduction in bills.”

Colin Reid, Sustainability Manager at Glasgow Housing Association
The joint approach for Retrofit workstreams worked so well that the Northern Housing Consortium (NHC) joined the partnership in 2011 to create the Alliance. Alliance is the UK’s largest procurement initiative for social landlords with more than 1,170 members it represents more than 70% of the country’s social housing stock. Fusion21, Northern Housing Consortium and Procurement for Housing set up Alliance in November 2011 for the benefit of the collective membership.

The primary aim is to create a strategic buying alliance that uses its scale to achieve efficiencies and cost savings through aggregated purchasing power. The renewal of both the Fusion21 and NHC Gas Frameworks were incorporated into one central framework in 2012; this was the fourth framework to be put into the Alliance partnership.

“This framework (Alliance Gas) provides breadth of service, the highest quality specialist contractors and superb value for money; in addition to generating social value, an agenda that is increasingly important to our organisation following the announcement of the Public Services Act this year. Generating efficiencies for ENEHL is also very important and we have made saving of circa 20% compared to our last contract.”

Tony Butler, Director of Technical Services at East North East Homes Leeds
Fusion21 has focused on growing our membership base across the UK to ensure a broader spectrum of organisations can benefit from working with us.

The Social Enterprise agenda has become of increasing importance to Fusion21 in differentiating our services to our members.

In a recent poll by the Royal Bank of Scotland Fusion21 were ranked one of the top 22 fastest growing social businesses in the country.

With more than 10 years experience of delivering social value to the communities we work in Fusion21 have been leading the way for other social enterprises to develop and grow.

Fusion21 are partners in SEUK Social Economy Alliance, a partnership made up of the leading social enterprises in the country. The Social Economy Alliance will be working to raise awareness of the benefits of buying social and working with social enterprise in the lead up to the 2015 general election campaign.

Across the UK organisations face the same growing challenge: how to deliver more for less. The public sector faces budget cuts for the next decade, while the not-for-profit sector faces a dwindling pot and movement away from grant-making.

With 10 years experience in delivering more for less Fusion21 is well placed to demonstrate to the sector how this can be achieved.

We will continue to work with different areas of the public sector to improve lives and benefit local communities through a range of procurement, training and employment services.

Delivering community regeneration is a key objective for Fusion21 for the future. Having recently completed a transfer of Construction Futures from WNDC (West Northants Development Corporation) and acquiring Atom Regeneration, a business focusing on the development of social inclusion, employment and skills: Fusion21 hope to be able to work with local agencies to deliver innovative community regeneration across the country.

In the next year Fusion21 will be looking to change our governance structures to establish the Fusion21 Charitable Body. This charitable body will receive all surpluses from Fusion21 social enterprise activity.

Establishing the body will enable our members to benefit from Social Dividends generated by the group.

Funds held within the Fusion21 Charitable Body will be used to invest in new and existing projects that support the generation of social value, social enterprise and community projects across the country.