



## **Bid Appraisal Advisor.**

### **What on earth is that?**

Well, it's shorthand for a longer title – Business Plan and Funding Bid Appraisal Advisor.

### **That makes it longer but not much clearer!**

It's about looking at Business Plans and Funding Bids prepared or written by community groups. The plans may not yet be written, they may still be in the ideas stage or they may be long and detailed documents. The funding bids may be at the planning stage too. In particular, the rôle is to support groups progressing transfer activities (groups seeking to lease or purchase land and buildings from local authorities) through bid and business plan development support.

### **If the plans and bids are not written how can the advisor help?**

If the plans are still at an early stage, being thought about and discussed, the advisor can talk them through and help a community group to identify if the organisation is ready to progress and exactly what they need and want to do. Advice can be given about realistic ways of creating income, keeping costs down and marketing.

With early stage funding bids, the overall funding strategy can be discussed with information fed in about the range of funding streams and opportunities, targeting the best funders and preparation for the bids themselves.

### **What about plans and bids which are already written?**

Then the advisor becomes a 'critical friend', looking at the documents to see how well they serve their purpose. Constructive feedback will be given on how best to fill any gaps, improve or adjust the content to make them better fit for purpose. Information can be given about other sources of support too.

## **Why should we take the advice?**

The advisor (Pat Buchanan) is a SFEDI accredited business advisor supporting voluntary and community associations such as Community Matters and DTA members and has been successfully giving advice like this to social enterprises for several years. She has set up and raised investment for private business while serving on several community funding bodies, been a trustee and director of a range of community organisations and has been actively involved with the sector for more than ten years.

## **So how can she help Community Matters members?**

The service is a partnership, funded by the Asset Transfer Unit, provided by Community Matters and focussed on community asset transfer. The first priority is to respond to requests from groups considering or involved in asset transfer to help them progress towards successful, viable community control of transferred assets.

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