

# boostconsultancy

delivering support services to a range of organisations and projects

## boost raise over £2 million for clients

### The boost team complete complex fundraising tenders for a range of organisations

During one of boost's busiest times ever, the team closed all doors to the office for 18 days (and some nights!) straight, typed over 80,000 words and completed complex tenders for three organisations based in Sussex and London - and were successful with five.

Late in 2007 the highly competitive bidding rounds for the Learning Skills Council (LSC) in London and the South East, London Development Agency (LDA) and London Councils (LC) launched. boost was commissioned by three organisations to put together a range of detailed bids for project funding.

boost manager, Emma Hotston says: "We were so pleased our clients were successful in these applications - they can now begin to deliver brand new needs-led services for over two years."

In the increasingly competitive world of fundraising, winning large contracts

with these three main funders becomes even more important to Third and Public Sector organisations as it can secure the future of an organisation or project for up to three years.

boost offer tender writing services according to the need of the client. For some, it is important to have a consultant to edit a bid already written, for other they require boost to write the entire bid. boost also offer tender writing training, for those who wish to develop their own skills in this area.

Whatever the fundraising need, boost will try to meet it

Since January boost has completed a further three bids for organisations and a range of Pre-Qualification Questionnaires. For further information on how

boost could support your fundraising or tender writing needs, please contact [a-boost@asphaleia.co.uk](mailto:a-boost@asphaleia.co.uk) or visit [www.a-boost.co.uk](http://www.a-boost.co.uk).



## boost consultancy - so what's different?

First of all, a name change. We believe boost consultancy continues to show boost's dedication to supporting and encouraging other organisations through the word *boost*.

Secondly, Emma Hotston, formerly senior advisor, has recently been made boost manager. A new Junior Consultant also joined the team in June.

And finally, two members of the team are becoming Belbin accredited this summer, enabling the team to complete accredited team development programmes for a range of organisations. More details on Belbin to follow in our next newsletter.

## Exciting new research projects

boost is currently completing two research reports for Sussex and London based clients, both looking into issues affecting young people.

Research at boost involves using both qualitative and quantitative research methods, experienced research consultants with a range of experience and working to strict protocols and guidance.

The team understand how important it is to design the perfect piece of research for our clients - we go the extra mile to ensure your money is well spent!

Please get in touch to find out more.

### NEWS IN BRIEF

This month, we're working on:

- Two research projects
- One project evaluation
- Newsletter copy writing and design for several clients
- Fundraising for three clients
- New LSC tendering rounds
- Website editing
- Project Management
- New project implementation plans
- Self Assessment Report for local organisation

More boost news @ [www.a-boost.co.uk](http://www.a-boost.co.uk)

# Developing small & medium enterprises

## Our Executive Director explains why boost is now working more closely with SME's

Small and medium enterprises make up over 85% of the economy - many run by hard working people who want to determine their own futures by running their own business. I think most people have thought how good it would be to be your own boss!

Talk to someone who runs an SME and you will hear a range of stories that would make you laugh and cry all at the same time. As a founder of a few SME's I am really interested in the dynamics of running your own business.

I suspect many leaders have stared at the ceiling at night worrying about their business - how will they solve their cash flow problem, how can they deal with particular staff members and issues or how will they get over the resignation letter from their right hand person.

It's a tough call but there are counter sides - winning that contract, seeing staff members grow into new success stories, buying the new factory and having your own car parking space!!!

At boost we love working with the unique dynamics of SME's supporting the leadership, management and staff teams in organisational development. We have provided business planning, team building, facilitation, management training and leadership development. Presently we are conducting research into SME's and their relationship to organisational development and training our staff in marketing and the Belbin team role evaluation model.

Our aim is to become an affordable resource to SME's throughout the UK - get in touch to find out more.

## boosting our work in London

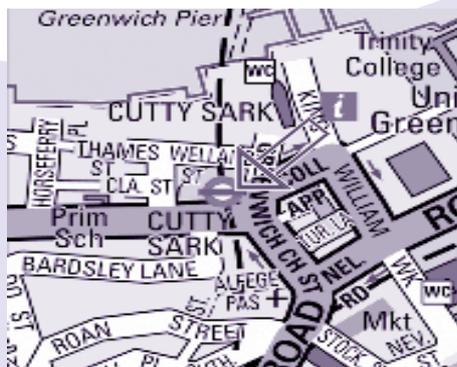
boost begin work with two new clients in Greenwich

boost has recently begun providing fundraising support to two new clients in Greenwich, The Her Centre and Irish in Greenwich. Both organisations approached boost in need of support with finding new streams of funding.

"Our new work in Greenwich involves scoping new funding opportunities, creating bids and proposals for specific project work and providing information and advice as to what funding our clients should apply for," explains consultant Hayley Cottrell.

"We have worked closely with both organisations to ensure their funding needs are met through specific and focused project proposals, to the relevant funding bodies," she adds.

These have included applications to the Big Lottery and other smaller trusts.



During a time when funding for charities is reducing and competition is growing, boost hopes to provide the extra support needed to spot potential fundraising opportunities, and help develop winning proposals, for both current and potential clients.

For more information on our fundraising support packages, please contact [aboost@asphaleia.co.uk](mailto:aboost@asphaleia.co.uk).

## boost factfile



**booster** - David Cottrell

**title** - Mr or otherwise referred to as Executive Director

**quals** - 25m swimming, MTh, M.A, working on MSc in organisational development

**experience** - Dave has 26 years in leadership, founded an international Charity and founded and developed asphaleia Ltd and boost consultancy

**currently working on** - conducting research into SME's and their relationship to organisational development, various consulting roles including team building, business plan development.

**why boost?** - boost has been my life's work for the last four years - great people and a great way of working.

**contact** -

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want to know more? get in touch today..

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If you would like to be added to our mailing list please email [hayleycottrell@asphaleia.co.uk](mailto:hayleycottrell@asphaleia.co.uk)



boost v.- to help and encourage