



NEWSLETTER

April 2018

JOBS • OPPORTUNITY • GROWTH • INNOVATION • ENTERPRISE

Money to Lend when the Banks Can't Help

ART Business Loans is a Responsible Finance provider, which lends to businesses unable to access any or all of the finance they need from the banks.

We offer:

- Loans of £10,000 – £150,000
- For businesses and social enterprises based in the West Midlands
- For most business purposes and sectors
- Repayment terms from 6 months to 5 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.

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

Read more about our clients inside or visit our website:
www.artbusinessloans.co.uk/casestudies.

INVESTMENTS IN ART BUSINESS LOANS QUALIFY FOR CITR

Investments in ART qualify for Community Investment Tax Relief (CITR) which provides 5% per annum of the amount invested as a tax relief annually for five years which equates to a 6.25% p.a. return for standard rate Income Tax payers, 8.3% p.a. if you pay 40% tax and 9.1% p.a. for higher rate tax payers. The tax relief also applies to businesses which get Corporation Tax relief, providing an income equivalent to 5.8% p.a. To take full advantage of the tax relief the money must be left invested for five years. There is also a social return because the investment allows ART to boost the economy in the West Midlands through its borrowers.

Find out more on our website www.artbusinessloans.co.uk/invest-in-art or make an appointment to come and talk to us.



ART's AGM 2017. Front row, left to right: Andy King, ART Loans Manager; Roz Haque, ART Loans Manager; Christine Allen-Lloyd, Operations Officer; Andy Street, West Midlands Mayor; Barbara Seaton, Operations Manager. Back row, left to right: Graham Donaldson, ART Loans Manager; Steve Walker, ART CEO; Martin Edmonds, ART Loans Manager; Nick Venning, ART Chair; Benedict Cadbury, ART Member Investor and son of Sir Adrian Cadbury, ART Founder Member and first Chair.

Ready, Willing and Able to do More...

Speaking at ART's 2017 AGM, Chief Executive Steve Walker said: "We are ready, willing and able to do more to fill the gap in the market for small business loans left by the banks. Both research and our experience on the ground show this gap to be bigger than it was in 1997, when we were set up to tackle the issue."

Nick Venning, new Chair of ART's volunteer Board, added: "ART has £7.5m to lend over the next three years, which is extremely good news. We are set to increase our loan book and are actively seeking additional funding to enable us to support even more businesses."

Guest speaker Andy Street, Mayor of the West Midlands Combined Authority, said: "ART has made a big difference to hundreds of businesses and a huge contribution to the local economy over the past two decades. In some ways the access to finance situation has improved in recent years, but there are still issues to tackle."

We lend £10,000 - £150,000 to businesses across the West Midlands
Here are some of the very different businesses



NEW DIGITAL MARKETING LTD (Shropshire)

A loan from ART has supported cashflow, strengthened the business and supported jobs at New Digital Marketing.

"The process of applying for a loan was straightforward. I met with Roz. We filled in the application form and received a very quick 'yes'. The service was friendly and Roz readily understood our business and our needs."

Glanville Clayton, New Digital Marketing

www.artbusinessloans.co.uk/casestudy/new-digital-marketing

MIDLANDS COMPONENTS LTD (Black Country)

Midlands Components used a loan from ART to support growth.

"Applying for funding can be intimidating, but Roz from ART was brilliant. She helped us through every stage to ensure we asked ourselves the right questions and put together sound sets of figures. She encouraged us to apply for the amount we really needed."

Sean Butler, Midlands Components

www.artbusinessloans.co.uk/casestudy/midlands-components



UNIT3SIXTY CIC (Stourbridge)

A loan from ART helped to create jobs and build a street plaza section of the track at indoor skate park Unit3Sixty.

"Of all our funders, ART has been the most in touch with what we want to achieve and understood that, as a social enterprise, the impact of what we do is as important as the figures."

Gavin Pardoe, Unit3Sixty

www.artbusinessloans.co.uk/casestudy/unit3sixty



WYEBRIDGE INTERIORS (Herefordshire)

Wyebridge Interiors needed a loan from ART to help purchase and renovate bigger premises, to include a coffee shop and art gallery.

"I can't praise ART highly enough. They were excellent. Graham came to visit and was extremely helpful; always available when needed – so different to the banks. The application process was straightforward and Graham helped at every stage."

Mary Pytel, Wyebridge Interiors

www.artbusinessloans.co.uk/casestudy/wyebridge-interiors



FOR LOANS OR ANY OTHER ENQUIRIES: call Andy, Graham, M

ART Business Loans – Fast, Flexible Finance

lands, operating in any market sector, for any business purpose.
businesses we have supported recently.



CONCEPT RESTORATIONS LTD (Staffordshire)

A loan from ART supported a buy out of a paint refinishing business, protecting jobs and creating Concept Restorations.

"ART is able to give you a quicker response than the banks. The staff are knowledgeable and commercially focused - rather than lending focused. Graham came out to visit, understood our needs, and supported our application."

Paul Moore, Concept Restorations

www.artbusinessloans.co.uk/casestudy/concept-restorations



CITIZEN COACHING CIC (Birmingham)

A loan from ART enabled social enterprise Citizen Coaching to support cashflow on contracts with delayed payment extended payment terms.

"I felt I could approach Andy at ART as a trusted advisor and value that relationship. I think ART is filling a unique gap in the market and I have recommended them to others."

Martin Hogg, Citizen Coaching

www.artbusinessloans.co.uk/casestudy/citizen-coaching



EGO PERFORMANCE CIC (Coventry)

Faced with a gap between funding streams, Ego Performance used a loan from ART to keep its arts centre and café open, providing vital continuity for people who would really miss their regular place to go.

"ART was very easy to deal with and came out to meet us. We provided all the necessary information and our application was approved."

Corinne Robinson, Ego Performance.

www.artbusinessloans.co.uk/casestudy/ego-performance



ESSENTIALLY YOURS LTD (Worcestershire)

Essentially Yours, manufacturer of natural skin, hair and body care products, has used a loan from ART to invest in expert marketing support to facilitate growth.

"Funding hasn't proved as easy to get as I had imagined. It's very frustrating. Responsible Finance providers like ART are the best bet for us at this stage in our development."

John Hamilton, Essentially Yours

www.artbusinessloans.co.uk/casestudy/essentially-yours

artin or Roz on 0121 359 2444 www.artbusinessloans.co.uk

ART Business Loans – Fast, Flexible Finance

DR STEVE WALKER IS RESPONSIBLE FINANCE LEADER OF THE YEAR

Dr Steve Walker, co-founder of ART Business Loans (ART) and Chief Executive since before its launch in 1997, was named Responsible Finance Leader of the Year at the 2018 Citi Microentrepreneurship Awards, held at Glasgow's City Chambers on 20th March. The UK-wide awards, delivered in partnership by the trade association Responsible Finance and the Citi Foundation, celebrate the valuable work of responsible finance providers from around the UK, covering areas from growth and sustainability to societal impact and resilience as well as leadership. Steve was recognised for his contribution to the growth of ART and the Responsible Finance sector, his passionate championing of access to finance for enterprise, and the impact that has had on the economy of the West Midlands over more than 20 years.

Acknowledging the honour, Steve said: "I am delighted to receive this award, especially as the passion to support access to responsible finance and of the entrepreneurs we look to support has been so evident during this evening. Any viable business should be able to obtain the finance it needs to survive and grow. It is deeply satisfying to us at ART to be able to play our part in stimulating the creation and growth of a wide variety of exciting and innovative ventures, helping our borrowers to create or protect jobs in the process."

Nick Venning, Chair of ART's volunteer Board, commented: "I was really privileged to join Steve for two days at this year's Responsible Finance Conference and it was immediately clear how highly respected he is by this community. He knows everyone, everyone knows him and



[Picture shows (Left to Right): Amal Gomersall of Citi, Dr Steve Walker of ART Business Loans, Jennifer Tankard of Responsible Finance, and broadcaster Kaye Adams at the Citi Microentrepreneurship Awards]

everyone listens to his thoughts and opinions. He has made a fantastic contribution to the movement and this award is thoroughly well deserved. I can also truly say that Steve inspires us all (Board and staff) in the pursuit of the common purpose that is ART's mission. He leads from the front, by example and is not afraid to share responsibilities and limelight with his colleagues. As a result teamwork and mutual loyalty is exemplary. ART is a great place to be!"

Read the full story on ART's website and listen to Steve commenting at the Awards Dinner on what he believes makes an outstanding leader: www.artbusinessloans.co.uk/news.



The report was launched at an event on 6th March 2018.

ACADEMIC REPORT POINTS TO WAY AHEAD FOR ART'S MODEL OF BUSINESS FINANCE

A two year research and engagement exercise on funding for business lending for Community Development Financial Institutions (CDFIs) - now also known as Responsible Finance providers - has culminated in the publication of a report, 'The Future of CDFI Business Lending'.

Facilitated by The Centre for Research into Ethnic Minority Entrepreneurship (CREME) at the University of Birmingham, the work was undertaken by two honorary members of CREME, Professor Richard Roberts and Dr Steve Walker, both with long careers in the UK SME finance industry.

The final report can be viewed here: <http://responsiblefinance.org.uk/policy-research/publications/>

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