

East London Impact Fund (ELIF)

Purpose and background

- Social Investment Business is in the **learning and design phase of launching a new social investment fund – the East London Impact Fund (ELIF)**. The Fund is still pre-launch, with a formal launch anticipated for Winter 2018.
- We have had initial learning and design workshops with Charities and Social Enterprises (CSEs); and have been engaging with potential partners including other social investors, CVS groups and other local support networks.
- We are also increasingly aware of the need to consider the products and services most relevant to CSEs if a Fund is to best support the delivery of increased impact in the communities that CSEs serve.

What's in it for me?

- With this in mind, we want to provide **interested CSEs operating in East London and/or for the benefit of East London communities with;**
 - The opportunity to **input into the design of ELIF [Co-design the Fund]**
 - The first opportunity to pitch for support/investment
- Based on the responses received to this call, Social Investment Business and our partners will revise and adapt ELIF based on the needs and solutions identified by CSEs. When ELIF is officially launched in future, we then hope that the products and support services **will be more closely aligned to the needs of CSEs, and social investment can be used as a mechanism to unlock economic and social inclusion for disadvantaged communities.**

Process & Timescales

- CSEs submit proposals by 19th October 2018 to Social Investment Business
- We review all proposals and select the top five proposals to '**champion**' (see below)
- We aim to champion the case for the top five proposals over the next three months
- Social Investment Business and our partners use all proposals received to better inform the design and launch of ELIF into the market.

What does it mean for SIB to 'champion' my proposal?

Because we have not launched ELIF yet, we cannot guarantee specific investment terms or what types of support will be provided to the top five proposals. However, we have a variety of tools to draw on to help support the realisation of your proposal - these include:

- Access to repayable SIB funding of up to £150k, with an interest rate of 0-6%*
- The availability of non-repayable funding for select high-impact cases
- Physical work space within social incubators
- Business support services either conducted through 1-to-1 sessions or group sessions (including peer-networking opportunities and/or action learning sets).
- Introduction to crowdfunding as a route to raise co-funding/early stage funding
- Skilled and experienced relationship managers to advise and support on a variety of topics.
- Strong networks within the sector, which we draw on to champion the selected proposals where we are unable.

**Note: These terms can vary depending on the financial and impact case presented in your proposal*

Eligibility criteria:

- CSEs who are either based, or with the bulk of your activities **servicing social need of communities**, in the boroughs of Hackney, Tower Hamlets, Newham, Barking and Dagenham, Redbridge, Havering and Waltham Forest.

Terms of the call & Submission process

- Format of submission: Applicants should submit either a;
 - Video clip between two to five minutes in length
 - Voice-note between two to five minutes in length
 - Slide-show (e.g. PPT, PPS, Prezi) between two to five minutes in length
 - Or any combination of the above.
- Submission details: All proposals to be submitted by end of day on Friday 19th October. These can be submitted:
 - By email to apply@sibgroup.org.uk or
 - If you have concerns over the size of the file you are submitting, please use WeTransfer:
 - Visit Wetransfer.com
 - Click the '+ Add your files' button and upload your file
 - Change 'email to' to apply@sibgroup.org.uk
 - Change 'your email' to your email address
 - Click the 'Transfer' button to send.
- Guidance on content of your proposal submission: Below are four points to help guide the content of your proposal; but please note that you **do not need to follow this format**. We are open to all approaches and structures to this submission, however please focus on providing a clear picture of the impact your proposal will deliver (who will be impacted, how they will be impacted and to what extent, and how this will be achieved) as this will be key for us in identifying and prioritising proposals for immediate follow up.

Indicative content guide to support your submission:

1. **Tell us about your organisation** - where you operate and how you work to support social and economic inclusion within local communities. Make sure to describe your beneficiaries and the communities you help support.
2. Describe your **organisation's ultimate impact objectives**. You should also look to -
 - a. Describe how you are monitoring progress towards achieving your impact objectives.
 - b. Consider including testimonials/feedback from your beneficiaries.
 - c. Illustrate how you are working collaboratively within communities.
 - d. Describe any instances where you acted on information received from beneficiaries, to improve your goods and/or services, and increase your impact achieved.
3. Clearly describe the support and/or funding and/or other requests you are putting forward for consideration and how these will help you grow or sustain your social and/or economic impact for disadvantaged individuals.
 - a. If seeking repayable finance, describe the source of income from which you will expect to meet linked financial obligations under your current/future business model.
 - b. If requesting non-repayable finance, make sure to spend a significant portion of your proposal highlighting why your case is a high impact case (see the rubrics below). If applicable, highlight how non-repayable finance might support your organisation's growth, financial sustainability or ability to take on repayable finance in future.
4. Useful themes to highlight throughout:
 - a. Any innovation (both big and small).
 - b. How your organisation is flexible and adapts to improve effectiveness and/or efficiencies.
 - c. How your organisation aims to be accountable to your beneficiary/client group.

Rubric for assessment of proposals received: How we will select the 5 'champions'?

Submissions will be assessed according to the rubric below; where we will select the 5 highest scoring proposals to champions.

Criteria	Scoring
Does the proposal meet eligibility criteria?	Yes / No

If eligible:

Impact case assessment: Evidence how impact will be achieved	High impact – 60 points Medium impact – 40 points Low impact – 20 points No impact – 0 points
Financial assessment: Evidence your ability to take-on and service repayable finance	Repayable finance at 6%+ – 40 points Repayable finance at 3%-5% – 30 points Repayable finance at 1-2% – 20 points Repayable finance at 0%– 10 points Non-repayable finance – 0 points <i>*Any alternative method of financing proposed will be assessed on a case-by-case basis</i>
Total Score	100

**Notes: All proposal's championed need to score above 50% (50/100). That means that irrespective of the financial assessment, you will need to demonstrate low impact at a minimum. If you are seeking non-repayable finance, you will need to demonstrate high impact at a minimum.*

➤ What is a high impact case?

Each proposal will be rated on its impact – with a final grading of High, Medium or Low impact. The rating will be assessed according to the four components described below: (i) Breadth of direct impact (ii) Depth of direct impact (iii) Organisational influence and (iv) Sector influence. With direct impact weighted more heavily than indirect impact.

Scale of direct impact	Weighting
Breadth: <ul style="list-style-type: none"> The number of disadvantaged individuals reached through the organisation's direct activities 	30%
Depth: <ul style="list-style-type: none"> The level of impact experienced by the ultimate beneficiaries of the venture. Depth depends on how (i) effective a product or service is as well as the (ii) level of need in the population reached by the company (e.g. is the product/service well aligned to the needs of beneficiary groups)	40%
Scale of indirect impact	Weighting
Organisational-level influence <ul style="list-style-type: none"> The organisation is (i) innovative and (ii) is proving a model or concept that will be useful for other organisations in future 	15%
Sector-level influence <ul style="list-style-type: none"> A broader sector would benefit from the activities of this organisation (e.g. community business sector, charity sector, health sector etc) 	15%

***Note: If you would like to provide input into the design of ELIF but would not like to submit a proposal to be championed as outlined in this co-design call, you can submit written suggestions by email to research@sibgroup.org.uk Written responses will not be rated according to the rubrics and will not be considered for support or investment opportunities via the championing process.**

Who is Social Investment Business?

- We provide loans, grants and strategic support to charities and social enterprises to help them improve people's lives.
- We have helped hundreds of organisations become more resilient and sustainable so that they can grow and increase their impact.
- We were one of the UK's first social investors and since 2002 have provided over £400 million of loans and grants to charities and social enterprises.

Contact: <https://www.sibgroup.org.uk/> & Tel: +44 (0) 20 3096 7900