

# Catherine Grayson

Director

BSc ACA MICA



## Key Skills

- Project management
- Local research
- Qualitative and quantitative research methods
- Data analysis
- Stakeholder mapping
- Stakeholder engagement
- Development of feasibility studies, appraisals and business cases
- Social impact assessment methodologies
- Sustainable/ responsible procurement policies, strategies, implementation plans and tools
- Securing a range of community benefit outcomes from major capital development projects
- Development of corporate responsibility policies, strategies and action plans
- Drafting of guidance materials
- Social finance models
- Social enterprise support
- Funding support and advice
- Accountancy and financial appraisal

## Experience

At FSquared Catherine has been integral across a range of projects and has supported public, private and third sector clients. She is particularly experienced in relation to the delivery of support for social enterprises and in the relation to the development of business cases and business plans for specific initiatives.

Her previous experience as a consultant has enabled Catherine to quickly assess and formulate deliverable solutions. As Finance Director of The Big Issue in the North and The Big Issue in the North Trust, Catherine developed a team that delivered real results to some of the most excluded members of society. The delivery of these services was underpinned by sound commercial operation of both the Company and the Trust.

## Key Projects

Project	Client	Role
Bolton, Rochdale & Heywood and Middleton Local Improvement Finance Trust (BRAHMs LIFT)	NHS Bolton, Rochdale & Heywood and Middleton	Development of a financial structure by which a social/charitable enterprise might manage a community café, identification of potential delivery agents for the café via stakeholder engagement
South Tyneside & Gateshead Building Schools for the Future	Carillion	Stakeholder engagement, local research, development of community benefit proposals, social enterprise model and funding advice
Nottingham Building Schools for the Future	Carillion	Stakeholder engagement, local research, development of community benefit proposals, social enterprise model and funding advice
Hull Building Schools for the Future	Morgan Sindall	Stakeholder engagement, local research, development of community benefit proposals

Digital Inclusion Innovations Process	Digital Inclusion Team (DCLG)	Development of business cases and project initiation documents for two initiatives focused on the way that digital technologies can aid the rehabilitation of prolific offenders
Government Modernisation Fund	East Lancashire Education Business Partnerships	Worked with several voluntary sector organisations, review of bidding/tendering strategy, identification of strengths and weaknesses, development of partnership strategy for tenders
Government Modernisation Fund	Cheshire Community Action	Worked with several voluntary sector organisations, review of bidding/tendering strategy, identification of strengths and weaknesses, development of partnership strategy for tenders
Home Farm Community Centre Feasibility Study	Leicester North West Community Forum	Feasibility study, stakeholder engagement, community consultation, cost : benefit analysis, recommendations for future best practice, capacity building
National Action Project – Waverley	Academy for Sustainable Communities (now HCA Directorate)	Development of business case and business model for a Community Development Trust, included assessment of commercial viability, development of legal and financial model.
Maine Road Housing Development	Lowry Homes	Developed the Maine Road Renewal Fund, stakeholder engagement.
Myatts Field Housing PFI	Balfour Beatty	Development of Community Development Trust model for the housing development, involved engagement with potential delivery partners and development of a full business plan
Oldham Housing PFI	Equitix	Development of model for a Community Centre for the housing development, involved engagement with potential delivery partners and development of a full business plan for the initiative