**Santander University of Brighton Growth Grant Programme for Students and Recent Graduates**

1. **Introduction**

Thanks to the generous support of [Santander Universities](https://www.santander.co.uk/universities), the Enterprise ([beepurple](https://www.brighton.ac.uk/careers/start-your-own-business/index.aspx)) team is delighted to announce that there is a new grants pot worth £12,500 in 2020 for current students and recent graduates (who graduated in 2019) from any University of Brighton degree who have either started up a business, social enterprise or are in the process of developing a product, and who are now seeking to grow their enterprise.

1. **The Aim of the Santander University of Brighton Growth Grant Programme**

The aim of this fund is to enable current students and recent graduates from the University of Brighton to grow their businesses and social enterprises. The fund can be used to pay towards new product development, new technology within the venture (e.g. specialist equipment or software), intellectual property protection or new marketing materials, among other things.

The size of each individual grant will be between £250 and £1000. Please note that any intellectual property generated during the application process, or as a result of the Santander University of Brighton Growth Grant programme, will remain the property of the grant recipient at all times.

1. **Eligibility Criteria**

The fund is open for application from current students and recent graduates (who graduated in 2019) and who are currently trading as self-employed individuals, a limited company or a social enterprise.

The Philanthropy Alumni Engagement Office will verify the graduation year of graduates.

Applicants should have been trading (i.e. generating an income, fundraising or developing a product)for at least six months.

The applicant can be from any discipline.

1. **The Application Process**
2. Check that you meet **all** the eligibility criteria.
3. All applicants should email the [Enterprise Team](http://about.brighton.ac.uk/careers/enterprise) **by 17 February 2020** with the following information:
4. The name of your business/venture and the month and year you started up.
5. Information on how the judges can access your website/portfolio/blog (if available).
6. A description of your business/venture including information about your products/services and the problems you solve for your customers/end users, as well as information on what makes you unique (500 words maximum).
7. A copy of your [business model canvas](http://blogs.brighton.ac.uk/careers/2017/05/30/how-to-use-a-business-model-canvas/) (examples can be provided if needed).
8. Your goals for the next 6-12 months (500 words maximum).
9. An outline of how you will spend the grant on your business/venture and the impact this will have on you and your venture.
10. The Enterprise Team within the Careers Service will invite the 15 strongest applications, based on the judging criteria listed below, to deliver a pitch.
11. If shortlisted, you will be asked to deliver a 10-minute pitch to a panel made up of representatives from the university and an external business consultant on **16 March 2020**. The panel will listen to and score the pitches of the shortlisted applicants. They will then make the final decision as to whether a grant is awarded or not, and the amount of the grant.
12. Applicants will be informed whether they have been shortlisted by 28 February 2020.

Please note that all entries will be treated as **confidential**.

1. **Judging Criteria**

All submissions will be reviewed by a panel comprising University of Brighton staff and an external business consultant. Applicants will be marked on the following judging criteria:

* INNOVATIVENESS: A clear understanding of their value proposition, uniqueness and why they started this particular venture.
* MARKET KNOWLEDGE: A clear understanding of their market (i.e. their customers’ or service users’ needs, their partners, their overall market size, and their competitors).
* COMMERCIAL POTENTIAL: A clear understanding of how they intend to generate income in the long-term in order to achieve financial sustainability.
* RELEVANT GOALS: A clear view on how they intend to meet their business goals within the timelines they anticipate.
* IMPACT: A clear understanding of how the Santander University of Brighton Growth Grant will benefit and impact on them and their venture.
* RELEVANT EXPENSES: A relevant list of items of expenditure.
1. **Conditions for Grant Recipients**

If an applicant is successfully awarded a Santander University of Brighton Growth Grant, grant recipients **must** comply with the following conditions:

1. Grant recipients must sign the grant acceptance letter and email it to the Enterprise (beepurple) team before the grant is awarded.
2. Grant recipients must write a thank-you note and email it to the Enterprise (beepurple) team to pass on to the funder.
3. Grant recipients must spend the money within 6 months of being awarded a grant and keep all receipts for items purchased. If an extension is required, this can be obtained in writing from the Enterprise (beepurple) team.
4. The awardees will attend a review session with the Enterprise (beepurple) team within 6 months of receiving the grant. The awardees will inform the panel of how the grant has been spent and the impact the grant has had on their venture.
5. Grant recipients must meet the Enterprise (beepurple) team representative twice – within 12 months of having received the grant – in order to discuss progress and seek further guidance and advice, if needed.
6. All grant recipients must agree to participate in any related press stories and case studies facilitated by University of Brighton staff and Santander Universities.
7. All grant recipients will be introduced via email to Holly Price, Relationship Manager – South Coast, Santander Universities UK.

N.B. Grant recipients must provide the Enterprise (beepurple) team with their relevant bank details so that the grant can be paid into the recipient’s bank account via a BACS transfer. This will occur after the Enterprise (beepurple) team has received the recipient’s grant acceptance letter and thank-you note for the funder.

**G. Contact Details for the Enterprise Team**

For further information, applicants can contact the Enterprise (beepurple) team by phone (01273 641220) or by email beepurple@brighton.ac.uk.

Applicants should send their entries by email to the Enterprise (beepurple) Team **by 17 February 2020**.