

BAYO

**BAYO
ENTERPRISE
SUPPORT
PACKAGE**

SEPT 2022 - JAN 2023



**THE
UBELE
INITIATIVE**

mind

COURSE OVERVIEW



BAYO ENTERPRISE SUPPORT PACKAGE

In Partnership with The Ubele Initiative & Mind

Organisations invited to participate in the BAYO Enterprise Network support package will receive:

- Access to a bespoke learning package delivered by experienced trainers with practical skills and knowledge.
- The opportunity to apply for a small development grant to support the viability of existing ideas.
- Grants are capped at £2,000 and are subjected to agreed terms for use.
- Scheduled and consistent peer-to-peer learning and networking opportunities for Network Members.
- Available support within the wider social enterprise organisational support sector
- All courses are delivered on Zoom

SEPTEMBER 2022

WED

28

10:00-11:30

SESSION 2: SELF CARE FOR LEADERS – JESS SHILLINGFORD

As leaders, self-care is vital if we want to create sustainable impact. When we value ourselves enough to nurture our bodies, to use our resources wisely, to be authentic with our self-expression, we are able to give from a place of overflow – when we value ourselves, we nurture and value others. Our ability to create and serve sustainably empowers us to create thriving organisations and communities that expand and grow healthily and optimally – to create the impact and legacies we desire to achieve. **Click [here](#) to join. Passcode: 481853**

OCTOBER 2022

WED

12

10:00-11:30

SESSION 3: HOW TO DO EFFECTIVE MONITORING AND EVALUATION – KARL MURRAY

- What do we mean by monitoring and evaluation?
- What do we capture and how do we ensure the information informs practice?
- Evaluation and the requirements of funders.
- What key indicators should programmes capture?
- **Click [here](#) to Join**

WED

26

10:00-11:30

SESSION 4A: INTRODUCTION TO TENDERING (SESSION A) – MELANIE BRYAN

This is for anyone with no experience of tendering and who wants to understand what tendering is and what it involves. You will learn what a tender is and how this differs from a proposal.

How to find tenders and how navigate the tender processes focusing on the open tender. Getting your organisation tender ready giving you practical tips throughout. **Click [here](#) to join.**

NOVEMBER 2022

TUES

1

10:00-11:30

SESSION 6: STAFF RECRUITMENT BEST PRACTICES – JACQUELINE HINDS CONSULTING

An interactive workshop that will enable participants to explore best practices across staff recruitment and selection practices and principles, which will include the onboarding life cycle along with other best practice templates that can be adapted to align with organisational, culture, visions, and values. **Click [here](#) to join.**

WED

16

13:30-15:30

SESSION 4B: HOW TO WIN TENDERS (SESSION B) – MELANIE BRYAN

- Most common reasons why bids are not successful
- Deciding whether to bid
- How to pass the supplier assessment questionnaire
- Responding to the tender questions – the most common ones (generic)
- Tender presentations and interviews (generic)
- Practical tips through out.
- **Click [here](#) to join.**

TUES

22

10:00-11:30

SESSION 7: BOOGLES BOOKKEEPING – LISA NEWTON

On this course we'll look at how to get organised to manage your finances when running a community organisation / social enterprise / business.

We'll look at best practise when managing the books, how software can help and there will be time for questions and answers. **Click [here](#) to join**

DECEMBER 2022

WED

7

10:30-11:30

SESSION 8: CORE SOLUTIONS – GETTING GRANT FUNDING FOR YOUR CORE SERVICES – MICKELLA LEWIS-PURVIS

In this session we will discuss and explore ways of packaging core costs and core services for grant appeals. We understand the struggle of feeling like you need to create something 'new' to attract grant funding. We have also experienced this struggle. However, with more Trusts and grant funders finally understanding the importance of core costs to fulfil our mission we want to support you to include more of these costs into appeals. **Click [here](#) to join.**

Passcode: 836756

THURS

15

14:00-16:00

SESSION 9: NETWORKING EVENT – BAYO TEAM FACILITATORS

We are creating an opportunity to meet others in the BAYO Network. To share Knowledge and build connections for professional and social networks. **Click [here](#) to join. Passcode: 503096**

JANUARY 2023

TUES

10

10:30-11:30

SESSION 10: BUSINESS PLANNING AND PRODUCT / SERVICE DEVELOPMENT – WILLIAM WELCH

Business planning commonly involves collecting ideas in a formal business planning document that outlines a summary of the organisation's current state, as well as the state of the broader sector, along with detailed steps the organisation will take to improve performance in the coming period. Business plans aren't just about income and expenditure. The business plan outlines the general planning needed to start and run a successful organisation. It is worth learning how to plan for future growth. **Click [here](#) to join.**

JANUARY 2023

WED

18

15:00-16:30

SESSION 11: TRUSTEESHIP ROLES & RESPONSIBILITIES – KARL MURRAY

Trustees ensure their charity has a clear strategy, and that its work and goals are in line with its vision. A trustee's role in a charity is to be the 'guardians of purpose', making sure that all decisions put the needs of the beneficiaries first. They safeguard the charity's assets – both physical assets, including property, and intangible ones, such as its reputation. They make sure these are used well and that the charity is run sustainably. **Click [here to join](#).**

TUES

24

10:30-11:30

SESSION 12: INTRODUCTION TO GRANT FUNDRAISING – MICKELLA LEWIS-PURVIS

This is an introductory level webinar for people who might be new to grants fundraising or for those who need a refresher on the basics.

It will be an interactive session where we tackle some of the challenges and share solutions to increase confidence and ultimately success in grants fundraising. We include some guidance on building your Case for Support and writing stronger applications. **Click [here to join](#). Passcode: 856152**

TUES

31

15:00-16:30

SESSION 13: STORYTELLING FOR STRONGER APPEALS AND APPLICATIONS – MICKELLA LEWIS-PURVIS

In this session we give you an overview of the benefits of storytelling as a way of presenting your work in applications, appeals and presentations for grant funding. We discuss some ideas around structure and content. We share with you some hints and tips on incorporating stories no matter what the application format is or what word or page limits apply. **Click [here to join](#). Passcode: 34752**

PEER ACTION LEARNING

Peer Action Learning is an approach we use to foster learning amongst colleagues and associates. The emphasis is on learning from the experience of others and then acting on that learning.

Everyone involved is given individual time to make use of the collective experiences, insight, and support from their peer group.

The facilitator will clarify the challenges and peers will ask questions; share their experiences, signpost further learning sources, and anything else that helps the individual meet whatever learning objectives they have.

Group 1

Tuesday Mornings - 10:30-11:30

- 12th January 2023
- 9th February 2023
- 13th March 2023
- 20th April 2023
- 18th May 2023

Click [here](#) to join.

Group 2

Monday Mornings - 10:30-11:30

- 16th January 2023
- 20th February 2023
- 27th March 2023
- 24th April 2023
- 29th May 2023

Click [here](#) to join.



THANK YOU!

We would like you to invite you to join The Bayo Hub which is an online directory of organisations in the United Kingdom that provide support services to young black people who need to experience more joy through, play, arts, sports or social activities, or those who need to access mental health professionals.

Please complete this [Google Form](#) to register.

As a member of the BAYO Hub you are welcome to join the BAYO Enterprise Network to access a range of capacity building support services for you and your organisation.