



BACKGROUND TO BUSINESS DEVELOPMENT AT RHUBARB FARM

As a social enterprise, Rhubarb Farm has always promoted an entrepreneurial ethos, and endeavoured to develop income-generating streams which reduce the reliance on grant-funding. The need to support people with multiple and complex needs in their volunteering at the Farm has always been a constraint on business development and the Farm has concentrated on small projects and some contracts to enable diversification of income. In addition, capacity has been a major constraint with only the Managing Director, Jennie Street, being able to concentrate on seeking out new sources of income.

The Farm has always had a policy of diversification of volunteers as well as of income sources. This means that it has sought funding for a wide range of needs and projects. Income comes from grant funding, contracts, paying placements, donations, consultancy, sale of produce, sale of handmade items, training, corporate volunteering days, school visits, Farm Tours, sale of services and fund-raising activities.

In the last 2 years in particular, it has grown its income from paying placements (for people with learning disability and school students) from zero to around £70,000 per annum, which has made a significant contribution towards the cost of salaries. While there are issues around this, in terms of potential imbalancing of needs on the Farm, it has had a very positive effect on the finances of the Farm.

The Farm is now at a stage when it needs to expand its income streams and develop new projects and win contracts for services. Rhubarb Farm has various projects in mind for development - a 'charity' shop, a Garden Maintenance Team, a strawbale building, and a community fishing project - but is also looking to the Business Development Manager to lead and inspire on new areas - e.g. sponsorship, legacy funding, crowd-funding and contracting.

We are looking for a dynamic and inspiring person who is not only well experienced in the world of business, in order to expand and further diversify Rhubarb Farm's entrepreneurial focus, but has good networks in the business communities of Nottinghamshire and/or Derbyshire and a proven track record of success in developing new sustainable business initiatives.

The post holder will be expected to raise three times the net salary of the post within the first year, in order to both maintain the post and expand the Farm's income sources.

This will be a challenging and rewarding role involving not only financial success, but significantly contributing to changing the lives of the most vulnerable people in the community, many of whom have fallen through the nets of other organisations.

The successful candidate will work with the Managing Director, Jennie Street, to take on agreed areas of work, and will be able to work remotely.

This post has been funded by The Fore, which is "is an open-access offering development funding and strategic support to early-stage charities and social enterprises. We make grants of up to £30,000 over one to three years and provide access to business expertise to help our grantees achieve their goals.

The aim of this collaborative funding initiative is to make transformational grants to the organisations we support – grants that enable charities to take a step forward in their development and do something they were not able to do before.

The Fore's innovative funding model has been piloted since 2012 by the founding partners, the Bulldog Trust and the Golden Bottle Trust, part of the private bank C Hoare and Co. Operating since 1983, the Bulldog Trust has donated more than £4m to a range of charities, social enterprises and CICs."

All enquiries to Jennie Street, Managing Director 07527-929-592

or Anita Ollerenshaw, Farm Manager 01623-741-210,

or to enquiries@rhubarbfarm.co.uk

All documents relating to the post of Business Development Manager are on the Rhubarb Farm website www.rhubarbfarm.co.uk