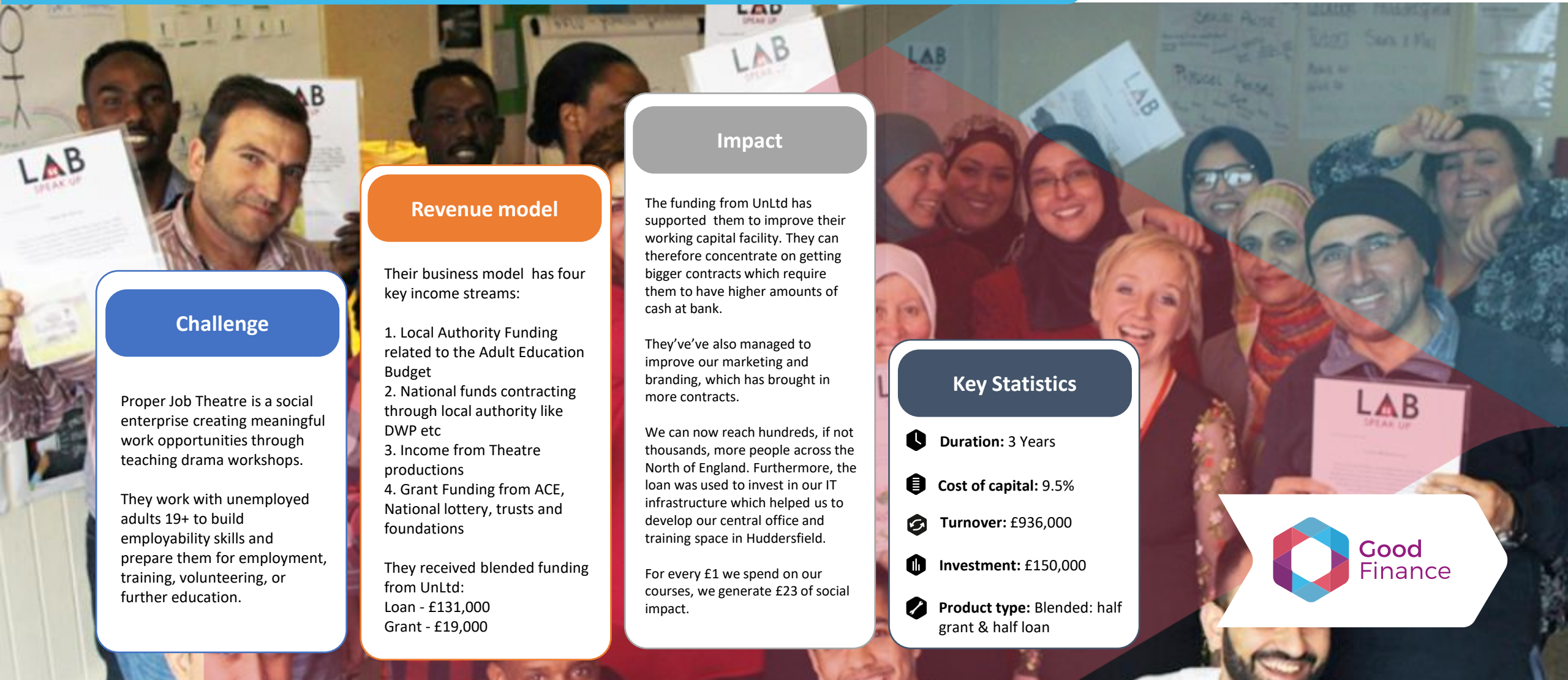




Proper Job Theatre



Challenge

Proper Job Theatre is a social enterprise creating meaningful work opportunities through teaching drama workshops.

They work with unemployed adults 19+ to build employability skills and prepare them for employment, training, volunteering, or further education.

Revenue model

Their business model has four key income streams:

1. Local Authority Funding related to the Adult Education Budget
2. National funds contracting through local authority like DWP etc
3. Income from Theatre productions
4. Grant Funding from ACE, National lottery, trusts and foundations

They received blended funding from UnLtd:
 Loan - £131,000
 Grant - £19,000

Impact

The funding from UnLtd has supported them to improve their working capital facility. They can therefore concentrate on getting bigger contracts which require them to have higher amounts of cash at bank.

They've've also managed to improve our marketing and branding, which has brought in more contracts.

We can now reach hundreds, if not thousands, more people across the North of England. Furthermore, the loan was used to invest in our IT infrastructure which helped us to develop our central office and training space in Huddersfield.

For every £1 we spend on our courses, we generate £23 of social impact.

Key Statistics

- Duration:** 3 Years
- Cost of capital:** 9.5%
- Turnover:** £936,000
- Investment:** £150,000
- Product type:** Blended: half grant & half loan



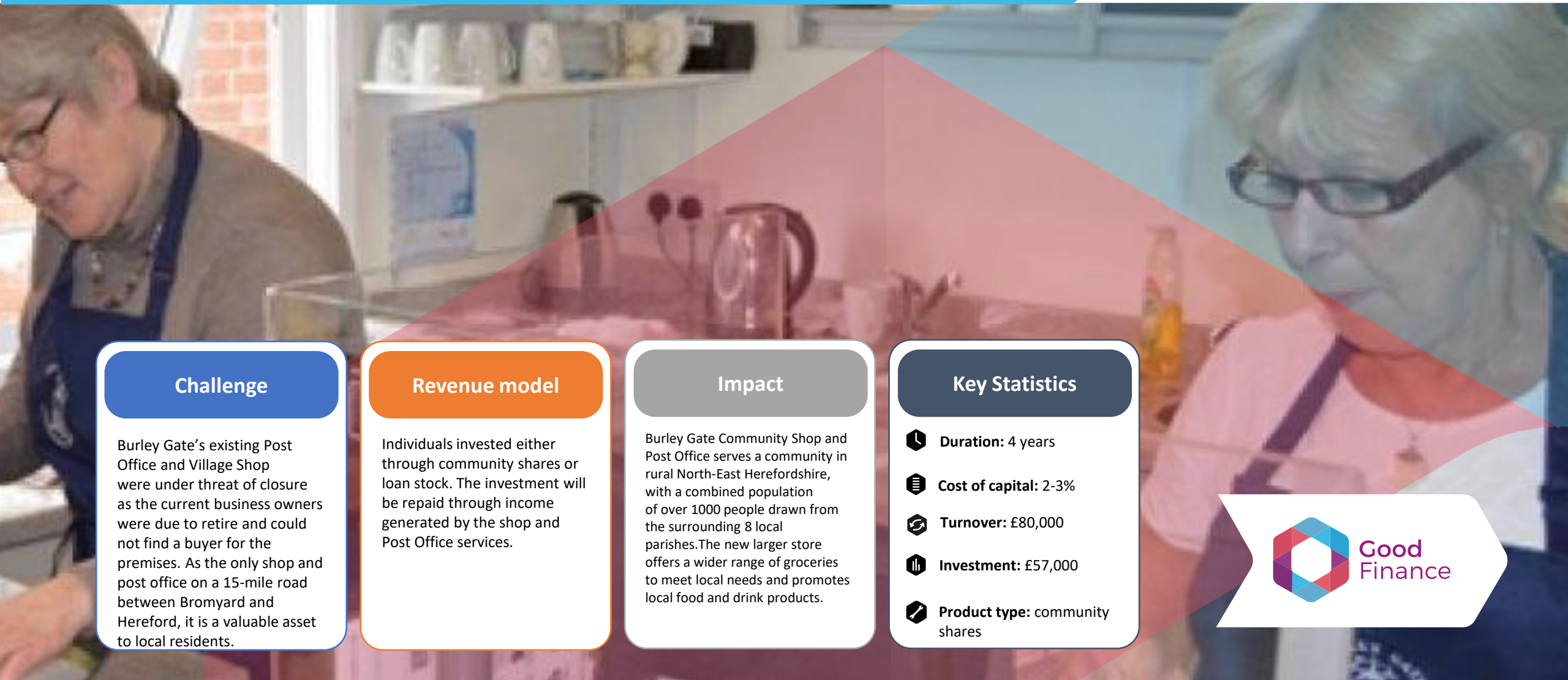


Burley Gate Community Shop and Post Office

<http://burleygateshop.co.uk/>



Individual Investors



Challenge

Burley Gate's existing Post Office and Village Shop were under threat of closure as the current business owners were due to retire and could not find a buyer for the premises. As the only shop and post office on a 15-mile road between Bromyard and Hereford, it is a valuable asset to local residents.






Revenue model

Individuals invested either through community shares or loan stock. The investment will be repaid through income generated by the shop and Post Office services.

Impact

Burley Gate Community Shop and Post Office serves a community in rural North-East Herefordshire, with a combined population of over 1000 people drawn from the surrounding 8 local parishes. The new larger store offers a wider range of groceries to meet local needs and promotes local food and drink products.

Key Statistics

-  **Duration:** 4 years
-  **Cost of capital:** 2-3%
-  **Turnover:** £80,000
-  **Investment:** £57,000
-  **Product type:** community shares

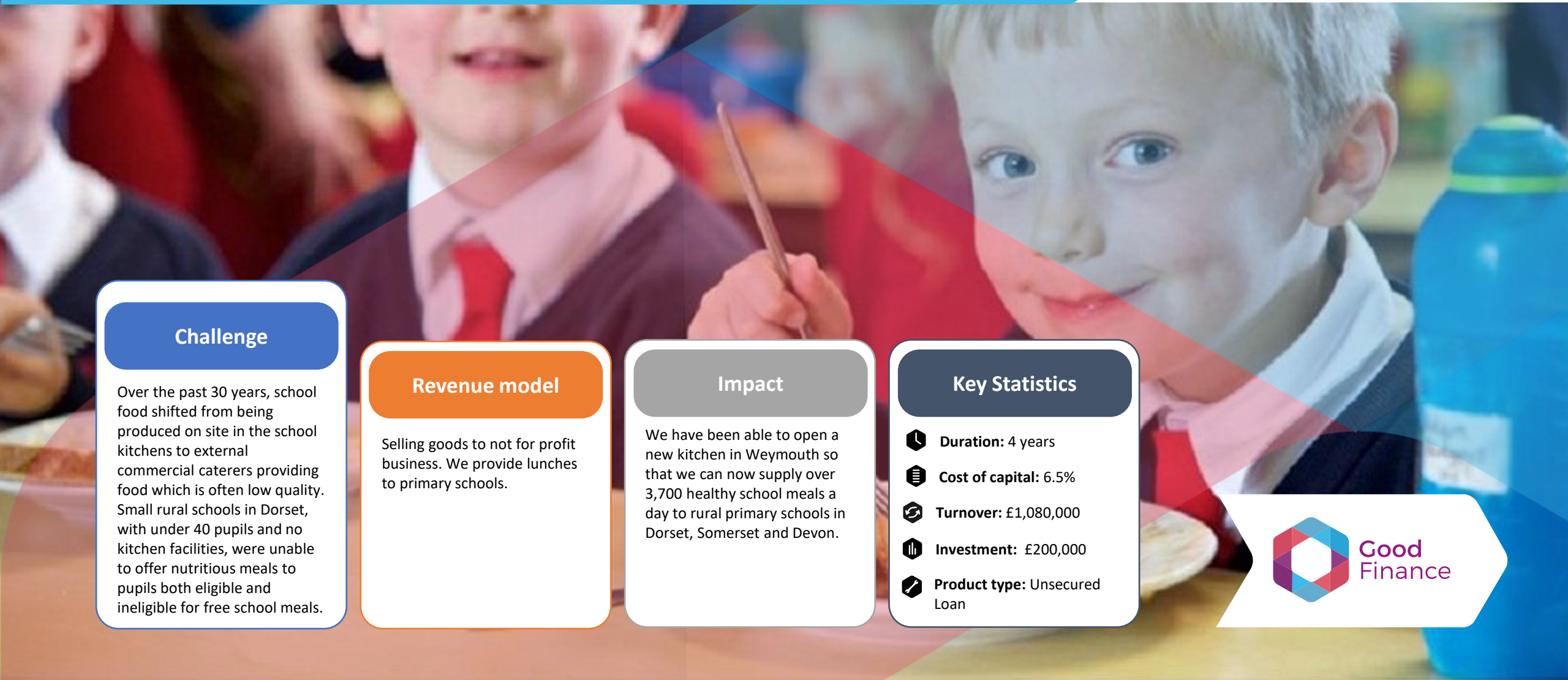


Good Finance



Local Food Links

www.localfoodlinks.org.uk



Challenge

Over the past 30 years, school food shifted from being produced on site in the school kitchens to external commercial caterers providing food which is often low quality. Small rural schools in Dorset, with under 40 pupils and no kitchen facilities, were unable to offer nutritious meals to pupils both eligible and ineligible for free school meals.

Revenue model

Selling goods to not for profit business. We provide lunches to primary schools.

Impact

We have been able to open a new kitchen in Weymouth so that we can now supply over 3,700 healthy school meals a day to rural primary schools in Dorset, Somerset and Devon.

Key Statistics

- Duration:** 4 years
- Cost of capital:** 6.5%
- Turnover:** £1,080,000
- Investment:** £200,000
- Product type:** Unsecured Loan

