

STARTING POINT GUIDE

Guide for
established Social
Enterprises,
Social Enterprise
start-ups and Social
Entrepreneurs

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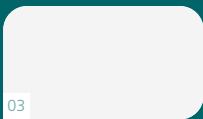
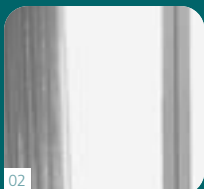
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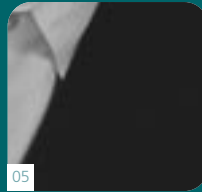


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01 ABOUT THIS GUIDE



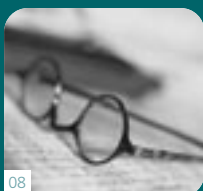


Introduction

This Starting Point Guide is designed to encourage those people considering setting up a social enterprise and established social enterprises, to best utilise the abundance of resources that are available to support and develop their organisation. It is also aimed at voluntary organisations in the process of transforming and becoming a social enterprise and social entrepreneurs.

It aims to provide a brief introduction to social enterprises for those who are unfamiliar with them and provide sound practical advice and ideas. This guide will make available information about business support organisations; business advice services offered; advice on working with business support organisations; and the contracting process.

The guide also offers a directory of Business Support Organisations that undertake social enterprise business advice and work.



How To Use The Starting Point Guide

1. Familiarise yourself with the background information on social enterprise.
2. Use the needs analysis to determine what are the needs for your social enterprise.
3. Summarise the needs of your potential or existing social enterprise and decide the best course of action.
4. Using the Directory at the back of this guide, you will be able to find the appropriate SE Support organisations within your borough or those agencies that specialise in a particular sector or area of expertise.

The Social Enterprise Support Organisations (SESO) are listed in the directory at the end of this guide. They are in alphabetical order, and indexed according to their specialism, and the boroughs that they operate in.

This has been collated from research data produced by Social Enterprise London (SEL). The inclusion of an organisation in this guide does not represent an endorsement by SEL or act as an indication of the quality of their services. SEL cannot be held liable for any advice received from them.



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How To Use The SESO Directory

1. Decide on the criteria you need for your business development.
2. If generic advice is required refer to the pages covering the SESO in your relevant borough.
3. For business sector specialist advice refer to the SESO that offer the area of support that you are seeking.

In addition to the above, further help and advice can be obtained from commercial directories that are paper based or online. These include Dun & Bradstreet, Companies House, Mintel Report, Yellow Pages and The Thompson Directory etc. These will give information on professional organisations that can be contacted to provide support on a commercial basis.

02 ABOUT SOCIAL ENTERPRISE

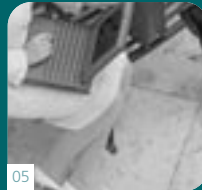
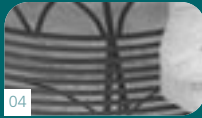


Background on Social Enterprise

Social enterprises are businesses that trade in the market in order to fulfil social aims. They bring people and communities together and provide the opportunity for economic and social development.

In order for social enterprises to succeed there must be an unsatisfied demand from the community, which is not being met by the market because it decides it is uneconomical to do so. To be successful social enterprises require the drive, commitment and enthusiasm of an individual or a group of people who are willing to fit their expertise into a framework to achieve their common social aims.

The term social enterprise is a relatively new one although the concept goes back a long way.¹ Social Enterprise is about trading with a social purpose, using business principles and tools to achieve socially explicit social aims. The Department of Trade and Industry define a social enterprise as “a business with primarily social objectives whose surpluses are principally reinvested for that purpose in the business or in the community, rather than being driven by the need to maximize profit for the share holders and owners.”²



Social Enterprise London (SEL) identify three common characteristics of social enterprises³:

- **Enterprise orientation** – they are directly involved in producing goods or providing services to a market. They seek to be viable trading concerns, making an operating surplus.
- **Social aims** – they have explicit social aims such as job creation, training or the provision of local services. They have ethical values including a commitment to local capacity building. They are accountable to their members and wider community for their social, environmental and economic impact.
- **Social ownership** – they are autonomous organisations with governance and ownership structures based on participation by stakeholder groups (users or clients, and local community groups etc.) or by trustees. Profits are distributed as profit sharing to stakeholders or used for the benefit of the community.

1 The establishment of the co-operative movement in the 19th Century is a clear example of social enterprise in the form of collective self-help through trading activity. See 'Keeping it Legal', Social Enterprise London, 2003

2 'Social Enterprise: A strategy for success', Department of Trade and Industry, 2002

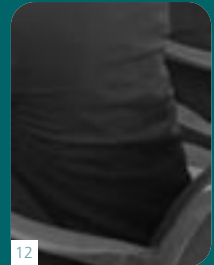
3 'Introducing Social Enterprise', Social Enterprise London, 2001



Routes into Social Enterprise

Social enterprises have been known to originate from one of six starting points. Routes into social enterprise include⁴:

- **Community regeneration** – members of a local community come together to meet a specific need. For example, a group of mothers setting up a nursery for their children or a group of refugees setting up a small co-operative business making clothes. These often begin on a small scale with little focus on formal arrangements.
- **Employee buyout** – employees of a business that is already operating come together to buy out the existing owner. For example, a health food shop that is bought by the staff so that it can run on a co-operative basis. In this scenario legal form is likely to be considered from the outset.
- **Local Authority externalisation of services** – a local authority transfers one of its services to an independent operation. For example, a community leisure centre is leased to an independent social enterprise and the business and staff are transferred. Another example would be the contracting-out of waste collections and recycling services. Again, the legal form is likely to be considered at the outset as part of the negotiation process between the council and the new owners.



- **Individual social entrepreneur** – an individual with a particular vision will create a business to meet an identified need, often in an innovative way. A social entrepreneur may set up an organisation which has stakeholder involvement, but the legal form is often secondary to the focus on activity and viability in the early years.
- **Voluntary organisation transformations** – a voluntary organisation which has been funded by donations and grants decides to turn to trading. This may be driven by a desire to ensure its long-term viability, or from a belief that its beneficiaries are better served by the transformation, or perhaps both. For example, an organisation that runs community music workshops for children in the summer holidays decides to enter into a contract with a local authority to provide music lessons to schools in the borough for payment. The implications of such a change in activity on the appropriateness of the legal form can be overlooked.
- **Voluntary organisation spin-offs** – a project housed by a voluntary organisation may then be transferred to a separate legal entity. For example, a charity sets up a workshop where the long-term unemployed learn how to re-furbish electrical equipment which is then retailed. The business has developed potential and is sold as a going concern.

4 See 'Social Enterprise: Organisational Development Issues, Social Enterprise London, 2001 & 'Keeping It Legal', Social Enterprise London, 2003

03 IDENTIFYING BUSINESS SUPPORT NEEDS



Needs Analysis of Social Enterprises

It is sometimes felt that a specialist business framework only applies to social enterprises but the truth is that sound business principles and tools apply to both social enterprises and mainstream businesses. In social businesses the philosophy of the business can sometimes conflict with purely business reasoning, to the detriment of the social enterprise.

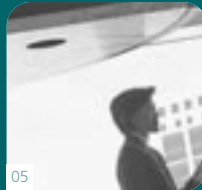
The diagram on page 12 is a quick guide to analysing the needs of your social enterprise and can be used to signpost you to the relevant SESO or other providers of business support.

Social Enterprises are businesses. You need to market your services and worry about cash flow through your organisation like any other business. However, social enterprises are not entirely the same. Your social aims mean that the traditional 'bottom line' (of maximising profit at the end of the year) is not the primary concern of the organisation, and multiple driving forces can require more complicated business plans. Social ownership often necessitates a more complex legal and governance structure. As a social enterprise, in addition to the usual concerns around employment law and marketing, you have to consider some social enterprise specific issues too.

Have a look at the following table and see whether you have considered all of the key priorities highlighted.



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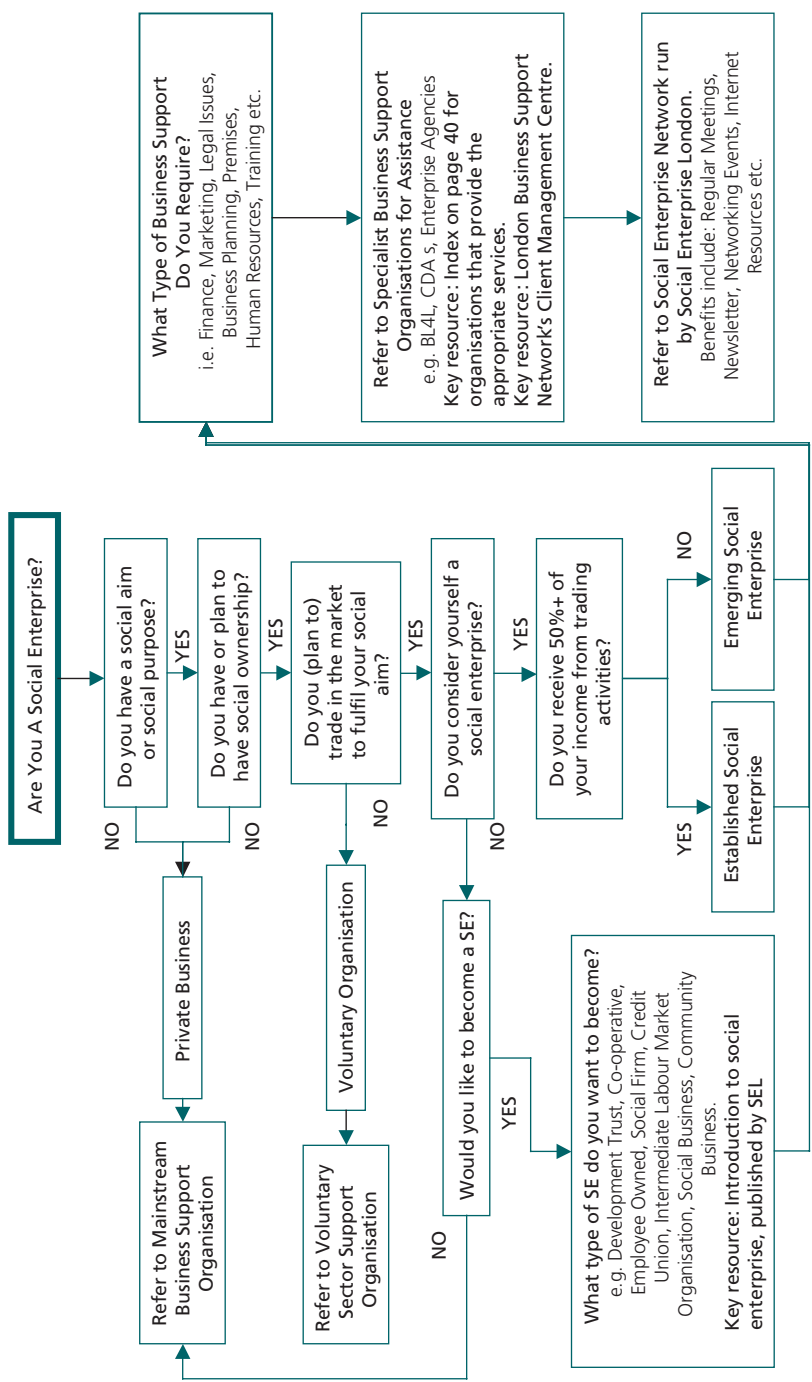
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Needs	Areas for Action
Written Constitution / Legal Identity	<ul style="list-style-type: none"> ■ Co-operative or Company Limited by Guarantee etc.
Management Committee / Trustees	<ul style="list-style-type: none"> ■ Training in Governance
Accounting	<ul style="list-style-type: none"> ■ Systems ■ Processes ■ Social Accounts
Management Training	<ul style="list-style-type: none"> ■ Business Planning ■ Staff Management
Human Resources	<ul style="list-style-type: none"> ■ Employment Legislation ■ Training ■ Staff Development
Funding	<ul style="list-style-type: none"> ■ Review Sources of Funding ■ Adequacy of Funding ■ Short Term or Long Term Funding? ■ Grants vs. Loans
Finance	<ul style="list-style-type: none"> ■ Banking Arrangements ■ Appropriate Bank for Type of SE ■ Contingency Finance
Marketing	<ul style="list-style-type: none"> ■ Tools and Techniques
Selling	<ul style="list-style-type: none"> ■ Benefits of the SE to its Clients / Stakeholders
Risk Assessment	<ul style="list-style-type: none"> ■ Policy
Premises	<ul style="list-style-type: none"> ■ Affordable Work Units / Offices ■ Leased or Owned?

Business Support Needs Analysis





CHOOSING A BUSINESS ADVISOR⁰⁴



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Finding and Selecting a Business Advisor

Finding and selecting a business advisor is extremely important for a business.

It is vital when a business is looking for someone to assist and support them in their business venture that they find an advisor that they feel comfortable with.

In order to ensure sound, consistent, quality advice it is important to seek advice from an accredited business support organisation, where possible. The business advisors within these business support organisation should ordinary be accredited to a Professional Advisory Body such as the Institute of Business Advisors (IBA) or alternatively if independent, been through the SFEDI accreditation process (Small Federation of Enterprise Development Initiative programme).

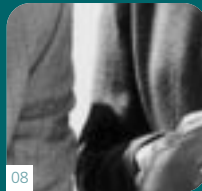
It must be noted however, that there exist a range of highly competent sector focused business advisors who, although are not accredited to the organisations mentioned above, do provide a valuable and professional service. These business advisors will generally be members of their sectoral professional body, for example the Chartered Institute of Marketing if they are a marketer or the Chartered Institute of Management Accountants if they are management accountants.



Within London the premier business support organisation is Business Link for London. They have developed their own quality assurance programme for business support organisations that work within London (London Business Support Network). The Customer First framework is a series of standards that are used as a means of assessing the quality of business support provision and building the capacity of the business support provider base. It has recently been introduced, so look out for increasing coverage over the next years.

The reason why you should use an accredited or affiliated business advisor is that they are normally covered by professional indemnity insurance so that any advice received that is incorrect or erroneous which leads to loss of earnings or potential earnings, may give rise to a claim against an advisor or their organisation.

The following is a list of considerations that a social enterprise or potential social should take into account when deciding on an appropriate business support organisation.



Key Considerations	
Recommendation	<ul style="list-style-type: none"> ■ This could be from sister organisations
Business Support Organisations	<ul style="list-style-type: none"> ■ Local Authorities ■ Co-operative Development Agencies ■ Enterprise Agencies ■ Community Development Financial Institutions ■ Etc.
Empathic	<ul style="list-style-type: none"> ■ An Advisor who has some sympathy with social enterprises and understands their concepts and also the sector that they operate in.
Connections	<ul style="list-style-type: none"> ■ An Advisor who can introduce you to a specialist.
Finance	<ul style="list-style-type: none"> ■ An Advisor who understands how money makes your enterprise work.
Trust	<ul style="list-style-type: none"> ■ A person in whom you have complete confidence in their ethics.
Accreditation	<ul style="list-style-type: none"> ■ An Advisor should be SFEDI accredited.
Affiliation	<ul style="list-style-type: none"> ■ IBA (Institute of Business Advisors) Associate or Member). An Advisor who is kept up to date regularly by his or her trade association.
Business Link for London	<ul style="list-style-type: none"> ■ The Advisor's Organisation or the Advisor is a member of the London Business Support Network (LBSN).

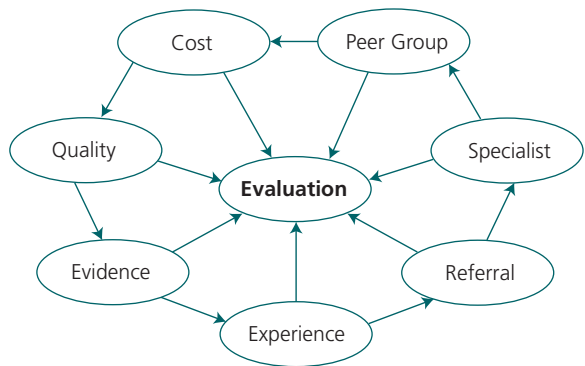
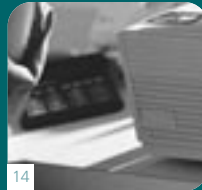


Evaluating Offers of Assistance

Each offer of assistance should be run through the matrix set out opposite, with appropriate weighting given to each element as suits the social enterprise. The diagram shows how each of these elements is linked to one another and demonstrates that wherever you start in the Circle of Evaluation, be it with a referral from the SESO or starting with cost considerations, each element needs to be considered and input into the evaluation of the offer of assistance.

So for example, if you are offered a proposal of assistance from an experienced Enterprise Agency specialising in your sector that was referred to you by an organisation that is your peer and that Enterprise Agency is prepared to work with you at no cost you would be able to ascribe a heavy weighting in the matrix to these elements in your evaluation of the offer of assistance.

However, if none of the elements mentioned above are present in a rival proposal i.e. there is a charge for the service, the adviser was not recommended by a peer organisation, did not specialise in your sector and did not have accredited Business Advisers, then unless there were other overriding factors the second proposal is likely to be declined by the social enterprise.



When using the matrix focus on the following issues:

- What experience or knowledge does the SESO have of your chosen sector?
- Does the SESO come with a recommendation?
- Have any of your peer group used the SESO?
- Is the assistance free, subsidised or full cost?
- Is the SESO quality assured?
- What current evidence of work undertaken or track record does the SESO have? i.e. portfolio of work completed.

05 INITIAL CONTRACTING PROCESS



Initial Contracting Process

A social enterprise should follow the following sequence of steps when it comes to contracting.

1. Meet & discuss requirements

- Business parameters
- Ongoing support

2. Write a clear brief

- Include all your business requirements even if they appear trivial e.g. where seeking funding be clear on which banks may be approached as you may not wish to use your existing bank, or where the brief includes development of marketing material, be clear on the colours, quantity and content at the outset as any changes are likely to be very expensive.

3. Discuss brief & agree Terms of Reference

- Terms of Reference are designed to set down clear parameters or guidelines for the scope of the work to be undertaken.
- Ensure that there is a summary of the main points of the Agreement.



4. Issue Heads of Agreement

Heads of Agreement generally set out in bullet form the main terms (clause, sections) of the proposed legal agreement (Contract). They document the salient points agreed between the parties detailing the basic terms and conditions of the proposal. It is effectively a pre-contract.

Make sure that this document is checked thoroughly to ensure the terms reflect what was agreed, as the contract will be drawn up from the Heads of Agreement. Make sure that this includes the following:

- Milestones (defining deadlines and outputs, possibly including progress reports)
- Penalties
- Legal Obligations
- Assignment of copyright
- Confidentiality
- Disputes
- Mediation
- Governing Law
- Fees



5. Received signed Heads of Agreement

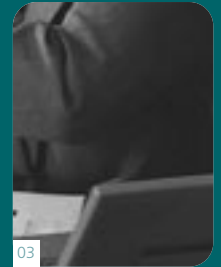
- Document should be signed by both parties to show a formal commitment on both sides.

6. Full Contractual Agreement

- This will set out the full terms and conditions under which the SESO has agreed to provide business support services. In order to ensure maximum protection for your social enterprise you must involve your lawyers or legal team in the negotiation of the contract.

For a basic sample contract, have a look at www.ncvo-vol.org.uk/ and search their ask NCVO service for 'sample contract for consultants'. Alternatively, contact them by telephone on 0800 2798 798.

THE BUSINESS ADVISOR RELATIONSHIP 06



Managing the Relationship with the Business Advisor

The contract sets the parameters for the relationship. However to get the best out of your business advisor, the social enterprise should endeavour to treat the business advisor as a member of the management team or in the case of a social entrepreneur as a business mentor.

- It is important that the business advisor is made aware of all salient information about the business in order to be effective.
- Clear boundaries should be set between the business advisor and the social enterprise outlining the responsibilities and expectations of each party.
- A framework for reporting progress and providing information must be agreed at the outset. Both parties need to refer back to the written agreement outlining these measures (evaluating progress against milestones).
- Open communication between the business advisor and the social enterprise is crucial if the relationship is to be successful.



- Business advisory sessions should last at least two hours (but up to half a day is quite common) and must be face to face with the advisor at the social enterprise premises if appropriate or the advisors office, if not.
- Your social enterprise must ensure that an up to date and accurate record of contact with the advisor is maintained and that the minutes of each meeting are signed and agreed by both parties.
- At the end of the contract the social enterprise should seek to ensure that the relationship developed with the advisor allows the organisation to easily make contact again to obtain further support.

However should problems arise such as time keeping, relationship issues or not meeting agreed deadlines etc., the following points set out a possible approach to take with the business advisor / SESO.

Discuss the problem with the business advisor - the tone of any discussion should be respectful but firm, and evidenced based. Review the work of the advisor and highlight what has been good and what has been less successful. Be collaborative not confrontational.

Agree specific objectives for the advisor to demonstrate improvement - these must be measurable, achievable and relevant to the area requiring improvement.



Allow an agreed time for improvement and provide supporting resources or information as necessary.

If the required improvement has not taken place in the agreed time scale, meet with the advisor, review the position and make known to the advisor that you will be contacting the SESO and seeking a replacement. This will be a difficult issue so tact and diplomacy must be used. The ability for you to change the advisor allocated originally should be in the terms and conditions of the support agreement.

From a practical point of view, seek to ensure that an orderly handover of the work undertaken for you is done.

Induct the new business advisor into the social enterprise making sure the advisor understands the culture of the organisation.

Review the contract and milestones amending the targets and milestones if appropriate, with the agreement of the SESO.

07 INFORMATION ON CDFIs



Community Development Financial Institutions

A Community Development Financial Institution (CDFI) is a financial services provider. They could be a community development bank, community development venture fund or a community loan fund, that has a mission to achieve social objectives.

As a social enterprise or potential social enterprise it is important for you to know and understand that some CDFIs focus on financial services for businesses and social economy organisations, such as social enterprises, rather than individuals. CDFIs could provide equity and debt services. Some CDFIs are regulated as banks or building societies, but most CDFIs do not have deposit-taking status. The legal forms most often used are the industrial and provident society (IPS), which usually have a charitable status and company limited by guarantee which may also be a charity.

Within London there are a variety of CDFIs such as Industrial Common Ownership Finance (ICOF) and the London Rebuilding Society (LRS).

CDFIs can help social enterprises with start-up capital (for new enterprises) or working capital to purchase equipment or refurbish run-down property. They can also offer bridging loans, guidance on handling cash flow and access to general business support. The business loans could be arranged for periods longer than those agreed by a mainstream



banking institution. The loans could be secured on property or business purchase. Each CDFI has their own lending rules therefore it is important that if you decide to apply to a CDFI, that you feel comfortable with their terms and agreements.

In comparison to the mainstream banking institutions, CDFIs tend to be sympathetic to the needs of social enterprises and their aims and objectives. However, it should be noted that there are some mainstream banking institutions that do have special dedicated units that have an interest in assisting social enterprises. CDFIs tend to offer a competitive rate and make no unreasonable demands for security.

Advice on Taking Out a Loan

As with any business venture, social enterprises have to be aware of the positive and negative sides of taking out loans, for example is it a secured or unsecured loan? If it is a secured loan what property is it secured on i.e. business property or your home? Is a personal guarantor needed? If so who will act as a personal guarantor for the organisation? Will it be the directors, management committee members or other supporters? What are the repayment times? What is the interest rate that is being charged? What is the best CDFI for me to use? Is it possible to make use of the Government backed Small Firms Loans Guarantee Scheme? What are the maximum borrowing limits for the social enterprise?



It is important that when considering what the financial needs of your organisation will be, that serious thought is given to the questions raised above and the possible implications for the business.

Following is a list of accredited CDFIs. Further information can be obtained from the Community Development Finance Association (CDFA).

CDFA
Unit LF3.11,
The Leathermarket,
11-13 Weston Street,
London
SE1 3ER

☎ 020 7357 7356

📠 020 7356 7387

🌐 www.cdfa.org.uk

Accredited Community Development Finance Institutions (CDFIs)

Bank of Scotland Community Banking

Working across the broad UK Social Economy they only manage relationships within the not for profit sector, including Housing Associations, CDFIs, Social Enterprises, Credit Unions, Charities, Community Development Trusts, Councils and Local Authorities and Community Organisations. They offer a dedicated banking service to the sector including deposit taking and lending into the social economy.

PO Box 10
38 St Andrews Square
Edinburgh
EH2 2YR

☎ 0131 243 5330

📠 0131 243 5150

🌐 www.bankofscotland.co.uk

✉ craig_Campbell@bankofscotland.co.uk

Contact: Craig Campbell



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Barclays Bank Plc
Financial Inclusion Team
54 Lombard Street
London
EC3P 3AH

☎ 020 7684 5019
📠 020 7699 2588
💻 www.barclays.co.uk
✉ Peter.Kelly@barclays.co.uk

Contact: Peter Kelly

Bridges Community Ventures Ltd

A venture capital firm with a difference, it aims to harness the entrepreneurial spirit in under-invested communities to stimulate economic growth and create jobs, wealth and role models of business success.

1 Craven Hill

London

W2 3EN

☎ 020 7262 5566
📠 020 7262 6839
💻 www.bridgesventures.com
✉ michelle@bridgesventures.com

Change - London & Quadrant Housing Trust

CHANGE will provide financial services such as affordable loans, accounts and financial advice to financially excluded Londoners and will help to create local employment by investing in social enterprise and supporting business start-ups.

Osborn House

Osborn Terrace

London

SE3 9DR

☎ 020 8559 2166
📠 020 8852 1517
💻 www.changefinance.org.uk
✉ achapline@lqgroup.org.uk



Charity Bank Limited

Charity Bank is a radically new concept in banking and charity offering depositors a social as well as financial return, and creates a source of affordable loans and financial support for the charitable sector.

PO Box 205

25 Kings Hill Avenue

West Malling


Kent

ME19 4DD

 01732 520 029

 01732 520 123

 www.charitybank.org

 Enquiries@charitybank.org

Contact: Robert Dyke

The Co-operative Bank

Only UK clearing bank to publish an ethical stance whereby it clearly tells its customers who it will and will not do business with. Supports charities and the broad range of organisations involved with the Social Enterprise Sector.

 0161 829 5072

 0161 829 4496

 www.co-operativebank.co.uk

 Martin.honor@co-operativebank.co.uk

Contact: Martin Honor

International Association of Investors in the Social Economy (INAISE)

INAISE is an international membership organisation

 www.inaise.org



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Industrial Common Ownership Fund

ICOF is a well established provider of loan finance for co-operatives and social enterprises.

227c City Road

London

EC1V 1JT

☎ 020 7251 6181

📄 020 7336 7407

🌐 www.icof.co.uk

✉ info@icif.co.uk

Local Investment Fund

The Local Investment Fund is a Community Development Financial Institution and a registered charity whose aims are to support through the provision of loan finance, social enterprises that are engaged in regeneration.

123 Minories

London

EC3N 1NT

☎ 020 7680 1028

📄 020 7680 1028

🌐 www.lif.org.uk

✉ information@lif.org.uk

London Rebuilding Society

London Rebuilding Society provides financial support and advice to social enterprises voluntary organisations charities and community groups across London.

227c City Road

London

EC1V 1JT

☎ 020 7682 1666

📄 020 7682 1417

🌐 www.londonrebuilding.com

✉ info@londonrebuilding.com



NatWest

Working across the broad UK Social Economy, The Community Development Banking Team only manage relationships within the not for profit sector including Housing Associations, CDFIs, Social Enterprises, Credit Unions, Charities, Community Development Trusts, Councils and Local Authorities and Community Organisations. They offer a dedicated banking service to the sector including deposit taking and lending into the social economy.

Community Development Banking

Level 3

2 Waterhouse Square

138-142 Holborn

London

EC1N 2TH

☎ 020 7427 9139

📄 020 7427 9145

🌐 www.natwest.com

✉ andrew.robinson@natwest.com

Contact: Andrew Robinson

The Prime Initiative

The only national organisation promoting 50+ self-employment and enterprise. PRIME ensures that everyone aged 50+ has the opportunity for self-fulfilment through sustainable self-employment or enterprise.

PRIME helps those aged over 50 considering self-employment or enterprise to find an organisation in their area that can give them the business support they need, and offers a business start up loan if they cannot borrow money from anywhere else.

1268 London Road

London

SW16 4ER

☎ 020 8765 7851

📄 020 8765 7879

🌐 www.primeinitiative.org.uk

✉ Nigel@nfoyster.freeserve.co.uk



Street Cred

Street Cred is a micro-credit project for unemployed women in East London. In 1998 Street Cred was started as a small pilot programme to test the needs of local women with small amounts of finance and peer support.

45-47 Blythe Street

London

E2 6LN

☎ 020 7729 9267

📠 020 7729 5157

💻 www.quakersocialaction.com

✉ Claire.streetcred@dial.pipex.com

Triodos Bank

Triodos Bank is one of Europe's leading ethical banks. Triodos Bank enables money to work for positive social, environmental and cultural change. Triodos offers a comprehensive range of banking services for social businesses, charities and groups along with a variety of savings accounts for individuals. Triodos Bank only lends money to organisations and businesses pursuing positive social, environmental and cultural goals.

Brunel House

11 The Promenade

Clifton

Bristol

Avon

BS8 3NN

☎ 0117 973 9339

💻 www.triodos.co.uk

UK Social Investment Forum

UKSIF is the network for green and ethical funds, social investment organisations, NGOs and social economy institutions concerned with socially responsible investment in the UK.

💻 www.uksif.org

08 OTHER SOURCES OF FINANCE



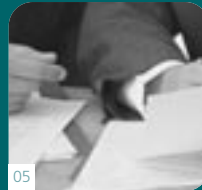
Other Sources of Finance

When setting up your social enterprise or if you are looking to expand and develop your social enterprise, then grants can be an additional source of funding available to you.

Where social enterprises are charities then they will be eligible for grants from grant making trusts. If you are a non-charitable social enterprise with appropriate non-profit distribution clauses you may be eligible to obtain grant funding from charities for restricted charitable purposes. This will be subject to the grant body regulations.

Social enterprises may be able to tap into a range of government funding, for example regeneration and neighbourhood renewal funding available through the London Development Agency (LDA), Government Office for London (GOL) and the Association of London Governments (ALG). Other bodies include the Local Authorities, Local Strategic Partnerships and European sources of finance e.g. European Social Fund.

Social enterprises may also be able to borrow money from a clearing bank for example any of the major high street banks that participate in the Department of Trade and Industry backed Small Firms Loan Guarantee Scheme.



The Local Authorities within your borough can also act as a catalyst for funding for Small and Medium Sized Enterprises including social enterprises. They can do this by setting up and providing a Social Enterprise Business Development Fund, which will provide financial assistance directly to existing and potential social enterprises, including gap financing i.e. where other financing is not enough to support the social enterprise proposal. They should also be able to offer free business support advice covering a wide range of issues from budgeting, financial projections, marketing, grants and loans to specialist advice on legal issues (signposting to other business support organisations).

The following list gives a list of additional sources of funding to CDFIs.

Aston Reinvestment Trust


The Rectory

3 Tower Street

Birmingham

West Midlands

B19 3UY

 0121 359 2444

 www.reinvest@gn.apc.org

Enterprise Investment Scheme

 http://www.inlandrevenue.gov.uk/stats.ebt_invest_scheme/eis_b_1.htm



Funding Information


 www.fundinginformation.org

Go-East Ventures Ltd
Universal House
88-94 Wentworth Street
London
E1 7SA

 020 7377 8821

 www.goeast.org

Greater London Enterprise
28 Park Street
London
SE1 9EQ

 020 7403 0300

 www.gle.co.uk

Hackney Business Venture
34-36 Dalston Lane
London
E8 3AZ

 www.hbv.org.uk

North Hammersmith Social Enterprise Fund

 020 8749 9903

Small Firms Loan Guarantee Scheme

 020 7215 5000

 www.dti.gov.uk

Unity Trust Bank

 www.unity.uk.com

UnLtd

 020 7401 5305

 www.unltd.org.uk



Grant Funding

Association of London Government
59¹/₂ Southwark Street
London SE1 0AL
☎ 020 7934 9999
💻 www.alg.gov.uk

Bridge House Estates Trust Fund
PO Box 270
Guildhall
London EC2P 2EJ
☎ 020 7332 3710
💻 www.bridgehouegrants.org.uk

Community Fund
☎ 020 7587 6600
💻 www.community-fund.org.uk

Co-operative Action
💻 www.co-operativeaction.coop

European Social Fund
💻 www.esf.gov.uk

Peabody Trust
45 Westminster Bridge Road
London SE1 7JB
☎ 020 7922 5701
💻 www.peabody.org.uk

New Opportunities Fund
1 Plough Place
London EC4A 1DE
☎ 020 7211 1800
💻 www.nof.org.uk

09 OTHER PROFESSIONAL SUPPORT



Other Professional Support

Depending on the type of social enterprises that is established or being set up, additional help may need to be sought, alongside the support from the SESO. This could be in the form of help from an Accountant or a Solicitor that specialises in legal structures for a social enterprise. They could also seek additional help from professional bodies such as the Chartered Institute of Marketing.

It is important to note that the needs of one social enterprise compared to the needs of another social enterprise may not be generic and hence the reason why professional support organisations are needed to assist social enterprises.

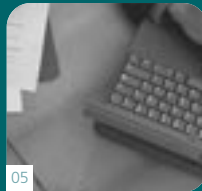
The following solicitors are known to specialise in social enterprise.

Solicitors

Bates, Wells and Braithwaite
Cheapside House
138 Cheapside
London
EC2V 6BB

☎ 020 7551 7777

🌐 www.bateswells.co.uk



Cobbetts Solicitors
Ship Canal House
King Street
Manchester
Lancashire
M2 4WB

☎ 0161 833 3333

🌐 www.cobbetts.co.uk

Wrigleys Solicitors
19 Cookridge Street
Leeds
West Yorkshire
LS2 3AG

☎ 0113 244 6100

🌐 www.malcolmlynch.com

Lovells
Atlantic House
Holborn Viaduct
London
EC1A 2FG

☎ 020 7296 2000

🌐 www.lovells.com



Professional Bodies

The Chartered Institute of Marketing

Head Office

Moor Hall

Cookham

Maidenhead

Berkshire

SL6 9QH

☎ +44 (0) 1628 427500

📠 +44 (0) 1628 427499

✉ membership@cim.co.uk

🌐 www.cim.co.uk

The Institute of Direct Marketing

1 Park Road

Teddington

Middlesex

TW11 0AR

☎ +44 (0)20 8614 0277

✉ enquiries@theidm.com

🌐 www.theidm.co.uk

The Chartered Institute of Accountants in England & Wales

Chartered Accountants Hall

PO Box 433

London

EC2P 2BJ

☎ 020 7920 8100

📠 020 7920 0547

🌐 www.icaew.co.uk



The Chartered Institute of Management Accountants
26 Chapter Street
London
SW1P 4NP

☎ +44 (0)20 7663 5441

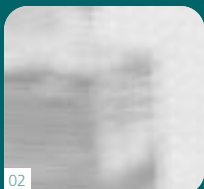
📄 +44 (0)20 7663 5442

💻 www.cimaglobal.com

10 DIRECTORY OF SESOs



01



02



03



ABCUL (London)

**79 Denmark Hill
Camberwell
London
SE5 8RS**

☎ 020 7564 3974
📄 020 7564 3978
💻 www.abcul.org
✉ peter.bussy@abcul.org

Areas of service:

Business plans
Start-up
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

London-wide

Barnet Voluntary Service Council

**1st Floor Britannia House
960 High Road
North Finchley
London
N12 9RY**

☎ 020 8446 6624
📄 020 8446 6628
💻 www.barnetvsc.org.uk
✉ admin@barnetvsc.org.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Barnet

a

b



b

Bootstrap Enterprises

The Print House
18 Ashwin Street
London
E8 3DL

☎ 020 7254 0775

📄 020 7275 9914

✉ anthonyd@bootstrap-enterprises.org

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Direct financial support
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Hackney
Lambeth
Camden

Brixton On-line

Unit 70 Eurolink Business Centre
49 Effra Road
London
SW2 1BZ

☎ 020 7274 2888

📄 020 7274 2666

🌐 www.bolts.org.uk

✉ iinfo@brixton-online.com

Areas of service:

Training

Boroughs covered:

London-wide

Bromley Business Focus

Donegal House
73 Tweedy Road
Bromley
Kent

BR1 1RG

☎ 020 8290 6568

📄 020 8313 1925

🌐 www.business-focus.co.uk

✉ info@business-focus.org.uk

Areas of service:

Business plans

Start-up

Design

Legal

Human resources

Sales / marketing

Financial Advice

Management consultancy / mentoring

Premises

Training

Boroughs covered:

Bromley

Bromley by Bow Centre

1 Bruce Street
Bromley By Bow
London
E3 3HN

☎ 020 8980 4618

📄 020 8880 6608

🌐 www.bbhc.org.uk

✉ connect@bbhc.co.uk

Areas of service:

Business plans

Start-up

Design

Legal

Human resources

Sales / marketing

Financial Advice

Direct financial support

Management consultancy / mentoring

Premises

Training

Boroughs covered:

Bromley by Bow

b



Business Link for London

Link House
292-308 Southbury Road
Enfield
London
EN1 1TS

 0845 600 787
 020 7010 0000
 www.bl4london.com

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Direct financial support
Management consultancy / mentoring
Premises
Training

Boroughs covered:

London-wide

CAG Consultants

Gordon House
6 Lissenden Gardens
London
NW5 1LX

 020 7482 8882
 020 7482 8882
 www.cagconsultants.co.uk
 hq@cagconsult.co.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Training

Boroughs covered:

National

Community Action Network

The Mezzanine
Elizabeth House
39 York Road
London
SE1 7NQ

☎ 020 7401 5310
📄 020 7401 5311
💻 www.can-online.org.uk
✉ canhq@can-online.org.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Direct financial support
Management consultancy / mentoring
Premises
Training

Boroughs covered:

National

Community Enterprise Development (London Borough of Harrow)

LB of Harrow Regeneration Team
Civic Centre
Harrow
London
HA1 2XA

☎ 020 8424 3371
📄 020 8861 3072
💻 www.harrow.gov.uk
✉ rad.dearing@harrow.gov.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Harrow
Brent

C

C

Community Matters

12-20 Baron Street
London
N1 9LL

☎ 020 7837 7887

📄 020 7278 9253

💻 www.communitymatters.org.uk



communitymatters@communitymatters.org.uk

Areas of service:

Business plans

Start-up

Legal

Financial Advice

Management consultancy / mentoring

Training

Boroughs covered:

London-wide

Croydon Business Venture

Acorn House
74-94 Cherry Orchard Road
Croydon
London
CR9 6DA

☎ 020 8681 8339

📄 020 8680 1996

💻 www.cbvltld.co.uk

✉ info@cbvltld.co.uk

Areas of service:

Business plans

Start-up

Premises

Training

Boroughs covered:

Croydon

Cultural Industries Development Agency (CIDA)

Business Development Centre
7-15 Greatorex Street
London
E1 5NP

☎ 020 7247 4710
📄 020 7247 7852
💻 www.cida.co.uk
✉ mhora@cida.co.uk

Areas of service:

Business plans
Start-up
Human resources
Sales / marketing
Direct financial support
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Tower Hamlets
East London

Development Trusts Association

70 Cowcross Street
London
EC1M 6EL

☎ 0845 458 8138
📄 0845 458 8139
💻 www.dta.org.uk
✉ london@dta.org.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

London-wide

C

d



Ealing Community and Voluntary Service

24 Uxbridge Road
London
W5 2BP

☎ 020 8579 6273

📄 020 8567 4683

✉ ecvs@ealingcvs.org.uk

Areas of service:

Business plans
Start-up
Legal
Financial Advice

Boroughs covered:

Ealing

East London Centre

64 Broadway
Stratford
London

E15 1NT

☎ 020 8432 0618

🌐 www.eastlondoncentre.co.uk

✉ info@eastlondoncentre.co.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Direct financial support
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Newham
Tower Hamlets
Waltham Forest
Hackney

East London Small Business Centre

Universal House
88-94 Wentworth Street
London
E1 7SA

☎ 020 7377 8821

📄 020 7375 1415

💻 www.goeast.org.uk

✉ elbsc@goeast.org.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Direct financial support
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Tower Hamlets
Newham
Redbridge
Havering
Barking & Dagenham

Elephant Jobs Ltd

Aylesbury Learning Centre
Wendover
Thurlow Street
London
SE17 2UU

☎ 020 7701 4141

📄 020 7703 7927

💻 www.elephantjobs.org.uk

✉ ejltd@aol.com

Areas of service:

Business plans
Start-up
Legal
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Southwark
Aylesbury Estate



Elephant Links

3rd Floor Coburg House
63-67 Newington Causeway
London
SE1 6LS

☎ 020 7525 4903
📄 0207 525 4916
💻 www.elephantlinks.co.uk
✉ ola.fakoya@southwark.gov.uk

Areas of service:

Financial Advice
Direct financial support

Boroughs covered:

Elephant and Castle

Enfield Enterprise Agency

201 Hertford Road
Enfield
London
EN3 5JH

☎ 020 8443 5457
📄 020 8443 5312
💻 www.enfieldenterpriseagency.co.uk
✉ info@enfieldenterpriseagency.co.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Enfield and Barnet

Ethnic Minority Enterprise Project Ltd

Unit 8-10 Business Development Centre
7-15 Greatorex Street

London

E1 5NF

☎ 020 7655 0906

📄 020 7247 1086

💻 www.emep.co.uk

✉ info@emep.co.uk

Areas of service:

Business plans

Start-up

Sales / marketing

Financial Advice

Direct financial support

Management consultancy / mentoring

Premises

Training

Boroughs covered:

Lambeth

City fringe areas of London

GEMS

11-15 Highbridge Wharf
London

SE10 9PS

☎ 020 8305 9898

📄 020 8305 4757

💻 www.gemsnet.org

✉ info@gemsnet.org

Areas of service:

Legal

Direct financial support

Management consultancy / mentoring

Boroughs covered:

Greenwich

e

g



Greenwich CDA

Forum @ Greenwich
Trafalgar Road
London
SE10 9EQ

☎ 020 8269 4880
📄 020 8269 4899
💻 www.gcda.org.uk
✉ info@gcda.org.uk

Areas of service:

Business plans
Start-up
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Greenwich
Bexley
Lewisham
Bromley

Greenwich Enterprise Board

26 Burney Street
London
SE10 8EX

☎ 020 8305 2222
📄 020 8858 7010
💻 www.geb.co.uk
✉ info@geb.co.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Greenwich
Lewisham
Bexley

Greenwich Local Labour and Business

122-130 Powis Street

Woolwich

London

SE18 6NN

☎ 020 8316 1810

📄 020 8316 0556

💻 www.greenwich.gov.uk/council/strategic-planning/gllab.htm

✉ r-richmond@greenwich.gov.uk

Areas of service:

Boroughs covered:

Greenwich

Hackney Chamber of Commerce

34-36 Dalston Lane

London

E8 3AZ

☎ 020 7923 3783

📄 020 7249 1756

💻 www.hackneychamber.co.uk

✉ enquiries@hackneychamber.co.uk

Areas of service:

Legal

Human resources

Financial Advice

Boroughs covered:

Hackney

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Hackney Co-operative Developments

62 Beechwood Road
London
E8 3DY

☎ 020 7254 4829
📄 020 7249 0205
💻 www.hced.co.uk
✉ info@hced.co.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Hackney

Hammersmith and Fulham Voluntary Sector Resource Agency

Aspen House
1 Gayford Road
London
W12 9BY

☎ 020 8762 0862
📄 020 8749 3874
💻 www.hammersmithfulham.cvs.org.uk
✉ vsra1@yahoo.co.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Hammersmith & Fulham

Haringey Business Development Agency

2nd Floor, 312 High Road
Tottenham
London
N15 4BN

☎ 020 8376 6262
📄 020 8880 9344
💻 www.hbda.org.uk
✉ info@hbda.org.uk

Areas of service:

Business plans
Start-up
Sales / marketing
Direct financial support
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Haringey
Waltham Forest

Haringey EBP Ltd

Tottenham Green Enterprise Centre
Town Hall Approach Road
Tottenham
London
N15 4RX

☎ 020 8375 3500
📄 020 8375 3501
💻 www.hebp.co.uk
✉ haringey@ebp.co.uk

Areas of service:

Business plans
Start-up
Design
Sales / marketing
Financial Advice
Training

Boroughs covered:

Haringey



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Harrow in Business

Enterprise House
297 Pinner Road
Harrow
Middlesex
HA1 4HS

☎ 020 8427 6188

📄 020 8861 5709

💻 www.hib.org.uk

✉ info@hib.org.uk

Areas of service:

Business plans

Start-up

Design

Legal

Human resources

Sales / marketing

Financial Advice

Management consultancy / mentoring

Premises

Boroughs covered:

Harrow

HBV Enterprise

34-36 Dalston Lane
London
E8 3AZ

☎ 020 7254 9595

📄 020 7254 8686

💻 www.hbv.org.uk

✉ mail@hbv.org.uk

Areas of service:

Business plans

Start-up

Design

Legal

Human resources

Sales / marketing

Financial Advice

Direct financial support

Management consultancy / mentoring

Premises

Training

Boroughs covered:

East London

Hoxton Bibliotech

239 Old Street

London

EC1V 9EY

☎ 020 7553 4470

📄 020 7251 3130

💻 www.biblio-tech.net

✉ kevin@biblio-tech.net

Areas of service:

Business plans

Start-up

Design

Legal

Human resources

Sales / marketing

Financial Advice

Management consultancy / mentoring

Premises

Training

Boroughs covered:

North East London

ICOF Ltd

227c City Road

London

EC1V 1JT

☎ 020 7251 6181

📄 020 7336 7407

💻 www.icof.co.uk

✉ icof@icof.co.uk

Areas of service:

Business plans

Direct financial support

Boroughs covered:

National

h

i



Isle of Dogs Community Foundation

Jack Dash House
2 Lawn House Close
London
E14 9FN

☎ 020 7345 4444
📄 020 7538 4671
💻 www.idcf.org
✉ idcftracey@aol.com

Areas of service:

Business plans
Start-up
Direct financial support

Boroughs covered:

Blackwall
Millwall

Islington Enterprise Agency

64 Essex Road
London
N1 8LR

☎ 020 7226 2783
📄 020 7354 1518
💻 www.islingtonenterprise.co.uk
✉ info@islingtonenterprise.com

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Direct financial support
Training

Boroughs covered:

London-wide

Kingston Chamber of Commerce

Ground Floor, Parman House
36a Fife Road
Kingston-upon-Thames
London
KT1 1SU

☎ 020 8296 9597

📄 020 8296 9599

🌐 www.kingstonchamber.co.uk

✉ services@kingstonchamber.co.uk

Areas of service:

Business plans

Start-up

Design

Legal

Human resources

Sales / marketing

Financial Advice

Direct financial support

Management consultancy / mentoring

Premises

Training

Boroughs covered:

Kingston upon Thames

Lambeth Cooperative & Social Enterprise Agency

The Coop Centre
11 Mowll Street
London
SW9 6BG

☎ 020 7582 0003

📄 020 7793 0426

✉ lcda@greenmarque.co.uk

Areas of service:

Design

Sales / marketing

Direct financial support

Management consultancy / mentoring

Boroughs covered:

London-wide

k

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Latin American CDP Ltd

Studio 4
14 Marshalsea Road
London
SE1 1HL

☎ 020 7357 9091

📄 020 7357 9091

✉ plade-coop@geo2.pld.org.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice

Boroughs covered:

London-wide

London Borough of Croydon

Taberner House
Park Lane
Croydon
London
CR9 3JS

☎ 020 8686 4433

🌐 www.croydon.gov.uk

✉ tariq_shabbeer@croydon.gov.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Direct financial support
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Croydon

London Borough of Ealing

Perceval House
14-16 Uxbridge Road
London
W5 2HL

☎ 020 8825 5000
📄 020 8280 1171
💻 www.ealing.gov.uk
✉ mchardyr@ealing.gov.uk

Areas of service:

Business plans
Start-up
Design
Financial Advice
Training

Boroughs covered:

Ealing

London Community Recycling Network

Bethnal Green Training Centre
Hanbury Street
London
E1 5HZ

☎ 020 7053 2120
📄 020 7053 2119
💻 www.lcrn.org.uk
✉ info@lcrn.org.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Direct financial support

Boroughs covered:

London-wide

London Excellence

18 Cannon Wharf Business Centre
Evelyn Street
London
SE8 5RT

☎ 020 7232 5380

📄 020 7232 5388

💻 www.london-excellence.org.uk

✉ excellence@london-excellence.org.uk

Areas of service:

Business plans

Training

Boroughs covered:

London-wide

London Housing Federation

175 Grays Inn Road
London
WC1X 8UP

☎ 020 7278 6571

📄 020 7837 7473

💻 www.housing.org.uk/london

✉ dinop@housing.org.uk

Areas of service:

Business plans

Start-up

Design

Legal

Human resources

Sales / marketing

Financial Advice

Direct financial support

Management consultancy / mentoring

Premises

Training

Boroughs covered:

London-wide

London Rebuilding Society

227c City Road

London

EC1V 1JT

☎ 020 7682 1666

💻 www.londonrebuilding.com

✉ enquiries@londonrebuilding.com

Areas of service:

Business plans

Start-up

Design

Legal

Human resources

Sales / marketing

Financial Advice

Direct financial support

Management consultancy / mentoring

Premises

Training

Boroughs covered:

London-wide

Lovells

Atlantic House

Holborn Viaduct

London

EC1A 2FG

☎ 020 7296 2000

📄 020 7296 2001

💻 www.lovells.com

Areas of service:

Legal

Boroughs covered:

London-wide



Migrant Organisations Development Agency (MODA)

87 Vauxhall Walk
London
SE11 5HJ

☎ 020 7840 0637

📄 020 7840 0793

🌐 www.moda.org.uk

✉ info@moda.org.uk

Areas of service:

Business plans

Start-up

Management consultancy / mentoring

Training

Boroughs covered:

London-wide

Monkey Mosaic Ltd

23 Allingham Court
Haverstock Hill
London

NW3 2AH

☎ 020 7443 7890

🌐 www.monkeymosaic.com

✉ james@monkeymosaic.com

Areas of service:

Business plans

Start-up

Management consultancy / mentoring

Boroughs covered:

London-wide

**National Council for
Voluntary Organisations
(Sustainable Funding Project)**

**Regent's Wharf
8 All Saints Street
London
N1 9RL**

☎ 020 7520 2557

💻 www.ncvo-sfp.org.uk

✉ nick.wilkie@ncvo-vol.org.uk

Areas of service:

Business plans
Start-up
Sales / marketing
Financial Advice
Direct financial support
Management consultancy / mentoring
Training

Boroughs covered:

National

netCUDA Ltd

**53 New Street
Chelmsford
CM1 1AT**

☎ 01245 496235

💻 www.netcuda.org.uk

✉ netcuda@btconnect.com

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:





Barking & Dagenham
Redbridge
Havering
Waltham Forest
Newham

n



One London Business Advice Service

28 Park Street
London
SE1 9EQ

-  020 7403 0300
-  020 7248 8877
-  www.one-london.com
-  info@one-london.com

Areas of service:

Business plans
Start-up
Sales / marketing

Boroughs covered:

Lambeth
Southwark
Wandsworth

Paddington Development Trust

Westbourne Studios
242 Acklam Road
London
W10 9JJ

-  020 7266 2267
-  020 7575 3116
-  www.4paddington.com
-  regeneration@pdt.org.uk

Areas of service:

Start-up
Direct financial support
Training

Boroughs covered:

North Westminster
Harrow Rd
Westbourne and Queens Park

Portobello Business Centre

2 Acklam Road
London

W10 5QZ

☎ 020 7460 5050

📄 020 8968 3660

💻 www.pbc.co.uk

✉ pbcc@pbcc.co.uk

Areas of service:

Business plans

Start-up

Design

Legal

Human resources

Sales / marketing

Financial Advice

Direct financial support

Management consultancy / mentoring

Premises

Training

Boroughs covered:

London-wide

Queensbridge Trust

29 Forest Road
London

E8 3BY

☎ 020 7923 7920

📄 020 7923 7921

💻 www.queensbridgetrust.org

✉

Yvonne.Hazelwood@queensbridgetrust.org

Areas of service:

Financial Advice

Training

Boroughs covered:

Hackney

p

q




Russell Cook Solicitors, Charity Team

2 Putney Hill

London

SW15 6AB

 020 8789 9111

 020 8394 6535

 www.sinclairtaylor.co.uk

Areas of service:

Start-up

Legal

Human resources

Financial Advice

Management consultancy / mentoring

Premises

Training

Boroughs covered:


National

Social Firms UK

Kingsfield Centre
Philanthropic Road
Redhill

RH1 4DD

 01737 764 021

 01737 281 032

 www.socialfirms.co.uk

 socialfirms@cqm.co.uk

Areas of service:

Business plans

Start-up

Legal

Sales / marketing

Financial Advice

Boroughs covered:

National



Street Cred

45-47 Blythe Street
Bethnal Green
London
E2 6LN

☎ 020 7729 9267

📄 020 7729 5157

🌐 www.quakersocialaction.com/streetcred.html

✉ streetcred@dial.pipex.com

Areas of service:

Business plans

Start-up

Boroughs covered:

Hackney

Newham

Tower Hamlets

Waltham Forest

Street UK

Unit 14.109 Three Mills Studios
Three Mills Lane
Bromley-by-Bow
London
E3 3DU

☎ 0777 567 4818

🌐 www.street-uk.com

✉ adiel.khan@street-uk.com

Areas of service:

Business plans

Start-up

Sales / marketing

Financial Advice

Direct financial support

Boroughs covered:

Tower Hamlets

Hackney

Newham



S

Sutton Centre for Voluntary Service

Unilink House
21 Lewis Road
Sutton
Surrey
SM1 4BR

☎ 020 8643 3277

📄 020 8643 4178

✉ enquiries@suttoncvs.org.uk

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Sutton

Sutton Regeneration Partnership (LB of Sutton)

Chancery House
St Nicholas Way
London
SM1 1JB

☎ 020 8770 5124

📄 020 8770 4647

🌐 www.sutton.gov.uk

✉ janet.finlay@sutton.gov.uk

Areas of service:

Business plans
Start-up
Financial Advice
Management consultancy / mentoring
Premises

Boroughs covered:

Sutton

TNG Business Support Ltd

196 Great Cambridge Road
Enfield
London
EN1 1UQ

☎ 01623 473208
📄 020 8367 3852
💻 www.tng.uk.com
✉ info.support@tng.uk.com

Areas of service:

Business plans
Start-up
Design
Legal
Human resources
Sales / marketing
Financial Advice
Direct financial support
Management consultancy / mentoring
Premises
Training

Boroughs covered:

Finchley
Enfield
Tooting
Ealing
Waltham Forest
Wood Green
Tottenham
Colindale
Barking & Dagenham
Hackney
Kilburn
Tower Hamlets

Tower Hamlets CDA

Business Development Centre
7-15 Greatorex Street
London
E1 5NF

☎ 020 7247 1056
✉ thcda@co-ops.co.uk

Areas of service:

Business plans
Legal
Financial Advice
Training

Boroughs covered:

East London





Unity Trust Bank

St George's Lodge
79 The Burroughs
London
NW4 4AX

 020 8202 7737

 www.unitygroup.co.uk

Areas of service:

Business plans
Financial Advice
Direct financial support
Management consultancy / mentoring
Premises

Boroughs covered:

National

Urban Partnership Group

370 Uxbridge Road
Shepherds Bush
London
W12 7LL

 020 8746 2120

 020 8743 7954

 www.urbanpartnership.co.uk

 gkeenan@urbanpartnershipgroup.co.uk

Areas of service:

Business plans
Start-up
Direct financial support
Premises

Boroughs covered:

Hammersmith & Fulham



Your Enterprise Solutions

**29 Glennie Road
West Norwood
London
SE27 0LX**

☎ 020 8766 8135

📄 020 8766 8135

✉ yesbines@hotmail.com

Areas of service:

Business plans

Start-up

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Legal

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Boroughs covered:

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2	Brixton On-line								•			•
3	Bromley Business Focus	•	•	•	•	•	•	•		•	•	•
3	Bromley by Bow Centre	•	•	•	•	•	•	•	•	•	•	•
4	Business Link for London	•	•	•	•	•	•	•	•	•	•	•
4	CAG Consultants	•	•	•	•	•	•	•		•	•	•
5	Community Action Network	•	•	•	•	•	•	•	•	•	•	•
5	Community Enterprise Development (London Borough of Harrow)	•	•	•	•	•	•	•		•	•	•
6	Community Matters	•	•		•			•		•		•
6	Croydon Business Venture	•	•					•			•	•
7	Cultural Industries Development Agency (CIDA)	•	•			•	•		•	•	•	•
7	Development Trusts Association	•	•	•		•	•		•	•	•	•
8	Ealing Community and Voluntary Service	•	•		•			•				
8	East London Centre	•	•	•	•	•	•	•			•	•

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9	Elephant Jobs Ltd	•	•	•	•			•		•	•	•
10	Elephant Links							•				
10	Enfield Enterprise Agency	•	•	•	•	•	•	•	•	•	•	•
11	Ethnic Minority Enterprise Project Ltd	•	•					•	•	•	•	•
11	GEMS				•				•	•		
12	Greenwich CDA	•	•		•	•	•	•		•	•	•
12	Greenwich Enterprise Board	•	•	•	•	•	•	•		•	•	•
13	Greenwich Local Labour and Business											
13	Hackney Chamber of Commerce				•	•	•	•				
14	Hackney Co-operative Developments	•	•	•	•	•	•	•		•	•	•
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16	Harrow in Business	•	•	•	•	•	•	•		•	•	•
16	HBV Enterprise	•	•	•	•	•	•	•	•	•	•	•
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18	Isle of Dogs Community Foundation	•	•						•			
18	Islington Enterprise Agency	•	•	•	•	•	•	•	•		•	•
19	Kingston Chamber of Commerce	•	•	•	•	•	•	•	•	•	•	•
19	Lambeth Cooperative & Social Enterprise Agency											
20	Latin American CDP Ltd	•	•	•	•	•	•	•	•		•	•
20	London Borough of Croydon	•	•	•	•	•	•	•	•		•	•
21	London Borough of Ealing	•	•	•								
21	London Community Recycling Network	•	•	•	•	•	•	•	•			•
22	London Excellence	•										•
22	London Housing Federation	•	•	•	•	•	•	•	•		•	•
23	London Rebuilding Society	•	•	•	•	•	•	•	•		•	•
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26	One London Business Advice Service	•	•									
26	Paddington Development Trust	•	•						•		•	•
27	Portobello Business Centre	•	•	•	•	•	•	•	•	•	•	•
27	Queensbridge Trust											
28	Russell Cook Solicitors, Charity Team		•		•	•	•	•		•	•	•
28	Social Firms UK	•	•		•		•	•				
29	Street Cred	•	•									
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31	TNG Business Support Ltd	•	•	•	•	•	•	•	•	•	•	•
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32	Unity Trust Bank	•						•	•	•	•	•
32	Urban Partnership Group	•	•					•	•	•	•	•
33	Your Enterprise Solutions	•	•	•	•	•	•	•	•	•	•	•

The Starting Point Guide has been published by Social Enterprise London on behalf of the Social Economy Taskforce. Publication was funded by the Association of London Government, the London Development Agency and Social Enterprise London.

The London Development Agency works for the Mayor, investing in new jobs and skills for Londoners, supporting businesses and bringing derelict land back into use. With an annual budget of £300 million and major land assets, it works with business and other partners in order to provide opportunities for all to benefit from London's economy.

The Association of London Government (ALG) is committed to fighting for more resources for the capital and getting the best possible deal for London's 33 councils. Part think-tank and part lobbying organisation, it also runs a range of services designed to make life better for Londoners.

Social Enterprise London (SEL) is the regional agency tasked with the job of promoting Social Enterprise in London and increasing the scale of Social Economy. Its work is divided into three broad areas: improving understanding of Social Enterprise, improving business support and ensuring access to finance. SEL works in collaboration with a wide range of partners building upon each other's expertise. SEL is funded by a range of organisations including the Association of London Government, the London Development Agency and the Community Fund.

Copies of this Guide can be obtained from
Social Enterprise London
1a Aberdeen Studios
22-24 Highbury Grove
London N5 2EA

Tel: 020 7704 7490
Fax: 020 7704 7499
E-mail: info@sel.org.uk
Web: www.sel.org.uk

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