

PROFIT THROUGH PURPOSE

RESONANCE GROWING ENTERPRISES

RESONANCE ENTERPRISE INVESTMENT AND OTHER FUNDS

Our latest innovative mandate for supporting
high impact Social Enterprises

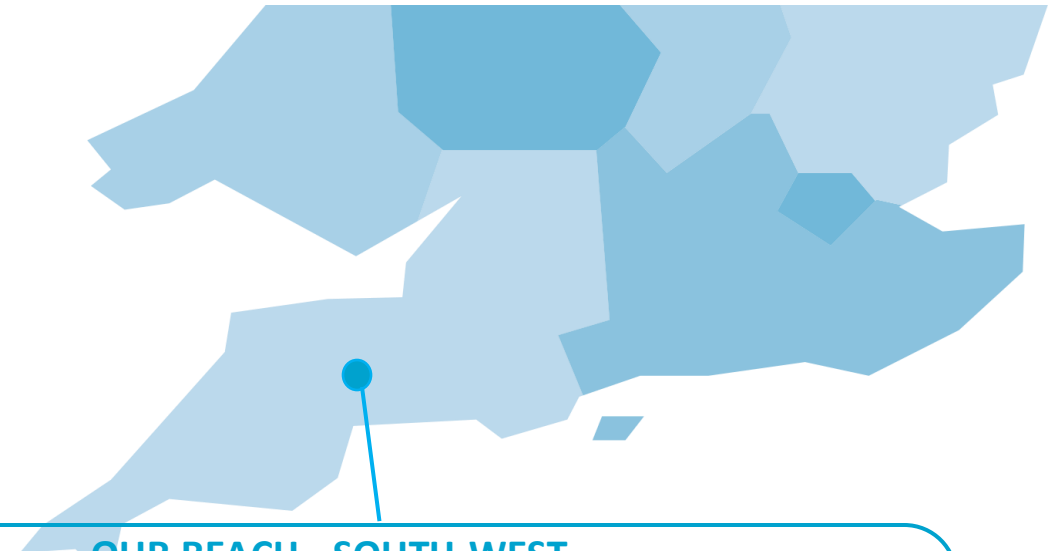
resonance



RESONANCE - A LEADING UK SOCIAL IMPACT INVESTOR



- ✓ 20-year track record in impact finance
- ✓ £344m funds under management, through regulated fund management subsidiary Resonance Impact Investment Limited
- ✓ We develop solutions to help Social Enterprises and Communities build resilience and grow
- ✓ Team of 60+ across the UK
- ✓ HQ in Launceston, Cornwall
- ✓ B Corp. Recertified in 2022 with a score of 128.9 named as Best For The World in two categories; Governance and Customers



OUR REACH - SOUTH WEST



* Between Mar 22- Apr 23 ** @ Apr 23



Visit our website: <https://resonance.ltd.uk/>



IMPACT LABS



Scale of Impact: Institutional investment in property funds

Depth of Impact: People need more than a house



INSERT NAME OF WEBINAR: OCTOBER 2020

RESONANCE COMMUNITY DEVELOPERS

BUILDING

INCLUSIVE AND RESILIENT COMMUNITIES

resonance 

WHAT SUPPORT WE GIVE

We can help communities from the start of their projects right through to the completion with:

- ✓ Financial support for pre-development feasibility and land acquisitions
- ✓ Development finance

Resonance has been supporting community groups with projects for over a decade – we understand the challenges and are passionate about seeing local communities take control of their destiny



WHAT TYPES OF PROJECTS WE SUPPORT?

We will invest primarily in community-led projects that include

- ✓ Housing
- ✓ Sports & Leisure
- ✓ Renewable energy generation

We invest mainly in Community Benefit Societies



PROFIT THROUGH PURPOSE

COMMUNITY SHARES

Working together to build strong communities



ethex
make money do good



COMMUNITY BUSINESS:

TARGET RAISE: £600,000

MIN. INVESTMENT:

MAX. INVESTMENT:

Mustard Seed Property,
Cornwall

£250

£100,000



EXISTING GROWING ENTERPRISE FUNDS

- **17 years cumulative Fund Management experience**
- **79 Enterprises backed**
- **£9.52m of Funding provided**
- **£63k average investment size**

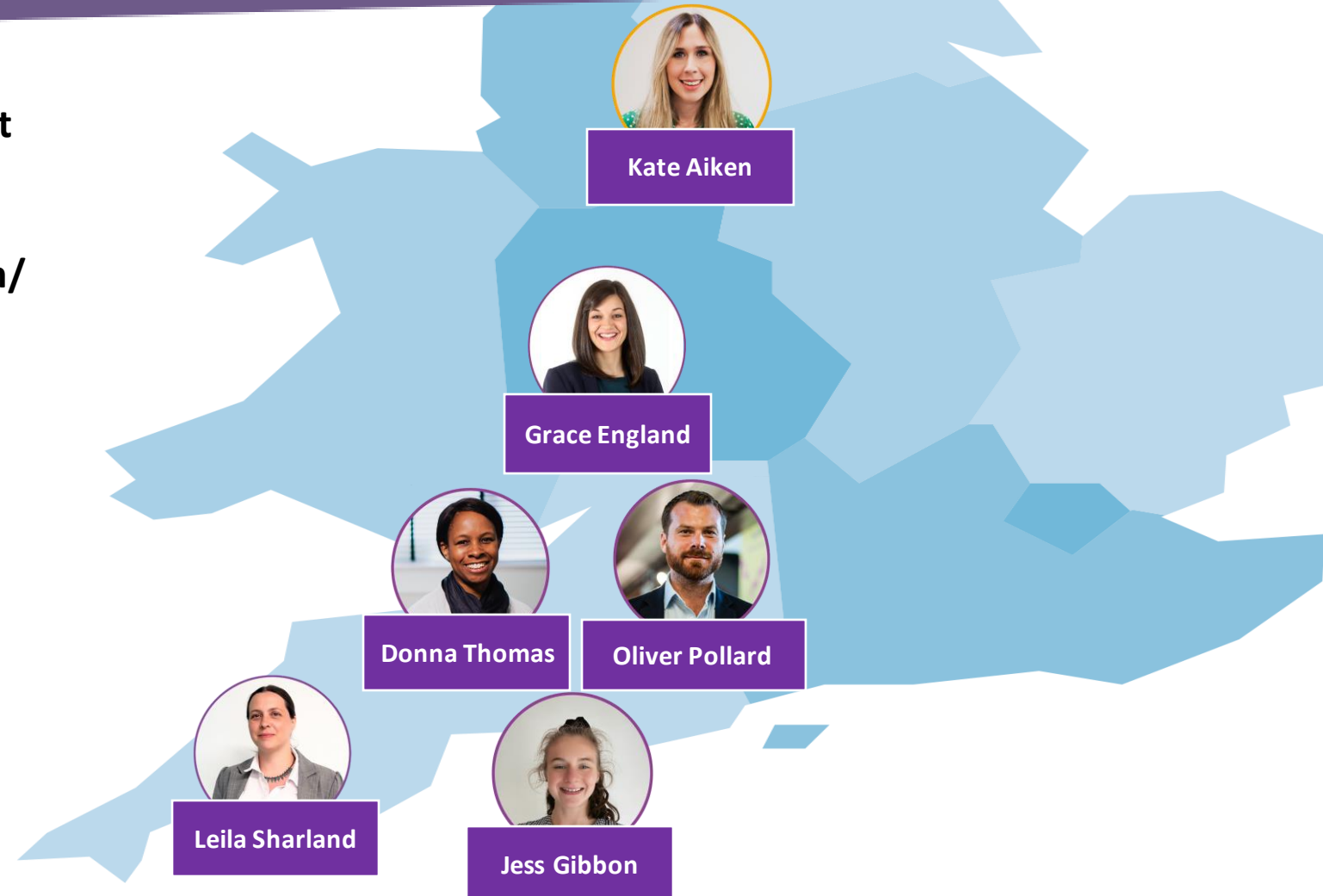
Health & Wellbeing
Challenge Fund
2016
Capital Deployed: **£5.09m**
Enterprises Supported: **52**
No of Deployments: **120**
Closed / Full Deployed

South West Sitr
2016
Capital Deployed: **£3.18m**
Enterprises Supported: **17**
No of Deployments: **23**
Closed / Full Deployed

West Midlands Sitr
2018
Capital Deployed: **£1.25m**
Enterprises Supported: **10**
No of Deployments: **11**
Final Deployment

EXISTING GROWING ENTERPRISE FUNDS

- **50 years cumulative Fund Management experience at Resonance**
- **Based across Manchester/ Birmingham/ Bristol/ Launceston**
- **Range of experience and perspective**
- **Programs (outside FUM):**
 - Reach Fund
 - Social Enterprise Support Fund 1&2
 - Recovery & Resilience Loan Fund
 - Recovery Loan Fund
 - Youth Investment Fund



PARTNER FUNDS: ENERGY RESILIENCE FUND

Blended finance (loan & grant) for **community** groups to improve their buildings

Main Aims



Saving money from rising energy costs



Improving energy efficiency



Enabling renewable energy use



England-wide



Community-focus



Free energy audit



Grant and loan
available

PARTNER FUNDS: RECOVERY LOAN FUND

Larger loans for established social enterprises

Main Terms



Loans of up to £1.5m with fixed interest rate



Any use including property purchase



Supports growth and resilience



England-wide



Larger enterprises



Any impact area



Grant and loan available

PRESENTATION TITLE HERE

UPCOMING

RESONANCE ENTERPRISE IMPACT FUND

A new fund for wider impact and greater flexibility



resonance 

NEW: RESONANCE ENTERPRISE INVESTMENT FUND

Providing innovative, patient and flexible investment opportunities for **HIGH IMPACT,**
DIVERSE-LED SOCIAL ENTERPRISES...

Three core impact areas



Tackling Socio-economic inequality



Improving health and wellbeing



Supporting a Just Transition



Place-based
(SW, WM, NW)



Integrated EDI
Approach



Tax-efficient for
Corporates and
Individuals



Flexible product
suite

INVESTMENT OPTIONS:

LAUNCHPAD
'STARTER' LOANS
£20k

UNSECURED LOANS
£50 - £200k

REVENUE SHARE
(QUASI-EQUITY)
£50-100k

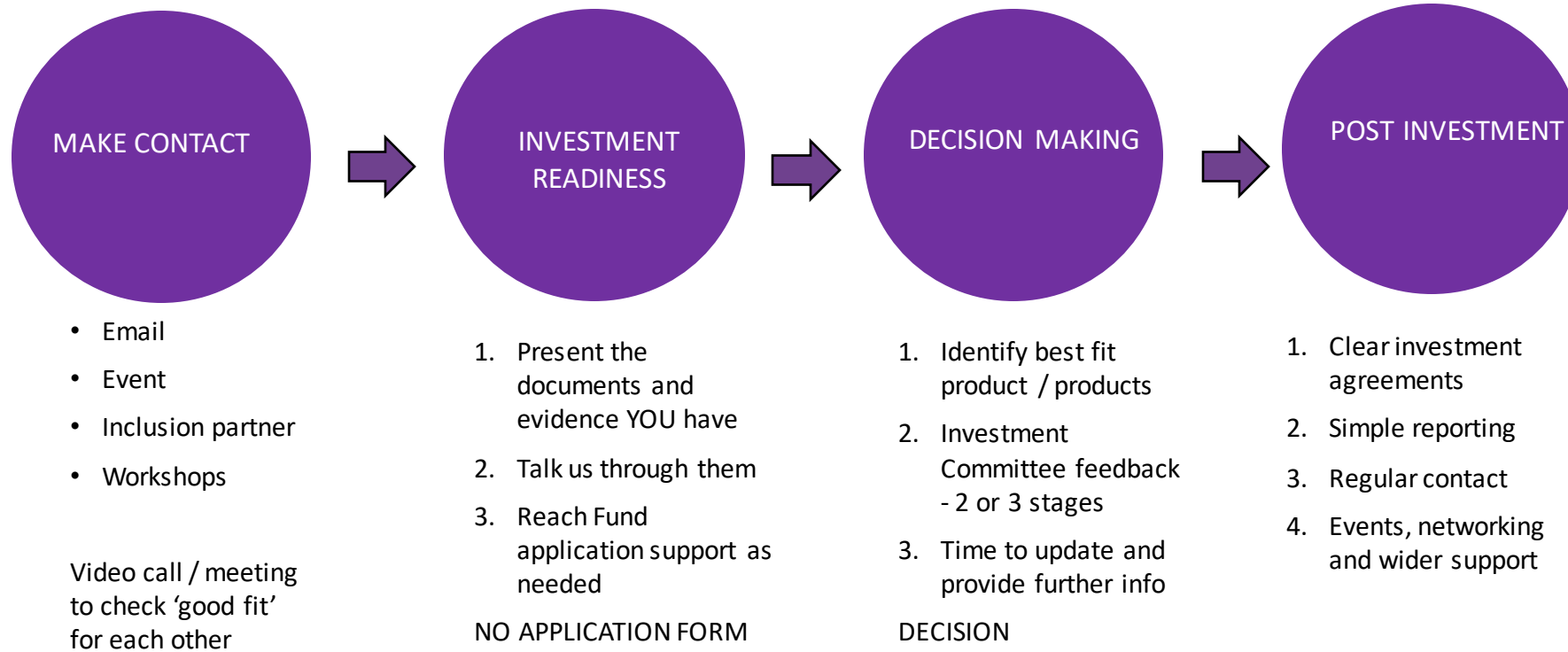
EQUITY
£50-100k

Product Suite

Product	Deal Size	Term	Average Term	Interest Only (years)	Interest rate	Arrangement Fee	Support Fee
Launchpad Loan	£20,000	2-5 years	4 years	1 year	7.5%	2%	0.00%
Unsecured Loan	£50,000 - £200,000	3-10 years	7 years	upto 2 years (1.5 typical)	6-8%	2%	0.00%
Revenue Share	£50,000 - £100,000	10 years	N/A	N/A	3-5% (of Revenue, above floor)	2%	2% pa
Equity	£50,000 - £100,000	exit within 10 years	8 years	N/A	N/A	2%	0.00%

HOW TO APPLY

Making an application simple, easy, and at your pace



WHAT DO YOU NEED?

Financial forecasts
including assumptions used
to create these

Plans for impact growth
with the investment,
if not in the business plan

Confirmation of your
**preferred size, type,
and length of investment**
and your intended use
of the funds

Last 3 years
(as available)
of **full**
accounts to show
P&L and
Balance Sheet

Latest
Management
Accounts (12 months)

Draft Business Plan /
Pitch Deck or similar

Bio's of the management
team and Board (if not
included in other docs)

Latest impact:
who, how, when, and what
you do to create a
difference and the
scale of difference
you create

Theory of Change /
Mission Statement
or similar

RECAP

Key Terms Recap

- **Eligible** for CDFI investment
- **Trading** for social purpose
- Meeting at least one of the **impact** themes of the fund
- **Growing** / or able to grow
- Understand this is **repayable** finance
- This is **unsecured** finance

Expected Engagement

- Regular meetings and updates
- Board papers
- Quarterly accounts
- Quarterly impact
- Annual accounts
- Annual detailed impact
- Alert us ASAP if in difficulty

HEALTH & WELLBEING CHALLENGE FUND 2016 TO 2022

CASE STUDIES

resonance



ST AUSTELL LEISURE

£65,000 investment
in Sept 2019 & Dec
2022

- St Austell Leisure runs the Tregorrick Leisure Centre, a community-focused leisure centre that aims to increase local participation in sport and active leisure.
- Initial investment was to refurbish the gym, expand their offering, and cover upfront revenue costs.
- Further investment in Dec 2022 was to construct a new hall so that they can increase their booking numbers.
- Impact to date:
 - weekly attendance figures of 1500 between Apr 2021 & Mar 2022.
 - growing membership numbers, increased community provision and improved health outcomes.



WEBSITE

<https://www.tregorricleisure.co.uk/>


TREGORRICK
LEISURE CENTRE

KARREK COMMUNITY

£195,000 investment
in June 2017 & July
2018

- Karrek Community provides a high-quality care service for adults with learning disabilities. They provide person-centered support to enable vulnerable people to remain living in their own home for as long as is possible.
- Our investment helped Karrek to build capacity by recruiting and training staff, employing new technologies and raising awareness of their services.
- Impact so far:
 - Established hubs within communities from which the services are run, reducing travel time for carers and ensuring services stay local.
 - Delivered 1500 hours of direct support each week between Apr 21 and Mar 22.



FULLY REPAID

WEBSITE

<https://www.karrek.org.uk/>



MEMORY MATTERS

£60,000 investment
in Mar 2018 & Nov
2018

- Memory Matters runs the Moments Café in the heart of Plymouth.
- It works to change the face of dementia support in the community using therapeutic approaches to memory loss for those living with dementia and their carers alike.
- Our investment supported the development and implementation of a model to allow them to package their current offer so it can be rolled out across the region.
- Impact so far:
 - Between Apr 2021 & Mar 2022 they supported 40,000 beneficiaries through their café, information hub, events and Cognitive Stimulation Therapy (CST) workshops.
 - They ensure that those affected by dementia feel visible, valued and heard and continue to thrive and contribute to their communities.



WEBSITE

<https://memorymatters.org.uk/>

QUESTIONS?



GRACE ENGLAND
SENIOR INVESTMENT
MANAGER

✉ grace.England@resonance.ltd.uk

☎ 07718 425306



LEILA SHARLAND
SENIOR INVESTMENT
MANAGER

✉ leila.sharland@resonance.ltd.uk

☎ 07894 238978



OLIVER POLLARD
HEAD OF GROWING
ENTERPRISES

✉ oliver.pollard@resonance.ltd.uk

☎ 07851 244801

Launceston
The Great Barn
5 Scarne Court
Hurdon Road
Launceston
PL15 9LR

resonance.ltd.uk

Manchester
Suite 707
Bloc
17 Marble Street
Manchester
M2 3AW

[resonance Limited](https://www.facebook.com/resonanceltd)

We also have dedicated
Resonance teams based
locally in **Bristol** and **London**

[@resonanceltd](https://twitter.com/resonanceltd)

[@ResonanceLtd](https://www.linkedin.com/company/resonanceltd)

