

BUSINESS LAUNCHPAD



IMPACT REPORT 2023



bLP

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WELCOME

FELICIA MATTIS ROME, CEO



Esteemed stakeholders, partners, and supporters,

We are honoured and privileged to present to you the 2023 Impact Report, a testament to the collective efforts, resilience, and dedication of Business Launchpad and Tooting Works in advancing our mission of fostering economic empowerment and social progress within the vibrant community of Wandsworth and beyond.

In the face of unprecedented challenges, our organisations have remained steadfast in our commitment to creating positive change. Guided by our shared values of innovation, inclusivity, and empowerment, we have continued to adapt, evolve, and thrive, driving tangible impact at both the individual and community levels.

Throughout the past year, Business Launchpad and Tooting Works have worked tirelessly to provide vital support, resources, and opportunities to aspiring entrepreneurs, budding startups, and community members from all walks of life.

Through our comprehensive programs, workshops, and mentorship initiatives, we have empowered countless individuals to realize their full potential, transform their ideas into reality, and build sustainable businesses that drive economic growth and social prosperity.

Moreover, our collaborative efforts have extended far beyond the realm of entrepreneurship, as we have remained deeply committed to addressing the diverse needs and challenges facing our community.

From providing access to affordable workspace and essential amenities to fostering a culture of collaboration and knowledge-sharing, Tooting Works has emerged as a beacon of hope and opportunity, enriching the lives of those we serve and fostering a sense of belonging and solidarity within our community.

As we reflect on the past year's achievements and milestones, we are immensely proud of the impact we have collectively achieved. From empowering budding entrepreneurs to creating job opportunities, fostering economic resilience, and driving positive social change, our organisations have played a pivotal role in shaping a brighter, more inclusive future for all.

However, our work is far from over. As we look ahead, we remain committed to building upon our successes, expanding our reach, and deepening our impact in the years to come. By harnessing the power of innovation, collaboration, and community engagement, we will continue to empower individuals, transform lives, and build a more prosperous and equitable society for generations to come.

In closing, we extend our heartfelt gratitude to our dedicated team members, clients, partners, and supporters who have contributed tirelessly to our shared mission. Your unwavering commitment and passion have been the driving force behind our success, and we are profoundly grateful for your continued support.

Together, let us continue to work hand in hand, united in our pursuit of a better, brighter future for all.

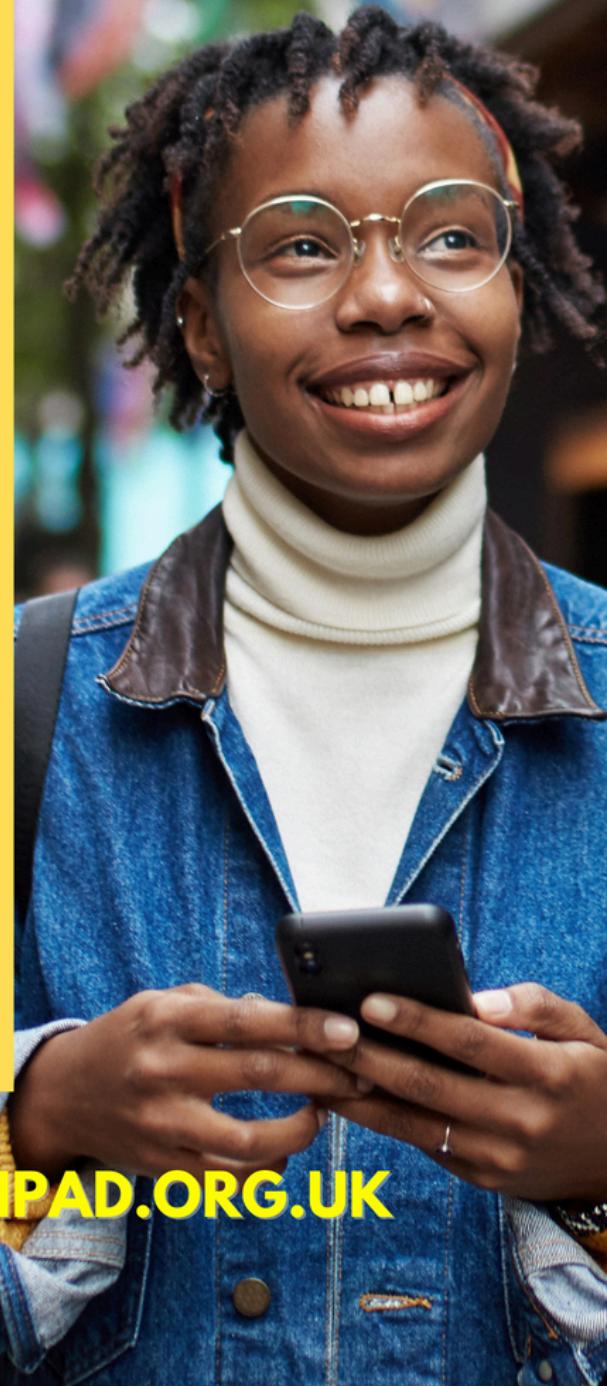
Sincerely,

A handwritten signature in black ink, appearing to read "Felicia Mattis-Rome". The signature is fluid and cursive, with "Felicia" on the first line and "Mattis-Rome" on the second line.

CEO of Tooting Works Business Launchpad

**SUPPORTING
LONDON'S YOUNG
ENTREPRENEURS
SINCE 1988**

**1:1 COACHING
PROGRAMMES
EVENTS
WORKSHOPS
LEADERSHIP SKILLS
PERSONAL
DEVELOPMENT
APPLY NOW**



WWW.BUSINESSLAUNCHPAD.ORG.UK

NOT YOUR ORDINARY BUSINESS SUPPORT

Business Launchpad (BLP) supports young people living in London with barriers to enterprise to start and run their businesses. BLP has been transforming young lives through enterprise since 1988.

We provide dedicated business support to young people in London aged 16-30 to become future leaders by:

- Improving their business mindsets
- Developing their business acumen
- Bettering their financial prospects
- Building meaningful networks

We offer resources for all stages of entrepreneurship, coaching young people from the very early stages of considering a business idea, to those who have already started. Our support is delivered through 1-to-1 business support sessions and interactive workshops and programmes.



NOT YOUR ORDINARY BUSINESS SUPPORT

Uniquely powered by Tooting Works, a business centre owned by the charity, our model helps entrepreneurs to start up and thrive, in addition to building an ecosystem in Tooting. As a result, we not only support young people to set in motion and develop their employability skills, we also build and support a thriving business community in the heart of Tooting.

BLP strive to provide practical business development programmes, whether you need help refining your business idea or accelerating your business.



"I've been on the programme since the start and it's been amazing! I had my business idea in my head, but I wasn't sure what to do with it. The programme has given me the confidence to put it into practice. Within 10 weeks, I have my brand, brand strategy, Instagram channel, building content and now I'm looking forward to monetizing my business."

Olivia

BLP Business Accelerator Programme Alumna



OVERCOMING BARRIERS

Reflecting on 2023, young people are facing unprecedented barriers into enterprise.

We looked at the various issues young people have to contend with, and considered how we at BLP are aiding the future prospects of those who enter our doors.

Entrepreneurship has been a growing aspiration for young people with 53% dreaming of starting their own business. However, the climate they are finding themselves in is less than dreamy, with inflation and increasing uncertainty. 'One in four young people (26 per cent) feel like they are going to fail in life, rising to 35 per cent among NEET young people, and 36 percent among those from poorer backgrounds.'

Against these challenges, we have found that young people want support, access to opportunities and spaces where they can achieve and build their aspirations.

2.5

Our programmes were 2.5 times oversubscribed in 2023.

308

This year we set out to support 200 young people, which vastly expanded to us supporting 308 young people.



celebration event

Considering diverse backgrounds, as reported by research from [LSE](#), 'Ethnic minorities in the UK are less likely to find good work than their white British counterparts, even when born and educated in the United Kingdom.' This is a worrying statistic as '64 per cent of young people say being financially secure is one of their biggest goals in life'.

Acknowledging the trials and tribulations young people face, BLP have built our programmes to connect to our theory of change, in order to build confidence, build networks and a business mindset that will help young people to better overcome the challenges they may face. We know that digital skills will play a significant role in any entrepreneurs' business, as it can serve as a means of acquiring skills that will enable them to access jobs, provide a chance to develop their abilities, and open doors to more opportunities.



A Nesta report shows that young, diverse-led businesses still face barriers in accessing large-scale investments, despite efforts to improve inclusivity. Our young people come from some of the most marginalised communities; although there are many enterprise support organisations in London, few focus on the pre-start up and start up phase, the holistic way we do. Within our programmes, we provide space for young people to develop themselves as well as their business.

In the coming year as an organization, we continue to commit to meeting young people where they are and opening as many doors as we can. Championing our young people and creating more spaces where they can advocate for themselves is our priority, especially when setting up businesses.

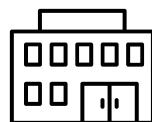


THEORY OF CHANGE



OUR MISSION

Transforming young lives through enterprise
Leveling up equity.



INPUTS

Expertise
Tooting Works Business Centre
Tooting Works Community Hub
Incubation
Community & Networks



ACTIVITIES

Programmes

- Incubator Programmes
- Decode My Future 3.0
- Employability Programme

1:1 Coaching
Masterclasses
Socials & Events



OUTCOMES

- Increased **Resilience**
- Increased **Confidence**
- Increased **Communications**

} **Increased Business Mind-Set**

- Increased number of young people **developing business skills** such as finance, management, marketing etc.
- Increased **options and opportunities** for young people to **make their own money**
- Increased **entrepreneurial networks** with like-minded young people, industry experts and organisations leading to opportunities



OUR VISION

Equipping and empowering marginalised young people to become entrepreneurs through the support of a diverse network of people, businesses and organisations all working and succeeding together.

**100% of our young people would
recommend BLP and our sessions
to a friend**

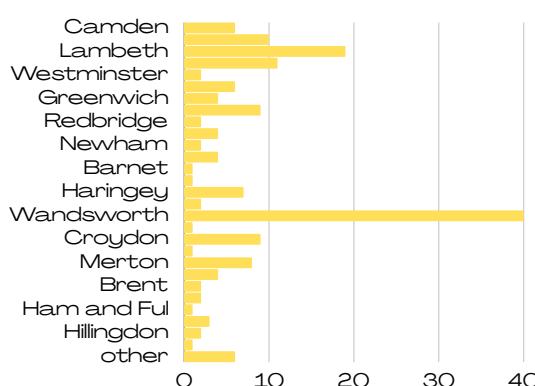
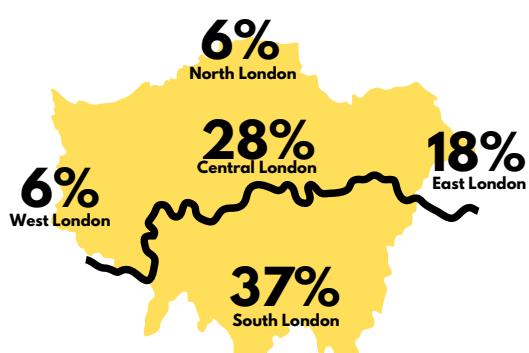


WHO WE SUPPORT

Across all BLP programmes the majority of those we serve are based in South London Sub-region. Wandsworth, Lambeth and Southwark are the boroughs where the majority of our young people are based.



In 2023 the delivery team focused on strengthening relationships with stakeholders in these key boroughs, and hosted sessions in these establishments.



88% of our participants identified as being from the Global Majority, with 50% identifying as having Black, Black British, Caribbean or African backgrounds.



12% White or White British

21% Asian or Asian British

13% Mixed multiple backgrounds

50% Black or Black British

1% Hispanic or Latino

2% Arab or Arab British

OUR 2023 IN NUMBERS



308

Young people directly supported this year

565

Hours delivered by the programme team directly to young people

259

Holistic 1:1 business coaching sessions delivered.

1070

Total number of engagements from young people throughout the year.

100%

Occupancy achieved in our units at Tooting Works, which means we were able to support more young people.

88%

Of our participants are from the global majority.

OUR 2023 IN PHOTOS





THE YOUNG & GIFTED BUSINESS PROGRAMME



THANK YOU FOR SUPPORTING OUR
YOUNG FOUNDERS

TROY JOHNSON
SWEET DEE'S JERK



THANK YOU FOR SUPPORTING OUR
YOUNG FOUNDERS

CAROLINE ODOGWI
SHE IS YOU



THANK YOU FOR SUPPORTING OUR
YOUNG FOUNDERS

DANIELLE IGOR
IGOR HAIR



THANK YOU FOR SUPPORTING OUR
YOUNG FOUNDERS

KUBA HETMAN
PINCH

From left to right: January - new team uniforms, February - outreach and engagement for Young & Gifted, March - Young & Gifted cohort begin their programme, April - Employability Programme, April - South Thames College collaboration (2 images), May - Alumni frames installed across our business centre (4 images).



From left to right: June - Tech Week (2 images), July - The team moved into a new office, July - Capital College City Group collaboration, August - Summer Launch Party with the Deputy Mayor of Wandsworth (2 images), August - Launching Tooting Community Hub which provides a safe space and subsidized booking rates to our young people (3 images), August - The Mayor of London's visit with guests including BBC London, ITV and local radio stations (3 images), September - Black History Month: Saluting Our Sisters Soiree, November - SEICC Round Table Talk, December - Nominated as finalists at the West London Business Awards 2024 (Education and Training category.)

“I made new friends and enjoyed the experience and learnt a lot of cool stuff!”

Martin

8-11 Decode My Future Alumnus

“From what I've heard from Martin, he's made good friends and has learnt a lot.”

Martin's Dad

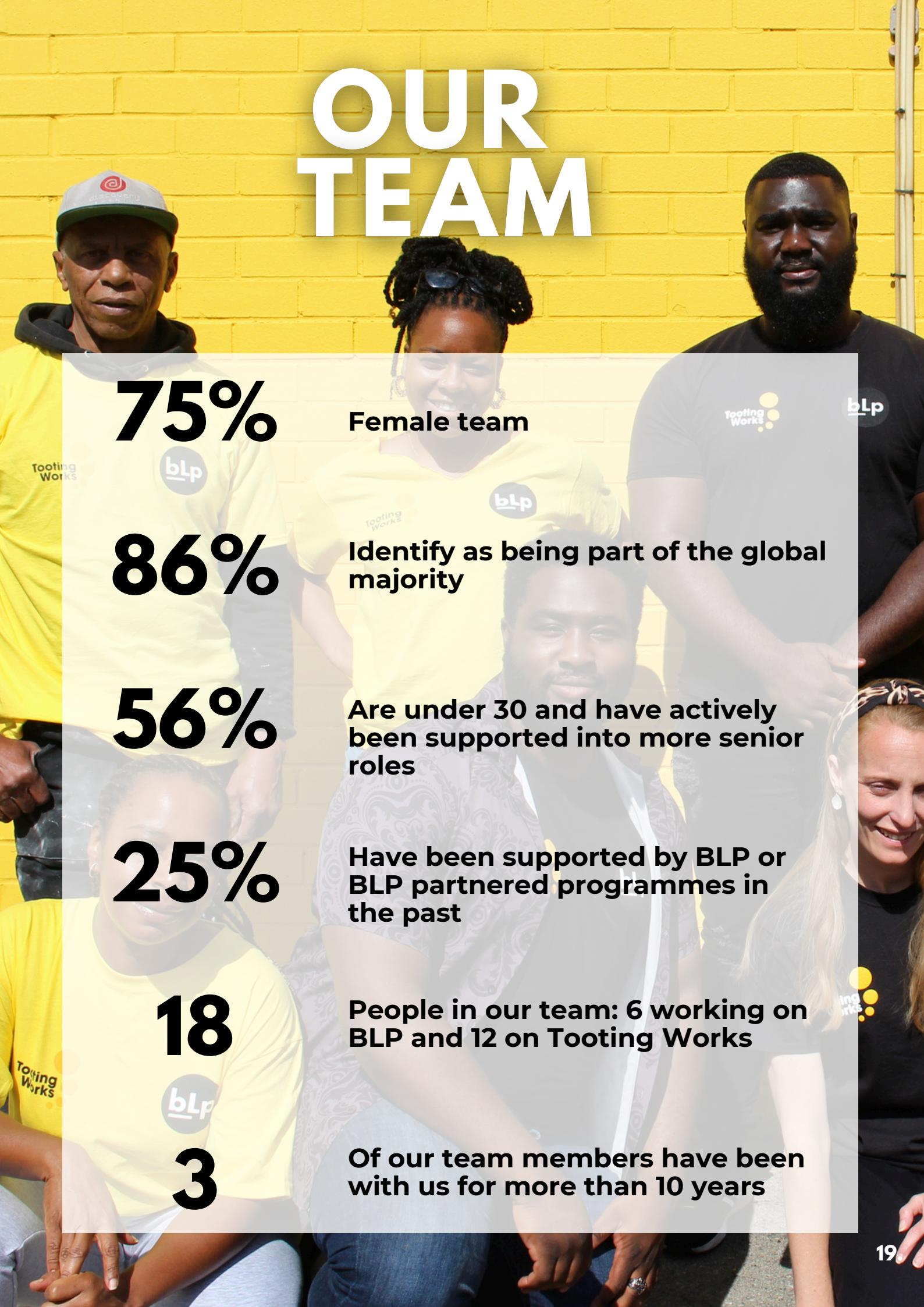


OUR TEAM

We know it is important that the team reflects the community we serve; we are a Black female-led organisation. Our team is diverse and values the voices of young people above all.



OUR TEAM



75%

Female team

86%

Identify as being part of the global majority

56%

Are under 30 and have actively been supported into more senior roles

25%

Have been supported by BLP or BLP partnered programmes in the past

18

People in our team: 6 working on BLP and 12 on Tooting Works

3

Of our team members have been with us for more than 10 years



“I can be my 100% authentic self at work and still get my job done.”

Nicole - Community Impact Manager

Nicole first accessed BLP in 2017, and as with any young entrepreneur, she was looking to network and grow a business idea. During the pandemic, she fell ill for two months, in and out of hospital she was diagnosed with an auto-immune disorder and was simultaneously made redundant. Due to this turn of events, she used a desk at Tooting Works to job hunt whilst she was getting back on her feet.

Luckily, BLP were recruiting and Nicole persevered. She was successful, beginning her new role as a Youth Associate. A year later she stepped up to manage and deliver a £150,000 Youth Programme financed by the GLA, alongside coordinating events and social media at BLP. However, she didn't stop there! Her drive and passion for BLP meant that she is now flourishing as the Community Impact Manager.

In 3 years Nicole has gone from a part time entry role, to a manager leading on social impact, partnerships and the community hub.

OUR ALUMNI

Over the last 35 years, we have supported over 10,000 young people to start their businesses and employability journeys.

The businesses have been wide ranging from food businesses and youth organisations to beauty and fashion product sellers.

Below are some of the businesses we've proudly supported and incubated in recent years.



JAM DELISH



OSOcurly



Foundervine

O SO CURLY



Case Study: Shannon Fitzsimmons - O So Curly

Self-proclaimed 'curly hair girl' Shannon began her natural hair journey at university, where she searched for cheaper ways to treat her relaxed hair. She found inspiration from YouTube after learning more about the natural hair community. Americans especially were sharing their natural hair journey, and Shannon - noticing a gap in the UK natural hair market - took the initiative and decided to share her story and start her own business.

Since Shannon was one of the few people in the UK to explore natural hair products, she went through a lot of trial and error, for example by trying various fabrics for pillowcases that would act as a bonnet, as well as researching and networking as much as she could.

One factor that helped Shannon progress in the right direction was having dedicated mentors at BLP.

Shannon got into the Business Launchpad Pitch Forward programme, worked hard and won the pitch! She credits the mentorship she received and through the programme has made lasting connections. Her mentors advocated for her to go to the Curly Hair convention, 'Curly Treats', where she was able to sell her products.

Shannon feels mentors are important for new business owners as they may have little gems that can open your mind to new solutions to problems.

Since receiving support from BLP, Shannon has expanded her product range and continued to grow O So Curly. Inspired by other WOC hair care business owners, Shannon feels she can amplify her business even further through brand awareness and networking. Shannon's dream is for O So Curly to be available on the high street, and most importantly, to become a household name brand for curly girls around the world!

Shannon's business, O So Curly, is a hair tools and accessories brand. It specialises in satin bonnets, satin pillowcases and hair tools.

SHE IS YOU



Case Study: Caroline Odogwu - She Is You

BLP CEO Felicia sat down with Caroline Odogwu to find out more about the She is You co-founder.

Q: I'm super excited to dig into your life. So, I would like you to firstly start by telling me, who is Caroline?

A: Caroline is someone that's passionate about people finding their purpose and walking in that. Caroline is somebody that is also a nurturer, a mentor, a sister, a friend, and many of the above.

Q: Tell me about some of your endeavours.

A: I'm just doing so many things. But do you know what? In this life, I try not to limit myself; it's so important to just embrace everything that you are.

Q: For someone as busy as you, what does work-life balance look like for you? I know you're also very big on well-being.

A: Yeah, 100%. I think I definitely haven't arrived, and I don't think we ever arrive, but I'm constantly trying to work towards finding my equilibrium; my balance. One of the things that I've tapped into recently is having a community of people who I can lean into for support. Also Sundays, for me, is my day to replenish, refresh, and be on my own.

Q: What does Business Launchpad mean for you?

A: It was my nurturing ground. There are so many people that I met whilst at Business Launchpad who I still have a connection with now, and that says so much.

Q: What advice can you offer to any young person for both the purpose of networking and what steps can they take for it to become something that is a part of their daily life?

A: Networking is a real buzzword, and sometimes it does have a bit of negative connotation for people who may naturally be quite introverted. So advice I would give to a young person when approaching networking is, to think about generally just having a conversation with someone, and thinking about, not necessarily what you can get from them (which may happen with time), but think about what value you could potentially add to them.

Q: I see the impact poor mental health is having, and also the stigma around it. What's your experience with poor mental health?

A: I do write a lot, I journal a lot. I know journaling has become a thing, but I just write everything down because it helps to process my thoughts and experiences. I like to document it. Sometimes what's (on my mind), once I write it down, it's actually different, if that makes sense. The way I relate to it is different and it helps me capture my feelings and my thoughts.

Q: What question would you like to leave for the person who comes after you?

A: What does success mean to you?

Co-founders Caroline and Yinka created She is You: a like-minded community of women who empower young women to thrive in their personal and professional lives.



Scan me to watch the full episode

“Participating in the programme was an extraordinary experience that exceeded my expectations. It felt like stumbling upon a hidden gem within the realm of professional development. The sessions were insightful and the business coaches and mentors gave an invaluable assistance.”

**Adanech
BLP Business Accelerator Programme Alumna**



OUR PROGRAMMES

Business Launchpad's programmes have been developed in line with the changing needs of young people. We focus on delivering programmes that help to build employability skills, resilient mindsets required for business, business and personal skills and confidence.

Our programmes set out to offer intensive support to young people, leading to work experience and employment opportunities (including self-employment). We recognise that every young person has different needs and some young people come to us to start a business who may benefit with employment support.

Our programmes are delivered with award-winning youth organisation and former BLP alumni Shapeways.io. Having a deeper understanding of digital skills and how to use them is an advantage for any new business starting up and is one of the most sought after employment skills. Working with Shapeways.IO enables us to offer a breadth of skills to the young people we work with.



OUR PROGRAMMES

We have 4 core programmes:

1) Incubator programmes

Intensive programmes to help young people take their business ideas to the next stage. The young people who have completed the programmes are eligible to pitch for a start-up grant.

2) Business 1:1s

Available to all our young people. Direct 1:1 holistic, personal and business support.

3) Employability programme

Paid and unpaid work experience within Tooting Works to help young people build their CVs and confidence.

4) Decode my Future 3.0

Digital skills programme helping to level the playing field with early interventions into tech and tech-related employment for young people who are least represented.



100% of young people feel more confident to build connections after our sessions

72% feel more confident about developing their business ideas

100% of young people felt that their confidence had increased through the sessions

83% of the young people feel they are part of the BLP community

INCUBATOR PROGRAMMES

This year we have delivered two incubator programmes: Young and Gifted and BLP Business Accelerator, supporting 59 young people, with 152 people signing up to take part in the programmes. The majority of the young people signing up come from marginalised groups, who are least represented in enterprise.

The Incubator programmes are high-quality and engaging, coaching and skills development programmes for young people aged 16-30 across London. The programme backed two cohorts:

Young and Gifted programme that supported 25 entrepreneurs over six months. The programme consists of business sessions, 1 to 1 coaching and masterclasses.

BLP Business Accelerator programme which has supported 42 young people.

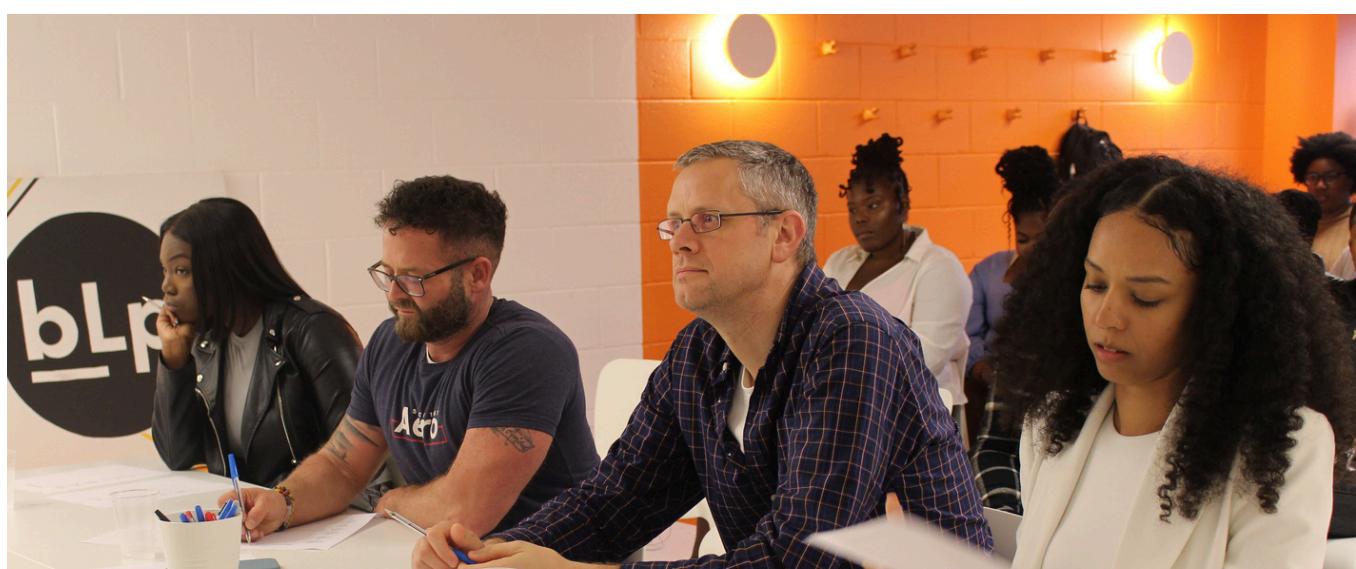


**BUSINESS LAUNCHPAD'S
BUSINESS ACCELERATOR**

Following the initial launch of the Incubator programme, BLP **listened to the young people's feedback** and crafted the Business Accelerator programme, **redesigning** it to facilitate **maximum impact for young people**. At the end of this six-month programme, four awards of **£5,000** will be available, which the young people have to pitch for.

This programme allows young people to **build a sense of community**, **it aids in confidence building**, **enables networking** and the **growth of their social capital**. Integral to this, our aim is to better support our young people by incorporating a robust business mindset. Young people on our programmes also receive **free access to co-working space** at Tooting Works. Our full package of support for the year is valued at over **£3,700** per young person and includes full access to the programme, 1:1 Coaching, co-working spaces and access to subsidised events space.

- **Developed a business mindset**
- **Honed their skills whilst building their business**
- **Finalised their business plans**
- **Pitched their business ideas**





“I found Business Launchpad really helpful and felt like they heavily invested in my career. The 1:1 Business support has helped me a lot mentally as they really care about fostering young people to have a strong mind.”

“I like how BLP brings the community together and offers networking opportunities.”

Floella Agbinola - Founder of Dinizia Management

Floella has been modelling from a young age. During her time in the industry she has experienced issues with micro-aggressions and racial discrimination. Floella used her adverse experience to create positive change in the industry by combating discriminatory issues and proposing to make modelling *happier* again.

Her business, Dinizia, is a creative fashion agency which revolutionizes both fashion and talent management through diversity, representation and inclusivity. Floella aims to develop a solution for how to tackle issues that will benefit the values of representation.

Floella was accepted onto the Young & Gifted Programme and underwent intensive and holistic business workshops to refine her idea. She pitched and won £500 to test trade her business and experienced a positive increase in her confidence when faced with mental health challenges.



Fadzayi Sango - Founder of Raouse Studio

Raouse Studio is a lifestyle brand that bridges traditional crafts and contemporary fashion, seamlessly blending craftsmanship and creativity. The brand's mission is to empower individuals to express their unique creativity through meticulously designed hand-knitting and crochet patterns.



Fadzayi joined the Young & Gifted programme to kickstart her business. She pitched for £500 towards her first pop up store and marketing and was awarded the amount to take her business to the next level.



In 2023 Fadzi showcased her talent, hosting a crochet workshop with Colechi, teaching workshops at V&A late events and hosting a Hack'in knit workshop for UAL.



Bilal Hussain - Founder of Men's Hub Oil

Bilal is the creator of a new beard oil for men. Alongside his product, Bilal wants to educate men on the importance of beard care and maintenance.

Bilal pitched for £500 and was awarded the funding towards creating his first product, including the sourcing of labels, bottles, branding and social content. He has since created his first prototype and has finalized a supplier to launch his first product - Alpha Beard Oil.

As Bilal continues his 1:1 coaching, he's grown his social media platform, worked on his marketing strategy and built his confidence as an entrepreneur.





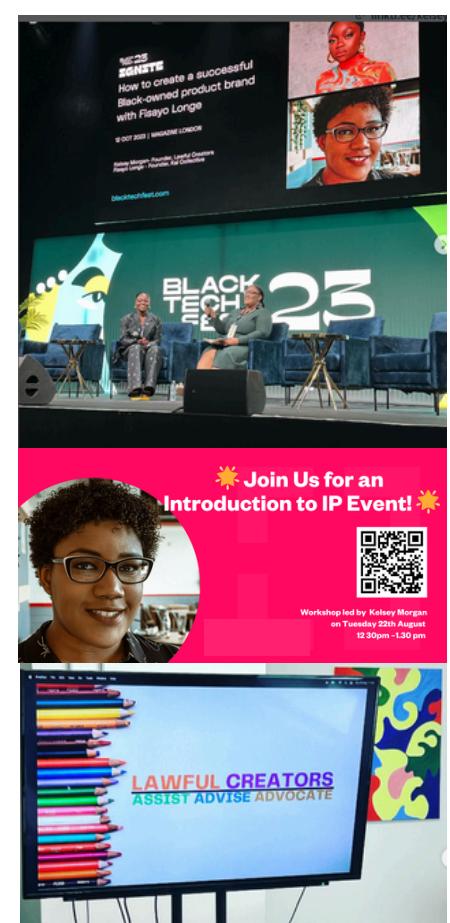
Kelsey Morgan - Founder of Lawful Creators

Kelsey runs her intellectual property consultancy, and has helped many businesses in the creative and tech industries to protect their content.

Kelsey pitched for £500 and was awarded the funding towards her first campaign and promotional content.

She has since hosted a session at Black Tech Fest alongside award winning entrepreneur Fisayo Longe in front of hundreds of people, and from this has started running IP masterclasses alongside her 1:1 appointments.

In 2023 Kelsey moved back home to put 100% into her business, and in 2024 aims to make Lawful Creators her full time career.



BUSINESS IDEAS

With business trends and insights constantly evolving, below are the sectors that our founders have predominantly opted to initiate their entrepreneurial ventures in.

1 Tech/Digital

From apps to marketplaces, tech has become the most popular sector for business ideas.

2 Fashion

Sports wear, gym clothing and crochet are all start- ups we've supported this year.

3 Health & Wellbeing

Post-pandemic we've seen more interest in this sector, with business ideas in supplements, prebiotic desserts and skincare.

4 CIC's

Whether it's workshops, classes or social missions, CIC's have become a popular choice for young people to support communities.

5 Beauty

Beauty services have been popular with braiding, hair care services, and bear oils all start ups that will make us feel and look good.

BUSINESS 1:1'S

Business 1:1 support has been a flagship and core Business Launchpad service for over 30 years. 1:1s are a type of holistic business support that is available to young people, whether they are part of a programme or not. We offer free 1:1 support to a young person for a year.

Within these sessions, we focus on:

- Building a business mindset.
- Space for them to develop and test their business ideas.
- Connections to people, organisations or spaces to help them to grow their business.

Young people who participate in this service are invited to use our space and attend relevant workshops. We find that 1:1s yield some of the biggest impact for the young people with whom we work. We offer a safe space for the young people, not only to evolve their business ideas, but also to develop themselves.

65

In 2023 we supported 65 young people with 1-1 coaching.

300+

We provided over 300 hours of 1-1 coaching



EMPLOYABILITY PROGRAMME

FUNDED BY KLAR PARTNERS

In 2023 we delivered our first employability programme. Collectively being one of the largest employers in Tooting, the tenants at Tooting Works are broad and varied and this year we wanted to **broaden the opportunities** we extend to our young people by connecting the two.

We know that some of the clients from the most marginalised communities don't just face the normal barriers to setting up a business such as capital, access to networks and advice, they may additionally face other personal and mindset challenges. Some of them may never have had a job before, been in supportive structured environments, or worked in a team.



EMPLOYABILITY PROGRAMME

FUNDED BY KLAR PARTNERS

We believe in transforming the lives of young people, and by that we mean **leading fulfilling lives with financial freedom**. The employability programme offers young people opportunities to broaden their horizons and learn new skills, which they can apply to either their business or by building a career for themselves.

The employability programme in the Spring offered two paid-for work experiences that were 4.3 times oversubscribed. We supported **52 young people** with paid experience working with Shapeways.io and Mr Plantain.

2

Two students from Westminster Kingsway College completed a two-week work experience period with us at Tooting Works.

20

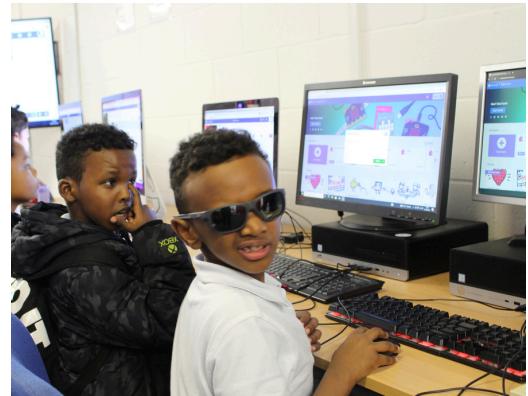
20 young people are currently completing an 8-month period of work experience with us (November 2023 - June 2024).

DMF 3.0

FUNDED BY THE MAYOR OF LONDON'S VIOLENCE REDUCTION UNIT

Decode my Future 3.0 is a new programme initiated in October 2023, in partnership with Shapeways.io. This programme offers digital skills to support young people from three different age groups (8-11, 15-18 and young parents) to learn about digital careers. The older cohort are supported to either become self-employed in this field or apply for jobs in the sector.

Funded by the VRU (Violence Reduction Unit), Decode my Future 3.0 builds digital and enterprise skills. This programme works with partners such as Apple, and even captured the interest of Sadiq Khan, who visited the launch of this programme. The programme is still in its infancy but has already supported 52 young people and over the next two years aims to support 80 young people. This helps us to fulfil BLP's commitment to levelling the playing field and ensuring young people are given the opportunities they need to lead lives where they are not only surviving but thriving.



DMF 3.0

**FUNDED BY THE MAYOR OF LONDON'S
VIOLENCE REDUCTION UNIT**

Programme Curriculum for each age group:

- 8-11 yrs: Microbits and App Development
- 12-15 yrs: App Development and Web Application
- 16-18 yrs: WordPress Web Development Training and HTML & CSS Coding.
- Plus 6 months aftercare for employability or freelancing opportunities (For the 16-18 Cohort)

In September 2023 we were honoured to be visited by the Mayor of London, Sadiq Khan. The VRU visit with the Mayor of London was posted on the mayor's official and personal social media accounts. Featured on BBC London News and the Evening Standard, the visit has enabled us to raise the profile of our entrepreneurs.



SAFE SPACE

We pride ourselves on creating safe spaces through our programmes and workshops. We do this both online and onsite. We see having space as something that both enables you to be vulnerable and that challenges young people in a way that is essential to their growth.

With some of our young people facing barriers, a vibrant, welcoming community hub that enables them to flourish is what they need. We have a range of spaces for entrepreneurs across London to come and use. These spaces are rented out, though we make them available at a subsidized rate for the entrepreneurs we support as a space to test their business idea or host their first event.

Thanks to funding from STRIDE and Wandsworth Council we now have

- 2 co-working rooms
- Enterprise Kitchen
- Dining Space
- Event Space

With subsidized booking rates, our entrepreneurs have hosted dance classes, art workshops, podcast and YouTube filming, testing their business ideas and building their own customer communities.

**91% of our young people see the
BLP community as a safe space.**

A photograph showing a group of young people from behind, looking towards a wall. The wall is yellow and features a large, stylized, hand-drawn style letter 'M'. On the left side of the wall, the word 'engagement' is written in a glowing yellow neon-style font. The young people are wearing casual clothing, including a black hoodie with text on the back and yellow t-shirts. The overall atmosphere is casual and suggests a community or youth center setting.

engagement

Supporting London's
young people

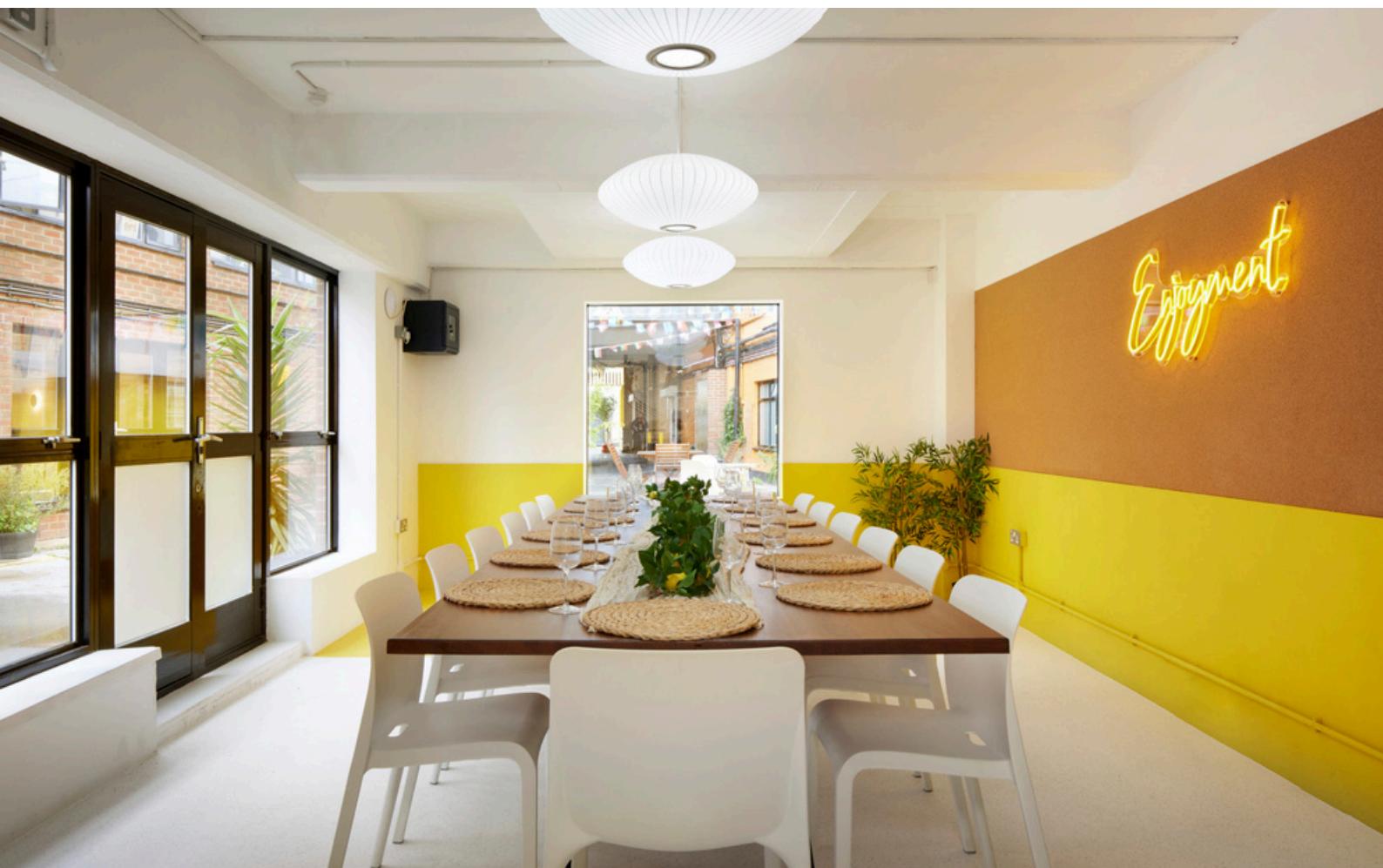
collaboration

Co-working - Affordable and flexible space for entrepreneurs or small start ups to work from. Space is reserved for young people we support to use this space for free.



Event Space - Versatile space where we host the majority of our tenant and community events and workshops for our young people.

Dining Space - Whether you want to host a supper club, showcase your menu to clients or book the space for an intimate event, our young entrepreneurs have options.



Our Enterprise Kitchen is the perfect space for all budding food and beverage businesses.

TOOTING WORKS

Business Launchpad has a unique funder model in that it is powered by Tooting Works. Tooting Works is a business centre providing adaptable, affordable and connected space in the heart of Tooting.

A social enterprise through and through, we are committed to running a high-quality business centre so we can continue to support more young people.

Thanks to the profits from Tooting Works, BLP provides business programmes, masterclasses, events and networking to enable young entrepreneurs to flourish.

Our centre is run by our dynamic team who prioritise creating a lively and welcoming space. For the past 2 years, we have had a 100% occupancy within the centre and a waiting list for units. We care about creating the right space to enable our tenants to grow and keep the centre as affordable as possible.

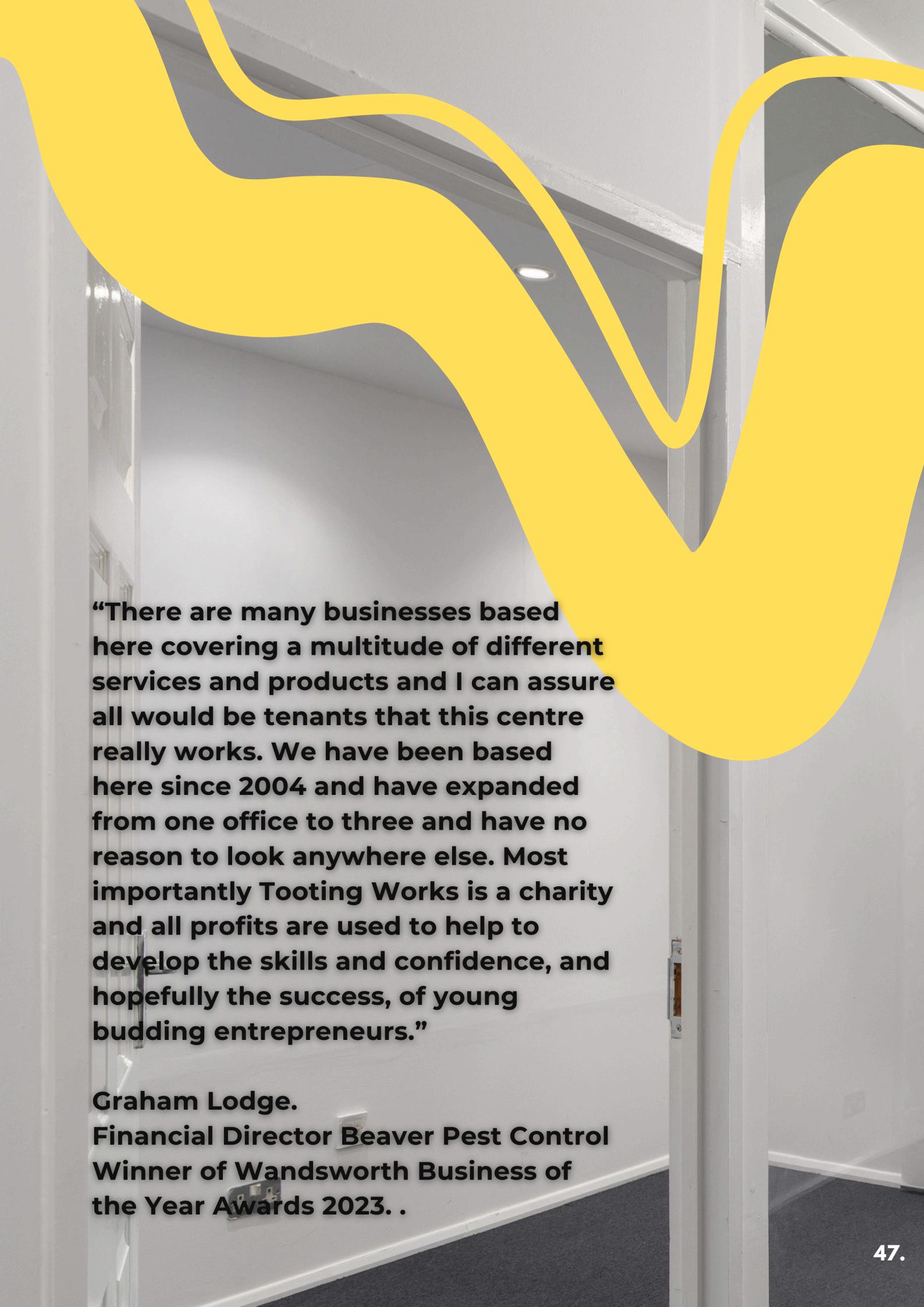


Across our community, we openly welcome 'giving back', and encourage our tenants to do the same. Whether it's facilitating a session, mentoring a young person or attending Business Launchpad's events, we aim to be a community hub for entrepreneurs, creatives and innovators.

Not only do we support tenant businesses, we also support the local community: during the pandemic we delivered food parcels to vulnerable local residents, and more recently we have hosted events for the Platinum Jubilee and Diwali and hosted community-focused NHS outreach, for example helping residents to identify their blood type.

This year we launched our new community hub and hosted over 15 events for our tenants and the local community. With a rebrand, new spaces and a dynamic team, we are truly dedicated to putting community at the heart of business.





“There are many businesses based here covering a multitude of different services and products and I can assure all would be tenants that this centre really works. We have been based here since 2004 and have expanded from one office to three and have no reason to look anywhere else. Most importantly Tooting Works is a charity and all profits are used to help to develop the skills and confidence, and hopefully the success, of young budding entrepreneurs.”

Graham Lodge.
Financial Director Beaver Pest Control
Winner of Wandsworth Business of the Year Awards 2023. .



“In an uncertain year, we were so delighted to be given access to a space over the summer holidays to run a project for young people in Tooting. This has given us an opportunity to start to work permanently in Tooting and begin a youth group which we hope will flourish in the years ahead.”

**Louise Pendry
Artistic Director,
Bounce Theatre**

LOOKING FORWARD

We have had an incredible year and are proud of what we have achieved. However, the barriers that BLP works to remove have been ever-increasing. Looking at the year ahead we want to build on the strength of our programmes and commit to supporting 200 young people.

Key areas we want to prioritize in 2024:



Raise our profile

We want to actively raise the profile of the charity to better champion the young people we support and to support more young people who want to transform their lives.



Build a stronger community for and with our entrepreneurs.

We want to invest more in building a community of entrepreneurs that can support one another. We will continue to build strong partnerships with organisations that can help support our entrepreneurs further and open new opportunities to them.



Continue supporting marginalised entrepreneurs.

We want to continue to serve and support the most underrepresented young people to access the opportunities they deserve. Additionally, we will continue to listen to the needs of the young people and meet them where they are. That includes reviewing our programmes and improving our impact measurement and collection processes.



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