

# Case study

## Income generation ideas

### Swindon Children's Scrapstore

#### Social aim

To recycle waste things into play things and provide employment experience.

#### Trading activity

The sale of waste scrap from businesses and arts and crafts materials to childcare organisations for use in craft activities.

#### Ownership

Registered charity.



#### How Co-operative Futures helped

Co-operative Futures suggested that Swindon Scrapstore look at generating their own income through trading, rather than being reliant on dwindling grants. We facilitated a visit to a similar Scrapstore and this generated new ideas, such as offering later opening times by arrangement and getting the web site up to date.

Co-operative Futures also helped the Scrapstore to set up a series of road shows, where they took a van laden with scrap art materials out to neighbouring village schools. This received local press coverage, which in turn generated more bookings to visit other schools.

With more focus on generating income through trading activities, employees and volunteers are spotting opportunities of making eye-catching displays from scrap materials in order to catch the imagination of visitors.

Something as simple as getting the van sign-written has brought new people into the shop, most of whom take away large bags of the scrap materials they have bought! .

***"With the help of Co-operative Futures, we have developed our trading activities."***

**Read more about income generation ideas here...**

**Visit their website at [www.scrapstore.co.uk](http://www.scrapstore.co.uk)**