

Reach Fund Application Guidance

March 2022

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About the Reach Fund

The Reach Fund is grant programme that helps charities and social enterprises raise investment. The programme is funded by Access – The Foundation for Social Investment and is open to organisations based in and operating in England.

Social investors are often approached by charities and social enterprises who require extra support to raise investment. Through this programme, social investors who are approved as Access Points for the programme, can refer these organisations to the Reach Fund to apply for the support they need.

The application process has 2 stage and requires the approval of your chosen Access Point in order to apply for a grant.

Who can apply?

The fund is intended to support those organisations who are close to raising repayable finance for a specific purpose and where a social investor has indicated there is some essential information missing which is preventing them from making an investment offer.

If you do not intend to raise repayable finance or, are very far away from raising finance the Reach Fund is unlikely to be right for you; typically, we would expect organisations applying to the Reach Fund to be looking to raise this repayable finance in the next 6-12 months from the point of applying for a grant. Additionally, if you are looking for general capacity building support the Reach Fund is unlikely to be able to support you.

You can only apply for a grant through this programme following a referral from an Access Point. Access Points are social investors approved by the Reach Fund to refer organisations they are working with to apply for grants.

Organisations applying to fund must meet the following criteria.

- Be a social charity or not-for-profit company based and working in England
- Be an incorporated organisation and have a clear social mission, or be a registered charity
- 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)

If you want to raise social investment you should contact an Access Point to talk to them about what you want to do. The [Access Point Directory](#) provides information on all our Access Points and the type of investment they offer. If your Access Point refers you to the Reach Fund you can begin your application for a Reach Fund grant.

What support is available?

Typically grants of up to £15,000 are available but your grant request should be determined by the work required by your Access Point. All grant requests will need to be fully justified and demonstrate value for money.

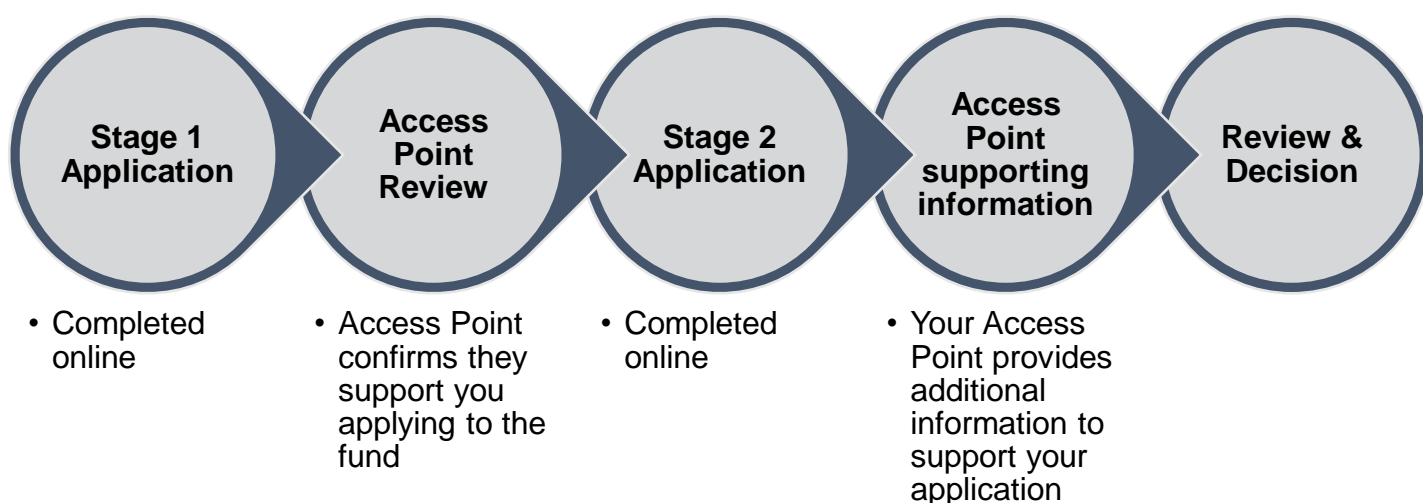
What can be funded?

What can be funded will depend upon what information your Access Point needs in order to be able to provide you with investment. But to help with your application, the table below provides some information about what costs the Reach Fund will and won't cover.

We will fund	We won't fund
<ul style="list-style-type: none"> • Support with updating business plans • Support with producing financial forecasts • Support with producing specific marketing plans • Supporting with reviewing staff and governance skills • Additional staff time for part time staff to work increased hours in order to work on the project. Additional staff costs will be funded at the actual amount of the additional time. • Costs for additional staff to backfill full time staff so as to provide them with time to complete the project. Backfill costs will be funded at the actual amount of the backfill. • Work to demonstrate the social impact of your organisation to meet the requirements of your investor • Specific legal work required by your investor in order for them to be able to invest in you • Any other specific work required by your investor to allow them to be able to make an offer to you. 	<ul style="list-style-type: none"> • Items/costs that you have already paid for/incurred (retrospective costs) • Costs that you have to incur as part of the day to day running of your organisation, such as existing staff costs or other overheads or the auditing of your accounts. • Contribution towards the time of internal staff working on the project where no additional cost is incurred. • Early-stage feasibility work to establish whether or not your project or raising finance is realistic • Recruitment costs, including governance recruitment costs. • General support to increase revenue or generally make your organisation more profitable or able to afford repayable finance. • General marketing support including materials such as leaflets or websites. • Purchase of IT systems • Ongoing general support to add capacity to your organisation • Grants to sit alongside an investment offer and reduce the risk to the investor of offering finance.

For any applications to the Reach Fund the feasibility of a project must have been established. The purpose of the Reach Fund is to provide specific support to enable your Access Point to make an investment offer. For example, if you are looking to secure premises either rental, lease, or purchase, you will be required to have carried out sufficient research (terms of accommodation, ownership of premises, whether planning permission is required, costings etc) as this will help support your investment need.

The application process



1. The first step in the process is to complete the [Stage 1 application form](#). This form asks for information about your organisation and your plans for raising investment. Detailed guidance for this form is provided later in this document
2. Your Access Point will then review the information that you have provided and confirm whether or not they wish to support you carrying on to complete a Stage 2 application.
3. If your Access Point supports your application, you will receive an email with a link to complete your Stage 2 application. Detailed guidance for the Stage 2 application is provided later in this document.
4. Once you have submitted your Stage 2 application your Access Point will then be asked to provide some additional information to support your application. Once we have received this your application will be reviewed by a member of the Social Investment Business team.
5. We will review the information that both you and your Access Point have provided. If we have any questions, we may get in touch with you and/or your Access Point to discuss these.

What happens after you have submitted your application?

Applications for £15,000 or less will be reviewed internally at Social Investment Business. Applications for more than £15,000 will also be reviewed staff from Access – the Foundation for Social Investment. Social Investment Business may refer other applications to Access – the Foundation for Social Investment if it is deemed appropriate. You should expect to get a decision in around 4-6 weeks of submitting your application.

If you are successful, we will send you a Grant Offer Letter which details the terms and conditions of the grant.

Your grant offer letter will be sent electronically via DocuSign. When returning it you will need to attach a bank statement. This can be either:

- a. a scan of a physical bank statement or
- b. an electronic statement downloaded from your online banking

The statement must show the sort code, account number and the name of the bank account and be no more than three months old.

Once you have completed the electronic documents, they will be automatically returned to us, and we will release the grant funds to you.

You will need to provide us with monitoring information on your grant. Details of this will be emailed to you and you will be able to send this back to us electronically.

Subsidy

Subsidy (previously known as State Aid) is where a public authority – for example central, or local government – provides support to an enterprise that gives them an economic advantage, meaning equivalent support could not have been obtained on commercial terms. Economic advantage can take the form of a grant, a tax break, a loan, guarantee or equity investment on favourable terms, or the use of facilities below market price, amongst other kinds of support.

The purpose of the subsidy control regime is to prevent public authorities from giving financial advantages to enterprises in a way that could distort competition.

Grants qualify within the definition of Subsidy, and we must therefore abide by the [UK Subsidy Control Rules](#).

We have determined that grant awards under this fund are likely to fall outside of the Subsidy Control Rules restrictions due to an applicable exemption. [Minimal Financial Assistance](#) (MFA) under Chapter 2 of the Subsidy Control Act 2022 (SCA 22) allows grantees to receive subsidies as long as the amount of subsidies received in the last three financial years (including the Grant under this Fund) do not exceed the current threshold of £315,000.

Questions around Subsidy help us to identify the Subsidy position of your application. You are required to provide details of any subsidy (or previously, EU State Aid) support received to date.

In the event that all or any part of the Grant is deemed by a Court or other agency of competent jurisdiction not to comply with the Subsidy Control Rules, we may recover all or that part of the Grant from you.

If you are concerned about Subsidy, you must seek independent legal advice.

If you answer yes to the question on Subsidy, please provide the total amount of Subsidy in the current and previous two fiscal years.

Definitions

“Fiscal year” = a period of 12 months ending with 31 March.

“Current fiscal year” = the time elapsed in the fiscal year in which the relevant subsidy is given together.

More details about Subsidy can be found on our webpage [here](#).

Any Questions?

If you have any questions about your application, or need assistance, we are here to help.

You can email us at grants@sibgroup.org.uk or call us on 020 8156 0020 during normal office hours.

Stage 1 application questions & guidance

There are 4 sections to the stage 1 application: about your organisation, your services and beneficiaries, your organisation's income and raising investment.

The majority of the questions are factual, and most ask you to select one of the options we have provided to you. There are no right or wrong answers to any of the questions asked at this stage, and we are asking you for this information so that we – and your Access Point – can better understand your organisation.

You do not need to complete your application all in one go. You can save the form and return to it at any time. To do this click on the box at the top of the page

Reach Application Form 2021

Page: [1](#) [2](#) [3](#) [4](#) [5](#) [6](#)

Save my progress and resume later | [Resume a previously saved form](#)

Welcome to the Stage 1 application for the Reach Fund.

The application form should take approximately 30 minutes to complete if you have all information to hand.

To be eligible to apply for the Reach Fund you must be

- A charity or social enterprise based in and operating in England
- have a clear social mission or recognised charitable purpose
- distribute less than 50% of post-tax profits and reinvest at least 51% of surpluses into

Once you have ticked this box you will then be asked to enter your email address and create a password for the form. Please make sure you enter your email address accurately and use a password that you will be able to remember.

Reach Application Form 2021

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Save my progress and resume later | [Resume a previously saved form](#)

Resume Later

In order to be able to resume this form later, please enter your email and choose a password.

Your Email:

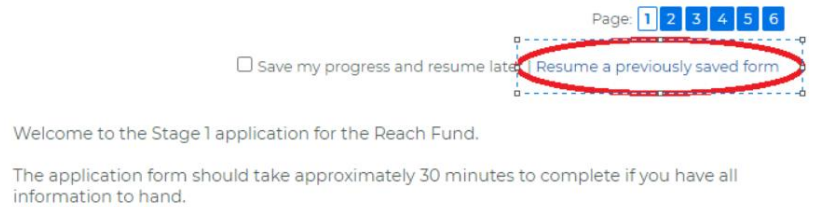
A Password:

Confirm Password:

[Save](#)

To resume an application you have previously saved, please first of all revisit the [application form link](#) and then click on 'Resume a previously saved form'.

Reach Application Form 2021



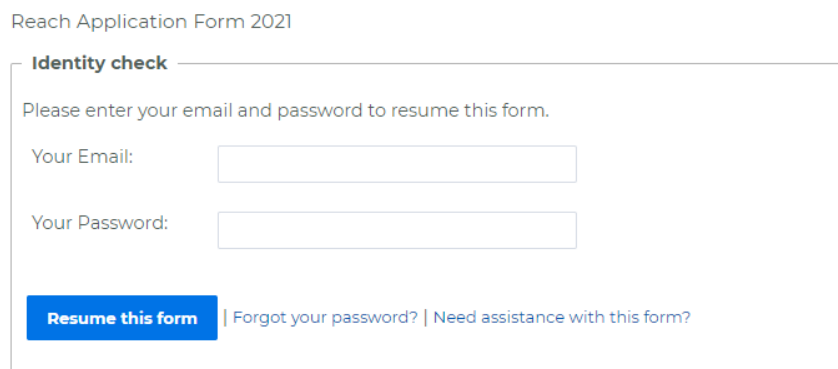
Page: [1](#) [2](#) [3](#) [4](#) [5](#) [6](#)

Save my progress and resume later [Resume a previously saved form](#)

Welcome to the Stage 1 application for the Reach Fund.

The application form should take approximately 30 minutes to complete if you have all information to hand.

Once you have done this you will be asked to enter the email address and password that you gave when you saved the form.



Reach Application Form 2021

Identity check

Please enter your email and password to resume this form.

Your Email:

Your Password:

[Resume this form](#) | [Forgot your password?](#) | [Need assistance with this form?](#)

If you have forgotten your password, you can reset it by clicking on 'Forgot your password'.

Section 1 – About your organisation

This section asks you to provide some basic information about the person completing the application and the organisation applying.

What is the organisation's legal name?

When entering the name of your organisation it is very important that you enter your legal name as registered at Companies House/ the Charity Commission/ the FCA Mutuals Register. We have to undertake some background checks on all of the organisations that apply to us for funding and having the correct organisation information is key to this. Also, if you are awarded a grant, we need to make sure we can issue documentation in the correct organisation name.

Does the organisation trade under a different name?

If your organisation trades under a name which is different to its legal name, please select 'yes' and then enter the details of your trading name.

Company number

This is the unique registration number that identifies your organisation at either Companies House or the FCA Mutuals Register.

If you are registered as a Charitable Incorporated Organisation or are only registered as a Charity, please enter your charity number.

Charity number

Your charity number is the unique registration number that identifies organisations registered as charities with the Charity Commission.

If you are also a registered charity as well as a company, please enter your charity number.

If you are registered as a Charitable Incorporated Organisation or are only registered as a Charity, please enter your charity number; this will mean that you have entered the same number in both the company number and charity number boxes.

If you are not a registered charity, please leave this box blank.

On what date was the organisation established?

Please enter the date that your organisation became registered as either a company or a charity. If you are both a company and a charity, and the registration dates for these are different please enter the earlier date.

Organisation address

Please provide us with your organisation's registered address.

Organisation website

Please provide details of your website. If you don't have a standalone website but instead have a Facebook or Instagram page, please provide details of this.

Organisation email address

Please provide details of an organisational email address. This should be different to the email address for the person completing the application and may be something such as information@yourorganisation.org. We ask for this so that we have alternative contact details for your organisation if we ever have difficulty getting in touch with the person named as contact for your application.

Organisation phone number

Please provide details of an organisational telephone number. This should be different to the telephone number for the person completing the application. We ask for this so that we have alternative contact details for your organisation if we ever have difficulty getting in touch with the person named as contact for your application.

What is the organisation's legal status?

Please select from the drop down list your organisation's legal status. The options provided are

- Charitable Incorporated Organisation
- Company Limited by Guarantee
- Company Limited by Shares
- Community Interest Company Limited by Guarantee
- Community Interest Company Limited by Shares Industrial and Provident Society
- Limited Liability Partnership
- Local Authority
- Mutual (Friendly Society)
- Registered Society (BenCom is a Community Benefit Society)
- Registered Society (Cooperative)
- Unincorporated
- Other

If you select the 'other' option, please provide us with more details about your legal structure in the box provided.

Do you consider your organisation to be diversity led?

The primary purpose of the questions asked here is to monitor that we are encouraging, receiving, and accepting applications from a diverse range of organisations representative of our sector partner populations and doing all that we can to provide for organisations that might require extra support.

The data will also feed into wider on-going programme reporting and learning. Data will only be reported at the aggregate level and will never be used to identify an organisation or individual. Completion of these questions is encouraged but voluntary.

Section 2 – Your services and beneficiaries

This section asks you some questions about the services you provide, and who you provide them for.

What is your organisation's mission and what services you provide?

Please tell us what your organisation's mission is as outlined in your governing document. In addition to this, please tell us in your own words what services you provide day-to-day for your beneficiaries

What is the organisation's scale of delivery?

Please tell us about the size of the area you deliver your services to by selecting the most appropriate option

- **Local** indicates that you only deliver services in and around the place where your organisation is based.
- **Regional** indicates that you deliver services in multiple places across the region where your organisation is based.
- **Multi-regional** indicates that you deliver services in more than one of the English regions
- **National** indicates that you deliver services across the England or the UK
- **International** indicates that as well as delivering services within England and the UK, you also deliver services in other countries.

What are the top 3 postcodes of operation for the organisation’s current activities?

We understand that often where organisations are based or registered might not be where your services are actually delivered. So that we can better understand where you are working, please provide us with up to 3 postcodes of the areas for where you are currently delivering activities.

We also understand that some postcode areas are very small, and you could be operating across more than 3. So please provide 3 postcodes which cover the areas where you work with the largest numbers of people, or which are most indicative of the communities you serve.

What is the primary outcome area in which the organisation operates in?

Please select from the list provided the outcome area which best describes your main focus. We understand that you may work in several outcome areas, but please select the one which you mainly work in.

Who are the primary beneficiaries of the organisation’s services?

Please select from the list provided the option which best describes the beneficiaries which are your main focus. We understand that you may work with several groups of beneficiaries, but please select the one which describes the group the majority of your work relates to.

Please tell us approximately how many beneficiaries you reach each year?

This only needs to be an estimation and not an exact number, and it is helpful for us to understand a little more about your work.

Does your organisation work with members of BAME communities?

Please tell us whether you work with people who are from Black, Asian, and Minority Ethnic communities

- If the vast majority of what you do supports people from Black, Asian, and Minority Ethnic communities, please select We substantially support people from BAME communities.

- If some of what you do supports people from Black, Asian, and Minority Ethnic communities, please select We work with some BAME individuals but not extensively so.
- If your work does not routinely support people from Black, Asian, and Minority Ethnic communities, please select We do not work with many BAME beneficiaries or users.

Individuals working for your organisation

Please also tell us how many full-time employees, part employees, volunteers (that are not board members) and board members you have. If there are any of these that you do not have, please enter zero.

Section 3 – Your organisation’s income

This section asks you some questions about the income your organisation has

How many income streams does the organisations have?

An income stream is a money that is coming into your organisation on a regular basis. Please indicate how many income streams you have by selecting the appropriate option.

Where does the organisation’s primary income come from?

Your primary income is your main source of income. Please select the option that best describes where your main source of income comes from.

- Business 2 Business (B2B) means providing goods and/or services to other businesses
- Business 2 Customer (B2C) means providing goods and/or services to individuals (and the individuals pay for these themselves)
- Business 2 Government means providing goods and/or services to local, devolved, or central government bodies.

Where does the organisation’s secondary income come from?

Your secondary income is the income which is not your main source of income.

What percentage of the organisation’s income does it earn from trading?

Please tell us how much of your total income comes from trading. By trading we mean the sale of goods and/or services.

What proportion of your income comes from the public sector?

Please tell us how much of your total income comes from the public sector. Public sector organisations are owned by the government, and we would like to know what proportion any grants or income from delivery of contracts comes from public sector sources.

What was the organisation's turnover as per your last set of accounts?

Your turnover is the income your organisation has generated. Please enter the amount of income as detailed in the last set of published accounts.

Which statement best describes your cashflow over the past 12 months?

Cashflow is the amount of money coming in and going out of an organisation. Please tell us how your organisation has found its cashflow over the last 12 months by selecting the appropriate option.

Section 4 – Raising investment

This section asks some questions about the repayable finance you are hoping to raise.

Please tell us briefly why you are aiming to raise repayable finance and what you intend to use it for?

Tell us your reasons for wanting to raise investment from your Access Point and what you will do with the money once you have. Are you wanting to use it to buy buildings or equipment? Are you hoping to refurbish a building? Are you hoping to use it for staffing or other day-to-day costs? Whatever the reason, you can share this here.

Which Access Point are you working with to raise investment?

Please select the investor you are working with from the list provided.

Have you had a discussion with your Access Point about applying to the Reach Fund?

Please answer yes or no to tell us whether you have already discussed this application with your Access Point.

How much investment/repayable finance are you hoping to raise?

Please enter the amount that you think you will need to raise via repayable finance. The figure does not need to be precise, and we understand that it may change as you develop your plans with your Access Point.

Is this the total amount needed to complete your project?

If the amount you have entered above is the total amount you are aiming to raise, please answer yes to this question. If you know you will need to raise other finance alongside the amount you have entered above, please answer no and then tell us the amount that you will need to raise from other sources.

How resilient do you feel as an organisation at the moment, being in the process of working with an Access Point to raise investment?

Being resilient means being able to manage and recover from changing circumstances. Please tell us how well your organisation feels able to do this currently by selecting the most appropriate option.

Will the investment help you to do any of the following?

Please tell us what you think raising repayable finance from your Access Point will help you to do by selecting the most appropriate option.

Do you think investment will enable you to better plan for the future and withstand any future shocks?

Please tell us how you think raising investment will help you in the future by selecting the most appropriate option

Is there anything else you would like to tell us about your reasons/aims in raising investment?

This space has been provided so that you can tell us anything else you wish about why you want to raise repayable finance.

Stage 2 application questions & guidance

The stage 2 applications asks for some more detailed information about your plans for raising repayable finance.

There are 2 sections to the form: investment information and explanation of work.

You should speak to your Access Point before completing the Stage 2 form, as they will help you to put together your plan for raising investment.

You do not need to complete your application all in one go. You can save the form and return to it at any time. The steps for doing this are the same as for the Stage 1 form.

Section 1 – investment information

This section allows you to tell us about what your organisation does and the repayable finance you want to raise

Please provide us with a brief description of the services that your organisation provides. What is that you do and how do you do it?

You do not need to tell us what your organisational mission is, as this was provided in the Stage 1 form. Instead, we would like to know more information about what your organisation does and the people you are supporting. What are the services you provide in order to achieve your mission?

Has the amount of investment you are hoping to raise changes since you submitted your stage 1 application?

Please answer yes or no to let us know whether the amount of repayable finance you are hoping to raise has changed since you submitted your Stage 1 application. If the answer is yes it has, please also tell us how much investment you are now hoping to raise.

What type of investment are you hoping to raise?

Please select from the list the main type of finance you are talking to your Access Point about raising. A description of each of the options provided is below.

Bridging Finance	Finance for big short-term cashflow shortfalls. often be used to cover cashflow when contracts/invoices are paid in arrears
Community Shares	A withdrawable, non-transferrable equity investment into a cooperative or community benefit society.
Crowdfunding	An investment that is raised via an online platform, which may or may not be secured against an asset (a building or equipment). Some crowdfunding platforms enable you to raise some of the other types of investment listed. If you are raising your investment using an online platform, and it is not a community share offer, please select this investment type.

Equity	An investment in exchange for shares in your organisation.
Guarantee/Overdraft	Arrangement under which a lender extends credit up to a maximum amount
Quasi-Equity	An investment that reflects some of the characteristics of shares but without your organisation offering up equity. Rather than paying back a set amount each month, your repayments are typically based on the performance of the organisation – such as profits or income.
Secured Loan	An investment that works like a mortgage on a house. Your lender provides your organisation with a loan against an asset (often a building or equipment) as ‘collateral’.
Unsecured Loan	An investment that is not secured against an asset (a building or equipment). An investor provides your organisation with a loan, and you repay it on an agreed basis, usually with an agreed amount of interest on top.

What are you planning to use the investment for?

This question is asking about how you will use the repayable finance you hope to raise from your social investor, not how you will use the Reach Fund grant you are applying for. Please do this by selecting the appropriate option from the list provided. A description of each of the options is below.

Acquisition	Buying or merging with another business or organisation
Build property	Construction of new property, e.g., new headquarter or housing accommodation
Engaging new consultant/contract	Engaging person or organisation to provide specific services or to complete a project for a fixed period of time
Financing onward lending	Raising money to use as lending capital
Fixed asset hire/lease - not property/land	Renting or leasing a physical item, e.g., hardware, vehicle, furniture
Fixed asset purchase - not property/land	Acquisition of a physical item, e.g., hardware, vehicle, furniture
Fixed asset purchase - property/land	Acquisition of a property freehold or long leasehold, e.g., new headquarter or housing accommodation. Acquisition of land
Hiring new employees	Employing new permanent team members
Internal systems - Organisational systems	Improvement/implementation of new operational systems, e.g., HR, data management, accounting, etc
Internal systems – Technology	Purchase/subscription/development/improvement of new IT system/software

New marketing activities	New or increased/improved activities promoting and selling organisation's products or services, including market research and advertising
Ongoing operating expenses	Pay existing ongoing operating expenses, e.g., staff salaries, rent, management of housing properties, etc
Other	Any other use not described by this list. Please provide details in the space provided of what this is if selecting this option.
Property improvements/renovation	Redeveloping/improving already owned/rented property
Purchase inventory	Purchasing goods or materials to create products for sale
Refinancing previous investment	Replacing existing investment with a new investment under different terms
Rent/Lease new property	Renting or leasing a new property e.g., new headquarter or a housing accommodation

What will the investment help you to do?

This question is asking about what the repayable finance you hope to raise from your social investor will help your organisation to achieve, not how the Reach Fund grant you are applying for will help. Please do this by selecting the appropriate option from the list provided. A description of each of the options is below.

Cost savings	Generate a long-term reduction in ongoing organisational expenses
Cover shortfall in cash	Allow your organisation to increase the cash it has to hand to cover ongoing expenses and ensure continued provision of product and service. Also applicable for a short-term loan used until company receives other form of financing or payment for a contract, e.g., a results contract.
Grow through existing product/service	Increase the provision of existing product or service
Grow through geographical expansion / customer segment diversification	Expand existing activities by providing product or service to clients in a new geographic area or to previously not targeted customer market
Grow through new product or Service	Develop and launch previously not offered product or service

Improve product or service	Enhance the quality or other aspect of already offered product or service
Refinancing	Replacing existing investment with a new investment under different terms

How will this investment help your organisation and help you to create social impact?

Please describe in your own words what difference the investment (the repayable finance you wish to raise from your Access Point, not the Reach Fund grant you are applying for) will make to your organisation. For example, will it strengthen you financially? Will it help to provide additional services that you couldn't provide otherwise? Will it help your organisation to grow? Whatever your reasons please detail them.

We also want to understand how the investment will help your organisation to increase the social impact that you have. For example, how will it help your mission/purpose? Will it help you to reach more beneficiaries? Will you be able to deliver more services? Please tell us this when answering this question.

Why do you feel that you cannot raise this investment without support from the Reach Fund?

We need to understand what barriers are preventing you from raising finance and why you need support from the Reach Fund to address these. For example, it could be that your organisation does not have the expertise to provide the information that your Access Point needs, or it could be that you have the expertise but don't have the capacity within your organisation to do the work that is needed. Please also tell us why you need a grant to fund this work, rather than being able to fund the work yourself.

Have you raised repayable finance before?

Please tell us whether you have ever raised repayable finance before by answering yes or no to this question.

If you answer yes, please tell us about the previous investment you raised including

- what type of finance it was
- when you received the funds
- Who you received the funds from, and
- Whether you repaid the investment there is some still outstanding?

How much grant are you applying to the Reach Fund for?

Please enter the total amount of grant that you would like from the Reach Fund.

Please tell us about the work you will do to get ready to raise investment

Here we want you to describe your investment support plan, and why you need to undertake this work in order to raise investment. We also want to know why you have chosen the people who will be doing the work in your plan if you are awarded a grant.

If you are undertaking some of the work yourself, please remember that we cannot contribute to your costs just because you are undertaking the project, but we can consider backfill or additional staff time requests. We will fund these requests at the actual amount they cost you.

If your Access Point has indicated that they will do some of the work, we can consider this (although this is not how we expect the majority of support to be provided) but we need to understand why they are best placed to do the work.

For any third-party providers you are using please tell us how you selected them. Also, please indicate whether your Access Point made any recommendations about who should carry out the work.

What policies do you have in place?

Please tell us what policies your organisation has by ticking the appropriate boxes.

Subsidy

You will note on page 4 we have explained that the Reach grant is being granted under Minimal Financial Assistance (MFA) under Chapter 2 of the Subsidy Control Act 2022 (SCA 22).

In this section you need to provide the total amount of Subsidy in the current and previous two fiscal years.

Definitions

“Fiscal year” = a period of 12 months ending with 31 March.

“Current fiscal year” = the time elapsed in the fiscal year in which the relevant subsidy is given together.

Section 2 – explanation of work

This section allows you to tell us about the support you need in order to be able to raise repayable finance from your Access Point.

What will the biggest proportion of the grant be spent on?

Please select the option which best describes how the majority of the grant you are applying for will be spent. The options provided are described in more detail above.

Planned Use

This section of the application allows you to detail exactly how you intend to spend a grant from the Reach Fund.

- In the 'category of work' box, please select a category from the list provided. A description of each of the options is given below
- In the 'who is completing the work box' please give the full and legal name of the organisation that will be doing this work. If your organisation is completing some of the work itself, please enter the name of your organisation in this box.
- In the category box, please select the appropriate category for the work being done.
- Then please enter the day rate and the number of days that will be spent on this element of work. Once you have done this the total cost for this element of work will be calculated for you in the 'Planned Use Amount' box. (If you have been given a fixed cost for a piece of work rather than a day rate, please enter the total cost in the day rate box and enter 1 as the number of days).

You can list as many different items as you need to in order to tell us how you intend to spend your grant. To do this click on 'Add another response' and each time you do a new box will appear.

Planned Use

Category of work *

Who is completing the work? *

Category *

Please select... ▼

Day Rate *

Number of days *

Planned Use Amount (£)

0

[Add another response](#)

Category of work descriptions

Business pivoting support	Support to help change the direction of your organisation
Business planning	Support to help you create a business plan for your organisation

Change management	Support to help you implement significant changes to your organisation such as a change in leadership, organisational culture, or a significant change to the way in which an organisation operates
Digital/IT support	Any support related to IT or digital systems
Financial modelling	Support to help you prepare financial information which helps you to forecast how your finances will perform in the future
Financial reporting	Support to help you provide information on your organisation's finances
Governance	Support to help you improve your organisation's governance
Human resources	Support to help your organisation address any staffing or human resourcing issues
Legal costs	Any costs related to legal work that is required
Marketing strategy	Any costs or support related to marketing
Other	Any costs not covered by the list provided. If you select this option, you will be asked to provide further information when your application is reviewed.
Planning costs	Any costs related to support required to obtain planning permissions
Social impact	Support to help your organisation demonstrate, articulate, or measure your social impact
Support accessing finance	Support to help you access funding.
Support with merger	Support to help your organisation merge with another company/charity.

Please note that this is the list we use on multiple programmes operated by Social Investment Business. While we have made all of these options available, we would not expect applications to the Reach Fund to include all of these costs and some categories would only be funded in exceptional circumstances. Your Access Point will help you to understand what work you need to undertake and what is appropriate for the Reach Fund to support.

Declaration

Please read the declaration provided and tick the box to confirm you have.

Additional areas to consider when making your application

If you have or are looking to apply for a further Reach grant, please read through this section carefully as it will tell you exactly what information is needed from you and the Access Point you plan to work with.

Refinancing

There will be times when you may refinance existing borrowings. The Reach programme does not typically support refinancing, particularly where this is relatively straightforward (e.g., a single new facility replacing a single existing facility).

We do however appreciate there will be circumstances where the refinancing is more complex e.g., consolidation of various facilities, or replacement with a different type of investment. In these circumstances we will consider providing support so long as You, and your Access Point, provide a very clear statement why support from the Reach programme is needed. We need to understand the precise needs for support and the reasons for them when viewed against the benefits of the refinancing.

Follow on Investments by Access Points

If you have already borrowed from your Access Point, there can be many reasons why your Access Point may wish to provide you with further investment. Given they have established a relationship with you, and you are meeting the terms of the first investment, we need to make sure that both your application and Access Point supporting statement give very clear reasons why grant support is needed for them to provide further investment

The circumstances where we may consider an application for follow on investments are when it is a different type of finance you are raising from your Access Point

You are borrowing for a different income stream from a new/different business model

Whatever the reason, it needs to be clearly detailed in your application, and particularly in the Access Point supporting statement.

Can an organisation receive more than one Reach grant?

There is nothing to prevent you from applying for another grant from the Reach fund. However, before doing so the following should be considered:

Is the first grant complete?

We will not accept a 2nd application from an organisation unless the first grant is complete. I.e., all work funded by the previous grant is finished, an end of grant monitoring form completed by the grantee, and we have confirmed that the grant has made a difference in line with the original application.

If an organisation is mid-way through their Reach grant and needs to discuss the work they are doing and whether additional support is required to complete the investment readiness project, you should discuss this with your Relationship Manager. You should not submit a second application in this instance.

Did the first grant lead to an investment raise?

If you have not raised investment you will need to provide clear details of what prevented, you from raising finance given the aim of the Reach grant was to put you in the best possible position to do so.

If you have raised finance, you will need to tell us when the investment was raised and why further investment and support to raise this is needed.

How is the new proposal significantly different to the previous application?

There needs to be a clear rationale as to why further support is required; we will not approve a second application to pay for the same work to be undertaken again. The reasons when we will consider a second Reach Fund grant include.

- the type of investment raise is different,
- the investor is different, and so has different requirements,
- the investment to be raised is for a new product or market innovation (i.e., for delivery of new services)

How does the new proposal build on previously funded activity?

We will not pay for the same range of activities previously supported (e.g., strengthen governance arrangements). You will need to tell us in your application how learning from the previous Reach grant has been embedded within the organisation, whether you are in a better position to be able to raise investment without support in the future and how this new proposal is supporting different areas of the organisation's needs.

Can the organisation applying contribute to the project where possible?

It is not a specific requirement of the Reach Fund for organisations to contribute towards the project. However, we do need to be sure we are providing grants for support that could not take place otherwise. Therefore, if someone has already had one grant, and has seen the benefits from the funded activities, we might expect them to contribute towards any subsequent application.