

GMCVO

Social Enterprise

GM Social Investment

Growing Great Ideas for Good

# Access to Growth Impact Report

June 2022



GMCVO

## Welcome to the Access to Growth Impact Report

GMCVO delivered Access to Growth as part of Access the Foundation's 'Growth Fund'. The Growth Fund is a £50m partnership between The National Lottery Community Fund and Big Society Capital, delivered by Access through a range of social investors, it aims to address gaps in the social investment market and support charities and social enterprises across England to grow and create social impact in their communities.

Access to Growth offered loans between £10,000 and up to £150,000 for social enterprises and trading charities between July 2017 and March 2022. Each investment combined grants with loans into a simple product to help organisations grow their ideas.

The programme ran made 75 investments into organisations that trade to address social needs, strengthen communities, improve people's life chances, enhance culture or protect the environment.

## Introduction

by Gary Millar, Director of Social Investment & Chief Operating Officer



Launching Access to Growth in July 2017 was a step into the unknown for GMCVO. We had delivered Enterprise Grant Programmes before, such as Lead the Change in partnership with Unltd, and provided some Enterprise development support, but we hadn't entered the world of Social Investment.

The opportunity presented by Access, the Foundation for Social Investment, Big Society Capital and The National Lottery Community Fund was too good to turn down. It hasn't just been about the funding, the support from the funders and existing Social Investors has meant that bringing in Social Investment to support Social Enterprises, Community Businesses and Trading Charities has become a core part of GMCVO's role in Greater Manchester.

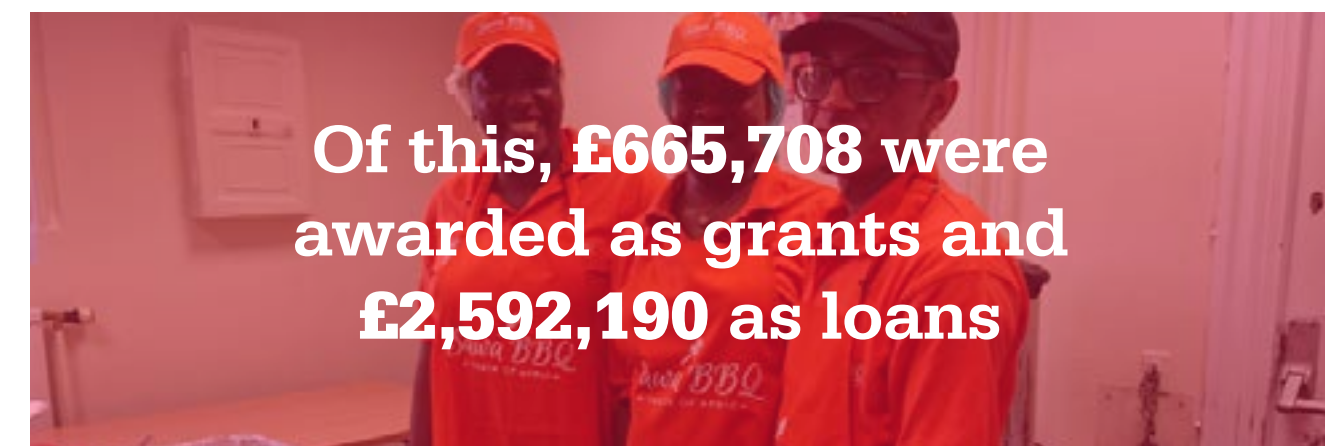
I would like to take this opportunity to thank the members of our Investment Panel who have volunteered so much of their time and experience to support GMCVO and our Investees. Those who have provided support over the last 5 years are; Richard Dyson, Priti Butler, Atiha Chaudry, Simon Thorrington, Alison Page, Dave Dawes, Fay Jackson, Lee Stanley, Joy Woods, Tony Costello and Matt Haworth.

Some of the stories of our investees are told on the following pages, and it's great to see the additional social impact that's been possible with the support of our investment. It's been a pleasure to work in partnership with our investees and help them on their journey.

Access to Growth was our first Social Investment fund, and brought £3.2 million in to Greater Manchester. We have subsequently brought in a further £7 million to support Social Enterprises in GM with more hopefully to come later this year, watch this space!

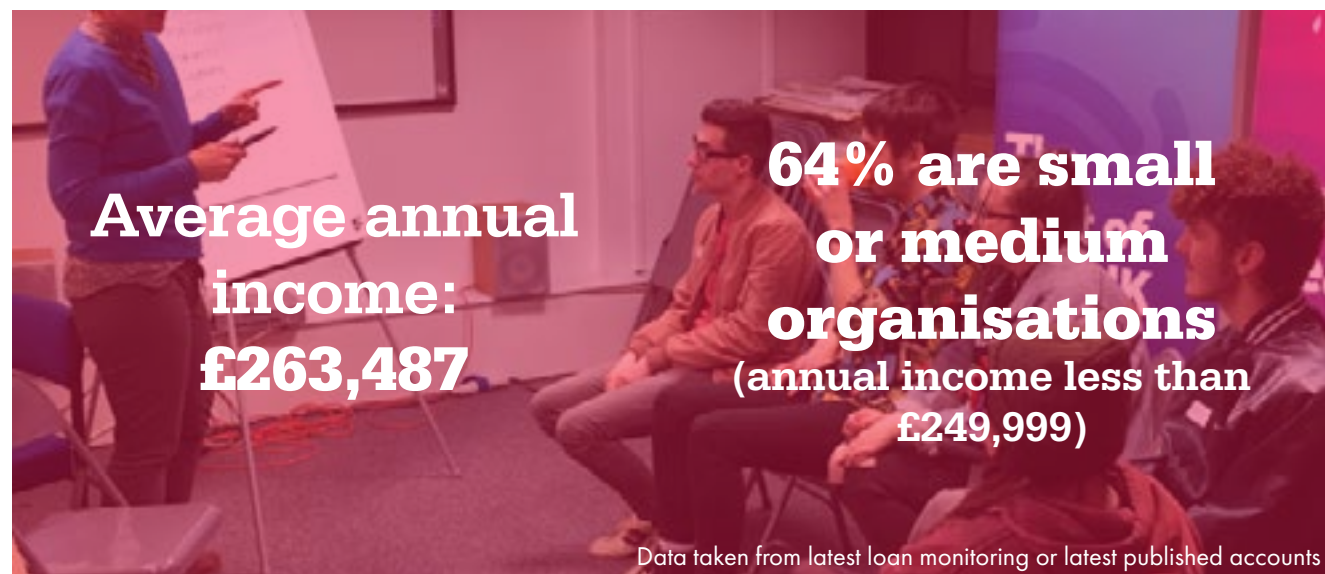
**Find out more about GM Social Investment on our website:**  
[www.gmcvo.org.uk/GMSocInvest](http://www.gmcvo.org.uk/GMSocInvest)

## Access to Growth at a Glance





## Organisations we invested in



### Their main activity type:

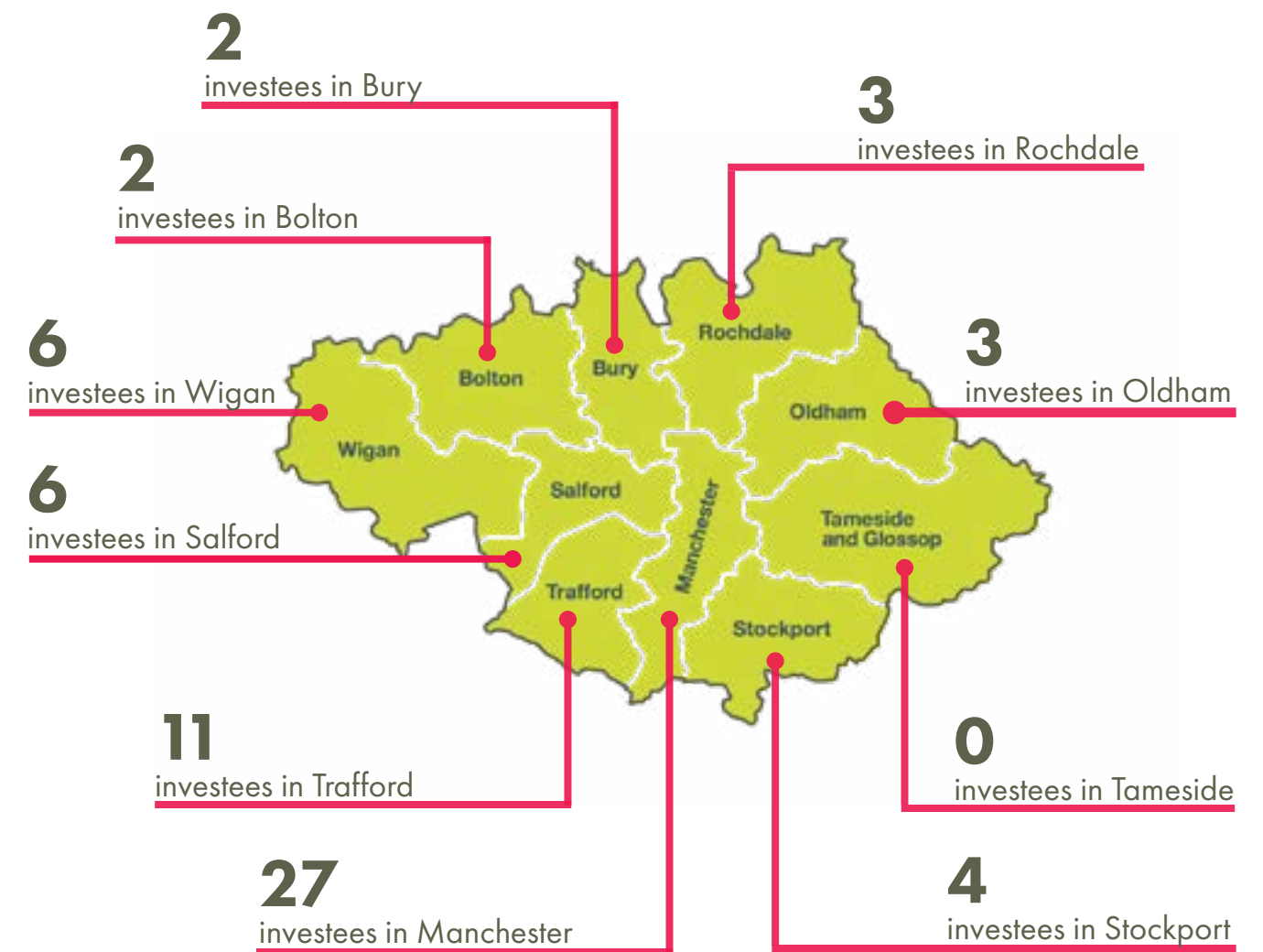
Mental health and wellbeing	<b>35%</b>	Citizenship and community	<b>6%</b>
Employment, education or training	<b>19%</b>	Income and financial inclusion	<b>4%</b>
Arts, heritage, sports and faith	<b>15%</b>	Housing and local facilities	<b>2%</b>
Friends, family and relationships	<b>8%</b>	Conservation of the natural environment	<b>2%</b>
Physical health	<b>6%</b>	Other	<b>2%</b>



## Their primary beneficiaries:

People living in poverty and/or financial exclusion	<b>25%</b>
People with mental health needs	<b>25%</b>
Vulnerable young people and young people not in education, training or employment	<b>13%</b>
Older people (including people with dementia)	<b>10%</b>
People experiencing long term unemployment	<b>10%</b>
Vulnerable children (including looked after children)	<b>8%</b>
Homeless people	<b>4%</b>
People with physical disabilities or sensory impairments	<b>2%</b>
Vulnerable parents	<b>2%</b>

### Where they're based:





## Case Study: Mancunia Arts Centre

**Investment amount:** £20,000

**Investment date:** April 2022

**Based in:** Cheetham Hill, Manchester

The Mancunia Arts Centre is a multipurpose arts hub to benefit the Manchester music community, create a positive social impact and create employment locally, while providing tools to encourage people to experience the arts while learning and developing new skills.

The investment meant Director Anton Pell was able to realise his idea and open Mancunia Arts Centre. In April 2022, Anton signed a 5-year lease for an industrial building in Cheetham Hill. Within three weeks, a local band had held their band rehearsals. Since then, they have quickly acquired permanent weekly bands to rehearse - one of which being the well-known Hacienda classical choir, who now regularly use the space, most recently ahead of their Huge Royal Albert Hall Show in May 2022.

The profitable services that run from the Centre, such as venue and space hire, merchandising, events ticketing and consultancy work, allow them to reinvest in community projects, workshops, tuitions and more - all with the aim of supporting people to connect with the arts.



*"We couldn't be more proud of how it has come together and more excited as to what the future holds and the areas of growth they can move into in line with our grass roots music community ethos"* - Anton Pell, Director, Mancunia Arts Centre

## Case Study: Cartwheel Arts

**Investment amount:** £50,000

**Investment date:** December 2017

**Based in:** Heywood, Rochdale

Cartwheel Arts promote social inclusion, cohesion, diversity and regeneration through community participation in vibrant, innovative, high-quality arts projects.

They use a person-centred approach and locate their work in the community rather than in clinical settings. They employ professional artists alongside dedicated Emotional Support Workers with a therapeutic background to help adults, young people and children with mild to moderate mental health issues.

Cartwheel Arts received an investment of £50,000 to enable them to further develop additional income streams to supplement increasingly difficult to obtain grants. They used the investment to develop and produce their 'wellbeing dominoes' game, and were able to employ a dedicated business development officer to promote the game, the associated training sessions and their wider training courses across the North West.

The Wellbeing Dominos game has been very successful and, whilst it was originally envisaged as a tool to support good mental health and wellbeing in adults, other uses have been identified. For example, the game has been adapted to 15 different languages and 9 schools in Rochdale where they are using it to teach English as a second language and support integration into the local community.

## Case Study: Friends of Victoria Park, Stretford

**Investment amount:** £50,000

**Investment date:** December 2020

**Based in:** Stretford, Trafford

Friends of Victoria Park are a community group made up of local people who are committed to improving and caring for their local park.

The group used the investment to help them start up the business elements of their community building in April 2021 - The Tea Room and the Community Room. The Tea Room serves food and drinks 7 days a week and the Community Room is a space available for hire to run a range of indoor classes and activities.

*"Without the friends group, our community would be so much worse off. They have really brought us all together and made this the best park in Trafford"*



## Case Study: The Boiler House (Sow the City)

**Investment amount:** £41,900

**Investment date:** January 2018

**Based in:** Moss Side, Manchester

The Boiler House is a former district power station a mile from the centre of Manchester, repurposed as a community centre by Sow the City for making and mending.

In May 2019, Manchester-based social enterprise Sow the City signed a 12-year lease on the building.

At the Boiler House, the aim is to provide free and low-cost use of tools, equipment and space for people and be a catalyst for people to reach their potential.

The investment meant they were able to invest in the Boiler House to create a new 40m<sup>2</sup> office, a green roof, workshops and storage for the 350m<sup>2</sup> building.

It has also meant that they have been able to double the number of people attending their courses since moving into The Boiler House. They now reach over 3,500 people a year.



## Case Study: Hidden Treasure Discovery Centre

**Investment amount:** £83,000

**Investment dates:** August 2018 & December 2019

**Based in:** Partington, Trafford

Hidden Treasure Discovery Centre are behind The Hideaway; a unique play space located above the shopping centre in Partington that uses equipment and activities to help children explore their value and worth, gifts and potential.

The investment supported the development of their offer and their social impact, and to cover costs related to the set-up of the Hideaway. It helped support the building of a classroom, community resource space, office and meeting spaces which has created a community training facility and volunteer hub for the area.

*"The investment from GMCVO made all the difference at a really crucial stage in our development. It gave us the freedom to press on with our social mission and focus on the work we do rather than the finances. The grant element has enabled us to build an incredible totally unique facility that is fun and engaging as well as practical"*

Ruth Lancey, Director, Hidden Treasure Discovery Centre



## Case Study: Highway Hope

**Investment amount:** £50,000

**Investment date:** October 2021

**Based in:** Levenshulme, Manchester & Stockport

Highway Hope is a registered charity and social enterprise that has been working to tackle food poverty since 2012 by supporting local communities to improve access to nutritional and affordable food.

Their services included a free food bank and soup kitchen, a free community café, a safe community hub, charity, furniture, and grocery discount shops and more.

The purpose of the investment was primarily to support them to grow their community food store in Stockport, which offers food at discount prices for local community members to ensure they have access to nutritional and affordable food.

The investment supported them to add 50 new lines of stock to the shop, with a specific focus on food that is culturally relevant to African communities meaning they are now able to support local residents with cultural food in their food parcels.

## Case Study: Dynamic Support of Greater Manchester

**Investment amount:** £42,400

**Investment date:** Dec 2018 & Nov 2019

**Based in:** Manchester

Dynamic Support of Greater Manchester is a registered charity whose objective is to relieve or prevent poverty and distress in Greater Manchester and in Africa; to promote the benefit of BAME women and girls and their dependants; to promote good health and wellbeing; and to provide recreational facilities in the interest of social welfare.

They used the investment to set up the trading arm of the organisation - SAWA BBQ Ltd - and commissioned a business mentor to support their growth. The funds were used to purchase and equip a mobile BBQ van to cater at events across the North West.

SAWA BBQ enabled them to train women and girls in hospitality and the barbecue food industry, as well as provide excellent catering!



*"The Investment has enhanced our catering skills and standards. It has empowered us to build the confidence of young women and girls from Dynamic Support to develop a catering business in a professional environment. It's also enabled us to generate money and be more financially sustainable!"* - Yvonne Edouke Riley, Chair, SAWA BBQ

## Case Study: Yellow Jigsaw

**Investment amount:** £21,600

**Investment date:** November 2021

**Based in:** Wigan

The investment will enable the Wigan based social enterprise to expand its projects that enable people aged 7 to 70 to develop news reporting and media skills.

The investment helped them to develop two projects - a pop-up TV studio and newsroom clubs for children, Media Cubs, and to grow the online audience of the UK's first older people's-led news platform, Talking About My Generation.

Founded by former MEN Media journalist Kirsty Day and charity project manager, Grace Dyke, the social enterprise has worked with a range of well-known brands to develop their media projects, including TalkTalk, Manchester Libraries and Foundation92 - and has plans to further expand its partnerships with brands targeting families and older people.

Both projects have offered Greater Manchester residents a range of media opportunities, from giving children the opportunity to interview Mayor Andy Burnham in their own pandemic press conference, to training older people to launch their own podcasts, news website and magazine.







## Case Study: TreeStation

**Investment amount:** £75,000

**Investment date:** October 2018 & April 2022

**Based in:** Gorton, Manchester

TreeStation have been working to make the very best use of Manchester's timber resources since 2012. The investment allowed them to develop key areas of the business and their community work, including a new cleaner and more ergonomic electric firewood processor. They also extended the employment of their Community Officer, Patricia.

Approximately 35,610 adults and children within Greater Manchester have benefitted from free or discounted timber resources during the loan period - an average 8,900 a year, even as the number of projects unavoidably dipped during the Covid-19 pandemic.

Between April 2019 and April 2020, an estimated 22,270 adults and children benefited from donations to schools, community food growing schemes, projects working to combat social isolation and establish training schemes for children not in employment, education or training, as well as their ongoing support for tree planting and school horticulture projects.

## Case Study: WHAG Community Enterprises (UP CIC)

**Investment amount:** £50,000

**Investment date:** July 2018

**Based in:** Rochdale

UP CIC supports the work of WHAG as a charity, to ensure that they both become more financially stable and independent continuing to support communities and society. WHAG is a domestic abuse and homelessness charity who support and empower vulnerable women and men affected by domestic abuse. WHAG was established as a charity in 1981 and has continued to expand with projects in Greater Manchester, Cheshire and Halton.

The investment assisted UP CIC to 'fledge' ensuring that financial support was in place to grow trading activity. The investment ensured that they could further develop, promote and deliver their valuable training programmes to a variety of sectors. The investment has also relieved some of the financial pressures, which means they have been able to focus on their business plan, marketing, adaptations and pricing structure.

## Case Study: Talk, Listen, Change (TLC)

**Investment amount:** £175,000

**Investment dates:** November 2017 & April 2020

**Based in:** Trafford

TLC: Talk, Listen, Change are a relationships charity based in Trafford, that cover all of Greater Manchester with their services, plus work across other areas of the North of England. They believe that everyone, both children and adults, need to be surrounded by a circle of safe, healthy and happy relationships.

The investment enabled them to grow their business development function; they restructured this part of their organisation so that they now have a team of people leading development activities, including communication and marketing, commercially focused and traded business development opportunities, charitable applications and fundraising activities.



*"We are so grateful for the social investment we've received. It truly has enabled us to take the next step in our organisation's growth and I don't think where we are now would have been possible without social investment" - Michelle Hill, CEO, TLC*

## Case Study: Invisible Cities

**Investment amount:** £30,000

**Investment date:** Feb 2020

**Based in:** Manchester

Invisible Cities is a social enterprise that trains people who have experienced homelessness to become walking tour guides of their own city.

After starting in Edinburgh, Scotland in 2016, they have now expanded to four locations including Glasgow, York and Manchester.

They provide life skills training so that guides can access other opportunities of development, employment and education. Training includes public speaking, customer service and confidence building.

Invisible Cities started operating in England in 2018, and in 2019 realised the great potential for growth they have here in Manchester.

They received £30,000 to create a Business Development strategy and staff role, to support them to become fully financially sustainable.







## Case Study: STEAM Hubs and Pubs CIC

**Investment amount:** £50,000

**Investment dates:** May 2020 & December 2020

**Based in:** Manchester

STEAM Hubs & Pubs CIC, are a social enterprise that runs the The Old Abbey Taphouse in Hulme, a community focused STEAM hub-in-a-pub. Before the Covid-19 pandemic they were a financially viable grassroots music venue & community space.

In difficult circumstances of the pandemic, the funding enabled them to build the capacity of their staff team, grow income generation streams and respond to challenges caused by lockdown, whilst meeting the needs of the community by scaling up their food delivery service.

It also allowed the team to realise the financial potential of the multiple spaces within the pub, which were renovated using the funding.

*"The GMCVO investment enabled us to grow as a business and to reach out to the communities that we serve, helping them through the Covid pandemic"* - Craig Thomas, Director

## Case Study: TalkFirst

**Investment amount:** £35,000

**Investment dates:** March 2019 & April 2022

**Based in:** Wigan

TalkFIRST is a Charitable Incorporated Organisation set up to address conflict within families that compromises family life and the wellbeing of children and young people. They believe there is nothing as vital as supportive, strong relationships; however, these can often be fragile with many different factors having an impact. They want all families to be able to access support; to communicate effectively and work out what is best at an early stage, improving chances for all involved.

With support from GM Social Investment, TalkFIRST were able to put into action plans to grow and increase sustainability. Staff were able to work through the Family Mediation Council accreditation process, accessing essential training, guidance and support; a prerequisite to taking on mediation for separating/divorcing couples who wish to finalise arrangements for children, finance and property

They also used the investment to launch this new strand of business with the support of marketing expert, focusing on extending their reach beyond the Wigan Borough into surrounding towns and communities.

## Case Study: IntraQuest

**Investment amount:** £132,000

**Investment date:** December 2021 and April 2022

**Based in:** Oldham

IntraQuest Community is a not-for-profit social enterprise that offers learning and wellbeing support across the Northwest of England.

IntraQuest were awarded £105,600 loan and £26,400 grant in two phases from December 2021 in order to help grow the services they offer. The investment went gone towards adapting an outbuilding into their own wellbeing centre, providing them with a reception and waiting area, a kitchen, child's therapy space, young person & adult therapy meeting space, a holistic treatment room and washroom facilities. This enabled them to double what they already offered, but also expand their offerings.

The funding also enabled them to employ a child clinical psychologist to help manage their psychotherapeutic services, as well as some staff training and support in creating their case management system.

*"Although it's early days in terms of funding impact, it is already apparent that the new space will bring much healing and support for our families."*

- Jenny Westwood Director of Well-Being Services, Intraquest



## Case Study: Gaydio

**Investment amount:** £91,500

**Investment date:** March 2018 & June 2020

**Based in:** Manchester

Gaydio are the UK's broadcast radio and training service for the LGBT community. They're based in Manchester where you can get them on Digital Radio or on 88.4FM.

Gaydio received two investments after the successful outcomes of the first.

They used the investment to upgrade and purchase new equipment, and to invest in their key revenue streams, appointing a Head of Sales and training their sales team.

There were also some key technological developments which Gaydio wanted to make sure they were able to access. This included a new way of inserting adverts into their online streaming and exploring launching services in new areas of the UK.

The investment also allows them to position themselves to take advantage of future income streams, reducing the risk around the fluctuation in income.

## Our Investees

Name	Location	Amount
Alchemy Arts	Manchester	£80,000.00
Angelfish Community CIC	Manchester	£85,000.00
Antz Junction	Bolton	£32,000.00
Armed Forces Community HQ CIC	Wigan	£50,000.00
Avro FC	Oldham	£50,000.00
Beyond Barriers CIC	Trafford	£26,000.00
Blair Project	Manchester	£150,000.00
Cartwheel Arts	Rochdale	£50,000.00
Collyhurst & Moston Boxing Club	Manchester	£25,000.00
Community Bike Kitchen	Trafford	£17,000.00
Dynamic Support of Greater Manchester	Manchester	£42,400.00
EMERGE Recycling	Manchester	£140,000.00
Ensemble Manchester	Manchester	£50,000.00
Europia	Manchester	£45,300.00
Frameworks CIC	Salford	£25,000.00
Friends of Victoria Park Stretford	Trafford	£50,000.00
Gaydio CIC	Manchester	£91,500.00
GM Treestation	Manchester	£75,000.00
Goddard Consultants Coaching Practice CIC	Stockport	£50,000.00
Golden Centre of Opportunities	Manchester	£35,000.00
Gorse Hill Studios	Trafford	£60,000.00
Healthy Me Healthy Communities	Trafford	£60,000.00
Hidden Treasure Discovery Centre CIC	Trafford	£66,030.24
Highway Hope	Stockport	£50,000.00
Incredible Education	Salford	£15,000.00
IntraQuest CIC	Oldham	£132,000.00
Invisible Cities UK CIC	Manchester	£30,000.00
Involved (Salford)	Salford	£10,000.00
IVAORG CIC	Trafford	£50,000.00
Keep on Keep up Health CIC	Manchester	£50,000.00
LBC Lifeline Resource Ltd	Trafford	£15,000.00
Leigh Spinners Mill	Wigan	£100,000.00
Love For The Streets	Manchester	£50,000.00
MadLab	Manchester	£50,000.00
Manchester Jazz Festival	Manchester	£20,000.00
Manchester Roller Sports	Manchester	£50,000.00

## Our Investees

Name	Location	Amount
Manchester Urban Diggers	Manchester	£25,390.00
Manchester Vineyard	Manchester	£50,000.00
Mancunia Arts Hub	Manchester	£20,000.00
Mental Health Independent Support Team	Bolton	£50,000.00
OurBoards	Manchester	£50,000.00
People's History Museum	Manchester	£45,450.00
Pianos, Pies & Pirouettes	Wigan	£50,000.00
Project.INC / Pinc College	Salford	£107,000.00
Projekts MCR	Manchester	£50,000.00
Radcliffe Market Hall	Bury	£40,000.00
re:dish	Stockport	£20,000.00
Recovery Republic	Rochdale	£35,000.00
Red Rose Steam Society	Wigan	£25,000.00
Signpost Stockport for Carers	Stockport	£45,000.00
Sow the City	Manchester	£41,900.00
Special Spirits	Salford	£50,000.00
St Antony's Centre	Trafford	£40,000.00
STEAM Hubs & Pubs CIC	Manchester	£50,000.00
Talk First	Wigan	£35,000.00
The Hope Revolution CIC	Manchester	£10,000.00
The Wellness Project CIC	Salford	£10,000.00
Timperley Sports Club	Trafford	£50,000.00
TLC: Talk, Listen, Change	Trafford	£175,000.00
Twinkleboost CIC	Bury	£15,000.00
Upturn Enterprise	Oldham	£50,000.00
WHAG Community Enterprises CIC (UP CIC)	Rochdale	£50,000.00
Wonderfully Made Woman	Manchester	£20,000.00
Yellow Jigsaw	Wigan	£21,600.00

**Find out more about who we have funded:**

[www.gmcvo.org.uk/GMSocInvest/Who-Weve-Funded](http://www.gmcvo.org.uk/GMSocInvest/Who-Weve-Funded)