

# Capacity building with Funding Plus

## Info and application process



“CAN have shown a real interest in our company and it feels like they really want to work with us to make improvements which will sustain our business.”

Funding Plus Programme Year 1 Cohort Member

L&Q launched the **Funding Plus programme** in October 2018 which focuses on supporting the capacity of the social sector. It offers **free capacity building** support to organisations in terms of their financial sustainability, growth and delivering effective social impact.

Practically the programme consists of varied types of support:

- **Bespoke diagnostic process** – helping organisations to understand their strengths & priority areas for improvement, align to their aims and objectives
- **Group Learning** – through bi-monthly business workshops & ‘sprint-hacks’ on business readiness based topics & live issues
- **Expert 1:1 support** – up to 4 days of advice and support per organisation on topics such as; sustainability, impact management, sales and marketing, strategies for growth.
- **Practical tools and templates** – such as Impact Maps (Theory of Change), business plans, strategic plans, marketing collateral, business ‘pitch decks’, and financial forecast models.

The programme is delivered by sector experts CAN Invest, in partnership with L&Q. They are the UK’s largest charitable provider of premises, skills & finance. Some example topics they’ve supported organisations with in the past include developing:

- A social business model canvas
- A 'Value proposition' & defining target markets
- Opportunity scorecard to help prioritise time
- Social Impact Maps to help articulate how social impact is delivered by the organisation
- Systems to measure social impact
- Financial modelling to forecast future cashflow and human resource requirements
- Sales & marketing plans & strategies
- Scaling strategy, based on external & internal opportunities

The overall objectives of the programme are to help participating organisations achieve:

- Increased confidence in business language and principles
- Improved ability to prioritise time effectively
- Increased ability to articulate and report their social impact
- Increased understanding of how to grow their organisation effectively and sustainably

If this programme is of interest, please check your eligibility against the criteria below and if appropriate, follow the below link to register your interest in participating.

Register your interest here: [https://www.surveymonkey.co.uk/r/LQ\\_FPP\\_EoI\\_Y2](https://www.surveymonkey.co.uk/r/LQ_FPP_EoI_Y2)

#### Eligibility criteria:

- Either existing or prospective providers to the L&Q Foundation
- Legal structure: Company Ltd Guarantee, CIC Limited by Guarantee, CIC Ltd by Shares, Charitable incorporated organisation (CIO), Co-operative or Community benefit society
- A minimum annual turnover of £10,000
- A maximum annual turnover of £500,000
- A willingness and ability to commit a minimum of 1 day per month, for 12 months, to the programme.

#### Process:

- The window for expressions of interest will be **open until 5pm on 21<sup>st</sup> August 2019**.
- All Expressions of Interest will be reviewed and those that are eligible will be invited to meet L&Q and CAN Invest at a programme introduction event between 2<sup>nd</sup> and 6<sup>th</sup> September.
- 10 organisations will be selected for the second cohort by 17<sup>th</sup> September and the programme will start on 1<sup>st</sup> October.

The selection process will use an assessment of the organisation's current objectives and challenges, their capacity to fully engage with the programme on offer and the programme's ability to support and benefit the organisation.

#### Feedback from Cohort 1:

- "The one to one help has been very beneficial and engaging with other organisations has been amazing."
- "I found everything very valuable so far. I really enjoy attending and can use everything I have learnt."
- "I have been very impressed to get such a personal service, I didn't expect that!"

“I have met inspiringly down to earth people and didn't expect to get so much practical help. I thought it would be much more of a theoretical course but I am impressed that most of the things I have learnt apply to my small business.”