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Building a fairer society by supporting diverse founders into business.

At Hatch, we work with entrepreneurs from diverse, underserved communities to grow smart ideas into successful, profitable, and sustainable businesses that have a positive and lasting impact on their communities.

Our expertise is in helping people develop the knowledge and skills needed to access meaningful self-employment opportunities, including starting or growing a business or social enterprise.

We have successfully accompanied 400+ young people, female founders and social entrepreneurs through our core programmes.

For Young Entrepreneurs
One of our target groups are young entrepreneurs aged 18 – 30 in very disadvantaged communities. Often their challenges are not just economic, be it matters of social housing, mental health, domestic or substance abuse recovery.

For Social Entrepreneurs
Social entrepreneurs face all the regular startup challenges in addition to a whole other set, such as measuring and evaluating impact or legal and regulatory hurdles. By working in partnership with specialist providers Hatch can support these entrepreneurs in establishing and growing high impact ventures.

For Female Founders
We have worked with many women in business over the past few years. Many find it difficult to get their business off the ground as they often face additional challenges not typically shared by their male counterparts. With our Female Founders Programme we want to help female entrepreneurs scale their ventures into successful businesses.
We’re now in winter 2020 and the last 18 months were transformational for Hatch. We have launched new programmes such as our BAME Female Founders Incubator supporting women of colour and our new Hatch Impact programme for growing social enterprises.

Since launching Hatch in 2014, we have supported over 400 entrepreneurs through our in-depth programmes: Launchpad, Incubator, Accelerator and 1600 entrepreneurs through weekend programmes, workshops, hackathons and dedicated 1-day conferences. We have delivered over 115,000 hours of enterprise support and we have worked with over 150 mentors and coaches.

2019 has seen the return of Beyond Good Business, now in its 3rd year, to showcase the amazing work of the UK’s social enterprise sector and to build bridges to supporters and social investors. Over 400 people attended our sold-out unconference.

It has also been the second year we’ve ran our dedicated community space, 55 East. We delivered over 250 events in our local community, becoming a place for people to meet, to share their journeys and to develop new ideas and projects that support the local community.

This year has also been a big year for Team Hatch, together with our patron, trustees and staff there’s now over 15 of us who are working hard to build a fairer society by supporting more diverse founders. Together with our partners, mentors, coaches, expert speakers and Hatch ambassadors this has become a force for good that is only just getting started. We are immensely grateful to be able to work with so many partners, new and old, who have joined our movement to support more entrepreneurs from diverse backgrounds.

Dirk Bischof  CEO/ Founder

One of the things that makes Hatch so exciting and unique is that many of the entrepreneurs we support go on to play an important role in developing and improving the social and economic fabric of their community.

We particularly support social enterprises and mission-driven businesses because they have an even harder time getting off the ground and becoming sustainable.

Business has to be the driver of social change and social entrepreneurship has empowered the combination of impact and commerce. Hatch is a great way of empowering people and equipping them with the tools to help them fulfill their ambitions

Iqbal Wahab
Founder, Roast - Hatch Patron

We need to support female founders urgently and Hatch’s Female Founders Accelerator is one great way we can super-charge this support!

Martha Lane Fox CBE
Co-founder, lastminute.com
Lack of local support
There is a distinct lack of support offered by our local authorities and the few programmes that are available rarely cater to the specific needs of our entrepreneurs. To get a new business off the ground without a safe testing ground and the necessary handholding in the initial months is really hard.

Isolation - the lone entrepreneur
Speaking to entrepreneurs, we often hear that they ‘have to make it on their own’ as their personal and peer network cannot provide the much needed support. Add to that the circumstantial stress an entrepreneur faces, the world of business looms like a menacing beast....

Limited start-up spaces
Free or affordable start-up spaces to get entrepreneurs off the ground are scarce. These spaces should be available to experiment and to ‘fail safely’, yet they do not exist locally. The few subsidised spaces that do exist are really hard to come by, are often over-subscribed or only available for a short time.

Lack of start-up finance
The finance available for entrepreneurs are often loans with terms that make it too risky without having a proven business model. In addition, not having enough money in the first place or managing the transition period from unemployment or from part-time work has prevented many entrepreneurs from setting up in business.

Lack of business skills
Almost all our entrepreneurs cited a lack of business skills such as marketing knowledge, project management skills and financial literacy. On a practical level, entrepreneurs often struggle with budgeting, business and financial planning. On a personal level, grit, resilience and confidence are common challenges that have to be addressed.

Access to networks
Entrepreneurs starting out often lack access to professional support networks to enable them to address business challenges successfully.
At Hatch, we believe that supporting people from diverse backgrounds and in specific localities help build social capital close to home. It increases the resilience and grit among those we work with, thanks to stronger, more accessible support networks.

Our programmes offer every entrepreneur a compilation of general business knowledge, tailored coaching and a bespoke mentoring programme. By sharing our knowledge, our network and always going the extra miles for our alumni, we ensure their business is sustainable and they feel supported during and after our programmes.

Over 400 entrepreneurs took part in our flagship Hatch Programme. 165 tested their business models via Hatch Launchpad. 183 went through Hatch Incubator and 52 Female Founders attended our accelerator programme. We also hosted over 1100 entrepreneurs at our events. Most of them come from our doorstep communities here in Lambeth and Southwark.

1. Hatch Launchpad
Our early stage, 6-week programme delivering personal coaching, business workshops and a testing ground for early stage business ideas. Our Launchpad is ideal for those seeking a supportive enterprise community to get their business off the ground.

2. Hatch Incubator
An immersive 12-week programme providing workshops, 1-2-1 business coaching, mentoring, and access to work space. It is exclusively for entrepreneurs who have been running their business for some time and want to grow it now. We offer awards to outstanding entrepreneurs on our Demo Day, which concludes the programme.

3. Hatch Accelerator
An innovative business and leadership programme to scale an existing business or social enterprise. The accelerator delivers specialist knowledge through workshops and 1-2-1 coaching. We develop new enterprise leaders and offer dedicated mentoring within a 6-month programme.

4. Hatch Community
We are stronger together. We now have a growing community of 500+ businesses, mentors and business experts. To nurture our community, we offer seminars, leadership training and dedicated events.
The Hatch Launchpad programme is a short business course that helps aspiring entrepreneurs through the very first steps of business ideation and development. Using interactive methods and peer-to-peer learning, entrepreneurs study basic business modelling, basic finance and core marketing techniques to make their first steps into entrepreneurship.

The course culminates in the Hatch Sounding Board, an evening event that sees the Hatchlings present their pitches in front of a panel of business experts. At the end of the programme, the entrepreneurs get matched with a mentor that advise and support them on their startup journey going forward.

160+ Business ideas supercharged
250+ Hours of workshops
65% Female entrepreneurs engaged
300+ Hours of 1-1 business coaching

Tim Dee
Founder of MyCareerComeBack

David Cusick
Founder of Fitter Ever After

Nanette Daniels
Founder of the AMA Fund

The Hatch Launchpad programme was invaluable to me. The team was great at offering useful support. It was incredibly well facilitated.

Hatch really helped me to focus. Working alongside other new entrepreneurs really inspired me.

Supported By:

Rothschild & Co
WALCOT Foundation
Trusthouse Charitable Foundation

Launchpad program is run by a great team who really care about helping people to build their social enterprise. The programme gave me the space to clarify my ideas, gain an overview of all the different aspects involved – from marketing to finance and work with other budding entrepreneurs. A great feature of the course is the mentorship program. Thanks to Steph, Kate and Hatch!

Nanette Daniels
Founder of the AMA Fund
Hatch Incubator

Hatch Incubator is our most established programme, that has just come to its 11th edition. Through 12 weeks of intense work, entrepreneurs coming from a wealth of sectors learn how to establish and grow their early stage ventures through interactive workshops and exercises and dedicated 1-2-1 support. The programme helps startups validate their business model, improve their marketing strategy and increase their sales. Throughout their journey on the incubator, they build a strong community of peers, by exchanging ideas and swapping skills.

At the end of the programme, they receive on-going support from their mentors, that help them build and refine a powerful strategy to become sustainable in the long run.

183 Entrepreneurs supported Incubator 2014-2018

BUSINESS SURVIVAL RATE

<table>
<thead>
<tr>
<th>Duration</th>
<th>Survival Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 months</td>
<td>90%</td>
</tr>
<tr>
<td>24 months</td>
<td>82%</td>
</tr>
<tr>
<td>36 months</td>
<td>62%</td>
</tr>
</tbody>
</table>

vs 10% without support

INCLUSIVE ENTREPRENEURSHIP

- 63% from minority
- 65% female entrepreneurs
- 50% are under 30 years old

Hatch prides itself on being one of the most diverse incubator programmes, with a majority of entrepreneurs coming from minority ethnic backgrounds (over 60%).

Many of these entrepreneurs went through prolonged periods of unemployment, were under-employed or came from low-income backgrounds. Our programmes are also being attended in growing numbers by female entrepreneurs (59%), which is between 5-6 times more than comparable initiatives. Over 62% of our participants are under 30 years old, enabling us to provide support to a target group that is desperately under-served.

FUNDING

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Social investment</td>
<td>£1.14 M</td>
</tr>
<tr>
<td>Grants received</td>
<td>£921 K</td>
</tr>
<tr>
<td>Other investment</td>
<td>£2.8 M</td>
</tr>
<tr>
<td>Raised in total</td>
<td>£4.86 M</td>
</tr>
</tbody>
</table>

COMMUNITY SUPPORT

- 15,000+ People engaged by Hatch Creative Enterprises
- 7,500+ People supported by Hatch Social Enterprises

The social enterprises graduated from the Hatch incubator support over 5000 people in the local community. If we added the creative enterprises to this figure, the support climbs to 17,000 people per year (e.g. people attending events).

PERSONAL DEVELOPMENT

- 100% Feel they obtained new skills through the programme
- 91% Feel Hatch helped increase their professional network

Supported By:

- J.P.Morgan
- Rothschild & Co
- Clyde & Co
Female Founders Incubator

This year we launched the UK’s first ever incubator catering solely to women of colour. The BAME Female Founders Incubator aimed to provide women of colour with the tools, resources, network and expertise that they need to be successful in the long term. We sought to provide them with a roadmap that would take them from 20K annual turnover to 50K annual turnover in the next 12 months.

In October, with the help of Natwest and eBay, we went further into tackling the lack of ethnic diversity within the community of successful female founders. Our incubator program provided 6-months of business training to support Black, Asian, Minority Ethnic (BAME) female entrepreneurs as they continued to build their tech and non-tech startups.

With the help of Google for Startups and Academy London, Google’s dedicated learning space in Victoria, we provided 2-months of full-day in-person training sessions and a pitch day in front of press and partners. In addition, our cohort received 3 months of mentoring from industry experts in their business field, financial coaching from Natwest and digital marketing and sales coaching from eBay. During their time in the program, the women were able to tackle key business growth areas (e.g. business modelling, marketing, financial management, public relations and more).

Featured by: BBC Radio London, The Telegraph, We are The City, Innov8tiv, I AM New Generation, Melan Mag and more.

Sahra Mohamed
Skin Mama

Sahra Mohamed started her beauty company Skin Mama to create a sustainable livelihood for female farmers in Somalia. The company’s philosophy is to produce ethical and environmentally responsible products so that beauty buyers in the UK can become empowered by the knowledge that feeling good, can, and in this case does, equate to doing good.

Sahra holds a First Class BSc in Biomedical Science and is a UCL Academic Merit Scholarship recipient in Advanced Biomedical Imaging having worked on new software to aid early lung cancer detection. While she was at university, she became a self-taught data scientist and programmer as well as a volunteer Business Intelligence Data Analyst within the NHS. Since graduating, she has worked with organisations like M&C Saatchi, Nesta and Tech Nation on their data policies and innovation tools. Sahra is a high achiever and has been able to turn her academic experiences, including a research project on the experiences of farmers in dry areas in Somalia, to good use in her business.

As a member of the African diaspora and a Muslim woman, Sahra expressed that she continually found it difficult to find an understanding and representative community in her professional career. Drawn to social entrepreneurship and seeking organisations that could help her better produce social impact through her product-based business, Sahra naturally applied to our BAME Female Founders Incubator. When she joined Sahra was selling her product very organically to family members, friends of friends and through her personal network. The programme gave her the confidence to build a brand around her product.

She had the chance to pitch it multiple times at Academy London (google space for learning) and at eBay, giving her the opportunity to present her business to experts in the field.

Since leaving the programme, Sahra has attended several in-person sales exhibitions as a vendor for the first time and has officially launched her brand online. We helped her being featured on BBC Radio London, and we matched her with a former Boots beauty director to help her get her products in those and many other physical and online retail stores. There are many great things coming up for SkinMama in the coming months, but more than that, we’re excited about the future Sahra is creating in Somalia through her beauty brand.

“My experience on the incubator has been absolutely incredible! The knowledge, support and networks I have gained have been invaluable to the re-branding and structuring of my business.

It was a great experience to be surrounded by confident, successful and hardworking BAME women from all walks of life and with whom I could share this experience and build my business alongside.”
Reedah El-Saie, Founder EXRE

Serial entrepreneur and mum-of-three, Reedah El-Saie made massive strides on the Female Founders’ Accelerator with her business: EXRE, an education platform offering the National Curriculum through gamification and augmented/virtual reality immersive technology. While on the programme, Reedah refined her strategy, operational and business model, developed her pitch, forged strategic partnerships, recruited Curriculum Innovators, and established an international children’s ‘Board of Brilliant Brains’, providing advice and feedback on the concept.

Reedah’s main challenge was her lack of tech knowledge about scaling, as well as small-business HR, were all barriers to growth, “I’d develop great ideas, and secure extensive media coverage, but I couldn’t go from start-up to acceleration and stabilised growth.”

FFA provided dedicated time to focus on EXRE, resulting in rapid business development. Tailored advice from experts, sessions with specialists, and the diverse skills and experience of other participants helped Reedah build her knowledge and shift her business mindset. As a result, EXRE now has three full-time staff, supported by a team of 6 freelancers, who are building the platform one module at a time.

“Women in business have different experiences and challenges to men in these arenas. The FFA plays a vital role in meeting and nurturing the needs of female entrepreneurs. FFA’s expert speakers provided inspiration, with honest, relatable accounts of success, failure and being a female entrepreneur.”

Hatch Accelerator

This exclusive, 6-month programme brings together the most impactful business support and leadership training under one roof. We have designed our programme based on insight gained by working with and listening to more than 100 female founders, as well as our experience supporting over 2000 entrepreneurs in the last 6 years.

Female Founders gain:

- Professional, practical advice to expand your business knowledge
- Support for a specific new project or product you want to launch
- Access to new, professional networks via dedicated networking events

We delivered our Female Founders Accelerator programme to 56 women entrepreneurs (combined turnover of £4.1M and employing 149 members of staff).

Diverse Entrepreneurs:
- White British 26
- Black African 5
- Black Caribbean 3
- Asian 6
- White Other 9
- Mixed Other 3

Big age range:
Most women were in Early- Mid 30’s.

Moms in Business supported
47%

Supported By:
J.P.Morgan

FFA Turnover:
£671,660 FFA 1
£898,330 FFA 2
£1,300,425 FFA 3
£1,228,121 FFA 4
£4.1M Total Turnover

Combined FFA Staff:
31 employees FFA 1
44 employees FFA 2
44 employees FFA 3
30 employees FFA 4
149 total

Elle Hosie, Founder of Ellepreneur

Thanks to the course I have learnt how my business should look like, how to delegate, how to build a team and scale in that way. I have also refined my business model and it made me really think about my business and how much I love what I do.

Ruth Rogers, Founder of the Canvas Café

The programme helped me re-pivot where I was going, reinvigorated my direction and my drive for my business, and it was invaluable. I feel like the course helped me remove the gravel and I am now on a smooth road. I have also learnt to hand over more to my manager, which I had never done before.

Reedah El-Saie, Founder EXRE

“Women in business have different experiences and challenges to men in these arenas. The FFA plays a vital role in meeting and nurturing the needs of female entrepreneurs. FFA’s expert speakers provided inspiration, with honest, relatable accounts of success, failure and being a female entrepreneur.”
I've generated money and you can too. There is another way. I've done it, and I want to set an example and teach young people who want to start their own business and do something creative.

For Cristian artwork was an outlet for stress and a way of dealing with pain, incorporating humour into his designs offered an outlet from day to day harsh realities. This was a catalyst for creativity, and Cristian pursued his love of drawing, making his school friends laugh through his cartoons and artwork.

Fat Belly is an urban streetwear brand. Formed of 3 South London creatives who design and produce limited edition caps, t-shirts and jumpers, Founder Cristian and co-founder Declan incorporate a mix of Cristian’s South London and South American roots into their designs.

After attending Start Up Brixton event in May 2018, the team joined our incubator as part of the Young Enterprise Programme in July 2018. Fat Belly have participated in various workshops, coaching and mentoring to scale up their business. After the programme ended, we hosted Fat Belly’s pop-up shop at 55EAST.

They now have a large following and customer base within South London and sell out quickly. Through selling their wares, they have found there is a growing movement within young people who want to start their own business and do something creative.

“We want to set an example and teach young people that there is another way. I’ve done it, I’ve generated money and you can too.”

When Ilana and Michael joined the Hatch Incubator in 2014, they had successfully trialled their initial product offering but were still experimenting on how to scale it. They tried selling SNACTs in cafes and other small retail outlets but that strategy was too resource-intensive. By 2016, and having just raised their first social investment round, they shared proudly that “our snacks have found their way to offices and schools, and became stocked in Ocado, Amazon, Planet Organic and lots of independent outlets across the UK and beyond.”

Other big improvements got made to the packaging: “we switched to home compostable packaging, realising a long-term ambition to start tackling packaging waste as well as food waste. We’re always hungry for change, and ready to take on new challenges within the food system.”

Ilana and Michael have big plans to grow and scale their tasty SNACTs and are looking to raise further funds to achieve their mission to eradicate fruit waste.

“We joined Hatch to get to grips with our business model and to understand how to leverage external support to help grow and become sustainable. We have now raised investment and are rescuing fruits and veg by the tonne!”

Danna entered our Incubator programme in 2016 determined to change the face of the Building Industry. In the short space of just 2 years, she is one of the UK’s biggest influencers to pushing the diversity and inclusion agenda in her sector. She recently presented Architecture of Incarceration on BBC Radio 4, got interviewed by architectsjournal.co.uk and womanthology.co.uk, as well as sharing her story in the UK’s first Women In Construction Summit. Yet, when we met Danna, Built By Us was far from the incredible not-for-profit consultancy she needed to address the big challenges her industry is facing.

As part of the incubator, Danna benefited greatly from our modular business training but it was the mentoring programme that had the biggest impact on her and pushed her business. “My mentor, Ignacio Delcastillo, from Deutsche Bank was brilliant, understanding and driven. He now sits on the Advisory Board for Built By Us.”

Mentoring is now part of her business model and Hatch shared our methodology, our mentor handbook and resources for her to apply it to her specific setting. She now has 3 live mentoring programmes working with almost 100 mentors and mentees. These programmes link volunteer mentors and mentees from across the construction industry.

“We joined Hatch to get to grips with our business model and to understand how to leverage external support to help grow and become sustainable. We have now raised investment and are rescuing fruits and veg by the tonne!”

When Tom joined the Hatch Incubator in 2015 his social enterprise was little more than an idea, but with a strong methodology of using music to help young people from disadvantaged areas succeed in the education system. We advised him on his legal structure, but with everything having to be set-up from scratch, our pro-bono law partner Skadden did most of the heavy lifting.

Through the incubator we helped him refine his business model, we also accompanied Tom post-incubator through our mentorship programme. Hatch continued to share ways to engage corporate funders, a model Tom was keen to try. In 2016 a corporate partner, “Orbit Sounds”, came on board donating a percentage of revenue for every product sold to the charity. In the four years of operation, SGS have received a total of £200,000 in funding, including £100,000 in grants from trusts and foundations.

SGS now has an impact on 350 young people across 50 schools in London. SGS has been featured in various publications and has appeared on Sky News recently to comment on a report about the worsening state of music education.

“Hatch has been instrumental in where SGS is today. The team has supported us with securing funding, help with communicating our offer in a clear way and pointing us towards a range of helpful local opportunities.”
Hatch Community

**StartUp Brixton**
In May 2018, we ran the second edition of StartUp Brixton. A one-day event dedicated to young millennials interested in business in South-London. We ran some disruptive workshops at Impact Hub Brixton, including:
- The Anti-Procrastination Workshop: How Netflix and chilling is killing your success vibes!
- Stand-Up Speak-Up Level-Up: How confidence can transform your pitch
- Becoming a Leader: Killing the Queen B & empowering the masses!
- Vlogging Workshop: Film your Final Pitch!
On the day more than 40 young people took part in the event and had lots of fun, learned new skills and went home with a new skillset to kickstart their career as entrepreneurs.

**Good Deals + Beyond Good Business**
In 2017, Hatch launched its first annual conference that brought together mission-driven businesses, social enterprises and corporates to debate about purposeful business and positive disruption in the workplace. In 2018 we joined forces with Pioneers Post and created an even bigger event around social investment: Good Deals + Beyond Good Business. On March 13th 2018, 400+ social entrepreneurs and social investors gathered at RIBA to listen to great speakers such as Nick Jenkins, Rachel Curzons, Servane Mouazan, Amit Bhatia and Indy Johar. The next event will be in May 2019!

**Hatch Social Club**
In 2016 we launched The Hatch Social Club, a monthly get-together for entrepreneurs in South London. Every month we explore different topics with the help of experts who run interactive sessions with a small group of people made of Hatch alumni or budding entrepreneurs new to the Hatch Community. This year we have covered wellbeing for entrepreneurs, PR, branding, investment readiness and many more. Check out our speakers lined up for 2019!

**Hatch Ambassadors**
Our Hatch Ambassadors are a new addition to our community. They play a vital role in helping us to grow and develop the awareness of what we do. This exclusive group of professionals helps Hatch to be the best version of ourselves, enabling us to grow and scale while ensuring we have the resources we need to do so.

Supported By:
Hatch has supported 400 entrepreneurs and start-ups since its inception in 2013. A large part of the success of and attraction to the programmes is the access to our network of highly skilled and expert mentors, from a wide range of different backgrounds and expertise.

Mentees gain:  
- Increase job satisfaction and localised peer recognition  
- Develop professional relationships and new networks  
- Experience the start-up world and enhance professional development, such as the opportunity to sit as a trustee or advisor to a fledgling business  
- Access other start-up communities and events, such as Demo Days, Hackathons etc.  
- Access fresh innovation and cultivate intrapreneurship  
- Learn from their mentee

Mentors get to:  
- Increase job satisfaction and localised peer recognition  
- Develop professional relationships and new networks  
- Experience the start-up world and enhance professional development, such as the opportunity to sit as a trustee or advisor to a fledgling business  
- Access other start-up communities and events, such as Demo Days, Hackathons etc.  
- Access fresh innovation and cultivate intrapreneurship  
- Learn from their mentee

Hatch Entrepreneur: Telixia Inico, founder of The Truth Sessions (Spring 2016 Launchpad & Summer 2017 Incubator) was matched with Hatch Mentor: Claudia Coppenolle, Head of Digital Market Management at Deutsche Bank

Telixia came to Hatch along her journey in growing the agency and to explore avenues to make it financially sustainable. She was matched with Claudia to help her set clear goals on her professional development, and growing her product offering.

Claudia was able to give her practical guidance on her marketing strategy, PR and website from her own experiences and knowledge earned through her career. Their meetings allowed Telixia to redesign a lot of her user-facing product and how she accessed her client base.

‘What she could, she did. And what she couldn’t, she allowed me to tap into her networks.’ This put Telixia in touch with a new and thriving community of resources, intelligence and experience and created exciting opportunities for growth.

Claudia highlighted the importance of the relationship between mentor and mentee, as well as these concrete benefits, saying ‘most importantly you can be a sounding board. I think for entrepreneurs, it is most important to feel re-assured and to have somebody who can support them and listen to them outside their usual circle.’

They both felt that the real strength of mentoring for an entrepreneur is that unique, strengthening and encouraging relationship. ‘She believes in what I’m doing. Even from one conversation she got the vision. It’s like I’m committed to my business and she’s committed to my business.’

‘The impact you make is by simply asking the right questions. All it takes sometimes is a little nudge.’ Telixia valued this highly in Claudia, and she will be taking a seat on her advisory board.

Claudia was thrilled to watch Telixia persevere and her business develop as the meetings progressed. ‘I sometimes wonder who has learned more from whom, my mentee from me or me from my mentee. She is an inspiration to me.’
In May 2019, we ran Good Deals + Beyond Good Business in partnership with Pioneers Post. Following last year’s success, we teamed up again to create the most important social enterprise and social investment conference of the year!

The objectives of the day were to:
• Learn from expert advisors and other social entrepreneurs
• Promote your social enterprise products and services
• Meet the social investors who can finance your social enterprise
• Find charities and social enterprises looking for investment and support
• Be inspired by some amazing stories of entrepreneurship and innovation for social change!

We had some incredible talks by accomplished social entrepreneurs, innovators and top-level investors. At the end of the day, we hosted a live pitch competition for social venture looking for £25k to £1m investment to take their businesses to the next level. Three social businesses were chosen for their diversity, originality, and clear roadmaps of financial goals to pitch in front of Investment ‘sharks’ Megan Peat (RBS), Andy Hodgetts (Buzzacott), and Meena Manian (Resonance).

Really inspiring venue, brilliant opportunity for networking. Amazing diversity of social enterprises.

Robert Von Kaufmann
Deutsche Bank

Good Deals + Beyond Good Business
One year anniversary!

Hatch has taken on three spaces through a lease from Peabody at 53-63 East Street in November 2017. After running a successful crowdfunding campaign we were able to give a new life to the space. We have now been operating for a year and 55 East has already partnered with over 20 organisations locally (around East Street, Walworth Road, Elephant & Castle and Camberwell) since the beginning of 2018 and we would look to continue the collaboration. We have worked with: Rose Fruit & Veg Voucher; Camberwell Fair; Walworth Society; Pembroke House; Migrateful; Market Traders Federation, The Collective, LSBU and many more.

Coworking Space

55 East Studio hosts three of Hatch’s training programmes - Hatch Launchpad, Hatch Incubator and Hatch Community Programme.

The social impact of the Incubator programme has come in full circle at 55 East: one of their first cafe staff member was referred from ‘Change Please’ - a charity which went through the Incubator in 2015. Change, Please is based in Borough and helps get people out of homelessness by becoming baristas; since doing the Incubator, it has gained national press coverage and is backed by the Big Issue.

The first of the 3 shops is a satellite enterprise hub, including co-working space for around 20 people as well as a training space for up to 30 people when not used as co-working space. Hatch will train 60 entrepreneurs each year.

Speciality Coffee Shop

A community coffee shop run professionally but with social impact at its heart. We support local market traders and shops by purchasing their food and products for use in the coffee shop.

We offer employment to locals as well as employment to vulnerable people, in partnership with Change Please and Well Grounded. The coffee shop offers trading and retail opportunities for many of the food entrepreneurs Hatch has helped, and from local small producers. The coffee shop follows 3 simple objectives:

- Sustainably (upcycled) or locally sourced materials (fit-out) & local staff to run the cafe
- High quality, speciality coffee
- Foster community engagement through programme of activities

Want to run your own activity?

Try out a retail concept? Looking for affordable desk space?
Visit www.55east.co.uk and become part of South London’s most vibrant community hub!
Hatch into the future

Since establishing Hatch in 2014, we’ve grown into an award-winning enterprise support organisation. Initially we set-out to support 1000 entrepreneurs by 2020, in South London. We’ve supported over 2000 entrepreneurs and we want to support 5000 by the end of 2025. We know this is ambitious but if the past is anything to go by then we must continue to be audacious and work hard to level the playing field for diverse founders.

Moving forward, Hatch will work with a further 300 entrepreneurs via our Launchpad, Incubator and Accelerator and Alumni programme this year. We will support over 60 people to launch their businesses. 40 entrepreneurs will get the support they need to grow their businesses and we’re super-charging 30 female founders. We will also engage over 200 entrepreneurs attending special events like Good Deals + Beyond Good Business.

To support our ambitious goals, we are now launching our first impact investment fund called “Hatch Opportunities Fund”, a £10m fund to support more entrepreneurs with vital finance, alongside our enterprise support.

By 2025

5000 Entrepreneurs

1000 Thriving impact businesses

£100 Million in turnover

NEW PROGRAMME 2019-2020

Hatch Impact Accelerator

Our community of exceptional social entrepreneurs can relate to the many challenges that growing a social business involves. Many have “been there” and have a wealth of knowledge and experience to share. This is why Hatch has decided to create a new and exciting peer accelerator programme, Hatch Impact.

We will use this platform to facilitate learning experiences with successful social entrepreneurs (those who have come before), where they can share their wisdom, knowledge and network with those who need it next.

We believe that by providing this much-needed support from sector experts, together with our tried and tested programme methodology, we will be able to support purpose-led enterprises to develop more robust pathways to achieve organisational resilience, financial sustainability and most importantly, the ability to effectively scale their impact.

Our Partners:

Our Supporters:
Get Involved!

How might your business or employees engage with Hatch?

There are many ways to get involved in our programme:

1. **Become a Mentoring Partner** to support a budding entrepreneur or start-up to launch or grow their business via our Hatch Mentoring Programme.

2. **Become a Hackathon Partner** to directly support a group of budding entrepreneurs or start-ups to engage them either in a corporate challenge or help them achieve a specific business goal.

3. **Sponsor a Hatch Award** to support the next generation of entrepreneurs going through Hatch Launchpad or Hatch Incubator.

To come along on our journey or to find out more about what we do, get in touch with us!
We want to make a lasting impact through our programmes and believe that supporting the next generation of entrepreneurs is a great way to give back to the local community.

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Help us launch and grow more businesses in London!

For more about Hatch, make sure you visit us at: www.hatchenterprise.org

For more about our events such as the Good Deals + Beyond Good Business conference: www.beyonggoodbusiness.co.uk

Or to contact us to find out how you can get involved: hello@hatchenterprise.org or 0207 993 0074