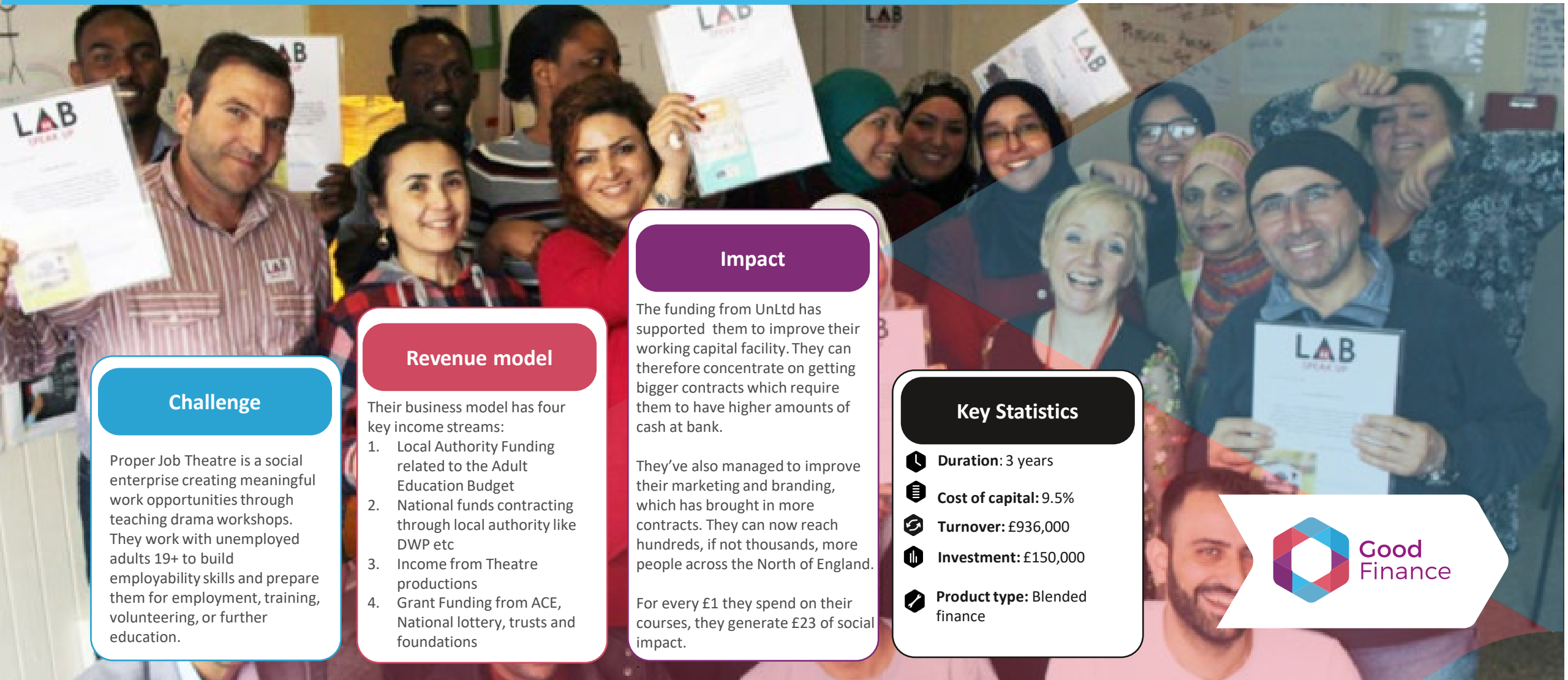




# Proper Job Theatre

<https://www.properjob.org.uk/>



## Challenge

Proper Job Theatre is a social enterprise creating meaningful work opportunities through teaching drama workshops. They work with unemployed adults 19+ to build employability skills and prepare them for employment, training, volunteering, or further education.

## Revenue model

Their business model has four key income streams:

1. Local Authority Funding related to the Adult Education Budget
2. National funds contracting through local authority like DWP etc
3. Income from Theatre productions
4. Grant Funding from ACE, National lottery, trusts and foundations

## Impact

The funding from UnLtd has supported them to improve their working capital facility. They can therefore concentrate on getting bigger contracts which require them to have higher amounts of cash at bank.

They've also managed to improve their marketing and branding, which has brought in more contracts. They can now reach hundreds, if not thousands, more people across the North of England.

For every £1 they spend on their courses, they generate £23 of social impact.

## Key Statistics

- Duration:** 3 years
- Cost of capital:** 9.5%
- Turnover:** £936,000
- Investment:** £150,000
- Product type:** Blended finance

