

Energy Training Academy

Heating company entrepreneurs Mark Glasgow and Andrew Lamond had first hand experience of the shortage of skilled heating engineers – as well as early insight into the growing need for skilled renewable energy engineers – and decided to set up The Energy Training Academy as a social enterprise that would help to achieve a positive outcomes for planet and people.

CHALLENGE

ETA secured funding to make a start on their state-of-the-art training facility but needed investment to continue the refurbishment and support working capital.

SOLUTION

They were too early in their journey for traditional loans but the patience and flexibility of a revenue-based loan from the Catalyst Fund suited their needs as repayments are based on trading revenue earned, rather than a fixed monthly amount.

REVENUE

ETA delivers training courses in gas, electrical and renewable engineering for individuals and employers.

OUTCOME

Social investment supported ETA with the refurbishment of their training facility and the subsequent delivery of high quality training and work with schools and local authorities to engage with young people and people excluded from the workforce.



n/a

Duration



n/a

Repayment dependant on revenue



n/a

Turnover (Start-up)



£300K

Amount invested



Quasi-equity/revenue participation



MAINTAIN CASH FLOW

KICKSTART BUSINESS