

Information and Overview

Team CVs

Your Contacts

Julian Blake



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Experience

Julian has always applied commercial disciplines to his predominantly public benefit distributing client base. He is particularly involved with the application of corporate/commercial law to charities, social enterprises, educational institutions and socially focused business and the engagement between such organisations and the public sector. He has been interim head of the BWB Corporate & Commercial team and was joint head of the Charity & Social Enterprise team from 2011-17. From 2006 he developed BWB's cross-departmental Commercial Services and Sector Group initiative, as an extension of the firm's public benefit specialisation and is particularly engaged with the Public Services, Social Finance, Education and Health & Social Care teams. He promotes the European Commission Social Business Initiative perspective on Public Procurement and State Aid, challenging misconceptions within the UK. He is involved with national expert panels on Public Procurement and on Social Value, focusing particularly on Social Impact Measurement.

He is especially interested in the development of public service partnerships between social business suppliers, commissioners and social finance institutions, place-based community initiatives, community and crowd funding and new "innovation partnership" procedure, with its unique feature of permitting the combined procurement of the design and delivery of an innovative public service.

He has, since 2012, supported a Social Business International initiative, E3M, a group of pioneering chief executives running large public service delivering social enterprises and an associated group of pioneering, progressive "Bold" commissioners. See www.e3m.org.uk "E" means "Europe and "3Ms" means "Models, Markets, Money, Measurement"

Julian's areas of legal expertise include: commercial and charity law advice to charities, social enterprises, mission-led businesses, charities and commercial organisations; formations and constitutional reorganisations; Charity Commission and sectoral regulation; joint ventures/mergers/business transfers; private, public and third sector contracts and funding arrangements; public procurement and state aid; education law; financial services; and competition law.

Examples of recent work

- Social business purpose-driven commercial work, including public service, project development, social impact bonds, other outcome bond contracts, collaborations, partnerships and college mergers
- Public procurement and State aid structuring advice to national funding bodies, public service innovation projects and Social Enterprise recipients of contracts and grants and participation in a successful tender bid team in a competitive dialogue procedure for education sector regulatory services
- New public benefit organisation establishments, including charities, community interest companies and public sector spin-outs
- Public investment offerings and commercial contracts for community wind-farm, hydro and other environmentally focused projects
- International licensing contracts for the use of software providing ethical investment data
- Commercial and competition law advice to health and social care business projects engaged in fair-trade
- Strategic implementation of public policy programmes in childrens' and youth services; early years; extended schools; the 14-19 agenda and leadership in schools
- Further Education mergers in relation to the 2016 Area Review Programme
- Restructuring and advice in relation to promotional and support service projects for umbrella body serving London higher education institutions
- Review of status, structure and organisation of a national networks of charities operating learning disability services; and the re-structuring of national networks delivering business education in schools and providing specific medical condition support across the UK
- International charity work for US charities in relation to the establishment of UK associate charities and international grant-making, including a £75 million donation to the Rhodes Trust scholarship programme in Oxford University.

Qualifications and career

- Oxford University, Modern History BA 1986
- Guildford Law College, 1988
- Trained at Bates Wells Braithwaite, 1989
- Assistant solicitor at BWB, 1991
- Partner at BWB, 1999
- Co-Head of BWB Charity & Social Enterprise Department, 2011-17
- Partner, Social Enterprise, Charity, Public Services and Education, 2017 -

Pro bono, memberships and appointments

- Rapporteur to a sub-group of the Commission for the Future of the Voluntary Sector (the Deakin Report) 1996
- Adviser to The Campaign for Fair Contracts and author of the Campaign's Statement of Case,



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2000

- Member of Charity Law Association, Management Committee for 6 years and working parties on Local Authority Contracts. Cabinet Office Strategy Unit Review of the Voluntary Sector. The Charities Bill and 2006 Act. Industrial and Provident Society Reform and public benefit and fee-charging
- Chair of Institute of Fundraising working group on contracts between charities and fundraising agencies, 2004-2005
- Member of Future-builders Purchasers' working group, 2004-2005
- Following supporter-member of the E3M Social Enterprise Leaders Club and the Bold Commissioners Club, each operate by Social Business International, 2012 -
- Member of UK National Advisory Board on Public Procurement and the Social Value Taskforce 2016 -
- Trustee of Media Diversity Institute.

Publications and lectures

- Author of the chapter on UK charities in "Investment Management Law and Practice" published by Oxford University Press
- Contributor to "Unlocking Socially Responsible Investment" published by the Charity Finance Directors' Group
- Guidance on public procurement for the Compact Commission and for ACEVO
- "Charitable Status: A Practical Handbook 6th Edition": Directory of Social Change; 2008 - "A vital reference book for every local development worker and charity advisor" - Kevin Curley NAVCA.
- "Getting it Right Legally: (2005)" and "Getting it Right Legally (2) (2010) for Playwork Partnerships with associated national programme of seminars in England and Wales (2006-2010)
- Contributions to: "Keeping it Legal - Legal Forms for Social Enterprises" for Social Enterprise London
- Contributions to "Charities Administration Service" and "Charity Trading and the Law" for Jordans
- Seminars for BWB/Directory of Social Change Annual Charity Law Conference; Jordan's Charity Conference; Charity Fair; Association of Colleges; Independent Schools' Council; Institute of Fundraising; Social Enterprise UK; NCVO; UnLtd; British Council and other client and public events
- General Editor The Charities Acts Handbook 2016 - publisher Jordans
- "The Art of the Possible in Public Procurement", with Frank Villeneuve-Smith of HCT Group: E3M; 2016 - "In nearly 10 years of trying to understand and navigate UK public procurement it is by far the most readable and positive thing I have ever seen committed to paper" A major achievement". Matt Robinson, CDC Group.

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More information: <https://www.bwbllp.com/people/julian-blake>