**‘Early Days and Changing Ways’ Programme – Immingham (25th Nov 2014)**

This programme is designed to support individuals and organisations who are either just starting their journey towards the design and development of a new socially focussed business or who are keen to diversify their operations and find new ways of working.

The focus of the support provided will be the importance and significance of income generation, cost controls, financial planning and management information systems: all designed to help businesses be stronger and resilient.

**Who is this support designed for?**

Individuals and organisations based in the Yorkshire and Humber region

***‘Early Days’*** (concept stage, pre-start, start ups and just started enterprises)

***‘Changing Ways’*** (organisations going through transition e.g. from grant dependence to trading and/or contracts, those struggling to make ends meet financially and established bodies seeking to develop new trading organisations)

**What does the support consist of?**

**Free** access to one of nine Workshop Roadshow events: The workshops are designed to support early stage organisations (morning session) and existing businesses (afternoon session). All workshops last 2 ½ hours (see below for typical content)

**Free** access to 12 hours personalised 1-2-1 support from qualified and experienced personnel from either Key Fund or Charity Bank

**Immingham Workshop Roadshow – Date/Venue**

**Date:** Tuesday 25th November

**Venue;** CERT

Immingham Resource Centre

Margaret Street

Immingham

North East Lincolnshire

DN40 1LE

**How to Register** (simply follow the link to Eventbrite)

***‘Early Days’*** (10am till 12.30pm)

<https://www.eventbrite.co.uk/e/early-days-support-programme-roadshow-immingham-tickets-12598621817>

**‘*Changing Ways’*** (1.15pm till 3.45pm)

<https://www.eventbrite.co.uk/e/changing-ways-support-programme-roadshow-immingham-tickets-12598509481>

**Typical Workshop Content**

The workshops will cover a wide range of financial issues but including:

**Early Days**

Use of personal survival budgets

Wages (NI, Tax and Pensions)

Paying for premises

Insurances and licences

Examining income streams (grant/contract/trading)

Income seasonality and other impacting factors (holidays and illness)

Cash flow sensitivity planning (reduced/late income and higher/earlier costs)

Understanding the ‘Valley of Death’ or ‘Hockey Stick’ cash flow

Importance of financial management information

Sources of money/finance

Contracts and tenders

Grants - contrasting the benefits and downsides of grants/loans

The importance of good governance

**Changing Ways**

In addition to covering much of the above as it relates to existing businesses we will also examine

Diversification for new income

The creation of new trading arms

Examining income streams (grant/contract/trading)

Payment by results opportunities

Partnerships/Acquisitions/Consortia

Attitudes to risk

Preparing MI for strategic planning

**Personalised 1-2-1 support**

The programme of support for all individuals and organisations includes 12 hours of 1-2-1 personalised coaching, advice and consultation wherever the client is based. The support is likely to be provided over a number of visits and will include an initial triage sessions to identify and agree the needs of the client

**Availability**

There is limited availability for both Workshop Roadshows and 1-2-1 support. Applicants for both facilities are encouraged to make early contact and register their interest

**For Queries and Questions please contact the course administrator**

Roger Moors

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