BCHA helps the homeless, families, the young, unemployed, ex-prisoners and other vulnerable people subject to substance abuse, mental health issues, domestic violence and abuse. It was founded as Bournemouth Churches Housing Association in 1968 by a number of local churches, but has since grown into a major provider of a diverse range of housing, support and learning services for socially excluded people. It delivers services across the South, from Plymouth to Reading.

**Outcomes**

- **Amount Raised**: £775,000
- **Type of Capital**: Unsecured Loan
- **Cost of Capital**: 2%
- **Investor**: Dorset LEP
- **Duration of Investment**: 5 years

**Investment Need**

BCHA wanted to raise finance in order to purchase land and buildings to create a Social Enterprise Centre. This involved purchasing a former Remploy property worth £520,000 with a funding requirement of £775,000 including refurbishing costs. It aimed to incubate several social enterprises under one roof and sublet part of the property to the Salvation Army.

**Solution**

Funded through the Investment and Contract Readiness Fund, Eastside Primetimers helped BCHA develop their business case for investment, clarify their social impact, identify their main target investors and prepare a funding application. This involved outlining a budget and drawing up a clear investment readiness timeline.

We then developed a financial model for each of BCHA’s social businesses and a detailed business plan, before helping BCHA pitch to five different social investment funds.

In the end, BCHA was able to secure a five-year loan of £775,000 from the Dorset Local Enterprise Partnership, together with help from Borough of Poole’s economic development team.

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“We found Eastside Primetimers to be responsive and willing to listen to our requirements and expectations of the output from their work. We ended up with a very useful and thorough Business Plan that not only helped gain interest from potential funders, but also is a document that we continue to use to implement the project.”

Martin Hancock. CEO, BCHA