

## Research Brief- Enterprise Grants

### Invitation to tender

The Enterprise Grants Task force, hosted by the School for Social Entrepreneurs (SSE), and supported by a steering group also including Access – The Foundation for Social Investment (Access) and the Association of Charitable Foundations (ACF), wish to commission a piece of research to support the defining, scoping, and sizing the scale of the enterprise grants sector in the UK. The Taskforce has come together with the aim of boosting enterprise in the sector through better use of Enterprise Grants.

The Enterprise Grants Taskforce will bring together funders and foundations looking to support the development of a new sector of grantmaking that encourages the growth of earned income across the sector.

Initial members of the taskforce include The Esmee Fairbairn Foundation, Barrow Cadbury Trust, Power to Change, Lloyds Banking Group, National Lottery Community Fund, Rank Foundation, London Funders and more. It will be led by a steering group which includes School for Social Entrepreneurs, the Association of Charitable Foundations, and Access – The Foundation for Social Investment

Enterprise Grants sit on a spectrum of financing tools which help increase the ability of charities and social enterprises to earn more of their income. One of the core goals of the Enterprise Grants Task Force will be to map out the landscape and sharpen the definition of the term.

Enterprise income has always been a key part of the income mix for the sector. Since the financial crisis it has been the main area of growth, but more recently has been significantly impacted by lockdowns to tackle the spread of COVID. With continued and growing pressure on foundation budgets following increased spend by funders during the pandemic, and income from the public sector showing no signs of growth, boosting enterprise income is again a priority for the sector to be able to support growing needs in communities.

The work of the Taskforce will combine efforts to define the scope and size of enterprise grants in the UK, as well as identifying best practice and developing detailed plans for scaling the approach, with the sharing of practical insights and approaches.

### The brief

We are looking for a researcher or research organisation to conduct an evidence-based research report on enterprise grants to better define the field, and scope and estimate the size of enterprise grant making in the UK.

- **Refine the definition of Enterprise Grant Making:** Building a shared understanding of what funding activity is encompassed under the field of enterprise grants will be an important pre-requisite for the work of the taskforce. Seeking clarity of definitions can feel like an indulgence, but without some effort to do so there is a danger of confusion and miscommunication.

The project will start by using the taskforce's initial definition of enterprise grant, but this is likely to evolve if evidence suggests during the research programme:

*Enterprise Grants are grants made by public or private funders which encourage and facilitate charities and social enterprises increase their capacity to earn income from selling services or goods, or reward trading growth.*

It is expected that at least the following forms of grant making are included within the definition:

- Capacity building / technical assistance to support enterprise
- Repayable grants
- Funder + packages of support
- Match-trading

The definition should be informed by mapping existing work and other types of grant making that would fit within the definition above.

The project should take a pragmatic approach to this exercise, and not let the perfect be the enemy of the good.

- **Scoping and sizing the field:** Once defined, the project should attempt to quantify the scale of enterprise grant making to charities and social enterprises by foundations and other funders in the UK. The methodology for this will be defined but should include desk research (using resources such as those produced by ACF, Access's extensive research into the field, evidence produced by the Match Trading task force, and programme information from existing enterprise grant makers), and interviews with a range of funders and foundations.

The project will seek to establish who the key actors are in this space and provide an overview of the ecosystem of enterprise grant making to support work to size the field. This will support the taskforce in expanding its membership as most relevant.

It is expected that these two elements of research will inform each other as the project evolves.

The work should support the next stages of the work plan defined by the Enterprise Grants taskforce, which include:

- Defining principles of good practice in enterprise grant making
- Setting an ambition for the funding and foundation sector to grow the field of enterprise grant making over the following decade

At this stage the taskforce is not seeking to define the impact of enterprise grants but this will also follow.

## **Outputs**

A summary presentation and full report of the findings from the research.

## **Timings**

We expect the researcher or research organisation to take approximately **2 months** to deliver on the brief.

- Please submit an Expression of Interest by **5pm Friday 26<sup>th</sup> August 2022**.
- We'll be inviting shortlisted candidates for interview by w/c 12<sup>th</sup> September 2022.
- Provisional timings for the research are between 26<sup>th</sup> September 2022 and 21<sup>st</sup> November 2022.

- Final research report expected by no later than 30<sup>th</sup> November 2022.
- As well as a presentation to the Taskforce on 13<sup>th</sup> October 2022
- The Enterprise Grants Taskforce Steering group will engage with key findings and recommendations, brainstorm solutions and further activities and disseminate these through different networks.

### **Budget**

This project has a budget of up to £15k for the research report (including VAT and all additional costs), with the potential for additional funding to cover costs of accessing specific datasets (if required), providing further analysis and to engage more partners.

### **Partner**

We are looking for a partner who can combine a relevant research track record including covering market sizing, with experience in and an understanding of UK based foundations, grant making, social enterprise activity, social enterprise and mission-driven business.

### **Responding to this brief**

Responses should be less than 5 A4 pages (incl. appendixes) and include:

- Your proposed methodology
- Details of your organisation and track record
- Details of the staff team who will be working directly on this project
- Any additional or alternative research questions or approaches you feel appropriate
- Evidence of recent and relevant experience
- A detailed budget and if needs be details of where you will focus the research report should there be a constraint due to the budget amount of £15k (inc VAT) for this work
- Details of 2 recent referees who are willing to be contacted regarding work you have completed on their behalf

### **Contact**

Please send Expressions of Interest to [applications@access-si.org.uk](mailto:applications@access-si.org.uk) and also if you have any questions please get in touch with Ana Van Bilzen Irias ([ana.vanbilzen@access-si.org.uk](mailto:ana.vanbilzen@access-si.org.uk)) and Seb Elsworth ([seb.elsworth@access-si.org.uk](mailto:seb.elsworth@access-si.org.uk)).