



# SUPPORTING SOCIAL ENTREPRENEURSHIP IN CORNWALL

## The Lloyds Bank and Bank of Scotland Social Entrepreneurs Programme

### ABOUT THE LLOYDS BANK AND BANK OF SCOTLAND SOCIAL ENTREPRENEURS PROGRAMME

From 2012 to 2017 the first five year phase of The Lloyds Bank and Bank of Scotland Social Entrepreneurs Programme, in partnership with the School for Social Entrepreneurs and jointly funded by Big Lottery Fund was delivered in **12 locations** across the UK.

The programme supported **1,349 social entrepreneurs**, providing each a learning programme delivered by School for Social Entrepreneurs, mentor support from a Lloyds Bank/Bank of Scotland employee and a small grant.

The **Start Up** programme supported **1160** individuals starting or growing early stage social enterprises. The **Scale Up** programme supported **189** organisations scaling their enterprise and their impact.

**£7.19m** in grant funding was invested into social enterprises across the UK in **1,349 small grants** of up to £4,000 grants for Start Up organisations and £15,000 grants for Scale Up organisations.

Over 5 years the social entrepreneurs supported on the programme have gone on to create **3,960 FTE jobs**, engage **13,037 volunteers** and reach **328,113 beneficiaries**.

88

Start Up social entrepreneurs supported

£352,000

invested in local social enterprises



195  
jobs created

2,652  
beneficiaries reached



### THE PROGRAMME IN CORNWALL

SSE Cornwall is a registered Community Interest Company (CIC). The Lloyds Bank Social Entrepreneurs Programme is their flagship project and is delivered from venues across Cornwall including the inspirational Eden Project and their base at the Health and Wellbeing Innovation centre in Truro.

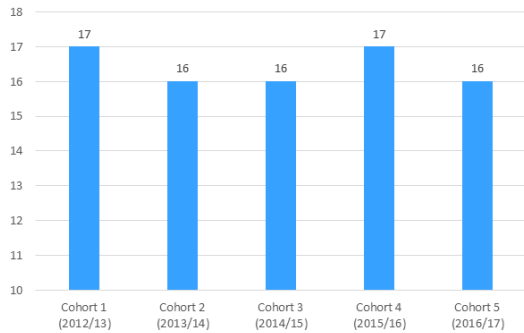
SSE Cornwall provides training and opportunities that enable people with entrepreneurial ideas to achieve positive change in their communities. Over the life of the Lloyds Bank and Bank of Scotland Social Entrepreneurs Programme, 88 individuals have participated in the Start Up element, with one cohort per year and a successful completion rate of 93%.

SSE Cornwall were able to leverage £215,834 of match funding over the duration of Phase 1, with funds from Cornwall Council and Lloyds Banking Group.

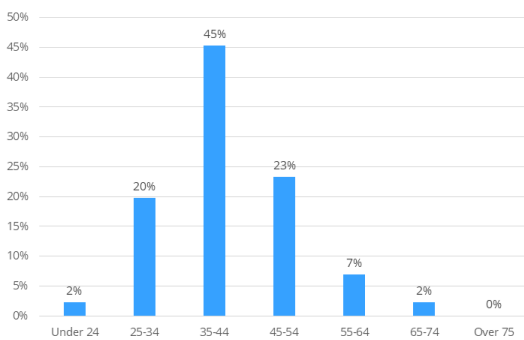
This report, along with the national level report, presents the findings and recommendations of the impact evaluation of Phase 1 of the Lloyds Banking Group Social Entrepreneurs Programme (2012-2017), undertaken by the Centre for Local Economic Strategies (CLES).

# LOCAL REACH

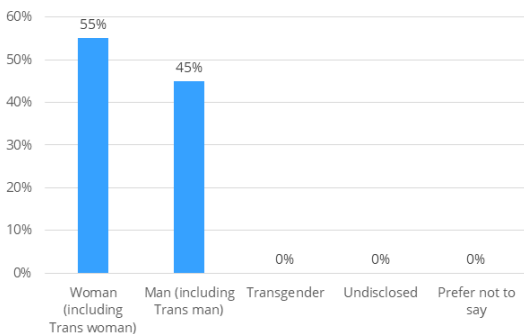
## STUDENTS



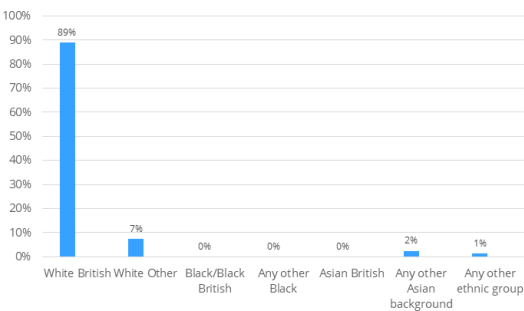
## AGE



## GENDER



## ETHNICITY



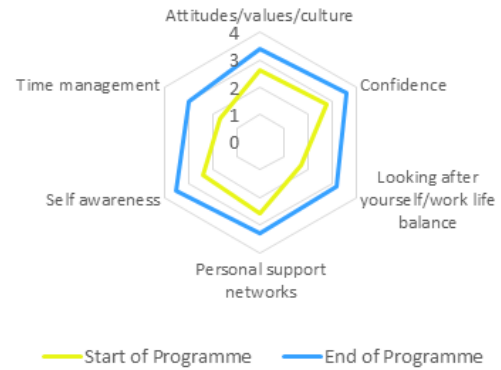
**“The course gave me more confidence and confirmed I was doing the right thing. I don’t think I would have achieved CIC status without doing it.”**

**SSE FELLOW**

# IMPACT ON INDIVIDUALS

## PERSONAL SKILLS DEVELOPMENT

Students report the following personal skills development, during



## BUSINESS SKILLS DEVELOPMENT

Students report the following business skills development, during and beyond the programme...



# IMPACT ON ENTERPRISES

**£352,000**

grant funding invested in start up social enterprises

**78**

enterprises sustained

Organisations at the idea and planning stages reduced

from **36%** to **14%**

Organisations at an established or ready to scale stage increased

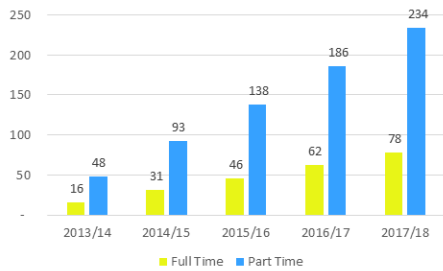
from **13%** to **41%**

# IMPACT ON PEOPLE AND COMMUNITIES

SSE Cornwall supported enterprises operate throughout the South-West

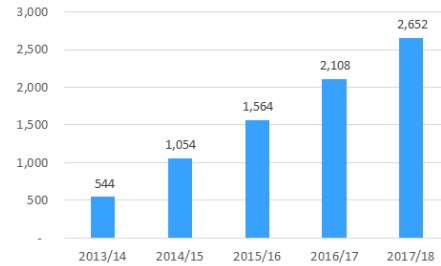
## EMPLOYMENT

**195 JOBS CREATED**



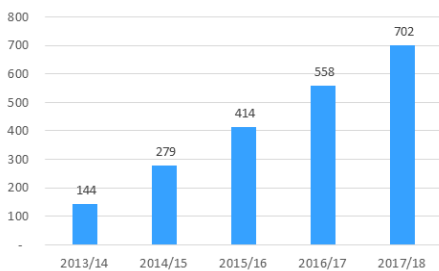
## IMPACT

**2652 BENEFICIARIES REACHED**



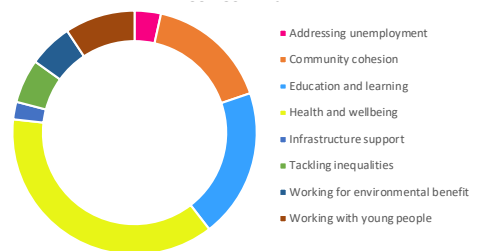
## VOLUNTEERING

**702 VOLUNTEERS ENGAGED**



## IMPACT

**SECTORS**



## KEY ACHIEVEMENTS

Their key achievement has been the relationships they have forged at a strategic level. Their relationship with Cornwall Council in Phase 1 and the LEP in Phase 2 is more than financial, they have influenced policy around the role of social entrepreneurialism in the region and played a key role in its prominence in the Cornish economy.

## RECOMMENDATIONS FROM PHASE 1 EVALUATION

### DEVELOP PROGRAMME FRAMEWORKS TO GUIDE LEARNING OUTCOMES, MONITORING AND EVALUATION

To evidence the true impacts of the programme beyond the entrepreneur, we would recommend developing a detailed evaluation framework to fully capture the wide range of impacts on enterprises and within local communities.

### DEVELOP INTERNAL ROLES AND TOOLS TO SUPPORT IMPACT MEASUREMENT

Consider how internal roles can support a more detailed approach to impact measurement and how the digital platform could have a role to play in collecting and evidencing the social impact of the enterprises supported.

### IMPROVE PRE AND POST PROGRAMME SUPPORT

A pre and post programme social event could help to build stronger cohort relationships from the outset, developing stronger peer support networks for social entrepreneurs as they move forward after the learning programme.

### REFRAME MENTORING OFFER

It would be of value to embed a needs-based approach to the mentoring, so that there are specific match ups around: attracting funding, accountancy or human resources for example.

### BUILDING THE MOVEMENT BY COMMUNICATING IMPACT

SSE should engage with others in the sector to identify where they have shared challenges in measuring the true impact of social enterprise support programmes which can transform our economy for the benefit of all.



## Bodeeworx

Bodeeworx is a community interest company which is passionate about delivering bespoke, mobile, inclusive health & fitness in rural Cornish communities. Bodeeworx provide services in areas where there is limited or no provision and for groups that are not well served, such as those with learning disabilities, autism, and Asperger's syndrome.

In addition, 85% of the beneficiaries are over 50 years old. There is also a volunteer led walk/jog/run social group club called Trotters which is supported by the Run Together

national scheme. Working with smaller groups means that

Bodeeworx can offer more individual attention to clients by adapting exercises to ensure they are appropriate for their needs, health conditions and disabilities, this approach makes many activities as inclusive and accessible as possible. Beneficiaries reported a wide range of physical and social wellbeing improvements, including weight loss, reduced anxiety, building friendships, reduced medication and increased participation in wider community activities.

'The feeling of achievement is amazing. The way Sarah has made the exercises inclusive for my disability makes me feel part of the group, I look forward to Thursday mornings! – long-term beneficiary of fitness classes.'

**BENEFICIARY**



**LIZZIE**

**Little Kitchen**

**Magicians**

Little Kitchen Magicians is a mobile cookery school that teaches children, teenagers and parents in Cornwall essential cooking skills through fun and engaging workshops.

The organisation was founded by Lizzie Heath, who was in the class of 2013 for the Lloyds Bank and Bank of Scotland Social Entrepreneurs Start up at SSE Cornwall.

Little Kitchen Magicians works with a range of organisations including nurseries, childminding groups, children centres, pre-schools, primary schools, housing associations, children's charities, hotels and family tourist attractions.

They guide, support and teach a valuable life skill; increase food knowledge and food awareness and support this journey by signposting parents to various cookery/food resources. Little

Kitchen Magicians have also been contributing to the holiday hunger agenda in Cornwall, which is a key priority in the area.

'The programme let me create my dream and make it real.'

**LIZZIE**

## LOOKING FORWARDS

Following five successful years of the Lloyds Bank and Bank of Scotland Social Entrepreneurs programme, the programme is being extended to reach a further 1300 social entrepreneurs across the UK by 2020.

**START UP**

**860**

individuals starting and developing organisations

**TRADE UP**

**340**

organisations building their sustainability through trading

**SCALE UP**

**100**

organisations scaling their organisations and their impact

**START UP**

**40**

individuals starting and developing organisations

**TRADE UP**

**60**

organisations building their sustainability through trading

## CONTACT DETAILS

School for Social Entrepreneurs Cornwall

Facebook: SSECornwall

Twitter: f@SSECornwall

www.the-sse.org

This report, along with the national report, was produced by the Centre for Local Economic Strategies (CLES).

