

Enterprise Grants: Application guidance

Following a successful pilot year, a new and expanded Enterprise Development Programme is being launched. The Programme will be delivered by a partnership of national organisations with local reach; Social Investment Business administers the programme on behalf of Access – The Foundation for Social Investment.

Having taken on feedback we have adapted the programme's approach to ensure organisations looking to join the enterprise movement have minimal restrictions and maximum support is offered to organisations whatever stage in their enterprise journey they may be.

For those looking to apply we will only be seeking details of enterprise ideas or motivations and context of how it will benefit your organisation and beneficiaries/community. If accepted onto the programme you will have the opportunity to work with the programme partners to ascertain exactly what support you need to progress your ideas and build the resilience of your organisation. Packages of support will be agreed individually for each organisation, and could involve any or all the following:

- Joining a peer cohort to share enterprise journeys (NB this is likely to be a standard requirement of all participants)
- Training and learning opportunities tailored to needs
- Direct advice and support
- Grants to research or test out new ideas, to launch new enterprises or grow existing ones. Grants can be for varying amounts but will usually not be more than £30k, and are likely to be conditional on evidence of growing income streams, using methods such as MatchTrading
- When you apply you do not need to have a clear idea of what support is needed; while we will ask you about this, we will work with you to determine what support will help you if you are successful in being accepted into the programme.

Who is it for?

Organisations that are thinking of exploring new models of trading to help them become more financially resilient and require financial or business support to make the transition. There may also be an ultimate aim of taking on social investment at some point in the future. In the current year we will be accepting applications from organisations working within the [Homelessness](#), [Youth](#), [Equality](#) and [Mental Health](#) sectors. Specific eligibility criteria for each sector is available via the links above to the enterprise development programme website.

Organisations wishing to apply to be part of the programme must be charities or social enterprises, based and working in England.

To be an eligible social enterprise, organisations need to

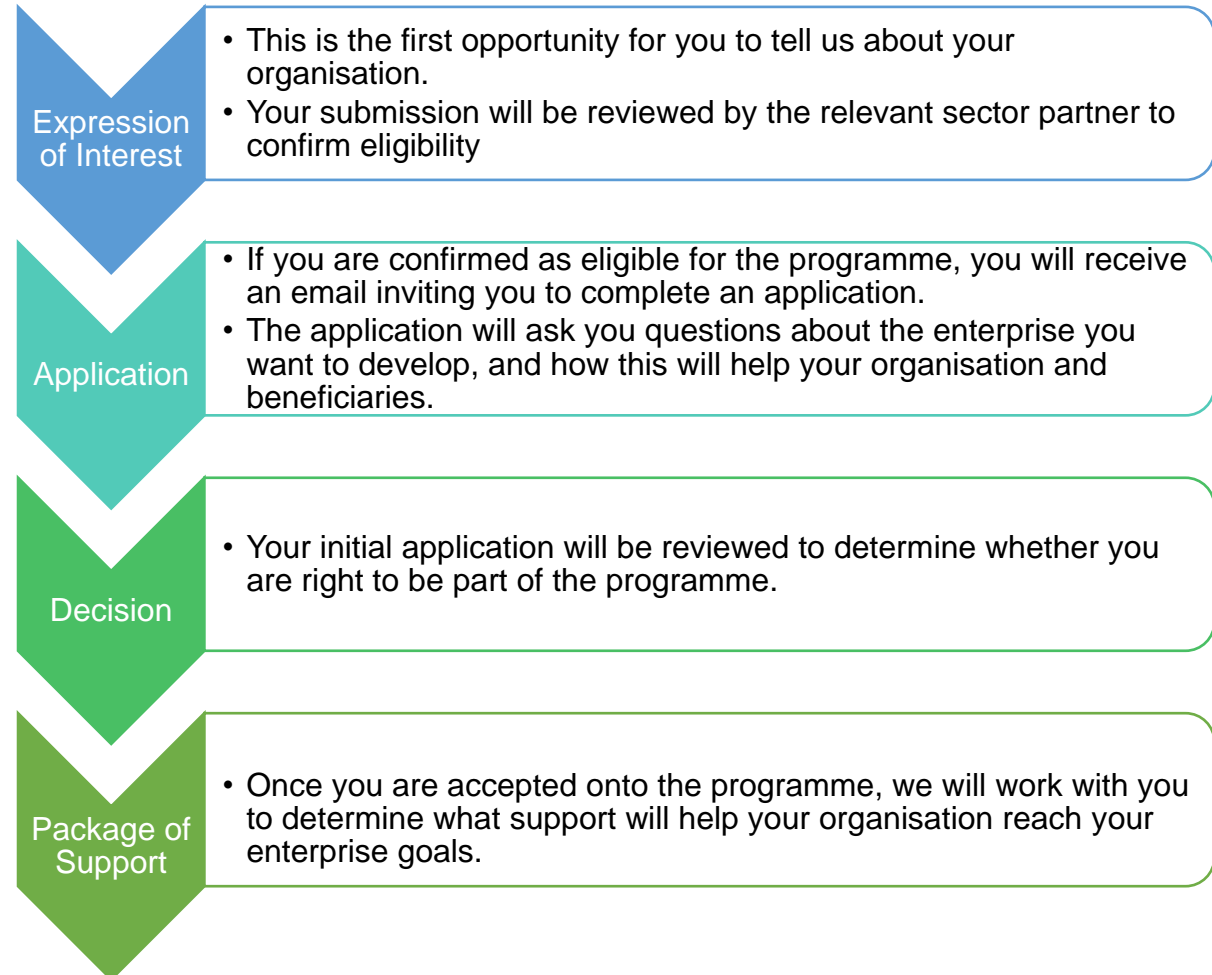
- Have a clear social mission
- Distribute less than 50% of post-tax profits and reinvest at least 51% of surpluses into pursuing their social mission, and
- Have a constitutional or contractual lock on their social mission, dividend and surplus distribution policy (also known as an asset lock).

Please note that eligible organisations must not be working for religious or political purpose. Faith based organisations can apply, but your services must be open to people of all or no faith. Additionally, our funding cannot be used to help promote any religion.

Deadlines

Each sector will have a rolling programme of application windows. Details of these will be published and updated on [the Enterprise Development Programme website](#).

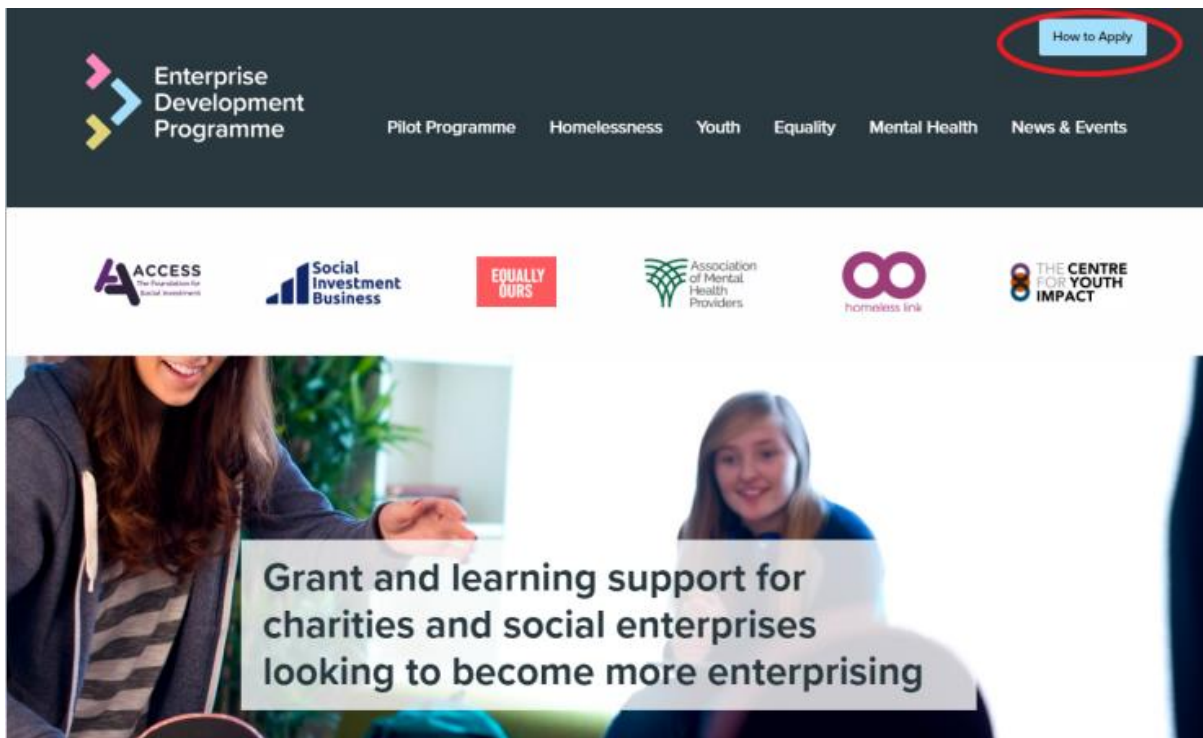
The application process



1. Expression of Interest

The Expression of Interest (EOI) form asks you for some information about you and your organisation, as well as the trading activity you wish to develop.

You can access the EOI by clicking on the 'How to Apply' button on the homepage of the [enterprise development website](#).



And click the Submit your EOI button which will take you to the Expression of Interest Form



Based on the answers that you provide, we will determine whether or not you are eligible for the programme. If you are eligible you will be emailed a link to the online application form. If you are not eligible, we will send you an email with some feedback explaining our decision.

2. Application

To complete your application, you will be invited to log on to the Social Investment Business Community Platform. This platform is linked to our internal systems and enables us to be able to see all of the information you provide us quickly and easily.

The email you receive from us will provide you with a link the log in to the community. But if you lose this link for any reason – don't worry. You can log in to the community at any time via the Enterprise Development Programme [How to Apply](#) page. Scroll to the bottom of the page and click the Registered Applicant Login.

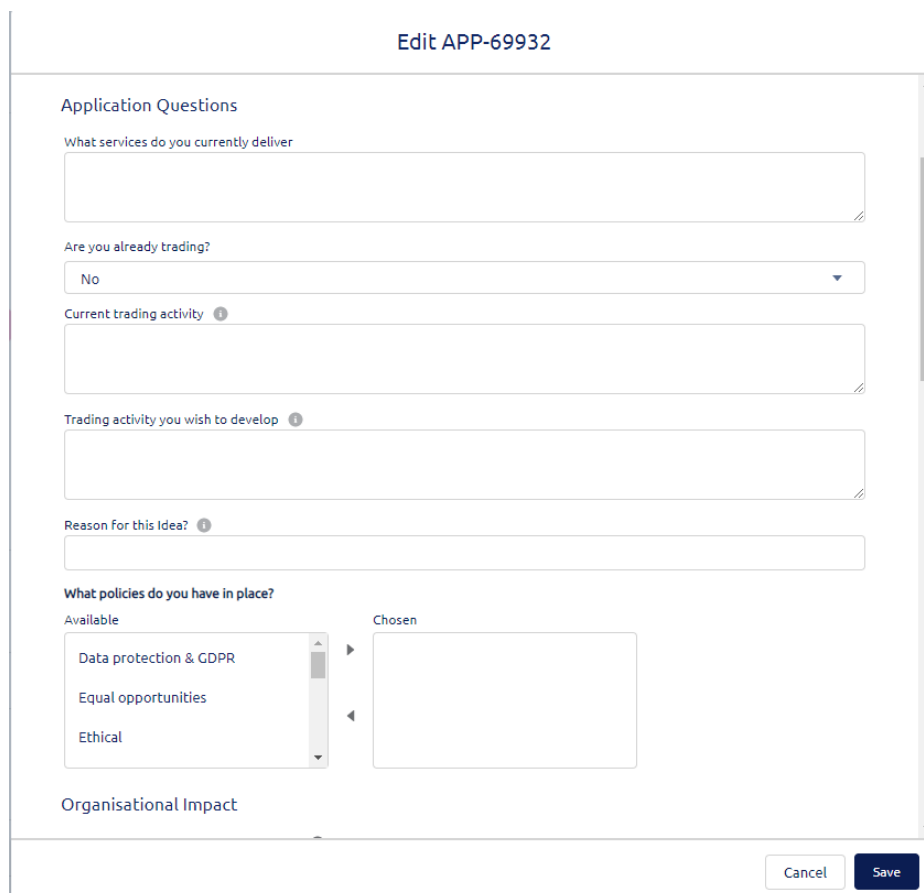
Registered Applicant Login

Once you have logged into the community you will see a home page with a number of options. The 'My Account' option allows you to see the information we hold about your organisation. The 'My Contact info' options allows you to see the information we hold about you as an individual. If you need to edit this information at any point you can.

To complete your application, click on the 'Application' option.

Application Questions

You now need to complete the questions in the form. You can save your application at any time by clicking the blue save button in the bottom right of the screen;



The screenshot shows a web form titled "Edit APP-69932" with the following sections:

- Application Questions**
 - Text input field: "What services do you currently deliver"
 - Dropdown menu: "Are you already trading?" with "No" selected.
 - Text input field: "Current trading activity" with an information icon.
 - Text input field: "Trading activity you wish to develop" with an information icon.
 - Text input field: "Reason for this Idea?" with an information icon.
 - What policies do you have in place?**
 - Available:** A list with "Data protection & GDPR", "Equal opportunities", and "Ethical".
 - Chosen:** An empty box.
- Organisational Impact**

At the bottom right, there are "Cancel" and "Save" buttons.

Additional information about what we would like you to tell us in your answers is provided below.

What services do you currently offer?

Please tell us about the current activities and purpose of your organisation; what services do you provide, how long they have been running, how are they funded, who uses these and what impact they have?

Are you already trading?

Please answer yes or no to this question. By trading we mean the sale of goods or services to generate income

Current trading activity

If you are already trading, please tell us about your current trading activity; how long has your trading activity been running, who are your current customers and is it contributing to the organisation financially?

Trading activity you wish to develop

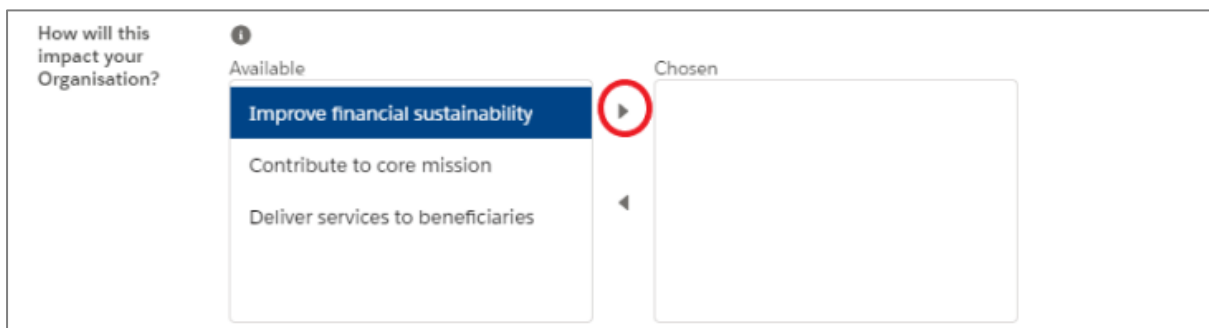
What is the trading activity you wish to develop? Please provide us with a description of the trading activity and what it will offer.

Reason for this idea?

Please tell us why you want to develop the trading activity you have identified. How has this idea come about? How long have you been thinking about this idea? Are you doing something completely new, or replicating something already being done elsewhere?

How will this impact your organisation?

Please tell us which of the options you think will occur as a result of developing your trading activity. Simply highlight each one that is applicable to you and then click on the arrow pointing right to select those that you have;



Potential Customers

What do you know about the potential customers for the trading you want to develop? Have you carried out any research to date about potential customers? How do you know there is demand for the trading you want to develop?

Existing Providers

Is anyone else offering the same product or service to your target market? Please answer yes or no to this question.

Learn from Existing Providers

If there are existing providers, please tell us how you think you will learn from/compete with these.

Internal discussions

What discussions have been had within your organisation about developing your trading idea? Are staff from across the organisation supportive of developing the trading idea? Have any concerns been raised about developing the trading idea?

Board level discussions

What discussions have been had with your board about developing your trading idea? Are the board supportive of developing the trading idea? Have the board expressed any concerns about developing the trading idea?

Internal team have trading experience?

Do any of your internal team have trading experience? Please answer yes or no to this question.

Tell us more about internal experience

If any of your internal team do have trading/enterprise experience, please tell us a little about this. Where and when was this experience? Was the experience in a similar trading activity or something different? Was the experience through employment or as a volunteer?

Board level trading experience

Do any of your Board have trading experience? Please answer yes or no to this question.

Tell us more about Board experience

If any of your Board have trading/enterprise experience, please tell us a little about this. Where and when was this experience? Was the experience in a similar trading activity or something different? Was the experience through employment or as a member of a different Board?

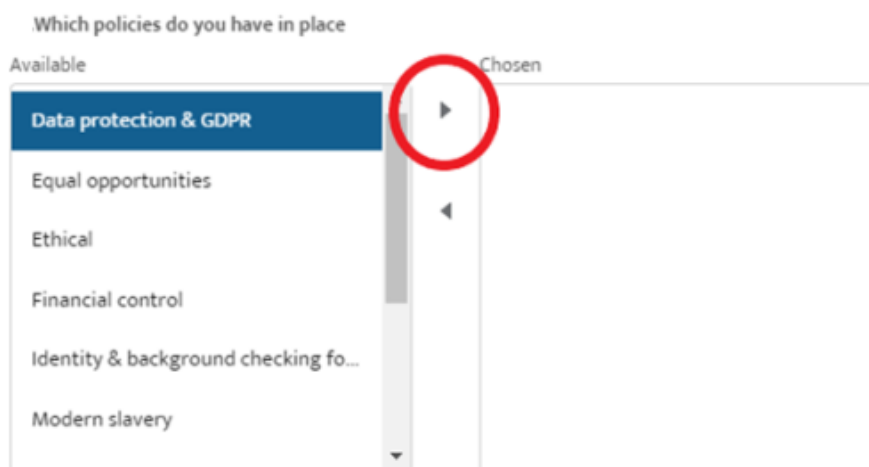
Support needed to develop this activity

What support do you anticipate needing to help you develop your trading activity? What areas do you think you need most help with? Do you think you need additional skills to achieve your trading idea? Or, do you think you have the skills but you need additional capacity to be able to carry out the work?

Please tell us which policies and procedures you have in place. Simply highlight each one that you have and then click on the arrow pointing right to select those that you have;

Which policies do you have in place

Available	Chosen
Data protection & GDPR	
Equal opportunities	
Ethical	
Financial control	
Identity & background checking fo...	
Modern slavery	



Submitting your application – Once you have completed all the questions have saved your form and are ready to submit, please click the **Submit EDP Application** button towards the top of the form. You will see a pop up appear, just click save.

Submit EDP Application

If there are questions that you have missed you should receive a message to advise to complete all the questions. Please review the form, complete any missing questions and click the submit button.

What happens after you have submitted your application?

Once you have submitted your application, it will be reviewed by a member of the team at Social Investment Business. We will get in touch with you to arrange a time to speak to you about your application and ask you any questions we have.

Your application will then be considered by a panel which will contain people from both Social Investment Business and Access – the Foundation for Social Investment.

After the panel has happened, we will confirm whether or not you have been accepted onto the programme. If you are not accepted onto the programme we will provide you feedback detailing the reasons for our decision.

If you are successful in being accepted onto the programme, we will then get in touch with you to discuss how we will put together your package of support. Once we have confirmed your package of support we will send you an Offer Letter which details the terms and conditions of the support.

Your offer letter will be sent electronically, and we will provide further information about this if you are accepted onto the programme.

You will need to provide us with monitoring information providing us with information about how the support from the programme has helped you. Details of this will be emailed to you and you will be able to send this back to us electronically.

State Aid

Support from the Enterprise Development Programme have the potential to be State Aid. When reviewing your application, and putting together any package of support, we will carry out a State Aid assessment as part of this.

If we require any further information from you to do this, we will let you know. If you would like more information on State Aid detailed guidance is available at <https://www.gov.uk/guidance/state-aid>. Please note that State Aid rules will continue to apply post-Brexit.

Any Questions?

If you have any questions at any time, please call us on 020 3096 7900; we're here Monday – Friday 9.00am to 5.00pm. Or you can email us at enterprisedevelopment@sibgroup.org.uk.