



The future focus and direction is critical
Business and delivery plans

Equinox Consulting,
Cygnet House
12 -14 Sydenham Road
Croydon CR9 2ET

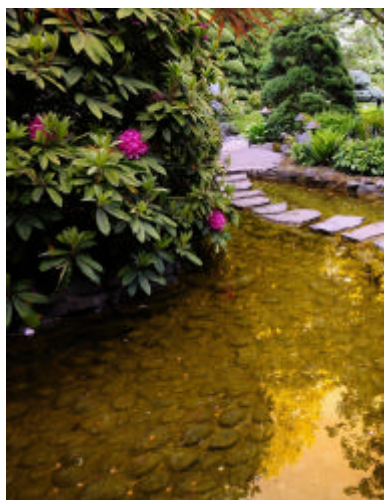
Tel: 020 8680 5678

info@equinoxconsulting.net
www.equinoxconsulting.net

The future focus and direction is critical

Business and delivery plans

Business plans for always been the key to efficient and effective delivery of projects. In assisting voluntary organisations to develop business plans, we recognise that the process of drawing up the plan is as important as the plan itself and therefore we consult all the stakeholder groups



Business plans for always been the key to efficient and effective delivery of projects. In assisting voluntary organisations to develop business plans, we recognise that the process of drawing up the plan is as important as the plan itself and therefore we consult all the stakeholder groups.

The assignment focuses on three elements:

- management audit - internal investigation speaking with trustees, staff and volunteers
- social review - external analysis interviewing users, funders and partners
- business plan - future direction and focus after synthesising documents and results of discussions

The business plan will often include:

- History, purpose, and present mission
- Structure and management
- Local needs and Current client group
- Potential user/customer base
- Operational staff roles of staff and volunteers
- Adequacy of property, premises, equipment and machinery
- Competition and partnerships
- Financial cost and resources
- Strategic analysis - SWOT, PEST
- Project service specifications
- Marketing of the service and funding plan

Equinox Consulting is an innovative, dynamic and specialist management consultancy promoting social and economic advancement for disadvantaged communities through **management consultancy, training and research services in community development, enterprise generation strategies and employment initiatives.**

Over the past 28 years, we have worked with community organisations and individuals primarily from African, Caribbean and Asian communities and have executed projects that affect inner city, black and ethnic minority, refugee and other excluded communities.

Please find attached our project sheet which provides more information on projects we have carried out on this service.

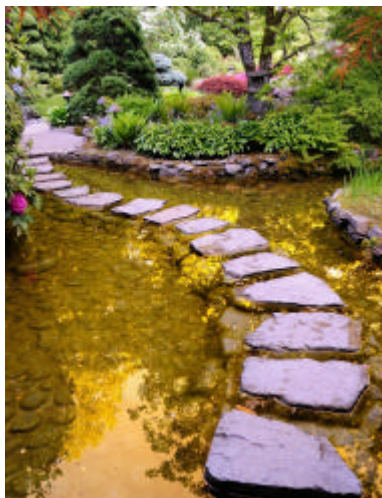
You may also visit our website at www.equinoxconsulting.net for more information on other services we offer such as

- facilitation of strategic awaydays
- policy research on minority issues
- evaluations, reviews and appraisals
- strategic business and delivery plans
- feasibility studies for community facilities
- roles and responsibilities of board trustees
- management training and leadership courses
- capacity building and community consultations
- enterprise skills training and promotion strategies
- employment skills training and placement initiatives



Strategic Business and delivery plans

Strategic Business Plans for voluntary sector



Business plans for always been the key to efficient and effective delivery of projects. In assisting voluntary organisations to develop business plans, we recognise that the process of drawing up the plan is as important as the plan itself and therefore we consult all the stakeholder groups.

African Communities Project

Facilitation and business planning for a sexual health HIV awareness and outreach project targeting members of the African communities for NHS Hammersmith and Fulham

International Youth Learning and Recreational Association

Development of a project plan to establish a post high school facility for young people in vocational and recreational activity in Amanorkrom in Ghana

bfm Xcel Ltd

Development of an educational strategy and marketing plan to back their application for Heritage Lottery Funding

Pillar Consortium

A review of the project and the development of a strategic plan for the operation of this infrastructure organisation for the black and minority ethnic community and voluntary organisations with a social enterprise construct.

Cosmopolitan Quality Care

Development of a method plan for a consortium bidding for personal care contracts from a south London Local Authority

Moss Side and Hulme Agency for Economic Development

Development of a five year delivery plan to following a merger with another enterprise agency

Black Londoners Forum

The development of a strategic business plan and the implementation of the plan to raise seed funding for the setting up and operation of this umbrella group that works with the Greater London Authority

Peckham Voluntary Sector Forum

Development of a business plan for the organisation focussing on a three year business plan.

African Caribbean Citizens Forum Leicester

Development of a business plan for this umbrella organisation that represents the views of African Caribbean organisations in Leicester

African Caribbean Community Action Network - Oxford

Review of business plan and capacity building work with the organisation. This involved identifying possible avenues for capital funding for a community centre and associated start up costs.

Elephant Links Community Forum

Development of a work programme and delivery arrangements for the main community organisation Partner in the Southwark SRB bid known as Elephant Links based in the Elephant and Castle area.

Midland Refugee Consortium

Development of a business plan to access lottery funding

Bridge House Nursery

Business plan for the expansion of the bridge house nursery

African Caribbean Parents Advisory Group - ACCPAG

Development of a business plan for lottery funding to run services for parents and children excluded from school.

Emotan Housing Association

A business plan for the development of a black-led Housing Association.

Urban Unity

Development of a business plan for an agency working with ex offenders

Jewish Care, CSMH, Central and Cecil Housing Trust,

HNCC, Field Lane, Quality Care

Business planning for six organisations in the community care field to enable them bid for funding set aside for innovative domiciliary care projects in a London Borough. This involved providing them with individual consulting sessions, reviewing their plans, and funding recommendations

West Indian Self Effort

Business plan for the development of this organisation providing a supplementary school and a project catering for the needs of elderly people.

Brixton Community Neighbourhood Association

A business plan for the setting up of a motor repairs garage. This involved market analysis for this garage originally set up as a training project which had to generate revenue in order to survive.

