

BIG Investment Readiness - names

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Understanding your finance needs

Page 1 - Heading

Section A: About your organisation

Description

Page 1 - Question 1 - Choice - Multiple Answers (Bullets)

In which areas does your organisation work? Please select all that apply.

- Advice, guidance and advocacy
 - Arts, culture and heritage
 - Children's services
 - Community development
 - Crisis and emergency relief
 - Education
 - Employment and training
 - Environment
 - Family services
 - Health
 - Housing and homelessness
 - Information and awareness raising
 - International
 - Offender management and resettlement
 - Palliative care
 - Refugees and asylum seekers
 - Religion
 - Research (including medical research)
 - Science
 - Social care
 - Sports and recreation
 - Youth services
 - Other, please specify
-

Page 1 - Question 2 - Choice - Multiple Answers (Bullets)

Which types of activity does your organisation carry out? Please select all that apply.

- Provides services (including training)
- Sells products (eg, runs shops)
- Campaigns
- Provides information
- Acts as a representative body

Other, please specify

.....

Page 1 - Question 3 - Choice - Multiple Answers (Bullets)

In which areas of the UK does your organisation work? Please select all that apply.

- East Midlands
- East of England
- Greater London
- North East England
- North West England
- South East England
- South West England
- West Midlands
- Yorkshire and Humber
- All of England
- Wales
- Scotland
- Northern Ireland

Page 1 - Question 4 - Choice - Multiple Answers (Bullets)

[Up To 4 Answers]

As what is your organisation registered?

- Charity
 - Community Interest Company (CIC)
 - Neither
 - Not sure
 - Other, please specify
-

Page 1 - Question 5 - Choice - One Answer (Bullets)

What is your organisation's legal form?

- Company limited by guarantee
 - Company limited by shares
 - Limited partnership
 - Cooperative (Community Benefit)
 - Cooperative (Industrial Provident Society)
 - Not sure
 - Other, please specify
-

Page 1 - Question 6 - Choice - One Answer (Bullets)

How is your organisation planning on changing its activities in the next 12 months?

- We are planning on expanding our activities
 - We are planning on contracting our activities
 - We are planning on keeping our activities the same
 - Not sure
 - Other, please specify
-

Section B: About your finances

Description

What was your organisation's total income in the most recent financial year?

- No income
- Less than £50,000
- £50,000 to £100,000
- £100,000 to £500,000
- £500,000 to £1 million
- £1 million to £5 million
- £5 million to £10 million
- More than £10 million
- Not sure

How do you expect your organisation's income will change in the next 12 months?

- It will increase a lot
- It will increase a little
- It will stay the about same
- It will decrease a little
- It will decrease a lot
- Not sure

Which of the following are funding sources for your organisation? Please select all that apply. By 'government' we mean central government, local authorities, local health commissioners and government agencies and quangos.

- Government grants
 - Government contracts
 - Grants from other organisations
 - Contracts from other organisations
 - Charitable contributions from individuals
 - Earned income from non-government or non-grant sources (eg, trading)
 - Other sources (eg, investments)
 - Not sure
 - Other, please specify
-

Which of the following is your organisation's main source of funding? Please select up to two answers.

- Government grants
- Government contracts
- Grants from other organisations
- Contracts from other organisations
- Charitable contributions from individuals

- Earned income from non-government or non-grant sources (eg, trading)
 - Other sources (eg, investments)
 - Not sure
 - Other, please specify
-

Page 2 - Question 11 - Choice - One Answer (Bullets)

Do you think your organisation will see a change in its mix of funding in the next 12 months?

- Yes
- No
- Not sure

Page 2 - Question 12 - Choice - One Answer (Bullets)

[Mandatory]

Has your organisation ever received any form of repayable finance? By 'repayable finance' we mean any form of financial support, including equity, provided with the expectation that some or all of it is repaid—with or without interest, dividends or revenue participation. In other words, not grants or donations.

- Yes [Skip to 6]
- No [Skip to 3]
- Not sure [Skip to 3]

Page 3 - Question 13 - Choice - One Answer (Bullets)

[Mandatory]

Has your organisation ever looked for repayable finance? Again, by 'repayable finance' we mean any form of financial support, including equity, provided with the expectation that some or all of it is repaid—with or without interest, dividends or revenue participation. In other words, not grants or donations.

- Yes, we are currently looking [Skip to 17]
- Yes, we have looked in the past [Skip to 4]
- No [Skip to 5]
- Not sure [Skip to 5]

Page 4 - Question 14 - Choice - One Answer (Bullets)

[Mandatory]

Was your organisation successful in securing repayable finance? Again, by 'repayable finance' we mean any form of financial support, including equity, provided with the expectation that some or all of it is repaid—with or without interest, dividends or revenue participation. In other words, not grants or donations.

- Yes [Skip to 6]
- No [Skip to 12]

Page 5 - Question 15 - Choice - One Answer (Bullets)

[Mandatory]

What does your organisation think about repayable finance? Again, by 'repayable finance' we mean any form of financial support, including equity, provided with the expectation that some or all of it is repaid—with or without interest, dividends or revenue participation. In other words, not grants or donations.

- We are interested but not there yet [Skip to 22]
- We are interested but not sure if we are suitable [Skip to 22]
- We are interested but need more information [Skip to 22]
- We are not interested [Skip to 25]
- Not sure [Skip to 25]

Section C: About the repayable finance

Description

In this section, we are interested in hearing about the most recent round of repayable finance that your organisation has received.

Description

For what reason did your organisation seek repayable finance? Please select all that apply.

- For internal capacity building—eg, to hire additional staff
 - For working capital—ie, to cover cash flow
 - For marketing purposes
 - To pursue other revenue streams
 - To scale up what we already do
 - To deliver a contract
 - To improve efficiency
 - For bridging payments
 - For asset acquisition
 - For refurbishment
 - Not sure
 - Other, please specify
-

From what type of investor did you receive repayable finance? Please select all that apply.

- Social / ethical banks
 - Government managed funds (eg, CommunityBuilders)
 - Social investment funds
 - Charitable foundations (not a grant)
 - Mainstream retail banks
 - Angel investors
 - High Net Worth individuals
 - Hybrid finance (eg, Social Finance)
 - Not sure
 - Other, please specify
-

How much repayable finance did you receive?

- Under £10,000
- £10,000 to £100,000
- £100,000 to £250,000
- £250,000 to £500,000
- £500,000 to £1 million
- £1 million to £5 million
- Over £5 million

Not sure

Page 6 - Question 19 - Choice - Multiple Answers (Bullets)

What type of finance did you receive?

- Short-term (1 year or under) loan
- Longer-term (over 1 year) loan
- Guarantee finance
- Bond
- Equity
- Quasi-equity
- Mixed funding product—ie, a combination of different types of finance
- Overdraft
- Not sure
- Other, please specify

Page 6 - Question 20 - Rating Scale - Matrix

How did the time required for securing repayable finance compare to the time required for securing another type of funding of comparable size?

	More time than other types of funding	Same time as other types of funding	Less time than other types of funding	Not
Trustee time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Management time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Staff time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 6 - Question 21 - Rating Scale - Matrix

Thinking about the process, please say how easy or difficult the following were for your organisation.

	Very difficult	Difficult	Neither difficult nor easy	Easy	Very easy	Not applicable
Accessing targeted advice or support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Learning about different finance options	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Identifying who to go to for finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Coordinating investors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiating the terms of the deal	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 6 - Question 22 - Choice - One Answer (Bullets)

Has your organisation secured the capital you need?

- Yes
- No
- Not yet
- Not sure

Page 6 - Question 23 - Choice - One Answer (Bullets)

Are the terms appropriate?

- Yes
- No
- Not sure

Did you have to provide security to back this finance?

- Yes [Skip to 7]
- No [Skip to 8]
- Not sure [Skip to 8]

Do you have the assets to back this finance?

- Yes
- No
- Not sure

Section D: The early stages of the process

Description

In this section we are interested in hearing about the first round of repayable finance that your organisation received. If you do not know about this, then please answer about the first round that you know about.

Description

Thinking back to the early stages of the process, please say whether the following statements about your organisation's suitability for taking on repayable finance were true or false.

	True	False	Not sure	Not applicable
We had a clear social mission	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had a credible strategy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had a sustainable business model	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We were able to generate surpluses to repay finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had a suitable legal structure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We were clear about which finance options would suit our organisation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We could measure our social impact	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Thinking back to the early stages of the process, please say whether the following statements about your organisation's suitability for taking on repayable finance were true or false.

	True	False	Not sure	Not applicable
We had suitable business skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable marketing skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable operational skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable financial skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable social impact measurement skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable management skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Thinking back to the early stages of the process, please say whether the following statements about your organisation's suitability for taking on repayable finance were true or false.

	True	False	Not sure	Not applicable
We had support from the trustee board	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had support from the management team	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had engagement from the finance team	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable governance structure and processes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had sufficient human resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had sufficient financial resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had the time to take this forward	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Section E: Preparing to take on repayable finance

Description

In preparing to take on repayable finance, did your organisation have to do any of the following? Please select all that apply.

- We had to clarify our social mission
- We had to improve our strategy
- We had to change our business model
- We had to find new revenue streams
- We had to change our legal structure
- We had to clarify which finance options would suit our organisation
- We had to improve our social impact measurement
- None of the above
- Other, please specify

In preparing to take on repayable finance, did your organisation have to improve any of the following skills of existing staff? Please select all that apply.

- Business skills
- Marketing skills
- Operational skills
- Financial skills
- Social impact measurement skills
- Management skills
- None of the above
- Other, please specify

In preparing to take on repayable finance, did your organisation have to hire anyone with the following skills? Please select all that apply.

- Business skills
- Marketing skills

- Operational skills
 - Financial skills
 - Social impact measurement skills
 - Management skills
 - None of the above
 - Other, please specify
-

Page 9 - Question 32 - Choice - Multiple Answers (Bullets)

In preparing to take on repayable finance, did your organisation have to do any of the following? Please select all that apply.

- We had to get the support of the trustee board
 - We had to get the support of the management team
 - We had to engage the finance team
 - We had to improve our governance structure and/or processes
 - We had to find sufficient human resources
 - We had to find sufficient financial resources
 - We had to find the time to take this forward
 - None of the above
 - Other, please specify
-

Page 9 - Question 33 - Choice - One Answer (Bullets)

Thinking about the process, please say what was the biggest change that investors wanted to see your organisation make before they would offer you repayable finance.

- We had to change our business model
 - We had to improve our skills
 - We had to get support from staff and/or trustees
 - We had to get external support
 - No change
 - Not sure
 - Other, please specify
-

Page 9 - Question 34 - Choice - One Answer (Bullets)

[Mandatory]

Did your organisation receive external support in securing repayable finance? By external support we mean support from accountants, lawyers, consultants, etc., either paid for or pro bono.

- Yes [Skip to 10]
- No [Skip to 11]
- Not sure [Skip to 11]

Page 10 - Heading

Section F: External support

Description

Please say whether you found this external support useful. If you did not receive this type of external support, please tick 'Not applicable'.

	Useful	Not useful	Not sure	Not applicable
Introductory seminars on becoming investment ready	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Step-by-step guide to getting into social finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Self-assessment guide	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Investment readiness courses	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advice on individual financial products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Case study information	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contacts of other organisations that have secured repayable finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bespoke business planning support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bespoke financial planning support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Social impact measurement support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Online mentoring	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
In person mentoring	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pitching to investors support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Did your organisation receive any other type of external support?

- Yes
- No

If so, please say what it was and whether you found it useful.

.....

.....

.....

.....

What type of external support did your organisation not receive but would have found useful? Please select all that apply.

- Introductory seminars on becoming investment ready
- Step-by-step guide to getting into social finance
- Self-assessment guide
- Investment readiness courses
- Advice on individual financial products
- Case study information
- Contacts of other organisations that have secured repayable finance
- Bespoke business planning support
- Bespoke financial planning support
- Social impact measurement support
- Online mentoring
- In person mentoring
- Pitching to investors support
- Other, please specify

.....

Section G: Final Thoughts

Description

Was securing the repayable finance worth it to your organisation?

- Yes
- No
- Not sure

Do you have any other comments?

The Big Lottery Fund may wish to contact you in the future to further explore your views. If you do not want to be contacted by the Big Lottery Fund, please indicate this below.

- Yes, I am happy to be contacted by the Big Lottery Fund
- No, I do not want to be contacted by the Big Lottery Fund

Unconditional Skip to End

Section C: About the repayable finance

Description

In this section, we are interested in hearing about the repayable finance that your organisation was unsuccessful in securing.

Description

For what reason did your organisation seek repayable finance? Please select all that apply.

- For internal capacity building—eg, to hire additional staff
- For working capital—ie, to cover cash flow
- For marketing purposes
- To pursue other revenue streams
- To scale up what we already do
- To deliver a contract
- To improve efficiency
- For bridging payments
- For asset acquisition
- For refurbishment

- Not sure
 - Other, please specify
-

Page 12 - Question 43 - Choice - One Answer (Bullets)

How much repayable finance were you hoping to secure?

- Under £10,000
- £10,000 to £100,000
- £100,000 to £250,000
- £250,000 to £500,000
- £500,000 to £1 million
- £1 million to £5 million
- Over £5 million
- Not sure

Page 12 - Question 44 - Choice - Multiple Answers (Bullets)

What type of finance were you hoping to secure? Please select all that apply.

- Short-term (1 year or under) loan
 - Longer-term (over 1 year) loan
 - Guarantee finance
 - Bond
 - Equity
 - Quasi-equity
 - Mixed funding product—ie, a combination of different types of finance
 - Overdraft
 - Not sure
 - Other, please specify
-

Page 12 - Question 45 - Choice - One Answer (Bullets)

Why were you not successful in securing repayable finance?

- Access to suitable investors
 - No suitable products
 - No suitable intermediary to help broker the deal
 - The investor decided to withdraw
 - My organisation decided to withdraw
 - Mutual agreement to withdraw
 - Other, please specify
-

Page 12 - Question 46 - Choice - One Answer (Bullets)

How far through the process did you get?

- Abandoned before approaching investors
- Immediately turned down
- Abandoned because could not agree terms
- Failed due diligence process
- Other, please specify

How did the time required for securing repayable finance compare to the time required for securing another type of funding of comparable size?

	More time than other types of funding	Same time as other types of funding	Less time than other types of funding	Not applicable
Trustee time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Management time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Staff time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please say how easy or difficult the following were for your organisation.

	Very difficult	Difficult	Neither difficult nor easy	Easy	Very easy	Not applicable
Accessing targeted advice or support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Learning about different finance options	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Identifying who to go to for finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Coordinating investors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiating the terms of the deal	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Section D: The early stages of the process

Description

In this section, we are again interested in hearing about the repayable finance that your organisation was unsuccessful in securing.

Description

Thinking back to the early stages of the process, please say whether the following statements about your organisation's suitability for taking on repayable finance were true or false.

	True	False	Not sure	Not applicable
We had a clear social mission	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had a credible strategy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had a sustainable business model	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We were able to generate surpluses to repay finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had a suitable legal structure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We were clear about which finance options would suit our organisation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We could measure our social impact	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Thinking back to the early stages of the process, please say whether the following statements about your organisation's suitability for taking on repayable finance were true or false.

	True	False	Not sure	Not applicable
We had suitable business skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable marketing skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable operational skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable financial skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

We had suitable social impact measurement skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable management skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 13 - Question 51 - Rating Scale - Matrix

Thinking back to the early stages of the process, please say whether the following statements about your organisation's suitability for taking on repayable finance were true or false.

	True	False	Not sure	Not applicable
We had support from the trustee board	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had support from the management team	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had engagement from the finance team	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable governance structure and processes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had sufficient human resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had sufficient financial resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had the time to take this forward	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 14 - Heading

Section E: Preparing to take on repayable finance

Description

Page 14 - Question 52 - Choice - Multiple Answers (Bullets)

Thinking about why you have had difficulties in securing finance, please say whether any of the following applied.

- We lacked a clear social mission
- We lacked a credible strategy
- We lacked a sustainable business model
- We were not able to generate surpluses to repay finance
- We lacked the right legal structure
- We were not clear about which finance options would suit our organisation
- We could not measure our social impact
- None of the above
- Other, please specify

Page 14 - Question 53 - Choice - Multiple Answers (Bullets)

Thinking about why you had difficulties in securing finance, please say whether your organisation lacked any of the following skills.

- Business skills
- Marketing skills
- Operational skills
- Financial skills
- Social impact measurement skills
- Management skills
- None of the above
- Other, please specify

Page 14 - Question 54 - Choice - Multiple Answers (Bullets)

[Up To 5 Answers]

Thinking about why you have had difficulties in securing finance, please say whether any of the following applied.

- We lacked support from the trustee board
- We lacked support from the management team
- We lacked engagement from the finance team
- We lacked suitable governance structure and/or processes
- We lacked sufficient human resources
- We lacked sufficient financial resources
- We lacked the time to take this forward
- None of the above
- Other, please specify

Page 14 - Question 55 - Choice - One Answer (Bullets)

Which is the biggest change that investors want to see your organisation make before they would offer you repayable finance?

- We have to change our business model
- We have to improve our skills
- We have to get support from staff and/or trustees
- We have to access external support
- None of the above
- Not sure
- Other, please specify

Page 14 - Question 56 - Choice - One Answer (Bullets)

[Mandatory]

Did your organisation receive external support in securing repayable finance? By external support we mean support from accountants, lawyers, consultants, etc., either paid for or pro bono.

- Yes [Skip to 15]
- No [Skip to 16]
- Not sure [Skip to 16]

Page 15 - Heading

Section F: External support

Description

Page 15 - Question 57 - Rating Scale - Matrix

Please say whether you found this external support useful. If you did not receive this type of external support, please tick 'Not applicable'.

	Useful	Not useful	Not sure	Not applicable
Introductory seminars on becoming investment ready	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Step-by-step guide to getting into social finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Self-assessment guide	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Investment readiness courses	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advice on individual financial products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Case study information	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contacts of other organisations that have secured repayable finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bespoke business planning support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bespoke financial planning support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Social impact measurement support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Online mentoring	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
In person mentoring	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pitching to investors support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 15 - Question 58 - Choice - One Answer (Bullets)

Did your organisation receive any other type of external support?

- Yes
- No

Page 15 - Question 59 - Open Ended - Comments Box

If so, please say what it was and whether you found it useful.

.....

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Page 16 - Question 60 - Choice - Multiple Answers (Bullets)

[Up To 13 Answers]

What type of external support did your organisation not receive but would have found useful? Please select all that apply.

- Introductory seminars on becoming investment ready
- Step-by-step guide to getting into social finance
- Self-assessment guide
- Investment readiness courses
- Advice on individual financial products
- Case study information
- Contacts of other organisations that have secured repayable finance
- Bespoke business planning support
- Bespoke financial planning support
- Social impact measurement support
- Online mentoring
- In person mentoring
- Pitching to investors support
- Other, please specify

.....

Page 16 - Heading

Section G: Final thoughts

Description

Page 16 - Question 61 - Open Ended - Comments Box

Do you have any other comments?

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The Big Lottery Fund may wish to contact you in the future to further explore your views. If you do not want to be contacted by the Big Lottery Fund, please indicate this below.

- Yes, I am happy to be contacted by the Big Lottery Fund
- No, I do not want to be contacted by the Big Lottery Fund

Unconditional Skip to End

Section C: About the repayable finance

Description

In this section, we are interested in hearing about the repayable finance that your organisation is currently looking for.

Description

For what reason is your organisation seeking repayable finance? Please select all that apply.

- For internal capacity building—eg, to hire additional staff
 - For working capital—ie, to cover cash flow
 - For marketing purposes
 - To pursue other revenue streams
 - To scale up what we already do
 - To deliver a contract
 - To improve efficiency
 - For bridging payments
 - For asset acquisition
 - For refurbishment
 - Not sure
 - Other, please specify
-

How much repayable finance are you hoping to secure?

- Under £10,000
- £10,000 to £100,000
- £100,000 to £250,000
- £250,000 to £500,000
- £500,000 to £1 million
- £1 million to £5 million
- Over £5 million
- Not sure

What type of finance are you hoping to receive? Please select all that apply.

- Short-term (1 year or under) loan

- Longer-term (over 1 year) loan
- Guarantee finance
- Bond
- Equity
- Quasi-equity
- Mixed funding product—a combination of different types of finance
- Overdraft
- Not sure
- Other, please specify

Page 17 - Question 66 - Choice - One Answer (Bullets)

How far through the process are you?

- Exploring which investors to approach
- Getting ready to approach investors
- Approached investors
- Other, please specify

Page 17 - Question 67 - Rating Scale - Matrix

How does the time required for securing repayable finance compare to the time required for securing another type of funding of comparable size?

	More time than other types of funding	Same time as other types of funding	Less time than other types of funding	Not applicable
Trustee time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Management time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Staff time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 17 - Question 68 - Rating Scale - Matrix

Please say how easy or difficult the following are for your organisation.

	Very difficult	Difficult	Neither difficult nor easy	Easy	Very easy	Not applicable
Accessing targeted advice or support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Learning about different finance options	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Identifying who to go to for finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Coordinating investors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiating the terms of the deal	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 18 - Heading

Section D: The early stages of the process

Description

Page 18 - Heading

In this section we are again interested in hearing about the repayable finance that your organisation is currently looking for

Description

Page 18 - Question 69 - Rating Scale - Matrix

Thinking back to the early stages of the process, please say whether the following statements about your organisation's suitability for taking on repayable finance were true or false.

True False Not sure Not applicable

We had a clear social mission	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had a credible strategy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had a sustainable business model	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We were able to generate surpluses to repay finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had a suitable legal structure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We were clear about which finance options would suit our organisation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We could measure our social impact	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 18 - Question 70 - Rating Scale - Matrix

Thinking back to the early stages of the process, please say whether the following statements about your organisation's suitability for taking on repayable finance were true or false.

	True	False	Not sure	Not applicable
We had suitable business skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable marketing skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable operational skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable financial skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable social impact measurement skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable management skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 18 - Question 71 - Rating Scale - Matrix

Thinking back to the early stages of the process, please say whether the following statements about your organisation's suitability for taking on repayable finance were true or false.

	True	False	Not sure	Not applicable
We had support from the trustee board	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had support from the management team	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had engagement from the finance team	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had suitable governance structure and/or processes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had sufficient human resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had sufficient financial resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We had the time to take this forward	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 19 - Heading

Section E: Preparing to take on repayable finance

Description

Page 19 - Question 72 - Choice - Multiple Answers (Bullets)

[Up To 6 Answers]

In preparing to take on repayable finance, is your organisation having to do any of the following? Please select all that apply.

- We have to clarify our social mission
- We have to improve our strategy
- We have to change our business model
- We have to find new revenue streams
- We have to change our legal structure
- We have to clarify which finance options would suit our organisation
- We have to improve our social impact measurement
- None of the above
- Other, please specify

In preparing to take on repayable finance, is your organisation having to improve any of the following skills of existing staff? Please select all that apply.

- Business skills
 - Marketing skills
 - Operational skills
 - Financial skills
 - Social impact measurement skills
 - Management skills
 - None of the above
 - Other, please specify
-

In preparing to take on repayable finance, is your organisation having to hire anyone with the following skills? Please select all that apply.

- Business skills
 - Marketing skills
 - Operational skills
 - Financial skills
 - Social impact measurement skills
 - Management skills
 - None of the above
 - Other, please specify
-

In preparing to take on repayable finance, is your organisation having to do any of the following? Please select all that apply.

- We have to get the support of the trustee board
 - We have to get the support of the management team
 - We have to engage the finance team
 - We have to improve our governance structure and/or processes
 - We have to find sufficient human resources
 - We have to find sufficient financial resources
 - Not sure
-

What is the biggest change that investors want to see your organisation make before they offer you repayable finance?

- We have to change our business model
 - We have to improve our skills
 - We have to get support from our staff and/or trustees
 - We have to get external support
 - No change
 - Not sure
 - Other, please specify
-

Is your organisation receiving external support in securing repayable finance? By 'external support' we mean support from accountants, lawyers, consultants, etc., either paid for or pro bono.

- Yes [Skip to 20]
- No [Skip to 21]
- Not sure [Skip to 21]

Section F: External support

Description

Please say whether you are finding this external support useful. If you are not receiving this type of external support, please tick 'Not applicable'.

	Useful	Not useful	Not sure	Not applicable
Introductory seminars on becoming investment ready	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Step-by-step guide to getting into social finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Self-assessment guide	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Investment readiness courses	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advice on individual financial products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Case study information	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contacts of other organisations that have secured repayable finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bespoke business planning support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bespoke financial planning support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Social impact measurement support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Online mentoring	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
In person mentoring	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pitching to investors support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Is your organisation receiving any other type of external support?

- Yes
- No

If so, please say what it is and whether you are finding it useful.

.....

.....

.....

.....

What type of external support is your organisation not receiving but would find useful? Please select all that apply.

- Introductory seminars on becoming investment ready
- Step-by-step guide to getting into social finance
- Self-assessment guide

- Investment readiness courses
- Advice on individual financial products
- Case study information
- Contacts of other organisations that have secured repayable finance
- Bespoke business planning support
- Bespoke financial planning support
- Social impact measurement support
- Online mentoring
- In person mentoring
- Pitching to investors support
- Other, please specify

Page 21 - Heading

Section G: Final thoughts

Description

Page 21 - Question 82 - Open Ended - Comments Box

Do you have any other comments?

Page 21 - Question 83 - Choice - One Answer (Bullets)

The Big Lottery Fund may wish to contact you in the future to further explore your views. If you do not want to be contacted by the Big Lottery Fund, please indicate this below.

- Yes, I am happy to be contacted by the Big Lottery Fund
- No, I do not want to be contacted by the Big Lottery Fund

Unconditional Skip to End

Page 22 - Heading

Section C: About repayable finance

Description

Page 22 - Question 84 - Choice - Multiple Answers (Bullets)

For what reason would your organisation be interested in seeking repayable finance? Please select all that apply.

- For internal capacity building—eg, to hire additional staff
- For working capital—ie, to cover cash flow
- For marketing purposes
- To pursue other revenue streams
- To scale up what we already do
- To deliver a contract
- To improve efficiency
- For bridging payments
- For asset acquisition

- For refurbishment
- Not sure
- Other, please specify

Page 22 - Question 85 - Choice - One Answer (Bullets)

How much repayable finance would your organisation be interested in securing?

- Under £10,000
- £10,000 to £100,000
- £100,000 to £250,000
- £250,000 to £500,000
- £500,000 to £1 million
- £1 million to £5 million
- Over £5 million
- Not sure

Page 22 - Question 86 - Choice - Multiple Answers (Bullets)

What type of finance would your organisation be interested in securing? Please select all that apply.

- Short-term (1 year or under) loan
- Longer-term (over 1 year) loan
- Guarantee finance
- Bond
- Equity
- Quasi-equity
- Mixed funding product—ie, a combination of different types of finance
- Overdraft
- Not sure
- Other, please specify

Page 23 - Heading

Section D: Preparing to take on repayable finance

Description

Page 23 - Question 87 - Rating Scale - Matrix

Is your organisation doing any of the following to prepare to take on repayable finance?

	Already done	Currently doing	Planning to do	No
We are clarifying our social mission	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We are improving our strategy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We are developing our business model	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We are finding new revenue streams	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We are investigating our legal structure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We are investigating which financial options would suit our organisation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
We are improving our social impact measurement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 23 - Question 88 - Rating Scale - Matrix

What skills does your organisation need to develop before you are ready to take on repayable finance?

Yes

No

Not sure

Business skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Marketing skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Operational skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Financial skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Social impact measurement skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Management skills	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Specific social investment knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 23 - Question 89 - Choice - Multiple Answers (Bullets)

What would help to improve these skills? Please select all that apply.

- Training to improve the skills of current staff
- Hiring new staff with the right skills
- Using external support
- Do not need to improve any skills
- Other, please specify

Page 23 - Question 90 - Rating Scale - Matrix

Please say how easy or difficult the following would be for your organisation.

	Very difficult	Difficult	Neither difficult nor easy	Easy	Very easy	Not applicable
Accessing targeted advice or support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Learning about different finance options	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Identifying who to go to for finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Coordinating investors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiating the terms of the deal	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page 23 - Question 91 - Choice - One Answer (Bullets)

Does the management team have the capacity to consider repayable finance?

- Yes
- No

Page 23 - Question 92 - Choice - One Answer (Bullets)

What is your trustee board's attitude toward repayable finance?

- Positive
- Neutral
- Negative
- Not sure
- Not applicable

Page 24 - Heading

Section E: External support

Description

Page 24 - Question 93 - Choice - Multiple Answers (Bullets)

[Up To 13 Answers]

Please say what external support your organisation would find useful. Please select all that apply.

- Introductory seminars on becoming investment ready
- Step-by-step guide to getting into social finance
- Self-assessment guide
- Investment readiness courses
- Advice on individual financial products
- Case study information
- Contacts of other organisations that have secured repayable finance
- Bespoke business planning support
- Bespoke financial planning support
- Social impact measurement support
- Online mentoring
- In person mentoring
- Pitching to investors support
- Other, please specify

Page 24 - Question 94 - Open Ended - Comments Box

Do you have any other comments?

Page 24 - Question 95 - Choice - One Answer (Bullets)

The Big Lottery Fund may wish to contact you in the future to further explore your views. If you do not want to be contacted by the Big Lottery Fund, please indicate this below.

- Yes, I am happy to be contacted by the Big Lottery Fund
- No, I do not want to be contacted by the Big Lottery Fund

Unconditional Skip to End

Page 25 - Heading

Section C: About repayable finance

Description

Page 25 - Question 96 - Rating Scale - Matrix

Please say to what extent you agree or disagree with the following statements.

	Strongly agree	Agree	Neither
We are interested in new ways of doing things and new ways of financing them	<input type="radio"/>	<input type="radio"/>	
We can see the potential go beyond what we can achieve with our current mix of funding	<input type="radio"/>	<input type="radio"/>	
We would consider taking finance that needed to be repaid to support our plans	<input type="radio"/>	<input type="radio"/>	
We do not think repayable finance is appropriate for charities	<input type="radio"/>	<input type="radio"/>	
We think repayable finance is too risky	<input type="radio"/>	<input type="radio"/>	
We think charitable money should be spent on delivery, not on repaying loans	<input type="radio"/>	<input type="radio"/>	
Investment is fine for other organisations, just not for us	<input type="radio"/>	<input type="radio"/>	
Our current funding mix is sufficient for our needs	<input type="radio"/>	<input type="radio"/>	
We do not have the right legal structure to take on repayable finance	<input type="radio"/>	<input type="radio"/>	
We are too small to take on repayable finance	<input type="radio"/>	<input type="radio"/>	

We are not able to generate surpluses to repay finance	<input type="radio"/>	<input type="radio"/>
We are not clear about which finance options would suit our organisation	<input type="radio"/>	<input type="radio"/>
We do not have the right skills to take on repayable finance	<input type="radio"/>	<input type="radio"/>
We do not have someone to manage the process of taking on repayable finance	<input type="radio"/>	<input type="radio"/>
Our trustee board does not support the idea of taking on repayable finance	<input type="radio"/>	<input type="radio"/>
Our management team does not support the idea of taking on repayable finance	<input type="radio"/>	<input type="radio"/>
We cannot identify which investors to go to for finance	<input type="radio"/>	<input type="radio"/>
We cannot access support or advice about repayable finance	<input type="radio"/>	<input type="radio"/>

Page 25 - Question 97 - Open Ended - Comments Box

Do you have any other comments?

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Page 25 - Question 98 - Choice - One Answer (Bullets)

The Big Lottery Fund may wish to contact you in the future to further explore your views. If you do not want to be contacted by the Big Lottery Fund, please indicate this below.

- Yes, I am happy to be contacted by the Big Lottery Fund
- No, I do not want to be contacted by the Big Lottery Fund

Unconditional Skip to End

Thank You Page

Standard

Screen Out Page

Standard

Over Quota Page

Standard

Survey Closed Page

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