

Glossary of terms

The purpose of this page is to help you understand the words we use in our application process.

- **Aims** - The desired outcomes of your project.
- **Beneficiaries** - People your project is directly helping.
- **Evidence base** - Research relating to the problem you are trying to solve or to the model your project uses.
- **Goals** - Targets you are trying to achieve that are measurable.
- **Innovation** - What's new about your project or method or idea.
- **Mission** - Defines the purpose and primary objectives of your project.
- **Model** - Design or plan of your project including method.
- **Not-for-profit** - An organisation that has been formed in order to pursue a common not-for-profit goal.

A not-for-profit organisation uses its financial surplus to further achieve its purpose or mission.

It does not distribute its surplus income to the organisation's shareholders or equivalents as profit or dividends.

- **Objectives** - Steps set to achieve specific goals.
- **Outcomes** - Measurable changes that have happened because of the project. These should be related to the aims.

Usually outcomes are reported as increases or decreases.

- **Outputs** - Measurable short-term results.

Usually outputs are reported as numbers.

An example is the number of enrolled students.

- **Replicable** - The organisation has created a model that can be used by other organisations.
- **Research** - Evidence to support why the project exists or why the project model is being used.
- **Scalable** - The organisation is capable of growing in size or impact.
- **Social Enterprise** - A not-for-profit enterprise that trades for social purpose.

To be a social enterprise at least part of the enterprise's income must be earned from its trading activity.

The enterprise must be separate from government.

Social Enterprises usually re-invested their financial surplus in the social objective.

- **Testing** - Trial of the project.

Sometimes this trial is called a pilot.

Testing helps to explain what your project has accomplished so far.

- **Vision** - Shows the project's purpose and values.

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