



# JOIN THE DISCOVERY PROGRAMME

A 2-Year Capacity-Building Programme  
for  
Social Enterprises

THIS PROGRAMME IS  
KINDLY FUNDED BY



**Social Enterprise  
Northern Ireland**



# Background

**The programme will build your capacity in digitisation, income generation, strategic partnerships and cost optimisation.**

Social Enterprise Northern Ireland (SENI) is currently seeking expressions of interest from social enterprises based in Northern Ireland for our International Fund Ireland Discovery programme.

This two year programme is funded by the International Fund for Ireland Communities in Partnership programme. We will be partnering with [Social Enterprise Republic of Ireland](#).



**The six key pillars of the programme are as follows:**



The programme is targeting social enterprises in Northern Ireland who seek to grow their financial stability and build relationships and seek opportunities with organisations in Republic of Ireland



# Benefits

The Discovery programme will include 4 residential weekends over two years including a study visit to Scotland to learn best practice.

The aim of the Discovery programme is to empower social enterprises on both sides of the border to increase their **financial sustainability**, thereby enhancing their **financial self-sufficiency** and increasing your social impact. Discovery will:



Collaboratively help to meet the challenge of financial sustainability



Team Building residentials to foster partnership working



Bespoke mentoring support



Relationship building between social enterprises across Ireland



Best practice visit to Scotland forming regional linkages



Capacity building deprived communities across Ireland

# Eligibility

**Once we have received this application form and we have assessed all the applications, we will let you know the outcome.**

All applicants will be assessed according to the following criteria:

- Currently leading peace development work (priority given)
- Community profile and challenges, levels of disadvantage/deprivation
- The current revenue streams including balance of trading income vs funding income.
- Future plans; key financial sustainability objectives and barriers to achieving these objectives
- Building connections; motivation to participate in a north/south social enterprise development and good relations programme.
- Key personnel, who will participate in the project i.e., staff and/or board representatives nominated to participate in the project.
- A profile of the social enterprise; aims, objectives, size, scale, purpose

We welcome any enquiries that you may have.

**Please contact Amanda Johnston , Head of Business Development at SENI.**

**Contact:** [amanda@socialenterpriseni.org](mailto:amanda@socialenterpriseni.org)

**Terms of Programme:** Programme is limited to 10 social enterprises north and 10 south due to budget constraints.

**Closing Date:** Thursday 26th September 2024 at 12pm



# Social Enterprise NI

EMPOWERING PROFIT WITH PURPOSE, INSPIRING LASTING IMPACT.

## WE ARE HERE TO HELP – BECOME A MEMBER TODAY

Explore member profiles, send messages online, and collaborate together for positive change through our NEW and exclusive **Social Enterprise Directory**

### Current Opportunities



#### **POLICY & LOBBYING**

Opportunity to be involved with differing campaign and events with political parties and senior politicians and civil servants



#### **MARKETING & PR**

We will work to develop bespoke marketing plans for a number social enterprises to help accelerate growth and elevate their marketing activities.



#### **SOCIAL VALUE IMPACT**

Scoping out a relevant toolkit for the sector, to enable them to measure their impact



#### **INTERNATIONAL MENTORING**

Opportunities to engage with international mentors will be made available to social enterprise members.



#### **CAPACITY BUILDING WORKSHOPS**

Members will have access to capacity building workshops, focusing on a range of topics. From tender writing, marketing, exporting and many more.



#### **MEET THE PROCURER EVENTS**

We will host a number of Meet the Procurer events to connect the private and public sector with social enterprise organisations.



#### **EXPORTING SUPPORT**

Opportunity for social enterprise to have bespoke support in exporting for their organisation



#### **REGIONAL NETWORKING**

Several regional networking events will take place to connect social entrepreneurs, teams and individuals to network and learn best practice.

**400+**

**MEMBERS**

BE PART OF THE GROWING MOVEMENT OF THE SOCIAL ECONOMY SECTOR AND HELP US BUILD MOMENTUM OF BUY SOCIAL

