

## ATTACHMENT 2

### EXAMPLES OF SECURING ADDITIONAL FUNDING

- 1) **EEF:** Impetus' sister organisation EEF has generated nearly £30m of income since inception and is ahead of their £42m target over its life and we will draw on their experience in developing and delivering our supplementary funding strategy.
- 2) **Funding New Projects:** Impetus has previously established ring-fenced projects and brought our funders together to support a specific issue i.e. Early Years Intervention and the Impetus Reducing Re-offending Initiative. We raised nearly £3m in seed funding for these specific projects from philanthropists and foundations.
- 3) **Using match for leverage:** SIB used £1m of its own £27m endowment to raise equivalent match from the ERDF programme (through DCLG, now MCHLG) to create a dedicated £2m Liverpool City Region Impact fund which provides £50k-£250k loans to charities and social enterprises creating employment in that geographical area. SIB also invested £1.5m risk capital in Social and Sustainable Capital to lever in £10m from Big Society Capital and £10m from Santander to their Third Sector Investment Fund (leverage of 1:14).
- 4) **Grant matching model:** Impetus has developed a unique fundraising partnership with the Centerbridge Foundation to invest matched funding in our charity partners alongside our Impetus grants. The Centerbridge plan will deliver £1m in funding over 5 years, comprising £125k pa for 3 years in a single charity, with up to 3 projects at a time.
- 5) **Carry:** As a charity with strong links to the Private Equity (PE) sector, there is the opportunity to develop a funding model that resonates with our PE supporters. We have already received a £1m donation from a PE firm who committed a % of carried interest from their fund and are in discussion regarding further funds. This is a long-term fundraising strategy as income is realised 8-10 years from the fund creation.