



# NEWSLETTER 2019-20

JOBS • OPPORTUNITY • GROWTH • INNOVATION • ENTERPRISE

## £3m to Lend and Aiming to do More



Thanks to support from our shareholders, the public sector and Unity Trust Bank, we have £3m to lend in 2019-20 to businesses in the West Midlands, who are unable to meet their requirements either at all or in full from the high street banks.

ART Business Loans is a Community Benefit Society and a Responsible Finance founder member, owned by its members, with a remit to help support the local economy. We do that by enabling businesses to access the finance they need to survive and grow, protect and create jobs.

### Impact on the regional economy 2013- 2019



## Can We Help You?

### We offer:

- Loans of £10,000 to £150,000
- Loans for businesses and social enterprises based in the West Midlands
- Loans for most business purposes and sectors
- Repayment terms from six months to five years
- No penalty for early repayment
- Interest rate between 10%-18% over Bank of England base rate (variable) dependent upon assessed level of risk

We aim to make our application process straightforward and complete within 21 days of receiving all the information we need to understand your business. For more information see

[www.artbusinessloans.co.uk/apply-for-a-loan](http://www.artbusinessloans.co.uk/apply-for-a-loan)

### Typically our clients are:

- Established, viable, businesses
- Unable to meet the banks' lending criteria – either at all, or because they have already borrowed as much as the banks are willing to lend
- Looking for funds to sustain, grow or diversify their businesses
- Able to create or protect jobs with a loan from us
- In need of a small loan, which is hard to obtain from other lenders – our average loan size is £35,000
- Able to demonstrate a viable plan for repayment of the loan
- Keen to take advantage of our expertise in finance to support their business

Read more about our clients inside or visit our website:  
[www.artbusinessloans.co.uk/casestudies](http://www.artbusinessloans.co.uk/casestudies).

We lend £10,000 - £150,000 to businesses across the West Midlands, operating in any market sector, for any business purpose. Here are some of the very different businesses we have supported.

### AURA DANCE STUDIOS

When the construction company refurbishing and extending the premises for their new dance studios went bankrupt, Martin and Carol Cutler urgently needed funding to enable them to get the work completed. A bank lent them as much as it could and ART was happy to lend the rest.

**"The ART team really had a desire to see us succeed and have been there to help us all the way through. That is the massive difference between ART and the high street bank."**

Martin Cutler, Aura Dance Studios

[www.artbusinessloans.co.uk/casestudy/aura-dance-studios](http://www.artbusinessloans.co.uk/casestudy/aura-dance-studios)



### LA DELICIA

When Lee and Jamie Grant noticed that a thriving café in Balsall Common was up for sale, they saw the opportunity they had been looking for to run a business together. Thanks to a loan from ART they were able to go ahead with the purchase and give the café a new Mediterranean look.

**"I didn't fit a quick tick box profile for the mainstream lenders. I am a great fan of additional sources of finance for enterprise. Without ART we wouldn't have been able to do any of this."**

Lee Grant, La Delicia

[www.artbusinessloans.co.uk/casestudy/la-delicia](http://www.artbusinessloans.co.uk/casestudy/la-delicia)



### NEWY & BLOOMER

Lisa and Lee Sheppard took out a loan from ART to help them rebuild the reputation and customer base for the Simplex range of kettles, which they took back from a licensee who was making an inferior product and giving the traditional upmarket brand a bad name.

**"The ART team was fantastic. They were lovely people and really helpful. They were interested in the business and the money we needed came through promptly."**

Lisa Sheppard, Newey & Bloomer

[www.artbusinessloans.co.uk/casestudy/newey-bloomer](http://www.artbusinessloans.co.uk/casestudy/newey-bloomer)



### OLIVER SCOTT & FAMILY

Looking to re-establish the family name in the funeral business, Oliver Scott approached ART for a loan to enable him to take on rented premises, make the necessary alterations and open up.

**"ART was excellent. Roz came out to see us and had a chat to get to know us and understand the business. She worked well with us and was very helpful at every stage."**

Oliver Scott, Oliver Scott & Family

[www.artbusinessloans.co.uk/casestudy/oliver-scott-family](http://www.artbusinessloans.co.uk/casestudy/oliver-scott-family)



# Help Us to Do More

The capital we have to lend comes from a variety of sources and over the years has included National and European public sector funding, private and corporate social investment, grants and loans from charities, trusts and banks. We are exploring, and would welcome, approaches to discuss finance options to enable us to do more.

In 2018-19 we launched a pioneering Community Share Offer on the social investment platform, Ethex, using Community Investment Tax Relief (CITR) and the Enterprise Guarantee Fund which together provide a good financial return, particularly for higher rate tax payers – up to 9.1%, with a relatively low risk.

Following the success of this share offer, which raised over £250,000, we are aiming to raise more in 2019-20 to lend to businesses in the West Midlands. Individuals and companies can invest between £500 and £100,000 and their investment will be eligible for CITR. The offer is open until 24th March 2020.

To read the share offer document and buy shares visit [www.ethex.org.uk/ART2020](http://www.ethex.org.uk/ART2020)



## Community Investment Tax Relief

CITR offers tax relief at 5% of the sum invested as a deduction off an investor's UK Income Tax or Corporation Tax liability annually for five years. This equates to 9.1% for the highest rate tax payers. Full details are included in the Share Offer Document, which is available from [www.ethex.org.uk/ART2020](http://www.ethex.org.uk/ART2020) After five years shares may either be withdrawn or reinvested in ART.

Find out more about how CITR works at [www.gov.uk/government/publications/community-investment-tax-relief-citr](http://www.gov.uk/government/publications/community-investment-tax-relief-citr)

### KPM Marine

"We're grateful for the existence of lenders such as ART. UK business needs financiers with vision, who are prepared to support an entrepreneurial approach."

Jules Morgan



### MyEd

"Thanks to ART we have been able to invest in bringing our business to market quicker. They really grasped the concept and were fully supportive."

Harmil Pardesi



### Joanne's Florist

"Graham from ART was really helpful and friendly. He still pops by when he is in the area to see how we are getting on."

Joanne McDonnell



### Henshaw Manufacturing

"It's good to know that ART exists for those tricky times when something exceptional happens. Thanks to them the future remains bright for Henshaw."

Roger Weeks



### Citizen Coaching

"ART is not the cheapest in terms of interest rate, because it reflects the risk involved, but what is important is that they are prepared to offer the loan."

Martin Hogg



### ChangeKitchen

"ART helped us to keep trading and find new markets when public sector spending cuts hit our customer base."

Birgit Kehrer



### Reynolds Cycles

"In spite of having a good financial record, we did not fit the criteria for the banks. ART is less restrictive in its lending assessments and very fair."

Keith Noronha



### Purnells

"ART's loan enabled me to open my own restaurant a lot sooner than I would otherwise have been able to."

Glynn Purnell



Read their full stories on our website: [www.artbusinessloans.co.uk/casestudies](http://www.artbusinessloans.co.uk/casestudies)

# ART NAMED SMALL BUSINESS COMPANY OF THE YEAR



The ART Team (left to right) Andy King, Graham Donaldson, Roz Haque, Barbara Seaton, Chris Allen-Lloyd, Martin Edmonds, Yasar Irfat and Steve Walker, with their Award.

We are delighted to have been named Small Business Company of the Year by national publication Business & Industry Today.

The Award recognises the contribution ART has made to access to finance for small businesses in the West Midlands over 20 years and our pioneering Community Share Offer launched in 2019.

Commenting on the Award our Chief Executive Dr Steve Walker said: "Although the world is a very different place to when we started in 1997, demand for our kind of finance has grown and our share offer, through which we raised over £250,000, was part of the plan to achieve further growth of our own to meet that demand."

## COMINGS AND GOINGS

We are a small team, with many long serving members, so you may know **Barbara Seaton**, our Operations Manager and **Andy King**, one of our Loans Managers, who both retired this year. We wish them both a long and happy retirement and are greatly appreciative of all they did for ART and its borrowers over the years.

We have welcomed a new Finance and Operations Manager, **Yasar Irfat**, to ART and we look forward to working with him in the years ahead.

## BIRMINGHAM SMALL BUSINESS LOAN FUND

If you are a Birmingham-based business or social enterprise looking for finance and unable to access any or all of it from a bank, this is a fund for you.

The Birmingham Small Business Loan Fund is supported by Birmingham City Council, peer to peer lender Thin Cats and Unity Trust Bank. It has £1m per annum to lend in the current financial year.

The fund offers:

- Loans of £10,000 to £100,000 for any business purpose, including to support cashflow
- Repayment terms from six months to four years with no penalty for early repayment
- Responsible interest rates

To apply, download an application form from our website: [www.artbusinessloans.co.uk/apply-for-a-loan/birmingham-small-business-loan-fund/](http://www.artbusinessloans.co.uk/apply-for-a-loan/birmingham-small-business-loan-fund/) or call us on 0121 359 2444.

## FOR LOANS OR ANY OTHER ENQUIRIES:

call Martin, Graham or Roz on

# 0121 359 2444

[art@artbusinessloans.co.uk](mailto:art@artbusinessloans.co.uk)  
[www.artbusinessloans.co.uk](http://www.artbusinessloans.co.uk)

ART's knowledgeable team of Loans Managers have many years' experience of finance and business. They are keen to help you access appropriate finance for your needs and will signpost you to other sources of funding where appropriate.

**Our sincere thanks to all our members and supporters:**



Supported by the  
 Regional Growth Fund



ART Business Loans – Fast, Flexible Finance