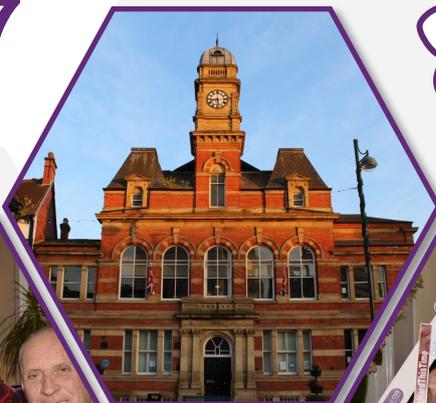


# Annual Report

## 2016-17



### A few words from the Chief Executive...

2016/17 was an 'interesting' year for me - both personally and professionally.

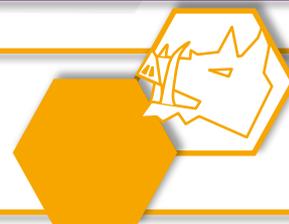
Personally, because I had a freak accident which meant time in hospital, two operations, a period off work and a long and ongoing recovery. Fortunately the injury was to my leg and not my mouth! I say that because in my job, using your voice is really important.

Which brings me neatly onto the professional. An important function of a CVS is to develop and facilitate a model for voice and representation for our VCSE sector. During 2016/17, Salford CVS, alongside VCSE sector leaders, made significant headway in exercising some of our collective voices, developing our role and achieving further public sector recognition for our sector as a key strategic player and a key delivery player, particularly in the field of health and social care. Using our VOCAL model for voice and influence, we now have seats on the Health and Wellbeing Board, the Integrated Care Advisory Board and the new Public Health Advisory Board, to name but a few, with the promise of involving even more people from our sector in some of the crucial conversations taking place. With the devolution of health and social care, alongside the financial challenges the health service is experiencing, the role of our sector as early intervention and prevention specialists, whilst also being experts in the management of long-term conditions (all using an asset-based model that is located within our communities), means we are increasingly being looked to as providers of solutions. However, this shift in demand requires a shift in some resource, which is why it is so important that our sector is at the table to have those conversations.

Beyond health and social care we've been active in many other areas – social value, skills and work, tackling poverty, physical activity, integrated place, and so on. The development of the VCSE Strategy in response to the VCSE Manifesto has also been a major achievement this year.

Our Salford VCSE sector is broad, bold and brilliant, offering opportunities for reach, scale and spread, which is why we are such an investible proposition. I am proud to work together with you all to make Salford a better place for its citizens; after all *"The welfare of the people is the highest law."*

**Thank you** to our members, partners, trustees, volunteers, staff, service users and all of our supporters.



# STAFF

At 31/03/2017

Alison Jones  
Alison Page  
Anne-Marie Marshall  
Becky Roberts  
Cathrine Lee  
Claire Roberts  
Gill Bruder

Kalima Patel  
Kirsten Blackwood  
Lesmond Taylor  
Louise Murray  
Lucy Sutcliffe  
Marie O'Neil  
Marie Wilson  
Siobhan Foley  
Sue Owen



# TRUSTEES

At 31/03/2017

Chris Fox  
Ged Devlin  
Janice Lowndes  
John Phillips  
Ray Mashiter  
Cllr Barbara Bentham\*

\*LA Ambassador

# VOLUNTEERS

At 31/03/2017

Bernadette Ryan  
Greg McHugh  
Peter Shepherd  
Rosie Hurley  
Kim Eakin



Thank you for taking the time to read this Annual Report. 2016/17 was a busy year for us as an organisation. The Board and I are justly proud of the achievements of our staff and volunteers this year. In this report you will read about only a few of the numerous projects and initiatives we run to support the growth and sustainability of the VCSE sector in Salford. We are very pleased to have continued to facilitate the Third Sector Fund grants programme this year with the support of our partner, NHS Salford CCG. These grants represent a huge and much needed investment into our sector, alongside the Short Break Care and Hate Crime grants we administer on behalf of Salford City Council. This year also saw our 13th and biggest-ever Heart of Salford Awards event, which recognises volunteering and voluntary action in Salford. As a custodian of grant funding, along with holding small amounts of money for some of Salford's smallest community groups, our audited accounts are understandably complex, so you can find a handy summary in the back of this report. Finally, I'd like to take this opportunity to thank my fellow trustees, our staff and volunteers, plus all of our partners, for all of their support this year.

Chris Fox, Chair, Salford CVS



NAVCA  
Quality  
Award



Working to become  
Dementia  
Friendly  
2016-2017



A joint venture to  
support the local VCSE  
in the ten boroughs of  
Greater Manchester



navca  
local focus national voice

GMCVO

Member





### Social Enterprise City

We helped organise 4 events in 2 days when SEUK visited Salford as part of their Places Programme



04  
2016

05  
2016

06  
2016



### Fund4Good pitch event

Local good causes pitched for one of seven £750 awards



### Volunteers' Week

We held a volunteering market in Eccles for a second year and we launched our 500 hours of volunteering certificates



### Older People's Day

Salford Together Wellbeing Champion volunteers attended a celebration and promoted The Salford Way app



09  
2016

10  
2016

11  
2016



### The Salford Way

Our dementia-friendly phone app was launched on World Alzheimer's Day



### Living Wage Week

We joined Andy Burnham and Living Wage employers in Salford to promote the Living Wage campaign



## STRATEGIC WORKSHOPS

During 2016/17 Salford CVS worked collaboratively with VCSE and public sector partners to organise a series of strategic workshops, which included:

**Place and Assets** – where we explored integrated place-based work and the importance of community assets, including promoting the benefits of Eccles as the early adopter site for placed-based working using debt as the focus.

**Procurement** – this was a chance to influence the development of a new Sustainable Procurement Strategy for Salford.

**VCSE Commissioning and Investment** - including what good commissioning looked like to VCSE organisations alongside a discussion on the importance of grants. The session concluded by exploring a number of investment tests that could be utilised in the city to underpin this work.

**Locality Plan implementation plan** – VCSE organisations met with NHS Salford CCG and Salford City Council to discuss the Locality Plan as well as supporting early development of the associated implementation plan.

These workshops complemented the development of a sector-led **VCSE Strategy** for Salford.



## DEVELOPMENT WORK

In 2016-17 we supported VCSE organisations on issues from governance to premises. Funding is always a pressing issue and remains our most frequently requested form of 1:2:1 IAG support. Our monthly funding e-bulletin and *Win that Bid Training* continued to be popular. For example this year the Development Team provided proof-reading and feedback to The Fed for their Children in Need bid for £90,000 over 3 years. This bid was successful and The Fed said: *“I wanted to email to say a massive thank you to Alison and to CVS for always supporting us when we need it.”*



## WELLBEING CHAMPIONS

Our Volunteer Wellbeing Champions model (a partnership with Inspiring Communities Together) continued to build on the previous year's testing phase.

92 Volunteer Wellbeing Champions have been recruited, trained and supported to date, completing over 1,500 volunteering hours. The volunteers supported 297 older people to complete a Wellbeing Plan during the same period. The first Wellbeing Champions celebration event took place in January 2017. A film was also made to showcase the role of the Volunteer Wellbeing Champion.



## LITTLE HULTON BIG LOCAL

In May 2016, Salford CVS took on the role of Local Trusted Organisation (LTO) for Little Hulton Big Local (LHBL) and employed a Community Organiser and Development Manager on their behalf. This has provided LHBL with the capacity to deliver their plan and turn aspirations into actions. Key achievements in year included developing a Community Hub at the heart of Little Hulton; establishing small and enterprise grants; Youth Unity task group working with partners to develop a Youth Hub at Little Hulton Library; and bringing reindeer to Little Hulton Precinct to the delight of children and adults.

## VOLUNTEER CENTRE

Our annual Heart of Salford awards ceremony was our biggest and best celebration of volunteering yet! Over 250 guests attended to pay tribute to the achievements of volunteering and voluntary action in Salford. March 2017 saw the launch of our new Volunteering Portal, a database of volunteering opportunities that are promoted directly on the Salford CVS website. Volunteers can browse volunteer opportunities and find roles that fit their needs and interests using the simple search function. Volunteer Managers can use the portal to advertise volunteer opportunities and manage opportunities online.

**131**

grants distributed worth

**£606,827**



**309**

sessions of 1:2:1 information, advice and guidance



**£1,276**

raised for Salford4Good via raffles and our Great Big Festive Quiz

**91**

new types of volunteering opportunity created

**277**

organisations took part in our training and events

**453**

people given a voice at VOCAL forums

**1,122**

volunteers linked to volunteering opportunities

**£8.81**

estimated as additional value of Salford VCSE organisations' services for 0-25 year olds

**184**

mailings sent out to groups

**150**

dementia-friendly services on *The Salford Way* app

**24**

Organisations supported to implement Salford Safeguarding Standards (Children) and good practice (Adults)

**1,274**

Living Wage jobs advertised

**32**

briefings and training sessions delivered

**31**

organisations supported with financial / legal / payroll services

**67,383**

hits on the Salford CVS website

**8,071**

twitter followers across all of our accounts

**1,114**

Individual DBS checks undertaken

**£7.04**

return on each £1 investment via our 'Third Sector Fund' Grants Programme

## Salford CVS AGM

Our 43rd AGM saw the return of our 'Pitch in 60 Seconds', with Street Support winning £1,000



11  
2016

12  
2016

12  
2016

## Little Hulton Big Local

LHBL ran several successful community events in Little Hulton



## Quiz

Our Great Big Festive Quiz was a fundraising success for Salford4Good



## Heart of Salford

Our biggest celebration of volunteering yet, with two new award categories for Equalities and for Innovation



12  
2016

12  
2016

03  
2017

## Our History Project 'Salford CVS'

- a brief history in time' covers over 40 years of SCVS' history and was launched at our AGM



## 0-25 Report launch

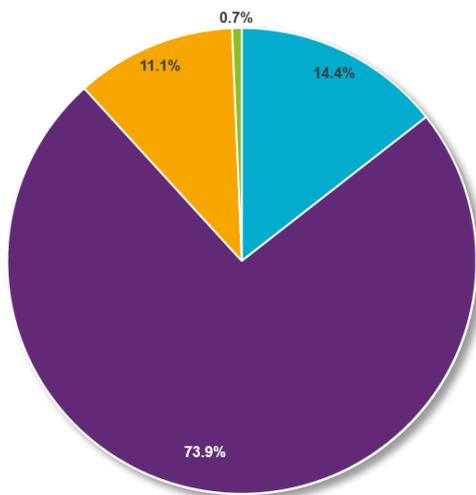
Launch of our report about the VCSE sector's work with children and young people in Salford



## Financial Overview 2016-17

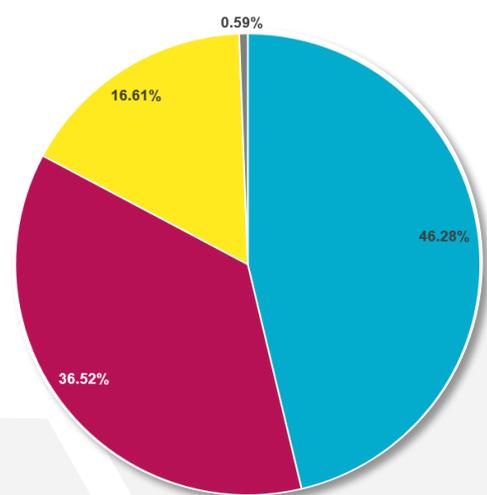
	Total Funds 2017	Total Funds 2016
<b>Incoming Resources</b>	£958,711	£2,079,890
<b>Resources Expended</b>	£1,496,996	£1,522,372
<b>Net Income</b>	<b>-£538,285 <sup>1</sup></b>	£557,518
<b>Balances Brought Forward</b>		
Restricted Funds	£899,757	£436,048
Unrestricted Funds	£496,504	£402,695
	<b>£1,396,261</b>	<b>£838,743</b>
<b>Balances Carried Forward</b>		
Restricted Funds	£333,882	£899,757
Unrestricted Funds	£524,094	£496,504
	<b>£857,976</b>	<b>£1,396,261</b>

### 2016-17 Income



- Grants Income
- Other Income
- Contracts and Agreements
- Investment Income

### 2016-17 Expenditure



- Grants Awarded
- Operating Costs
- Staffing Costs
- Governance Costs

<sup>1</sup> The deficit of income over expenditure of **-£538,285** relates to restricted grant income received in the year 2015/16 for use in 2016/17. At 31st March 2017 there was an increase in unrestricted funds of £27,590. This increase mainly relates to income received in 2016/17 to conduct the *State of the VCSE Sector* survey across Greater Manchester which was completed in April 2017.

Financial information is taken from Salford CVS's audited Financial Statements and Annual Report 2016-17. For a full copy of our accounts please contact Kirsten Blackwood on 0161 787 7795.

## Thank you to our funders

**Salford City Council**

**NHS**  
Salford  
Clinical Commissioning Group

**S**  
SALFORD  
TOGETHER  
Support to Stay Healthy and Well

**ambition**  
For ageing

**The Booth Charities**

**Local Trust**

**Big Local**

**salford**  
health  
matters

# PLANS FOR THE FUTURE



## Award in the region of £1.5 million in grants and investments...

To invest in local voluntary organisations, community groups, social enterprises and primary schools for the benefit of Salford residents.

## Scale up our Volunteer Wellbeing Champions programme...

So we have more volunteers trained and deployed across the city.

## Deliver the new VCSE strategy for Salford...

Working with key partners we will turn the new strategy into an action plan for change.

## Promote volunteering...

As part of the city's new Volunteering Strategy, we will be having the biggest and best Volunteers' Week ever! We'll also be working hard to enable access to volunteering for our city's young people.

## Grow a greener Salford...

Bringing relevant VCSE organisations together to maximise use of our green and blue spaces for the benefit of local people.

## Help make tackling poverty everyone's business...

Supporting frontline organisations that tackle poverty, including food clubs, advice services, etc.

## Lead the 10% Better social value campaign for Salford...

As members of the Salford Social Value Alliance we will drive the campaign to make Salford a better place to live, work and do business.

## Support our VCSE organisations...

Providing advice, development and back office support, opportunities for influence and collaboration.

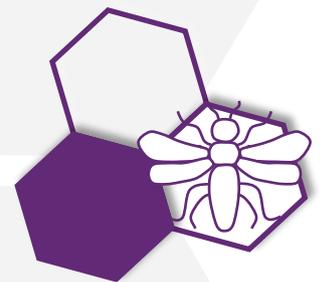
## Work strategically with partners...

To ensure the VCSE sector plays an integral role in the City of Salford.

## Influence Greater Manchester...

To ensure our VCSE voices are heard and we maximise resources coming into Salford.

## Quizzing and having fun...



## CONTACT US



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