



Lewisham  
**CHANGE  
MAKERS**

**Summary:** In partnership with VAL we have created Lewisham’s first training programme for Social Entrepreneurs. In 2019 we trained 16 local social enterprises and charities. The programme culminated in Pitch Night @ Goldsmiths University where our contractors pledged over £4k worth of resources to local social enterprises. The programme has been hugely successful with over £150k in funds raised for projects in Lewisham since the completion of the training. Lewisham Homes have also forged several new partnerships with local projects who share our aim to create thriving communities and places our residents are proud to call home in Lewisham.

**“[The programme] Gave me a sense of I  
can do this. It’s not impossible.” –  
Vanessa**





**“[The programme has] made me more focused and structured with what I want to do. Made me realise I’m actually in a good place to make this come to fruition in a really good way. That came from going through all the theory and hearing about other people’s experience. More confident 100%.” – Jed**

## **Outputs**

- ❖ 26 hours of training (8 sessions)
  - ❖ 16 local participants
  - ❖ 2 Meetups
  - ❖ 1 Pitch Night
  - ❖ 4 new partnerships with LH
- ❖ 3 guest speakers (industry experts)
- ❖ New website. 77 meetup group. 118 Twitter. 170 instagram.

# “We Change Lives”



## Outcomes

- ❖ £155,770 fundraised from grant makers\*
- ❖ Over £5k in cash and services raised at Pitch Night\*
  - ❖ Increased knowledge\*
  - ❖ Increased confidence\*
  - ❖ Improved support networks\*
- ❖ 2 participants contracted by LH for their services
- ❖ 3 *new* training opportunities created by participants for LH residents (*a minimum of 30 slots and over 30 hours of training*).

**“I used theory of change for the first time to complete a funding bid and we were awarded £10k. The training has paid off already!” – Naomi**



“The programme was the right mix of practical, useful tools delivered by experienced, passionate people. The selection process meant that we were able to network with others who were on the same journey - albeit at different stages - who were equally committed to making change happen in Lewisham. This blend meant that the course itself became inspiring above and beyond its basic content. Subsequent to this course I have gained new insights, forged new partnerships with other social enterprises, felt more involved and part of my local community and perhaps most important of all - made new friends.” - Participant

### Costs:

- ❖ £9k Lewisham Homes Investment
- ❖ £3k VAL in-kind contributions
- ❖ £6k Lewisham Homes Officer Time
- ❖ TOTAL £18k



### Conclusion

The greatest impact for participants was an increase in knowledge and an increase in their local networks. The most valuable aspect of the project has been the new partnerships forged which have created new projects that have attracted funding from larger funders.

As a result of the programme over **£150k** has been fundraised for projects in Lewisham.

**The NET Social Return is between £1.21 and £5.17 on every £1 spent\*.**

This demonstrates the programme has been a huge success and represents value for money.

*\* See appendix for break down.*