

# Andy Horsnell | Resume | 20 October 2021

## Contact Information

+1 902 300 9725 | andyhorsnell@gmail.com | 6047 Highway 215, Kempt Shore, Nova Scotia, Canada, B0N 2A0

## Overview

Andy has worked for over three decades to help community-based enterprises and local economies be more resilient, self-reliant, and sustainable. He has worked with 100s of community organisations — large and small, rural and urban — throughout North America and abroad. In early 2018, Andy left the firm he co-founded (Common Good Solutions CIC), to work again as an independent consultant in the areas of social enterprise and local economic development. And in 2020, he co-founded Flourish Community Development Co-operative, which brings together eight different firms to undertake large-scale community economic development projects. As a volunteer, he currently serves as the vice-chair of the Social Enterprise Council of Canada, is a founding director of the Social Enterprise Network of Nova Scotia, and served as the chair of the Centre for Local Prosperity. When he's not doing consulting, Andy works with his partner SJ on their permaculture homestead in beautiful Kempt Shore, Nova Scotia.

## Work History

- March 2020 to present **Member owner**, Flourish Community Development Co-operative Ltd.
- Apr 2018 to present **Senior Consultant**, Centre for Local Prosperity, Nova Scotia. [www.centreforlocalprosperity.ca](http://www.centreforlocalprosperity.ca)
- Feb 2018 to present **Founder and Owner**, Andy Horsnell Consulting, Kempt Shore, Nova Scotia, [www.socialenterprisesolutions.ca](http://www.socialenterprisesolutions.ca)
- Jun 2018 to Sep 2021 **Consultant**, Co-operative Enterprise Council of New Brunswick, [www.cecnb.ca](http://www.cecnb.ca)
- Jan 2012 to Dec 2017 **Co-founder**, Common Good Solutions CIC, Halifax, Nova Scotia, [www.commongoodsolutions.ca](http://www.commongoodsolutions.ca)
- Jul 2010 to May 2012 **Manager of Professional Development**, Acadia Centre for Social and Business Entrepreneurship (now Acadia Entrepreneurship Centre), Wolfville, Nova Scotia, [www.acadiaentrepreneurshipcentre.com](http://www.acadiaentrepreneurshipcentre.com)
- Sep 2008 to Jun 2010 **Program Associate**, Community Sector Council Newfoundland and Labrador, St. John's, Newfoundland and Labrador, <http://communitysector.nl.ca>
- Jan 2007 to Aug 2008 **Senior Consultant**, Aperio, Toronto, Ontario, [www.aperio.ca](http://www.aperio.ca)
- 2003 to 2007 **Social Enterprise Consultant**, Rolfe Larson Associates, Denver, Colorado, [www.RolfeLarson.com](http://www.RolfeLarson.com)
- 2000 to 2003 **Co-Founder**, Authenticity Consulting LLC, Minneapolis, Minnesota, [www.authenticityconsulting.com](http://www.authenticityconsulting.com)
- 1998 to 2003 **Social Enterprise Consultant**, the Management Assistance Program for Nonprofits, Saint Paul, Minnesota, [www.mapfor nonprofits.org](http://www.mapfor nonprofits.org)
- 1998 to 2001 **Program Consultant**, the Neighborhood Development Center, Saint Paul, Minnesota, [www.ndc-mn.org](http://www.ndc-mn.org)
- 1998 to 2000 **Senior Associate, National Center for Social Entrepreneurs**, Burnsville, Minnesota, <https://nationalcenterforsocialentrepreneurs.wordpress.com>
- 1989 to 1998 **Business Consultant and Assistant Director**, Acadia Centre for Small Business and Entrepreneurship (now Acadia Entrepreneurship Centre), Wolfville, Nova Scotia, [www.acadiaentrepreneurshipcentre.com](http://www.acadiaentrepreneurshipcentre.com)

## Education

- 2017 and 2018 **Nothing Missing Leadership Retreats 1 and 2** - Windhorse Farm, Nova Scotia ([www.nothingmissing.ca](http://www.nothingmissing.ca))
- 2017 **Synergia Institute** (two-week residential institute) - Monte Ginezzo, Italy (<https://synergia institute.wordpress.com/>)
- 2002 to 2003 **Masters of Environmental Studies** (completed first year requirements) - York University Faculty of Environmental Studies

- 1998 to 2003 **Practical study in Action Learning and peer coaching** with Dr. Carter McNamara, Ph.D., Minneapolis, Minnesota
- 1995 **Certificate, Creating a Competency Based Learning Environment** - Holland College, Charlottetown, PEI.
- 1994 **Certificate in Adult Training** – Acadia University, Wolfville, Nova Scotia.
- 1989 **Bachelor of Business Administration** - Acadia University, Wolfville, Nova Scotia.

## Volunteer Leadership

- 2009 to 2011, 2013 to present **Vice Chair** of the Social Enterprise Council of Canada ([www.secouncil.ca](http://www.secouncil.ca))
- April 2015 to Sep 2016, May 2021 to present **Board member** of the Social Enterprise Network of Nova Scotia ([www.senns.ca](http://www.senns.ca))
- Feb 2016 to Mar 2018 **Board Chair** of the Centre for Local Prosperity ([www.centreforlocalprosperity.ca](http://www.centreforlocalprosperity.ca))
- Aug 2012 to Jun 2015 **Board member** of the Flower Cart adult vocational centre ([www.FlowerCart.ca](http://www.FlowerCart.ca))
- Jan 2010 to Jan 2015 **Vice President** of the Atlantic Council for Community and Social Enterprise ([www.accse.ca](http://www.accse.ca))
- 2009 to 2010 **Board Chair** of For the Love of Learning Inc. ([www.fortheloveoflearning.org](http://www.fortheloveoflearning.org))
- 1999 to 2006 **Co-founder** of the npEnterprise Forum ([www.npEnterprise.net](http://www.npEnterprise.net))
- 1999 to 2000 **Board member and President** of Urban Boat Builders Inc. ([www.UrbanBoatbuilders.org](http://www.UrbanBoatbuilders.org))

## Client References

### Scaling Social Enterprise Project for DirectionNS Council ([directionscouncil.org](http://directionscouncil.org))

Andy designed, facilitated, and managed a process to engage the Council's 30-member agencies in identifying and developing three large-scale, multi-agency social enterprises: a wood products co-operative, a seniors home service collaborative, and a provincial chain of thrift stores.

Contact: Mike Townsend, Executive Director, Directions Council for Vocational Services Society, [mikeroyt@gmail.com](mailto:mikeroyt@gmail.com), (902) 989-0074

### Strategic Plan for the Deanery Project ([thedeaneryproject.com](http://thedeaneryproject.com))

Andy designed, co-facilitated, and managed a process to develop a comprehensive, three-year strategic business plan for the Deanery Project, a not-for-profit organization with a focus on the environment, youth and community, natural building, and the arts.

Contact: Kim Thompson, Executive Director, The Deanery Project, [shipharbour.thompson@gmail.com](mailto:shipharbour.thompson@gmail.com), (902) 845-1888

### Business Plan and Evaluation Plan for Question of Care, an enterprise of the Peterborough Drug Strategy ([questionofcare.com](http://questionofcare.com))

"We worked with Andy over approximately 6 months to develop business and evaluation plans for our social enterprise. The process felt like a personalized business training course. The plans have since allowed us to confidently make decisions on how to operate our growing program for the last year. Not to mention when something comes up that we don't know how to handle, Andy is only an email away and always quick to help with any questions. He's very organized, smart and patient. A great coach that I highly recommend!"

Contact: Jessica Penner, Coordinator, Peterborough Drug Strategy, [jpenner@peterboroughdrugstrategy.com](mailto:jpenner@peterboroughdrugstrategy.com), (705) 872-2197

## Partial Client List

Andy has led and co-led dozens of strategy, enterprise, and program development projects for a wide range of organizations. A selected list of client organizations follows:

### Canada

1. Acadia Entrepreneurship Centre (formerly Acadia Centre for Social and Business Entrepreneurship), Wolfville, Nova Scotia
2. Ark Industries, Bridgewater, Nova Scotia
3. Town of Bridgewater, Nova Scotia
4. Department of Business, Government of Nova Scotia
5. Canadian Abilities Foundation, Toronto, Ontario
6. Canadian Community Economic Development Network (Manitoba Chapter), Winnipeg, Manitoba
7. Catholic Family Life Centres of Simcoe, Barrie, Ontario
8. CED for Immigrant Women, Pickering, Ontario
9. Centre for Children Committing Offences, Toronto, Ontario
10. Choices for Youth, St. John's, Newfoundland
11. DASC Industries, Dartmouth, Nova Scotia
12. The Deanery Project, Lower Ship Harbour, Nova Scotia
13. Directions Council of Nova Scotia, Dartmouth, Nova Scotia
14. Falls Brook Centre, Glassville, New Brunswick
15. Farm Centre Association, Charlottetown, Prince Edward Island
16. Habitat for Humanity, Dartmouth, Nova Scotia
17. MetroWorks, Halifax, Nova Scotia
18. Multicultural Women's Organization of Newfoundland and Labrador, St. John's
19. New Path Children and Family Services, Barrie, Ontario
20. OH Africa, Toronto, Ontario
21. Progress Career Planning Institute, Toronto, Ontario
22. Saskatchewan Community Economic Development, Regina, Saskatchewan
23. St. Andrew's United Church, Halifax, Nova Scotia
24. Taproot Farms, Port Williams, Nova Scotia
25. Tatamagouche Centre, Tatamagouche, Nova Scotia

26. Blue Door Shelters (formerly Transitional And Supportive Housing Services of York Region), East Gwillimbury, Ontario
27. University of Regina Division of Continuing Education, Regina, Saskatchewan

### USA

28. American Red Cross of Greater Columbus, Ohio
29. Amherst H. Wilder Foundation, Saint Paul, Minnesota
30. Center for Cross-Cultural Health, Minneapolis, Minnesota
31. Children's Achievement Centre, Windsor, Ontario
32. Chinook Fund, Denver, Colorado
33. East Metro Music Academy, Saint Paul, Minnesota
34. Environmental Support Center, Washington D.C.
35. Enterprise Facilitation of Richfield, Minnesota
36. Erie Community Foundation, Erie, Pennsylvania
37. Kentucky Artisan Heritage Trails Program, Richmond, Kentucky
38. Lutheran Social Service of Minnesota, St. Paul
39. Management Assistance Program for Nonprofits, Saint Paul, Minnesota
40. Mid-Ohio Diabetes Association, Columbus, Ohio
41. Neighborhood Development Center, St. Paul, Minnesota
42. Northeast Workforce Center, Portland, Oregon

### Other International

43. Oxfordshire Youth Arts Partnership, Bicester, UK
44. People's Research Organization for Grass-Roots Environmental Scientific Service (PROGRESS), Hyderabad, India
45. Volgograd Entrepreneurs' Association, Volgograd, Russia