

Olmec Business Canvas Model 2022: applied to Rise into Employment, Solid Foundations, First Steps in Social Enterprise, Step Ahead,  
Step Change, Black on Board, BoB Online, Anti-Racist & EDI Training outlined below

<b>Key Partners</b> <ul style="list-style-type: none"> <li>• Olmec Associates</li> <li>• BoB Community</li> <li>• Black Cultural Archives</li> <li>• Ubele</li> <li>• ARE</li> <li>• MTVH</li> <li>• Peabody</li> <li>• L &amp; Q</li> <li>• Lambeth Council</li> <li>• Southwark Council</li> <li>• Harrow Council</li> <li>• Islington Council</li> <li>• Enfield Council</li> <li>• Camden Council</li> <li>• London Councils</li> <li>• NHS HEE</li> <li>• Commission for Public Bodies</li> <li>• DBS Board</li> <li>• Judicial Appointments Commission</li> <li>• Ministry of Justice</li> <li>• GCHQ</li> <li>• RBS/NatWest</li> <li>• The Fore</li> <li>• G15</li> <li>• BME London</li> <li>• BME National</li> <li>• Placeshapers</li> <li>• NHF</li> <li>• GLA</li> <li>• CORE</li> </ul>	<b>Key Activities (Rise)</b> <ul style="list-style-type: none"> <li>• 10 – 4 week programme delivery</li> <li>• 5 week group training</li> <li>• 5 week placement</li> <li>• Applied learning</li> <li>• 121 support, coaching,</li> <li>• Consultancy</li> <li>• Recruitment</li> <li>• Moderation &amp; assessment</li> <li>• Partnership Brokerage</li> <li>• Employer brokerage</li> <li>• Evaluation</li> <li>• Partnership relationship management</li> </ul>	<b>Value Proposition</b> <i>For Social Housing Residents/Participants/ People supporting Race Quality through economic Justice</i>  Preparation psychologically and practically for the job marketplace/Promotion/Board positions <ul style="list-style-type: none"> <li>• Increased confidence</li> <li>• Convenience and flexibility</li> <li>• Expert Advice</li> <li>• Compassionate ongoing support.</li> <li>• Guaranteed work placement</li> <li>• Business start up support</li> <li>• Job ready/ gain new skills</li> <li>• Get a job or better paid job</li> <li>• Board Positions</li> <li>• Promotions</li> <li>• Connections with community</li> <li>•</li> </ul> <i>For Organisations:</i>	<b>Customer Relationships</b> Arhag /Olmec customer relationships key to developing new partnerships e g Olmec Metropolitan Thames VH BME London NHHT Barret Homes	<b>Customer Segment (Varied for product)</b> <ul style="list-style-type: none"> <li>• LB Lambeth, Enfield, Islington, Richmond &amp; Wandsworth, Southwark Councils</li> <li>• MTVH, Peabody, L&amp;Q</li> <li>• Individuals (people of colour/black/minoritised/racialised communities)</li> <li>• NHS HEE</li> <li>• Corporates: Santander / RBS/ NatWest</li> <li>• Arts Sector</li> <li>• Public Bodies: Judicial Appointments Commission</li> <li>• London Councils</li> <li>• BMC member organisations</li> <li>• G15 RPs</li> <li>• Placeshapers member RPs</li> <li>• BME London</li> <li>• G320</li> <li>• ALMOs</li> <li>• Conference Co-operative Housing CCH members</li> <li>• Construction companies/partnerships with section 106 obligation</li> <li>• Foundations/Trusts (FunderFinder database) e.g., London Community Foundation/Paul Hamlyn Foundation/ Heritage Lottery Fund/Awards For All.</li> </ul> <i>Value proposition targeted to segment</i>
	<b>Key Resources</b> <ul style="list-style-type: none"> <li>• Olmec Team</li> <li>• Olmec Board</li> <li>• Olmec Associates</li> <li>• Partner organisations</li> <li>• Cross sector knowledge &amp; skills</li> <li>• Social Enterprise UK</li> <li>• NCFE</li> <li>• Federal Bodies including SE UK</li> <li>• NCVO, LVCS, FSB,</li> <li>• CORE</li> <li>• Point of delivery Zoom/Teams Learning Platforms venues: e g</li> </ul>		<b>Channels</b> Key partners e g Lambeth Council / Peabody Community events Residents outreach LinkedIn Email Text Twitter Website & learning Platform Tik Tok NHF CIH G15 G320 Placeshapers BME National	

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<ul style="list-style-type: none"> <li>Suppliers</li> <li>Trade press (housing)</li> <li>The Voice</li> <li>NCFE</li> <li>SEUK</li> </ul>	<p>Lambeth Town Hall Black Cultural Archives Tamil Community Housing Stratford Library RBS Broadgate Metropolitan/Peabody/L&amp;Q Venues</p>	<ul style="list-style-type: none"> <li>High quality accredited Level 3 Employability training</li> <li>RP income streams protected</li> <li>Opportunity cost saving of money spent on rent arrears teams</li> <li>Reduction in anti-social behaviours and crime</li> <li>Training, work placement and job outcomes</li> <li>Digital and financial inclusion</li> <li>Self-employment and social enterprise support</li> <li>Build and encourages “community”</li> <li>Longevity of support</li> <li>Flexible support</li> <li>Culturally appropriate</li> </ul>	<p>HACT 24 Housing Inside Housing Housing Quality Network (HQN) Housing Diversity Network (HDN) Social Enterprise UK Co-operatives UK Federation of Small Businesses RBS Trust For London Walcot NCVO</p>	
<p><b>Cost Structure</b></p> <p>Rise unit cost Unit cost of £60K for 60 beneficiaries Black on Board £30K for 20 beneficiaries First Steps in Social Enterprise £20K for 15 beneficiaries BoB Online: Bronze £75 Silver £125 Gold £500 Anti-Racist Training £500 per day (minimum fee) Olmec cost centre: Staff, Running Costs, Associates, Remote &amp; Agile working costs</p>		<p><b>Revenue Stream</b></p> <p>G15/Placeshapers/G320/BME national Direct or collective purchase from RP market, social enterprises. NHS HEE Arts Sector / RBS/NatWest / Santander Foundations, Trusts, Local authorities, Central Government People of colour &amp; racialised &amp; minoritised individuals</p>		