

## FOI Release

### *Information released under the Freedom of Information Act*

**Title:** Start-up Loans Scheme

**Date of release:** 19 April 2013

#### **Information request**

Information on the Startup Loans; specifically:

##### **Partners**

a full list of delivery partners

the company name and registered office of each delivery partner

the name and contact details of the contract manager in each delivery partner

the geographic scope of each delivery partner contract

a breakdown of approved third parties involved in each delivery partner contract (with roles outlined)

the total setup costs claimed by each delivery partner (and affiliated third party) from Startup Loans Company to initiate loans delivery

the total income for each delivery partner from commission/fees earned through the issue of startup loans in financial year 2012/2013

a copy of the expression of interest and all supporting documentation from each delivery partner, that formed their application to Startup Loans Company

a copy of a signed contract / offer letter between each delivery partner and the Startup Loans Company/Capital for Enterprise Ltd

the total number of loans issued by each delivery partner in financial year 2012/2013

the target number of loans to be issued by each delivery partner in financial year 2013/2014

##### **Loans**

For each delivery partner, please list the total quantity of loans approved and rejected in financial year 2012/2013, broken down by:

region

parliamentary constituency

age group (18-20; 21-25; 26-30)

educational attainment (school leaver; college student/leaver; university student/graduate)

loan amount (<£2,000; £2,001-£2,999; £3,000-£4,999; £5,000-£9,999; £10,000+)

### Evaluation

Please provide a copy of reporting and evaluation requirements set by Startup Loans Company for each delivery partner

How is each delivery partner's processes (marketing, application process, mentoring) evaluated internally and by Startup Loans Company?

What quality control is in place to ensure a minimum quality of mentoring provided to loan recipients across all delivery partners?

Are end of financial year reports required from Delivery Partners and from the Startup Loans Company? If so, can you please share all reports available?

What independent, formal evaluation of Startup Loans Company and delivery partners was undertaken by Government at the end of the scheme's 'pilot' - covering the first financial year? If this has taken place, please provide a copy of the report including all recommendations made.

### Information released

Information within scope of this request which is held by the Department for Business Innovation and Skills (BIS) or accessible by other means is provided below. Some of the information requested is not held by the Department. As a private limited company acting on a commercial basis, the Start-Up Loans Company is not bound by the Freedom of Information Act.

### Partners

A full list of Delivery Partners is publicly available on the Start-Up Loans website and can be found here: <http://www.startuploans.co.uk/where-can-you-get-a-loan/>

As at the 8 April, the latest data we hold on loan delivery is from 1 March 2013:

- o Total number of loans per Delivery Partner:
  - Biz Britain – 4
  - Bright Ideas Trust – 7
  - Brightside Trust – 2
  - Business Finance Solutions – 93
  - Business Support and Development – 15
  - Cloudspeed – 17
  - Community Development Finance Association – 10
  - Dreamstake Ltd – 1
  - East London SBC – 17
  - Elevation Networks – 27
  - Enterprise Loans East Midlands – 13
  - Fashion Angel – 2
  - Foundation East – 11
  - GLE One London – 16
  - Hull Business Development Fund – 18

- Kaleioscope – 1
- Lets Do Business Group – 35
- Norfolk and Waveney Enterprise Services – 9
- North London Community Finance – 50
- Original Upstarts – 1
- Project North East – 29
- Riverside Credit Union – 5
- Rockstar Youth – 102
- School for Start Ups – 52
- Sheffield – 1
- South West Investment Group – 26
- Start Up Direct – 49
- The Prince's Trust – 160
- University of the Arts – 1
- WSX Enterprise – 2
- Yorkshire Coast Enterprise – 5
- Young Britain – 33

#### Loans

- o Regional split of loans (as of 1 March 2013):

- London 27%
- West Midlands – 15%
- North West 12%
- Yorkshire – 9%
- South West – 8%
- North East – 8%
- East of England – 8%
- South East – 7%
- East Midlands – 6%

#### Evaluation

- o BIS requires all Delivery Partners to be assessed by a Delivery Partner Panel, as specified in the Grant Offer Letter, and for due diligence to be undertaken. Beyond this, appointment of partners is a matter for the Company.

- o Responsibility for quality control also rests with the Company, across business support, credit management and mentoring. BIS expects all loan recipients to receive a high quality of mentoring, but does not require any particular method or approach to be employed.

- o BIS requires an end of year report from the Company, which was not yet available as at the date of your request. The report is required to reflect on

performance and spend. However, BIS does not require individual reports from delivery partners, which is a matter for the Company.

- o The Government has commissioned a scoping study for evaluation of the scheme as a whole, including the pilot period. This will result in a more formal evaluation process, year on year, commencing 12 months on from the first approved loan made under the scheme (September 2012).

All the other information you have requested is not held by BIS. The Start-Up Loans Company is a private, commercial organisation not under the control or direction of the Department, except as required under the grant offer letter for evidencing the proper use of State Funds in delivery of the programme.