



Salford CVS
making a difference in Salford

Salford VCSE Conference

12th June 2017

AJ Bell Stadium



*Making a difference in Salford
since 1973*

Registered office: The Old Town Hall, 5 Irwell Place, Eccles, Salford M30 0FN

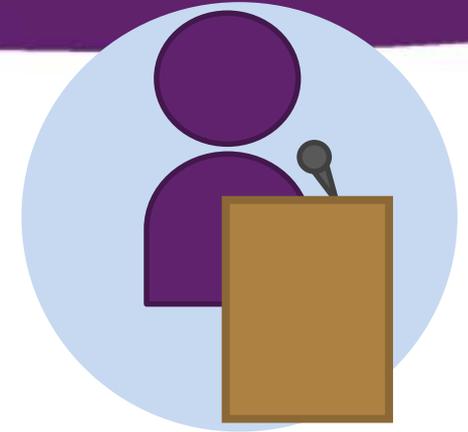
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Welcome address



Alison Page
Chief Executive
Salford CVS





Welcome & housekeeping

- CVS staff in purple t-shirts - here to help
- Twitter hashtag for the conference [#Salford2017](#)
- [#LoveCharity](#) ✱
- Wi-Fi – ‘FreeBee’ no password
- Photography / Visual minutes
- Housekeeping - fire alarm / exits, mobile phones, loos, information desk, timekeeping, tea / coffee breaks, lunch
- First Aid 
- Information packs – including agenda, delegate list, biographies and workshop choices
- Evaluation forms / Equal Opportunities forms
- Volunteering Portal
- Tackling Poverty Pledge





Enjoy the day...

- Tell us what you think – complete your evaluation form...
- Thank you to our fantastic keynote speakers
- Thanks to our workshop presenters and facilitators
- Thanks to Wai Yin, Becky and Ben for Sylvia's film
- Thanks to the whole CVS staff team for all their hard work preparing for this conference
- Most of all, thanks to you for attending...
I hope it proves to be an inspiring day!





Purpose of the conference

- To take stock of the VCSE sector in Salford – what we look like, what we do, what our challenges are
- To explore what we think are the strategic priorities for our sector
- To create opportunities for cross-sectoral networking
- To generate ideas for actioning together!





The agenda

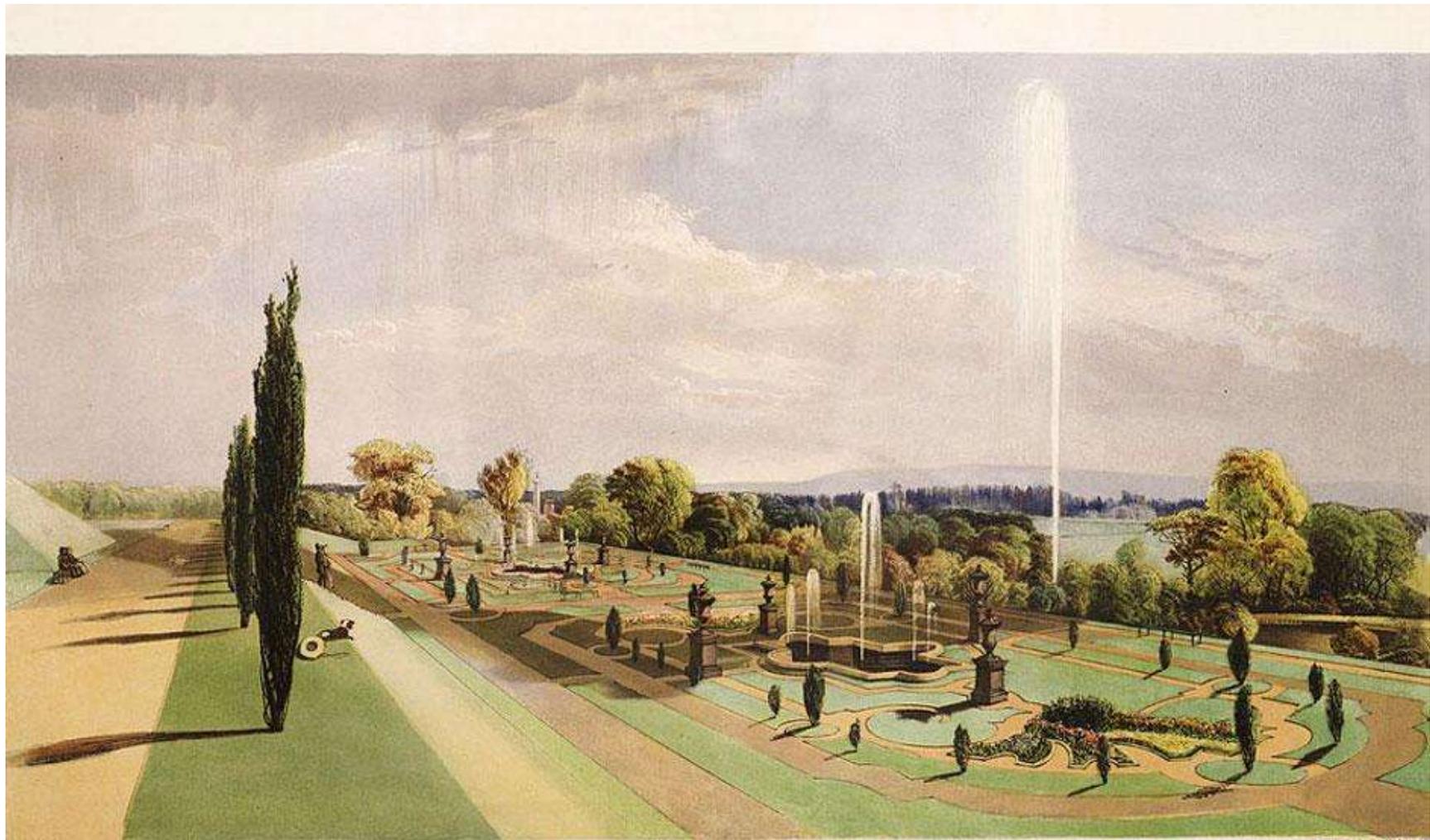
- *Dr Sylvia Sham* – short film
- *Why the Voluntary Sector still matters in 2017* – Lynne Stafford, The Gaddum Centre
- Launch of the *Salford VCSE State of the Sector 2017* report
- *A VCSE Strategy for Salford* – your chance to influence
- Launch of the *Salford Volunteering Strategy 2017 – 2022*
- Update on the city's new *10% Better* campaign
- *Relief of Poverty in Salford* – Tom Togher, Citizens Advice
- Workshops on aspects of poverty - food, financial literacy, furniture, mental health, housing
- *Supporting charities to tackle poverty* – Duncan Shrubsole, Lloyds Bank Foundation
- *Introducing Salford's new Tackling Poverty Strategy* – Paul Dennett, Salford City Mayor
- Your personal pledge to tackle poverty in Salford





PAUL DENNETT





A. Brooke

LONDON: T. MASON, 50, BROADWAY.

Copyright 1850, by T. MASON.

LOWER TERRACE GARDEN WORSLEY HALL,
THE SEAT OF THE RIGHT HONORABLE THE EARL OF MELLINGHAM.

THE IMPACT OF THE SALFORD THIRD SECTOR FUND GRANTS PROGRAMME



The total amount
awarded to projects
in grants was

£1,613,081



We estimate that for every
£1 of grant spent, recipients
of Salford's Third Sector
grants programme created

£7.04 of value



£ 1 1 M +

Making the estimated
total value of the
programme a massive

£11,356,090





Premier League

Champions

2016/17



10 things you should know about the Salford Voluntary, Community and Social Enterprise (VCSE) Sector

Fact

1



**voluntary organisations, community groups and social enterprises
making a difference in Salford**







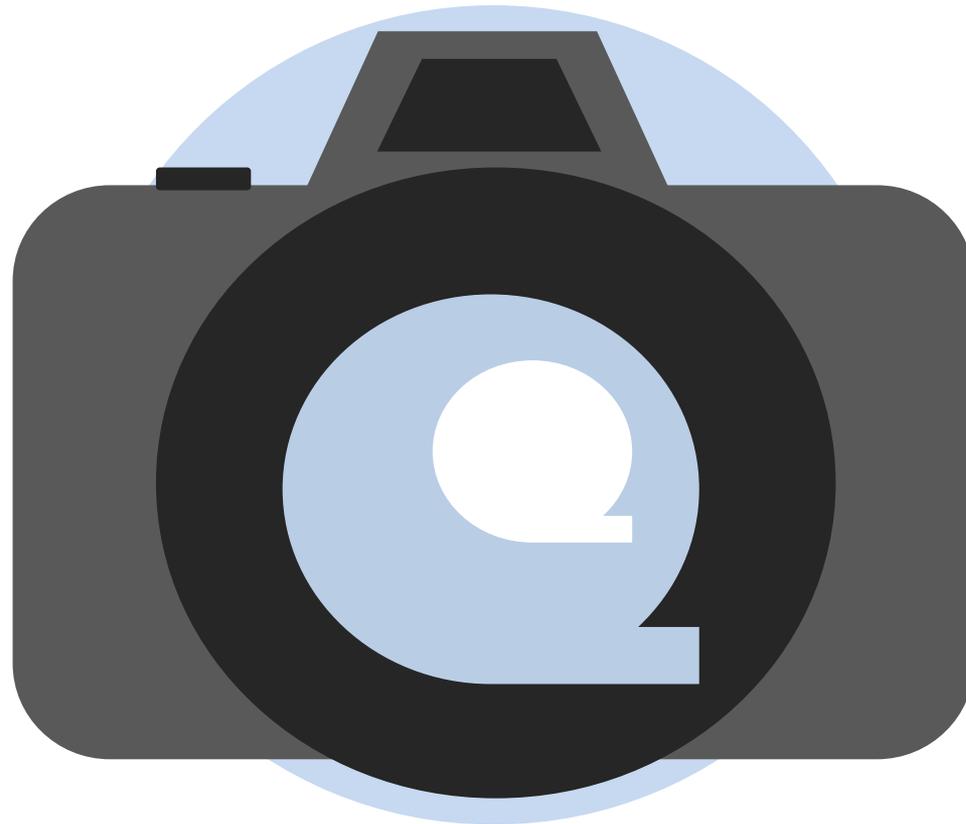
Fall down seven times,
Stand up eight times

-- Chinese Proverb

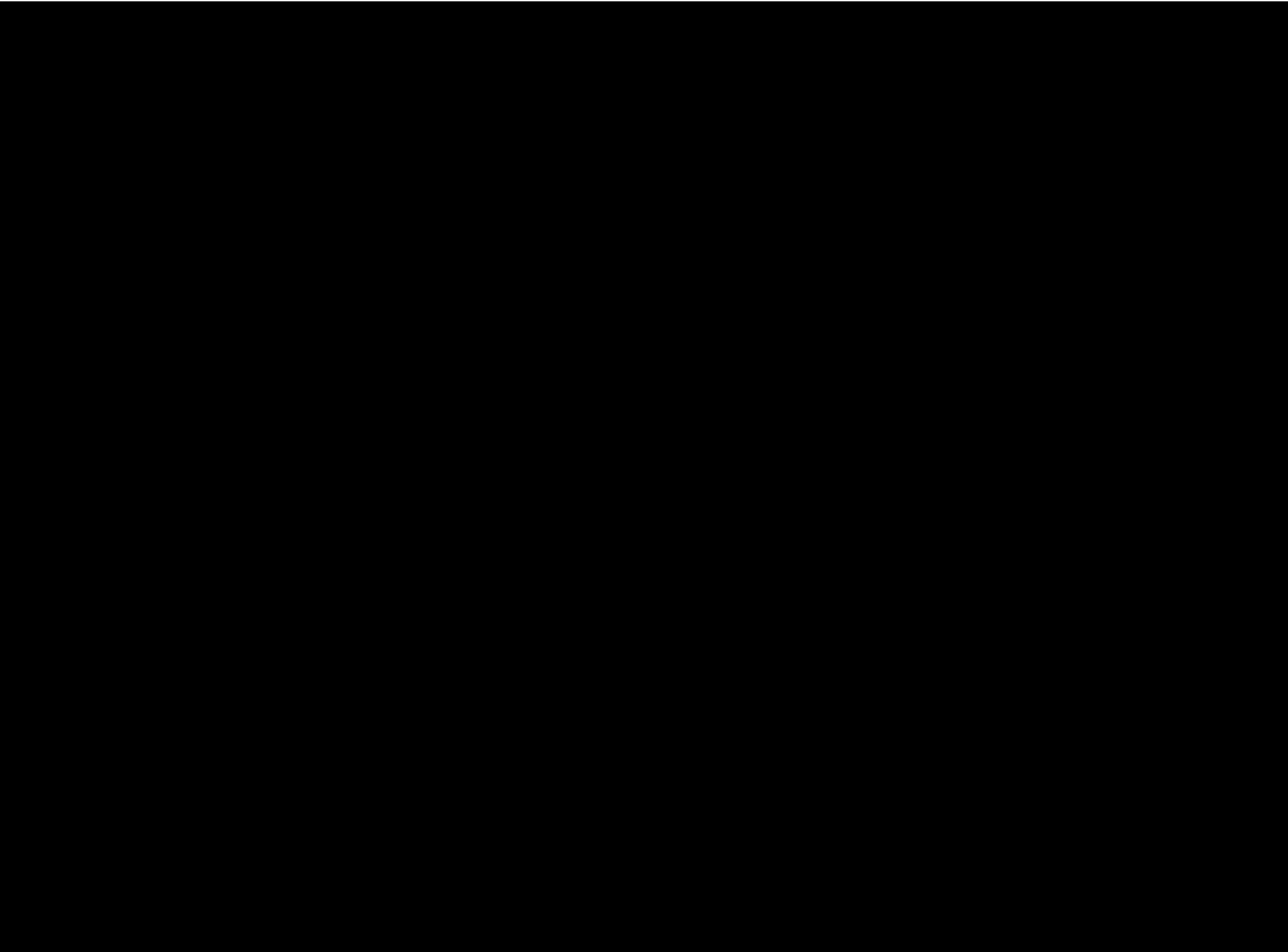


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Short film

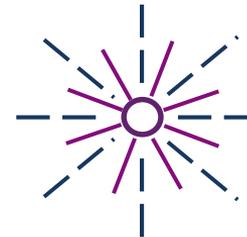
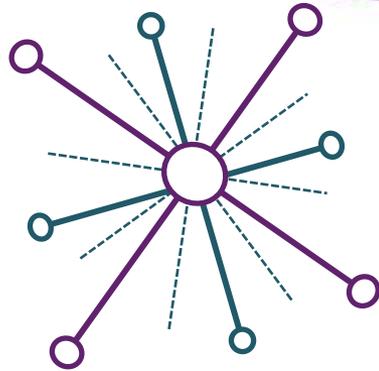


Dr Sylvia Sham

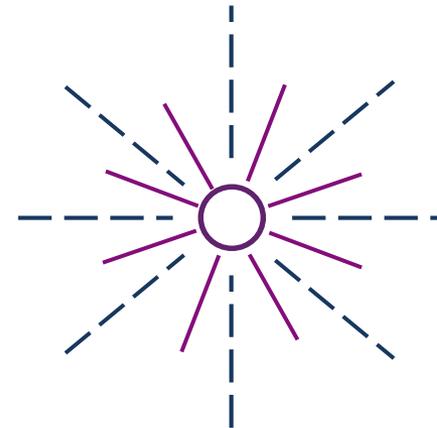
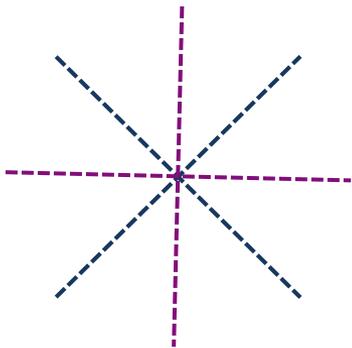
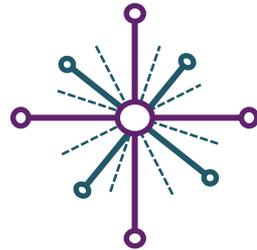




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#LoveCharity





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Why the voluntary sector still matters in 2017

Lynne Stafford
Chief Executive
The Gaddum Centre



'Why the voluntary sector still matters in 2017'

**Lynne Stafford - Chief Executive
Gaddum Centre**

listening • advising • supporting

Our History.....

- Gaddum Centre is an independent voluntary sector organisation established in 1833 with a long history of providing quality services in the field of health and social care across Greater Manchester.
- Gaddum Centre has managed to survive over 180 years due to its ability to adapt to changing needs of the people of the area, it also seeks to find out how to provide the most efficient and appropriate services for communities in need.

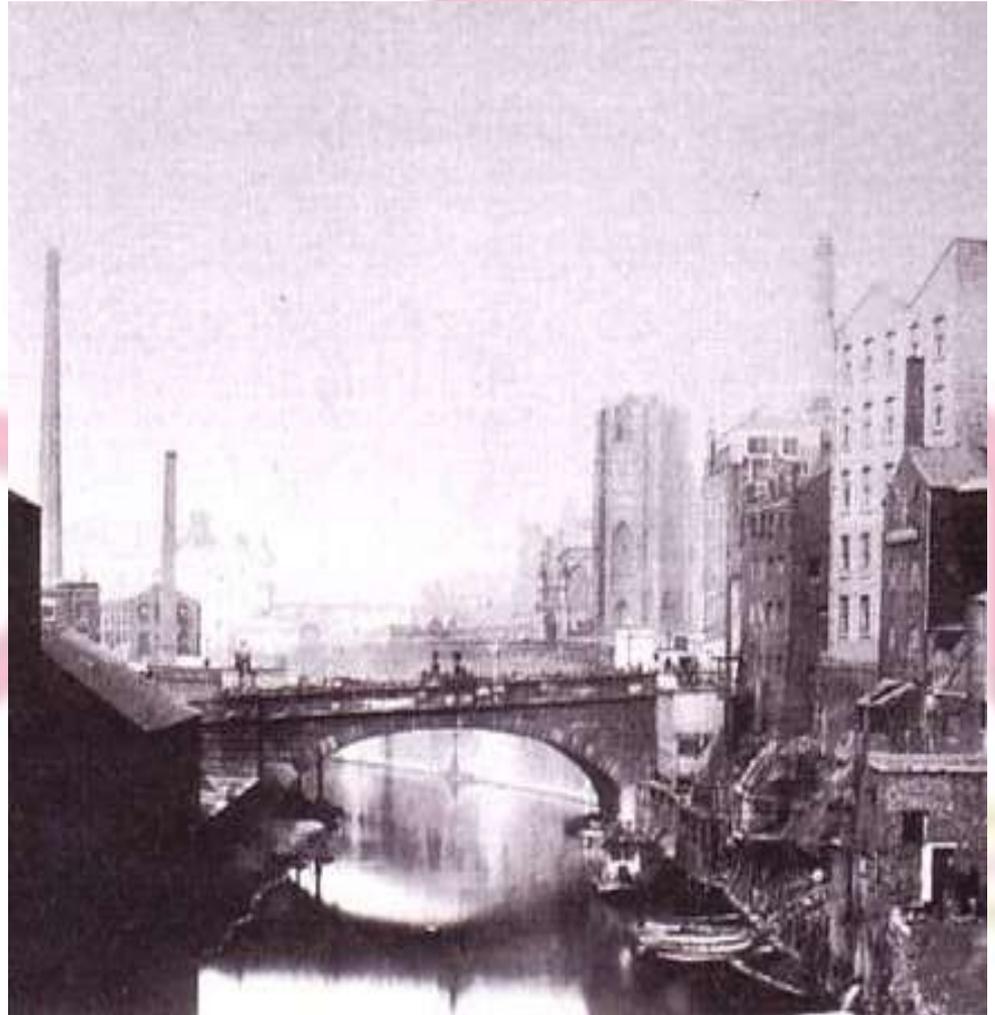
listening • advising • supporting

From the beginning...

In the 1830's Manchester was the centre of the cotton industry in the UK, and part of the industrial revolution.

The population of Greater Manchester grew by 45 per cent between the census of 1821 and 1831.

Rapid industrialisation and expansion of employment, which brought acute housing problems and disease in its wake.



Manchester cholera epidemic May 17th 1832



- Brought the work and name of Dr James Kay Shuttleworth to public prominence
- Appointed physician to the Ardwick and Ancoats Dispensary
- He advocated shorter working hours and better education to counteract civil unrest

Manchester cholera epidemic May 17th 1832

- Boards of health had been set up six months earlier now found themselves with a massive battle to clean up the workers' slums
- Dr Shuttleworth, as secretary, co-ordinated the work of the city's 14 district boards, and he personally visited each area to investigate conditions
- Many of the city's businessmen were realising the factory system in the mills and foundries had deeply negative effects on the people who lived and worked in those conditions

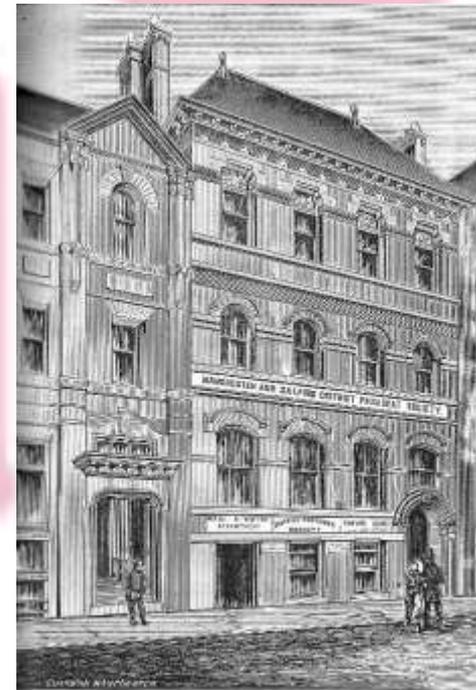
MANCHESTER DISTRICT PROVIDENT SOCIETY

- On March 20th 1833, Dr Shuttleworth met William Langton and Benjamin Heywood at the Mayoral Dining rooms in Manchester Town Hall
- They discussed the appalling living conditions within the city of Manchester mainly due to the introduction of power driven machinery, an influx in workers and cheap housing
- This led to the founding of the Gaddum charity called at the time the Manchester District Provident Society

listening • advising • supporting

MANCHESTER DISTRICT PROVIDENT SOCIETY

"The encouragement of frugality and forethought, the suppression of mendacity and imposture, and the occasional relief of sickness and unavoidable misfortune amongst the poor"



DISTRICT PROVIDENT SOCIETY'S OFFICES,
MANCHESTER.

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Cotton Famine – 1860s



- The development of this structure meant that the Society was placed uniquely in the city to respond to the hardships of the cotton famine in 1860's
- During the famine the society set up Sewing Schools for the mill lasses and Reading Schools for the men; instead of just giving out money the factory workers could gain skills

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Forward to 20th Century...

- In 1919 Thomas Hancock Nunn, along with other supporters, established the National Council of Social Service (NCSS) to promote the coordination of services, provide information and promote the formation of local Councils of Social Service
- Many well known organisations, including Age UK and Citizens Advice started out as projects within NCSS, which continues today as the National Council for Voluntary Organisations (NCVO)

listening • advising • supporting

Manchester and Salford Council of Social Service (MSCSS)

- In 1919 Thomas Hancock Nunn with others formed the Manchester and Salford Council of Social Service (MSCSS), which was to last until 1974 and was succeeded by **Salford CVS** and other CVSs.
- Harry Gaddum was appointed chairman of MSCSS and by 1922 it had 72 affiliated organisations.

The aims of MSCSS were to

- promote cooperation between voluntary organisations,
- to assist in the training of social workers,
- to foster developments likely to improve the welfare of the community,
- to administer funds for the general well-being

listening • advising • supporting

Gaddum House

Established to provide a centre for voluntary societies and a meeting place for social workers.

In 1936 approximately 26 organisations had their offices there including some of the city's statutory agencies.

The District Provident Society, the City League of Help and MSCSS all moved into Gaddum House, and worked closely together.



listening • advising • supporting

Today.....

Let us reflect on those aims of Manchester and Salford Council of Social Service nearly a 100 years later ... they were to

- promote cooperation between voluntary organisations,
- to assist in the training of social workers,
- to foster developments likely to improve the welfare of the community,
- to administer funds for the general well-being

listening • advising • supporting

Salford Voluntary Sector

Nearly 1600 VCSE organisations working and supporting -

- Tackling poverty & inequality
- Reducing social isolation
- Promoting health & well-being
- Delivering sport & leisure activities
- Lobbying on green & environmental issues

listening • advising • supporting

Why we matter in 2017....

- Austerity, financial cuts & recession, impact of Brexit
- Reduction in health and social care budgets – impact on statutory services
- Job market & unemployment
- Recent events....Manchester, London...

listening • advising • supporting

Why we do matter.....

- Flexible and adaptable
- Responsive and innovative
- Connected to our communities
- Long term work at grass roots level – sustainability
- Prevention is key
- Empowering people

the
gadadum
centre
listening • advising • supporting



the

Thank you for listening.

gaddam

Any Questions?

centre

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Salford State of the VCSE Sector 2017 report

Key findings

Louise Murray & Marie Wilson
Salford CVS





What is the State of the VCSE Sector report?

What?

- This is a large scale survey of the VCSE sector in Salford building on previous studies in 2010 and 2013

Why?

- The research collects valuable information on the sector and our work



What is the State of the VCSE Sector report?

Who?

- Salford CVS are the lead partners across Greater Manchester, working in partnership with the other local infrastructure organisations, GMCVO and Stockport Council

How?

- CRESR at Sheffield Hallam University were our research partners
- The data was collected from a mixture of online survey responses as well as three specific focus groups held in Salford



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What is the State of the VCSE Sector report?

This year was our largest ever response rate to the survey

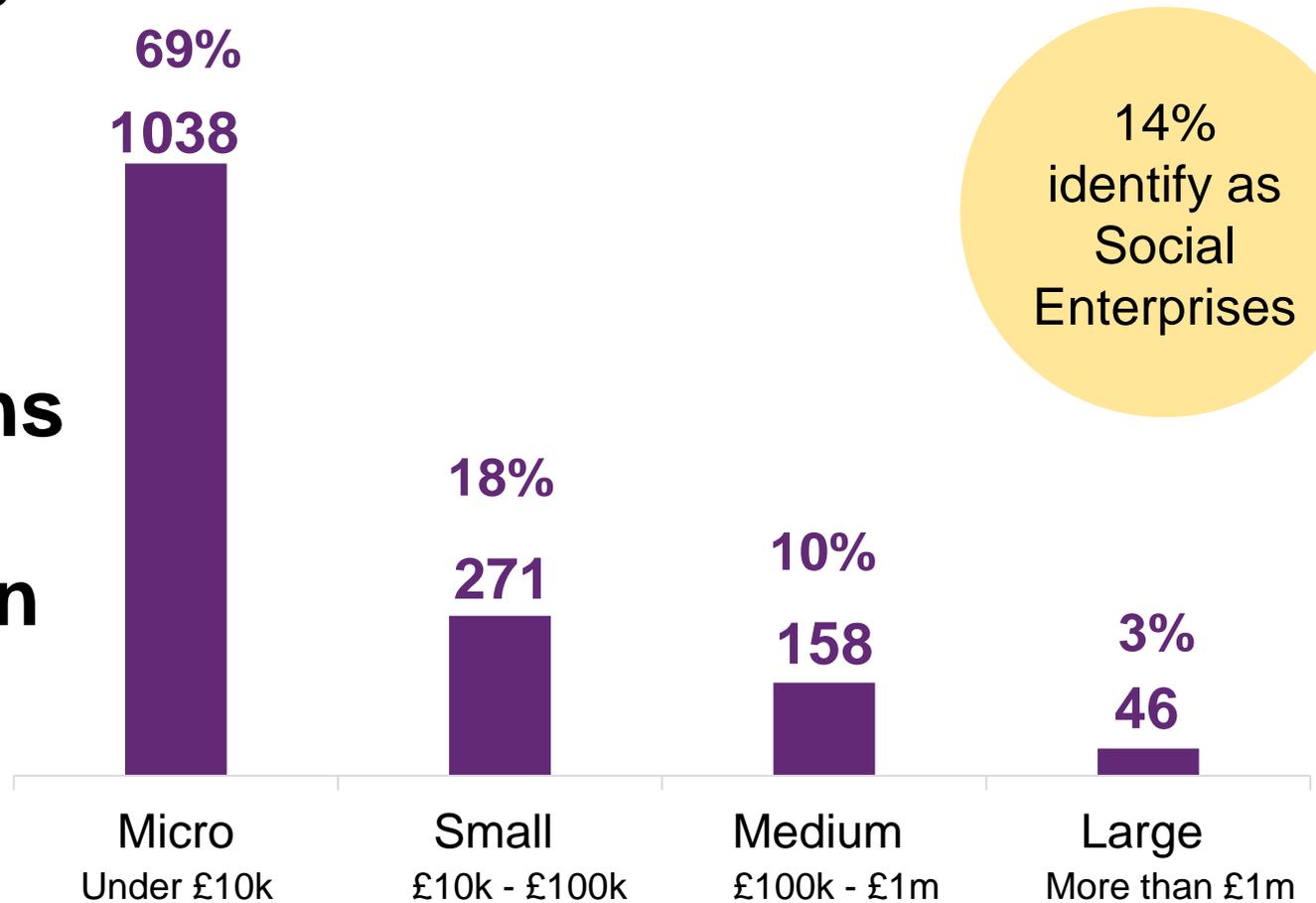
198 survey responses!

Thank you



We are many...

1,513
organisations
making a
difference in
Salford





...and we are diverse



50%
**Health &
Wellbeing**



26%
**Sport &
Leisure**



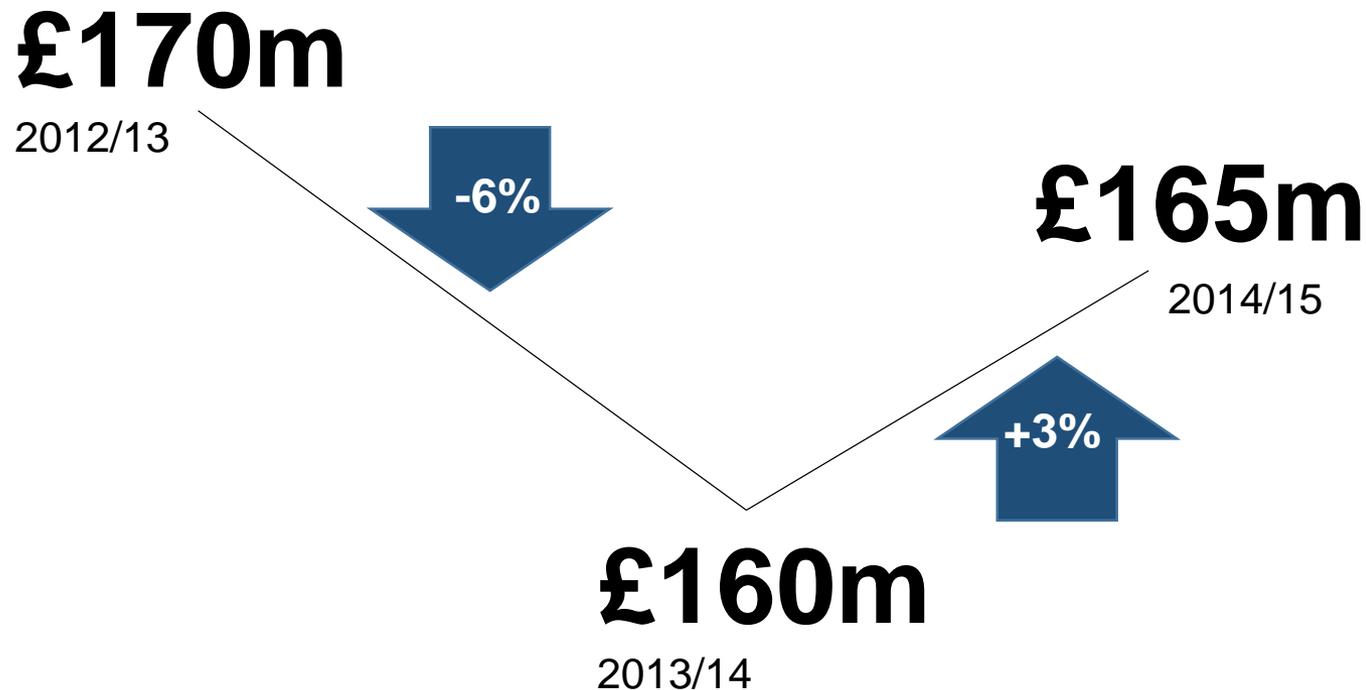
44%
**Community
Development**



24%
**Education,
Training &
Research**



The income of the VCSE Sector in Salford





Where does the VCSE sector receive its funding from?

79% have at least one source of **non-public** sector funds

- Fundraising (40% of respondents)
- Membership fees and subscriptions (32%)
- Grants from charitable trusts and foundations (32%)

75% have at least one source of **public** sector funds

- Grants administered by Salford CVS (36%)
- Salford City Council (33% of respondents)
- NHS Salford CCG (20%)



Is our sector sustainable?

56% of organisations have increased their expenditure

But only **48%** of organisations have increased their income

27% of organisations have decreased their reserves

43% of organisations now have less than 3 months running costs in reserves and **25%** of organisations have only 1 month in reserve

This has been most greatly shown in medium-sized organisations



Volunteering is an asset



26%

46,800 volunteers
(incl. committee / board members)

Giving **115,400 hours** each week



16%

Valued at **£104.4 million** per annum



The sector as an employer

The VCSE sector in Salford is a significant employer:

5,300 total employees in the sector
that's **3,500** full-time equivalent paid staff

Valued at **£111.2 million** per annum

55% are employed within large VCSE organisations

31% within medium VCSE organisations

13% within small and micro organisations



Partnership working is important to us

78% of organisations have direct dealings with Salford City Council

35% believe they have a positive impact on their work

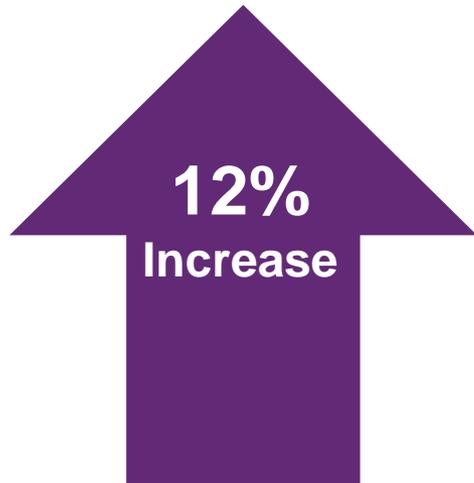
57% have a positive relationship with another public sector body

35% have had some dealings with the emerging Greater Manchester structures (devolution)



Partnership working is important to us

55% of organisations have a relationship with private businesses in the city



“It’s a huge shift in culture though, because you have to understand their language... but if you build some trust with them, we can be very productive”



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Partnership working is important to us

90% have some direct dealing with other VCSE organisations

59% want to work more closely together

28% are members of a formal VCSE led consortium



A VCSE forum facilitated
by Salford CVS





Where to find out more...

Full reports can be downloaded from www.salfordcvs.co.uk

10 things you should know about the Salford Voluntary, Community and Social Enterprise (VCSE) Sector

- 1,513 voluntary organisations, community groups and social enterprises making a difference in Salford
- 69% are micro organisations (annual income under £10,000)
- 14% of the sector identify as being a social enterprise
- £165 million total income of the sector (2014/15)
- 79% of organisations have at least one source of non-public sector funds, bringing significant added value
- 43% of organisations now have less than 3 months running costs in reserves
- 46,800 volunteers (including committee/board members), giving 115,400 hours each week, valued at £104.4 million p.a.
- 5,300 total employees in the sector (3,500 full-time equivalent paid staff), whose contribution is valued at £111.2 million p.a.
- 91% have some direct dealings with other VCSE organisations, 78% with Salford City Council and 55% with private businesses
- 2.4 million interventions were made with beneficiaries in the past year

State of the VCSE Sector 2017 - Salford

Introduction

The State of the VCSE Sector 2017 report is the result of a Greater Manchester wide partnership led by Salford CVS, building on previous research first conducted in Salford in 2013 and then across Greater Manchester in 2015.

The key objective of the research was to provide a comprehensive overview of the voluntary, community and social enterprise (VCSE) Sector both within the city of Salford and Greater Manchester as a whole.

The research was undertaken by the Centre for Regional Economic and Social Research (CRESE) at Sheffield Hallam University on behalf of a partnership comprising 10GM** and GMCVO***.

The research involved a multi-stage survey of organisations alongside specific focus groups that CRESE.

To read the full report and methodology please visit www.salfordcvs.co.uk/StateoftheSector2017

When we talk about the VCSE Sector we mean voluntary organisations, community groups, the not-for-profit and community asset companies, where there is a wider accountability to the public via a board of trustees or a membership and profits will be reinvested in their social purpose.

**10GM is a joint venture between Greater Manchester Voluntary Sector Infrastructure Organisation, including Salford CVS. It represents a voluntary membership of thousands of local voluntary, community and social enterprise organisations.

***GMCVO (Greater Manchester Centre for Voluntary Organisations) is a voluntary sector support organisation covering the city region of Greater Manchester.

The VCSE sector in Salford made 2.4 million interventions last year to benefit local citizens

The total income of the VCSE sector in Salford in 2014/15 was £165 million

The VCSE sector employs 5,300 people (3,500 full-time equivalent paid staff)

Staff from Salford VCSE organisations contribute £111.2 million to the local economy

10GM

Salford City Council

Greater Manchester Voluntary Sector Infrastructure Organisation

GMCVO

Salford CVS



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It's your survey!



Read It!



Use It!



Share It!



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making a difference in Salford

Congratulations



Cycling Projects – Salford Wheels for All



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A VCSE Strategy for Salford: responding to the Salford VCSE Manifesto

Sheila Murtagh,
VOCAL VCSE Leaders Forum
Anne Lythgoe,
Salford City Council
Louise Murray, Salford CVS





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Why a VCSE Strategy for Salford?

Sheila Murtagh on behalf of the
VOCAL VCSE Leaders Forum



Partners to the Strategy



A VCSE forum facilitated
by Salford CVS

VCSE Sector in Salford – led by the VOCAL VCSE leaders Forum and Salford CVS. This will be a Strategy for Salford’s community, voluntary and social enterprise sector

Salford City Council

Salford City Council – key officers in the Council have been involved with Cllr Longshaw as the Lead member for the VCSE sector



Salford Clinical Commissioning Group

NHS Salford CCG – Stephen Woods is the key officer contributing to the Strategy

The **Foreword** will be jointly written between the City Mayor, Paul Dennett; the CCG Chair, Dr Tom Tasker and Salford CVS’s Chief Executive, Alison Page



Aims of the Strategy

- Clear **position and role** for VCSEs in strategic partnerships
- **Recognition** of VCSEs' benefit to local people, service delivery, influence on policy and strategy
- Shared understanding of the **relationship** VCSEs have with their **key stakeholders** e.g. beneficiaries / service users; funders and donors
- **Resources** that are appropriate, accessible, sustainable
- A **consistent approach** to and **high standards** in conduct of the **relationship** between VCSEs and public sector partners
- A **VCSE that works in partnership** with SCC and CCG for the benefit of the people of Salford



Vision

A city where voluntary organisations, community groups and social enterprises are at the heart of creating a better and fairer Salford





Shared Values

- **Trust** – within the VCSE sector, and between the public sector and VCSEs
- **Transparency** – in relationships and communication
- **Simplicity / proportionality** – of operational practice
- **Equity and being inclusive** – in approaches



Shared Commitments

- **Uphold the VCSE Compact Agreement** and any other existing codes of practice
- **Share information and intelligence** – about relevant and available VCSE activity; about population, local statistics, business development, commissioning and budget proposals, etc, in a timely manner
- **Share connections** and the ability to **influence**
- Collaboration and involvement in **strategic discussions** (including budget-setting), project development, co-design, etc.



Shared Commitments

- Undertake **impact assessments** – however simple, relating to the sector, inclusion and equality
- Keep and share records of **performance, impact, social value**, in a way that is proportionate and flexible
- **Co-production, co-design and equal partnership**
- Uphold commitments to **processes of involvement** and **ensure that timescales do not circumvent** these
- Focus on activity which **makes a difference** for Salford and its people
- Support each other in **the longer term** to develop sustainable and productive relationships



The 6 Pillars of the VCSE Strategy

Pillar 1: Involve

VCSE Manifesto ask:

- Involve the VCSE sector **consistently in decision-making** both in the early stages of **strategic planning** and throughout the ongoing development of **new models of service delivery**
- Recognise the role of the VOCAL forums across the City Partnerships and ensure **VOCAL representation and involvement at all City Partnerships**
- Support the important contributions of VCSEs in **GM Devolution and transformation**





The 6 Pillars of the VCSE Strategy



Pillar 2: Include

VCSE Manifesto ask:

- Recognise and support the **lead role of VCSEs** in Salford's **Equality Network**, **diversity and human rights** work and the development of **community cohesion** in the context of the city's increasing diversity



The 6 Pillars of the VCSE Strategy



Pillar 3: Collaborate

VCSE Manifesto ask:

- Embrace **alliances** within the VCSE sector for successful **delivery on key initiatives**
- Support VCSE organisations working together to **pool expertise and knowledge**
- Create operational alliances **between public agencies and VCSE organisations**
- **Avoid models** of working and commissioning **that undermine** the local VCSE sector



The 6 Pillars of the VCSE Strategy

Pillar 4: Value

VCSE Manifesto ask:

- Continue to value **individual residents** and **communities**
- **Local people are assets** who make vital contributions to improving their own and other Salford residents' lives and the places that support them
- **Volunteers are vital** to the life of our city and lie at the core of community cohesion and resilience. Providing volunteers with support and recognition **needs resourcing** and has a significant immediate and long-term return on that investment





The 6 Pillars of the VCSE Strategy

Pillar 5: Invest



VCSE Manifesto ask:

- Invest in a **local VCSE sector** that provides innovative solutions to local needs, builds capacity in and is **accountable to local communities**
- Develop a **3 year investment strategy** that supports VCSEs to continue contributing time, skills and money to Salford
- Ensure the Strategy includes the use of **grants, community buildings** and support to develop strong relationships with **commercial business**



The 6 Pillars of the VCSE Strategy

Pillar 6: End

VCSE Manifesto ask:

- Work with VCSE services to **stop people dying unacceptably young** and living in poor health and in poverty
- Support VCSE services to **increase the level of voluntary activity** across Salford's **most deprived areas** and communities





Over to you...

Each table has 20 minutes to influence what goes in the VCSE Strategy

At your table answer 3 questions for 1 of the 6 pillars:

- 1. What do we want to achieve together?**
- 2. What is already happening?**
- 3. What else needs to happen?**

Feedback after the tea break

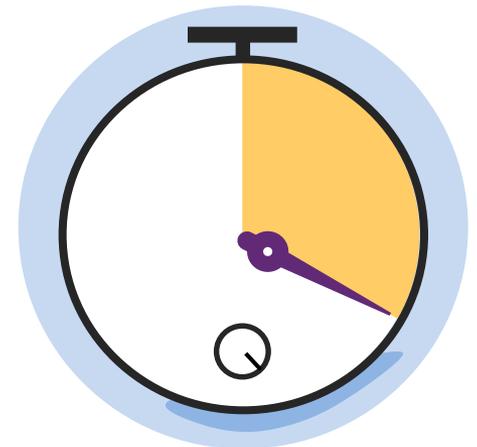




Table-top exercise

The Six Pillars: sharing good examples of VCSE activity





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Tea Break





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Feedback from tables





Over to you... Feedback

We asked you:

- What do we want to achieve together?
- What is already happening?
- What else needs to happen?



Feedback just one or 2 main points from your discussions

Pillar 1: Involve

Pillar 2: Include

Pillar 3: Collaborate

Pillar 4: Value

Pillar 5: Invest

Pillar 6: End



Over to you...

Throughout the day you also have the chance to comment on the draft investment profile...

What kinds of investments do we need in the different parts of the VCSE sector?

1. Community groups
2. Local voluntary organisations
3. National voluntary organisations with Salford beneficiaries
4. Local social enterprises
5. National social enterprises with Salford beneficiaries



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Salford Volunteering Strategy 2017-2022

Salford Social Value Alliance's *10% Better* campaign

Alison Page

Chief Executive, Salford CVS, and
Chair, Salford Social Value Alliance



SALFORD VOLUNTEERING STRATEGY

2017 - 2022

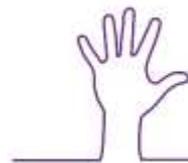


***'The hardest part of volunteering
is realising how easy it is'***

SALFORD VOLUNTEERING STRATEGY

2017 - 2022

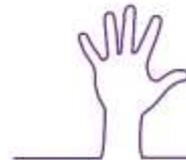
- **2008** - a cross-sectoral partnership drafts, consults on and launches the Salford Volunteering Strategy 2009 – 2012
- **2015** - Salford City Council reforms its Volunteering Strategy Group
- **2015** - a refresh of the previous strategy is commenced
- **2016** - a survey of volunteer-involving organisations is conducted to ask about priorities for a new strategy
- **2016** - Salford Volunteer Coordinators' Forum holds a consultation workshop on the emerging new strategy
- **2016** - new terms of reference for the Volunteering Strategy Group are drafted and agreed
- **2017** - the final version of the new strategy is produced and receives the support of the City Mayor and Cllr Longshaw, lead member for volunteering
- **2017** - and here it is... finally...



SALFORD VOLUNTEERING STRATEGY

2017 - 2022

- This Volunteering Strategy is intended to demonstrate a city-wide commitment to the importance and continuing future impact of volunteering for Salford. It provides a framework of support for individual volunteers as well as organisations and groups working with volunteers across our city.
- The role of volunteering in the city is more crucial than ever. Partners recognise the contribution volunteers currently make in the city, with approximately 46,800 volunteers contributing in the region of 115,400 volunteering hours per week – all worth a cool £104.4 million contribution to the city's economy.

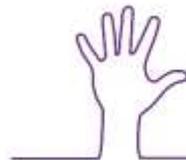


SALFORD VOLUNTEERING STRATEGY 2017 - 2022



Our Vision

Salford is a great place to volunteer – a city where volunteering is properly resourced, good practice is observed, and volunteers are supported and recognised for their valuable contribution.



SALFORD VOLUNTEERING STRATEGY

2017 - 2022

Our Core Values

Choice - freedom to volunteer or not

Volunteering must be a choice freely made by each individual. Freedom to volunteer implies freedom not to become involved.

Diversity - open to all

Volunteering should be open to all, no matter what their background, race, colour, nationality, religion or belief, ethnic or national origins, age, gender, marital status, sexual orientation or disability.

Mutual Benefit - both the volunteer and the organisation should benefit

Volunteers offer their contribution and skills unwaged but should benefit in other ways in return for their contribution. Giving time to volunteering must be recognised as establishing a reciprocal relationship in which the volunteer also benefits and feels that his or her contribution is personally fulfilling.

Recognition - there should be explicit recognition of the value of volunteers

There must be explicit recognition that valuing the contribution of volunteers is fundamental to a fair relationship between volunteers, voluntary and community organisations and government. This includes recognising the contribution to the organisation, the community, the social economy and wider social objectives.

SALFORD VOLUNTEERING STRATEGY

2017 - 2022

Our Aims

- Salford will be a place that fully values its volunteers and their contribution
- Our core values for volunteering will be understood and implemented
- There will be a range of good quality and diverse volunteering opportunities accessible to people across Salford – including more opportunities for younger volunteers
- We will actively challenge and address barriers to participation in volunteering
- There will be an improved standard of volunteering experience for people who volunteer
- Volunteering in Salford will help to address the priorities of the city
- Volunteering in Salford will contribute to addressing key challenges such as reducing social isolation, improving mental health and wider wellbeing, improving skills and ameliorating the effects of worklessness
- Volunteering in Salford will contribute to the city's social value agenda and the Salford Social Value Alliance's new *10% Better* campaign
- Volunteering in Salford will support the 'Spirit of Salford' initiative

SALFORD VOLUNTEERING STRATEGY

2017 - 2022

Key Messages

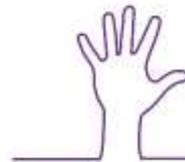
- Volunteering is time freely given
- Volunteering should be open to all
- Volunteering recognition & good practice is very important
- Volunteering costs and needs resourcing
- We need strategic support for volunteering
- We need a wider range of opportunities
- We need more volunteering – in particular we need to enable younger people to volunteer
- We need businesses (from all sectors) to do more employer-supported volunteering
- Volunteering contributes to the economy
- **Volunteering makes a massive difference in Salford**

SALFORD VOLUNTEERING STRATEGY

2017 - 2022

Next Steps

- This strategy will go live on the Salford CVS and Salford City Council websites
- We'll send an ebulletin out to all of the volunteer-involving organisations on our database
- The Volunteering Strategy Partnership will be reconvened as a refreshed cross-sectoral partnership with new terms of reference
- Incl. 2 reps from the VOCAL VCSE Leaders Forum, 2 reps from the Volunteer Coordinators' Forum, CVS & Volunteer Centre
- This partnership will take forward the draft action plan and work across the city to deliver this strategy – hopefully with YOUR help!
- You can also sign up to the Salford Volunteering Charter
- Don't forget to register your volunteering opportunities on our new portal



Salford Social Value Alliance

Salford Social Value Alliance is a partnership between the voluntary, community and social enterprise sector, the public sector and the private sector, aimed at producing more Social Value in Salford.

10% Better in Salford campaign

We want to use social value to make a 10% improvement across a number of social, environmental and economic outcomes.

We want to do this for the benefit of Salford and the people who live here.

We want YOU to get involved, sign our **PLEDGE**, and make a difference.

We want to use social value to make it **10% Better** in Salford...

<p>Better...</p>	<p>For People</p> <ul style="list-style-type: none"> • community spirit • sense of community • level of trust or cohesion in communities • individual mental well-being • supportive relationships • social relationships • volunteering 	<p>For the Planet</p> <ul style="list-style-type: none"> • environmental sustainability • energy efficiency • waste and emissions • recycling • ethical supply chains 	<p>At Creating Local Prosperity</p> <ul style="list-style-type: none"> • financial equality • valued employment • connection of vulnerable groups to employment and training opportunities • healthy work place, good work/life balance • local supply chains 
<p>What can you do?</p>	<p>Pledge what you can to make Salford 10% better. It doesn't sound much, but if all businesses, schools, hospitals, councils, community groups, etc, committed to do just one thing, then together we can make a real difference.</p>		
<p>Help us have...</p>	<ul style="list-style-type: none"> • 10% MORE volunteering • 10% MORE young people who are in employment, education and training • 10% MORE Salford people saying that they have good wellbeing 	<ul style="list-style-type: none"> • 10% LESS waste – fuel, rubbish, energy, water, etc • 10% MORE recycling • 10% MORE green travel - buses, trams, trains, bikes, lift shares, electric vehicles, walking etc • 10% MORE use of parks and green spaces 	<ul style="list-style-type: none"> • 10% MORE companies paying the Salford Living Wage • 10% MORE local people from vulnerable groups accessing new jobs, apprenticeships, training and work experience placements • 10% LESS fuel poverty • 10% MORE purchasing from Salford based companies
<p>This could mean...</p>	<p>Over 1,000 fewer children living in poverty, 50 fewer young people who are NEET, 1,000 fewer households living in fuel poverty, lots more people paid the accredited Living Wage, more tonnes of waste recycled, etc.</p>		

SOCIAL IN SALFORD

PLEDGE



On behalf of,

I pledge to use **social value** to make Salford **10% BETTER** by implementing the following principles:

- optimising the social, environmental and economic well-being of Salford and its people in everything that we do
- thinking long-term – turning investment into long-lasting outcomes
- working together across sectors to provide social value outcomes
- having values including inclusion, openness, honesty, social responsibility and caring for others
- having a clear and current understanding of how social value can make Salford a better place to live
- working together to measure, evaluate and understand social value, as well as reporting publicly to the people of Salford about the social value that we create

- **MORE** volunteering
- **MORE** young people who are in employment, education and training
- **MORE** Salford people saying that they have good wellbeing
- **LESS** waste – fuel, rubbish, energy, water, etc
- **MORE** recycling
- **MORE** green travel - buses, trams, trains, bikes, car shares, electric vehicles, walking, etc
- **MORE** use of parks and green spaces
- **MORE** companies paying the LW Foundation Living Wage
- **MORE** local people from vulnerable groups accessing new jobs, apprenticeships, training and work experience placements
- **LESS** fuel poverty
- **MORE** purchasing from Salford-based companies

My Pledge is that:

.....

.....

.....

.....

.....

.....

.....

.....

and doing what I can, however small, to tackle poverty and play my part in improving the following by **10%** in our city:



Table-top exercise:

How can we generate 10% more youth volunteering in Salford?





Salford CVS
making a difference in Salford

Feedback from tables





Salford CVS
making a difference in Salford

Lunch





Salford CVS
making a difference in Salford

Relief of Poverty in Salford: an overview

Tom Togher
Chief Officer,
Citizens Advice Salford



Citizens Advice Salford



Tom Togher
Chief Officer

Charity and the Relief of Poverty

Elizabeth I and The Charitable Uses Act (1601)

Preamble states 'Charity is for the relief of the poor'

Along with the 1601 Poor Relief Act

To modern times:

1881 Charities Act, four grounds to be a charity: the relief of poverty, advancement of education, advancement of religion, other purposes beneficial to the community

1993 Charities Act – “Charities are Charitable”

2006 Charities Act – 12 grounds, chief of which is “The prevention or relief of poverty”

Charity is the relief of poverty

Citizens Advice Service

In Salford we were established as part of the Manchester and Salford Council for Social Service in 1939;

(Sharing the same parents as Salford CVS!)

Nationally over 300 local Citizens Advice services, with over 27,000 volunteers

Part of a national movement which both provides services and campaigns, and along with most charities, exist for the relief of poverty

Citizens Advice Salford

Just under 19,000 individual clients last year
(that's us responsible for seven out of eight acts of advice in
the city)

More than 5,000 virtual clients

More than 3,000 Salford clients using the Consumer Advice
service

More than 500 Salford clients using pension wise or witness
services

Programme of media work, and 'rights awareness'

Programme of campaigns work:

“The Housing Question”

“Feeding Salford”

“Fair Funerals Campaign”

“Anti-poverty manifesto”

“Council Tax Recovery Protocol”

Supporting work around:

Sanctions campaign

Developing a new city wide financial literacy programme

Providing training through Salford Advice and Information Network

The Fair Fuel campaign

Development of City's anti-poverty plan

Developing new campaigns:

Refugees and access to support

Greater Manchester Homelessness Manifesto

Domestic violence and support

Salford's Poverty:

- 24% of Salford's working age population unable to work because of illness or disability
- 12,667 (23%) of children living in poverty
- 22nd most deprived local authority in England and Wales (out of 326)
- 1 in 36 households receiving food aid each year
- 38th most indebted local community

“Salford is a place where tackling poverty is everybody's responsibility”

(No one left behind: Tackling Poverty in Salford)

“We want our work to become a beacon of best practice in the fight against poverty”

Salford City Mayor and Salford Youth Mayor

Thank you

Tom Togher

chiefofficer@salford.cabnet.org.uk

0161 212 4406





Workshops

Feeding Salford

Exec Box 2/3

Financial Literacy

Barton Lounge

Furniture Poverty

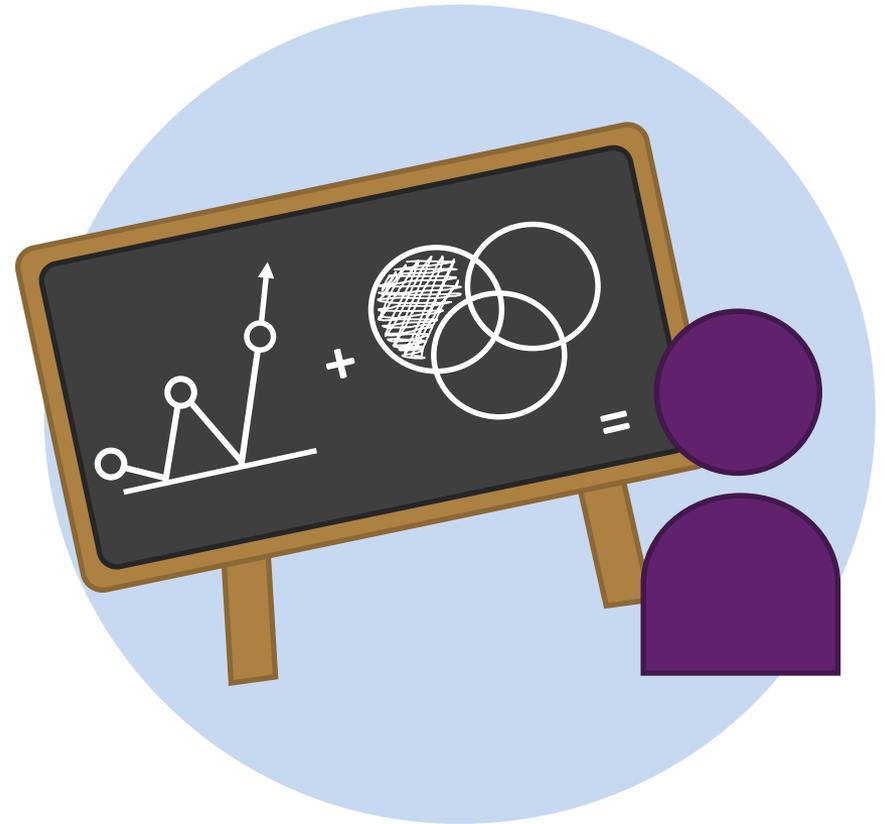
Willows Suite

Housing Market Failure

Press Lounge

Mental Health and Poverty

Irlam Lounge





Salford CVS
making a difference in Salford

Tea and coffee on route back to main conference room





Salford CVS
making a difference in Salford

Tackling Poverty

Tom Togher
Chief Officer
Citizens Advice Salford





Salford CVS
making a difference in Salford

Feedback from workshops





Salford **CVS**
making a difference in Salford

How supporting small but vital charities via grant funding can help tackle poverty

Duncan Shrubsole
Director of Policy
Lloyds Bank Foundation





#SmallbutVital local charities: Tackling poverty & changing lives

Duncan Shrubsole

Director of Policy, Partnerships & Communications

@duncanshrubsole

#SmallbutVital

BREAKING DISADVANTAGE
BETTERING LIVES

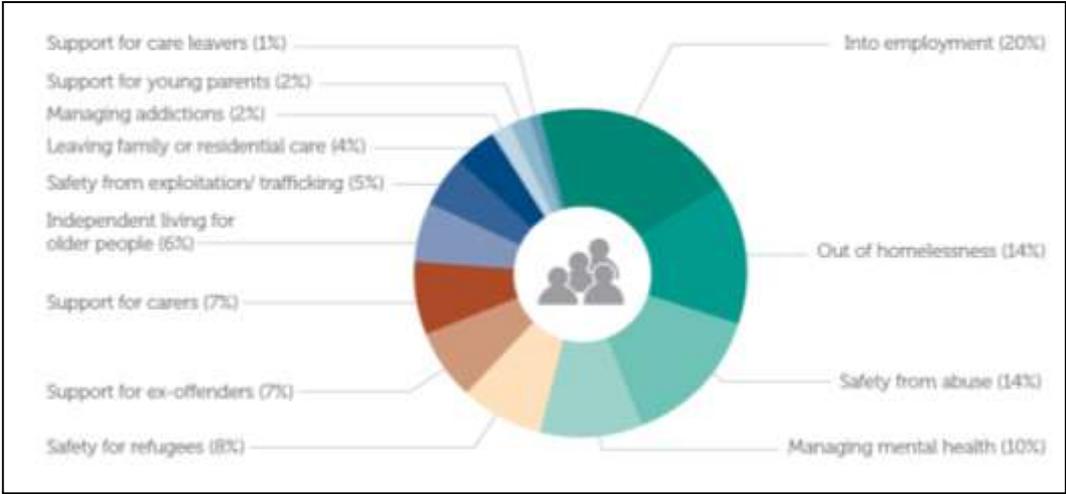
Summary

- 1. Small and local charities*
- 2. Context: Key Trends*
- 3. How should we respond?*

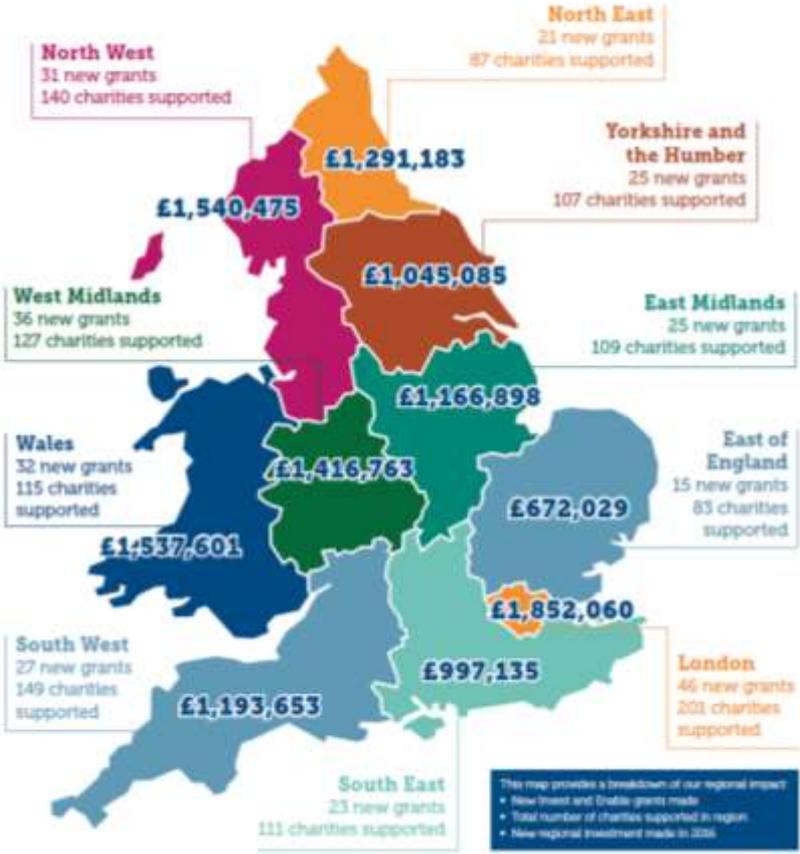
Small and local charities

Foundation – investing in charities to break disadvantage

We invest in charities supporting people to break out of disadvantage at critical points in their lives, and promote practical approaches to lasting change.



In 2016 we invested **£12.7m** through **281** new grants to charities across England and Wales. In total we supported **1,231** charities throughout the year.



Small and local charities are distinctive

1. Local knowledge & understanding
2. Boosting local social capital
3. Working with complex needs
4. Innovation in service delivery

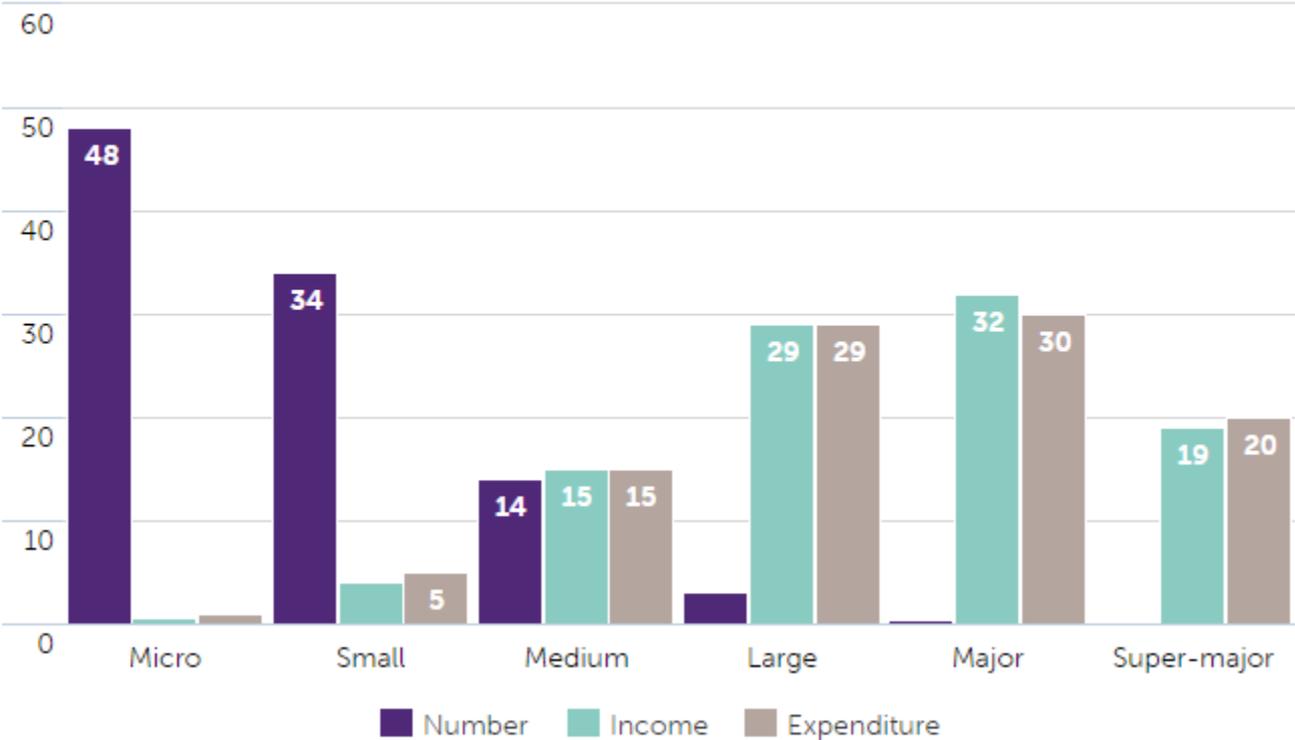
“ It is always the smaller, grassroots charities meeting the needs of the most marginalised that are at risk. ”



“ Small local providers provide better tailored services and keep the personal touch which is extremely important in terms of community and trust. ”

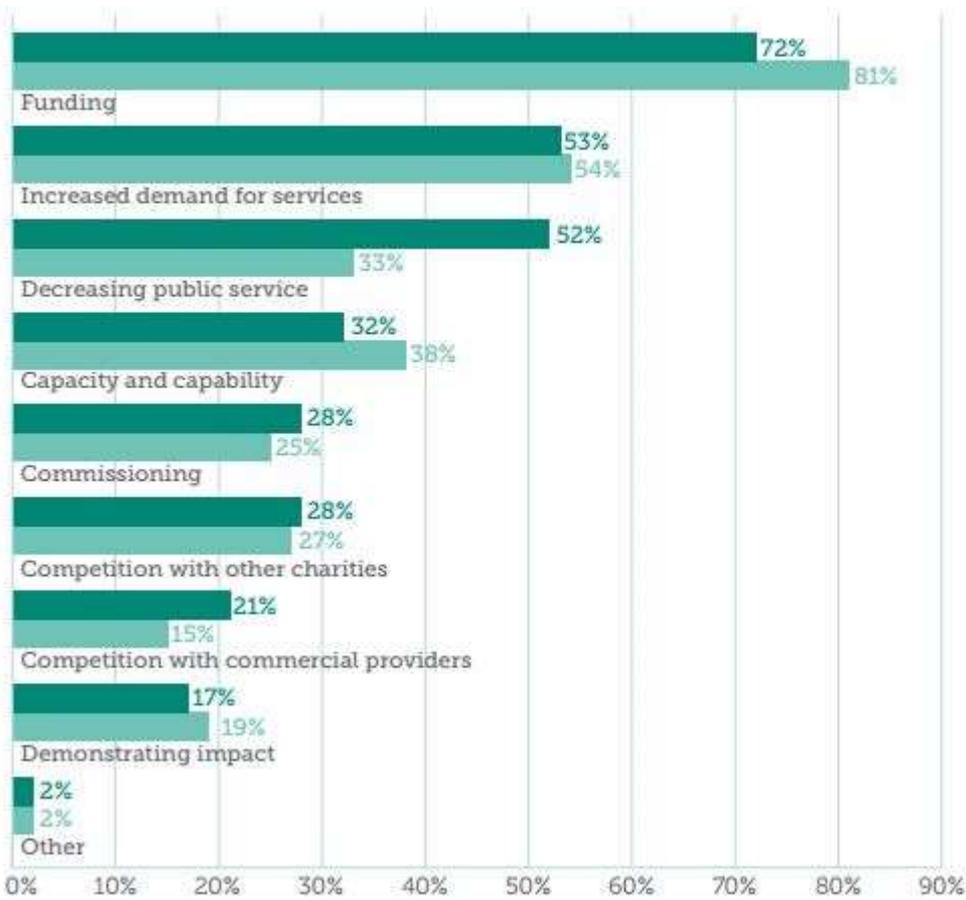
Most charities are small and local (and under the radar)

Proportion of voluntary organisations in the UK by number, income and spending, 2014/15 (%)



These charities are under real pressure

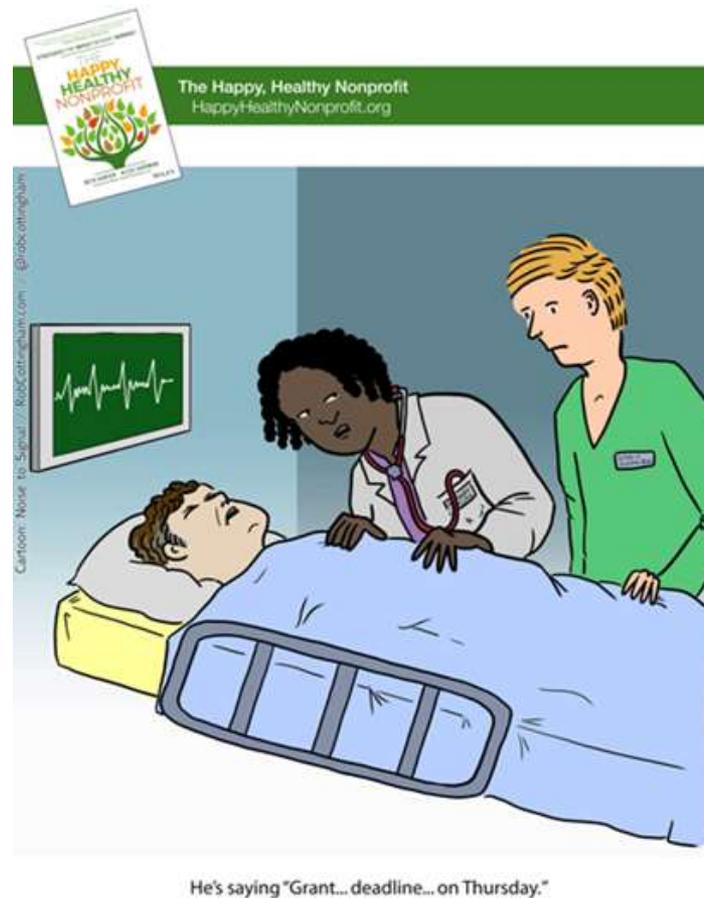
Main challenges facing the sector and individual organisations
(percentage of charities identifying issues as one of the top three challenges)



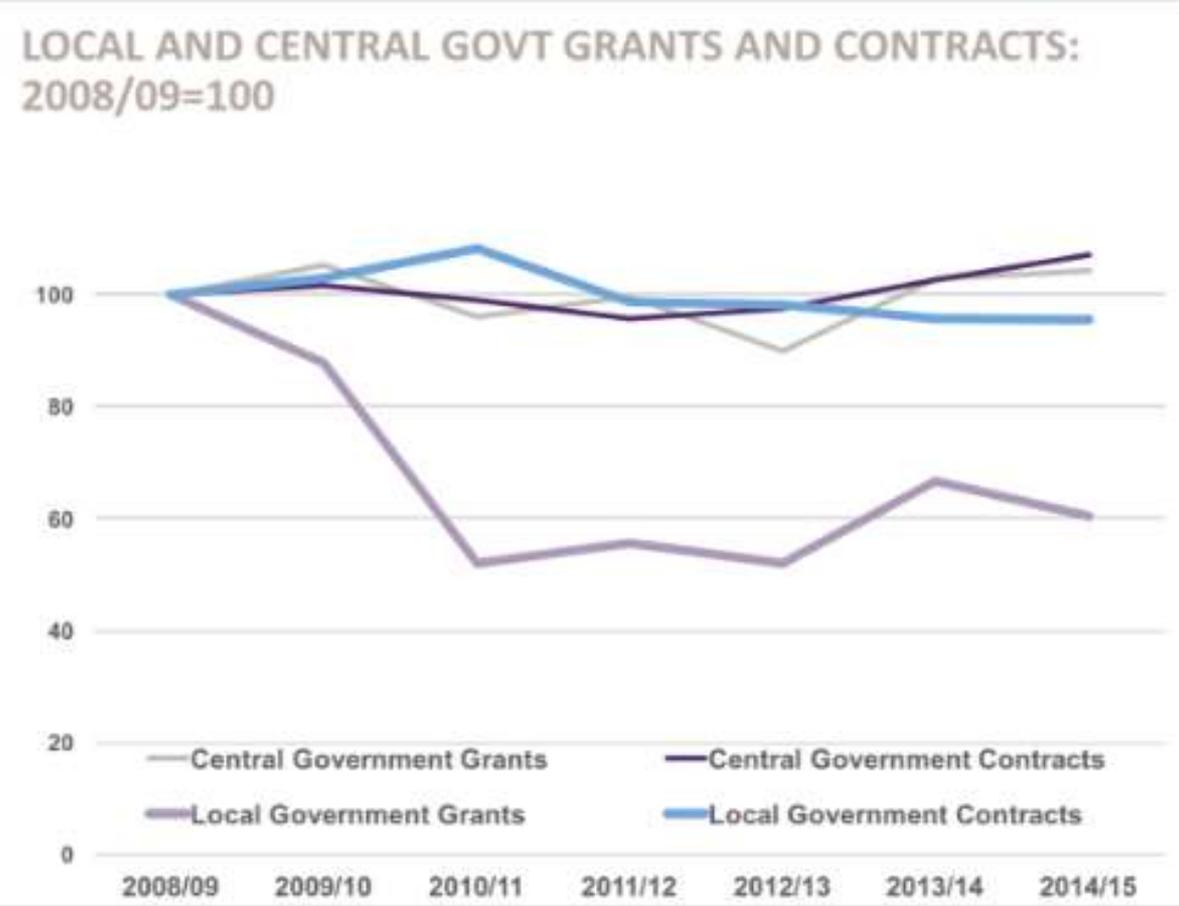

SUSTAINABILITY
Fewer than
1 in 2
local charities feel confident they will still be operating by 2021

 Challenges facing sector
 Challenges facing individual organisations

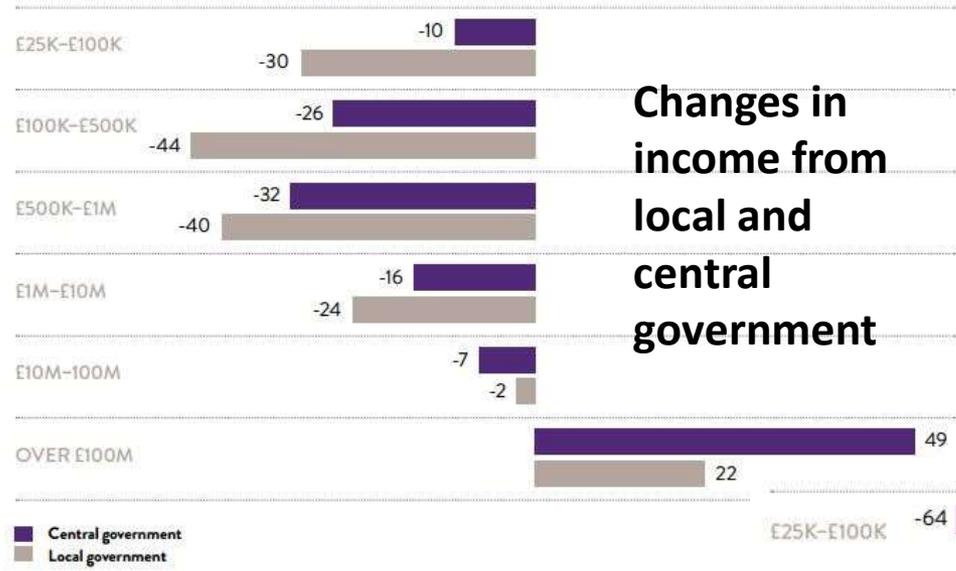
Increasing demand + funding cuts = capacity crunch



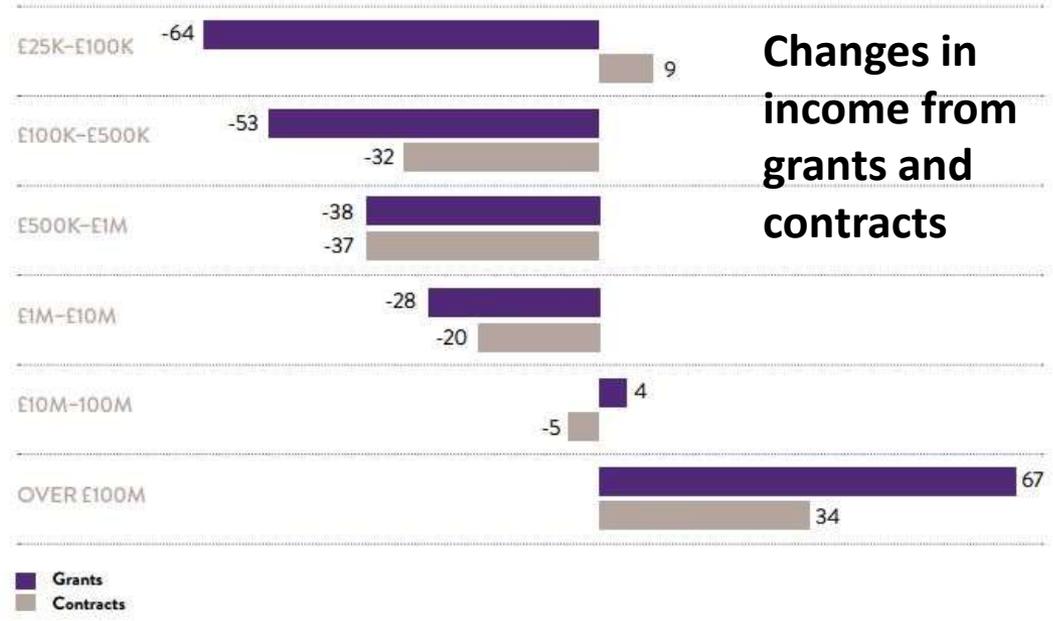
Public funding: Move from grants to contracts



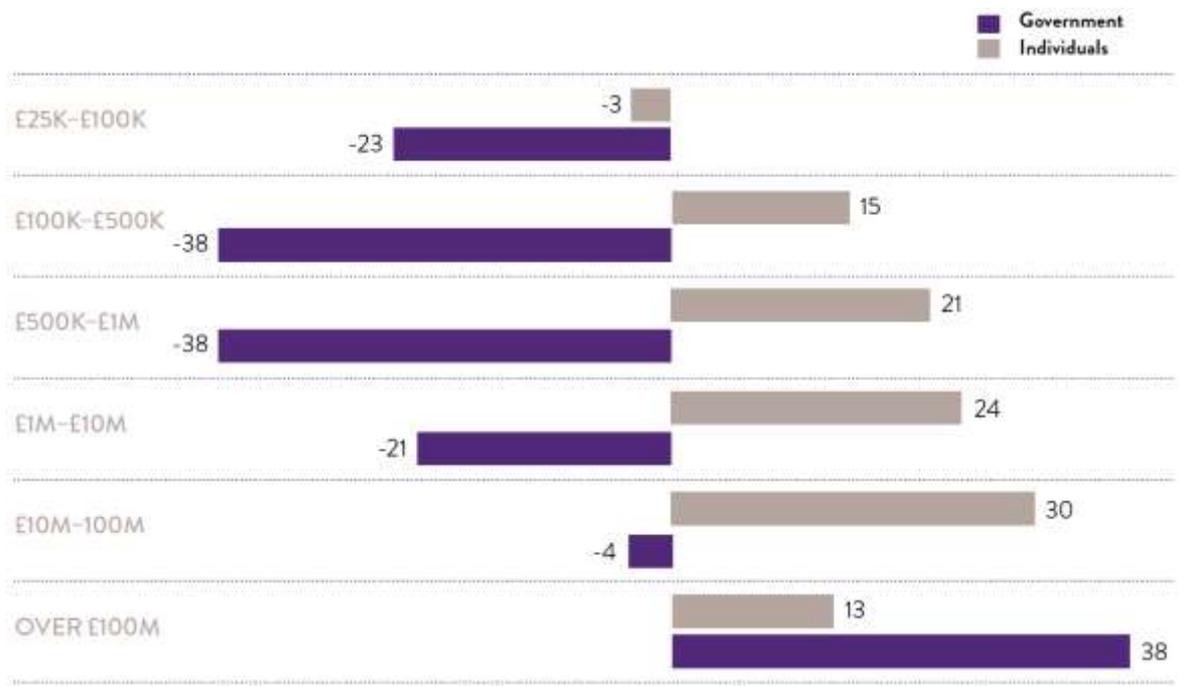
Funding directed to larger charities



Change in income (% change) 2008/09 to 2012/13



Despite best efforts smaller charities can't make up this loss

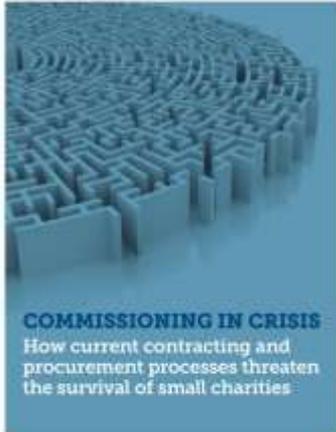


“Small / medium charities are being told the answer is to change to stay alive. We did, we built, we changed delivery.”

More lost from government, less gained from individuals:
Change in income (% change) 2008/09 to 2012/13

Commissioning isn't working, especially for smaller charities

LLOYDS BANK FOUNDATION
England & Wales 



10. Inappropriate contract amalgamations and divisions

Large contracts can present a very real challenge when holistic services which respond to local needs are required. This is made harder still when services are packaged up across large contracts which do not reflect the nature of services and make-up of providers in the area:

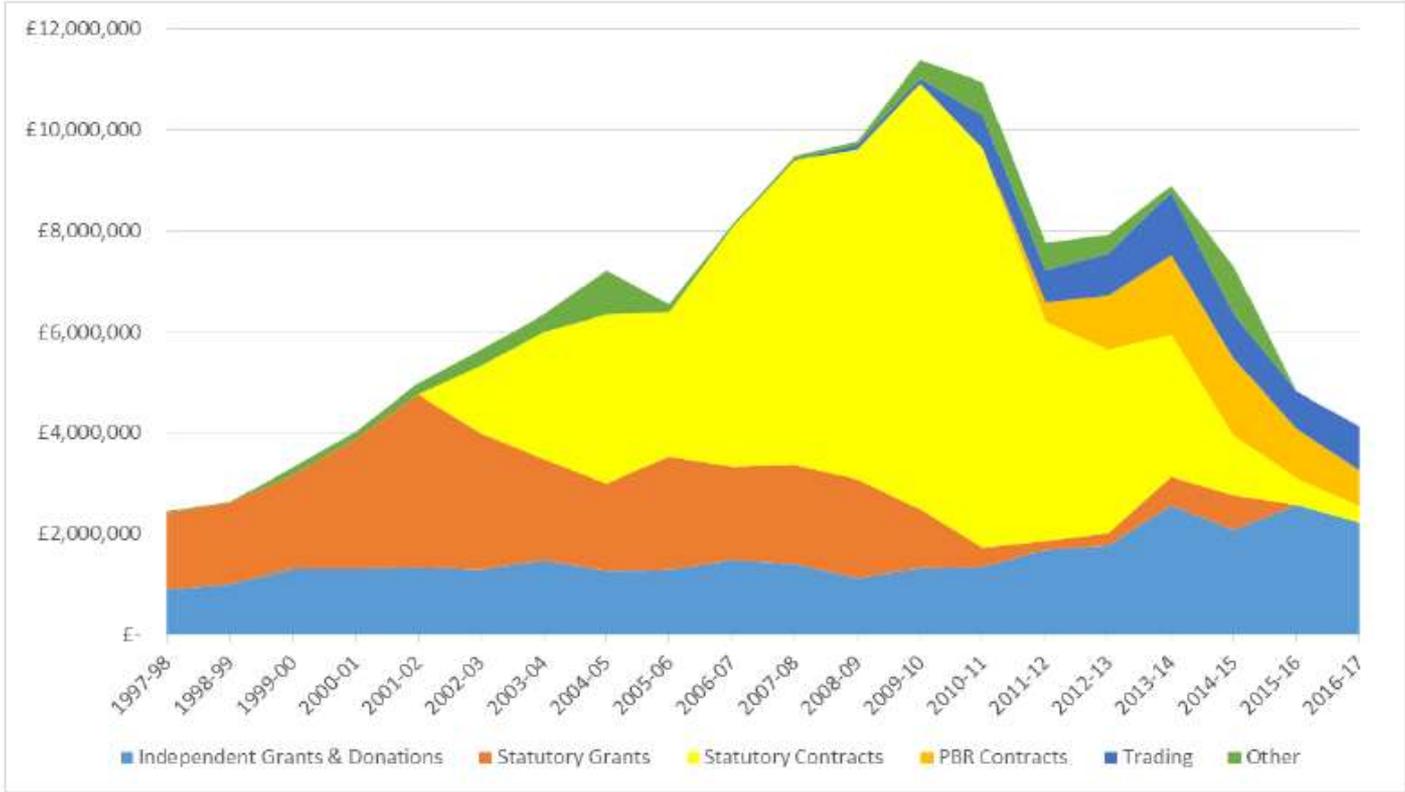
“The local authority amalgamated 118 small contracts into three big contracts, with a lot less money available for the three contracts than for the 118 contracts. This was a 30% cut, plus some services specs were deleted from the three contracts. You could only 'win' one contract...though I think you could still bid for all three. This meant from the outset we could not bid for what we were already providing, and the bigger charities bidding did not want smaller charities in their consortia.”

“
WE FEEL AS A
SMALL CHARITY
NO ONE IS
PREPARED TO
LOOK AT OUR
SOLUTIONS.
AND THEY WILL
WORK!
”

“Small charities are struggling to respond to **bureaucratic, complex and inappropriate** requests by commissioners”

The effects on individual charities can be dramatic

Figure 1: Funding for Community Links, 1997–2017



www.community-links.org

Context: Key Trends

Political – UK General Election, what next?



Regional disparity

Income loss was uneven across geographic regions and sectors

Small and medium-sized charities in the North East, North West and West Midlands lost the highest proportion of overall income. (See Figure 3) Overall income declined for every sector, with legal services, social services and health seeing particularly large decreases.

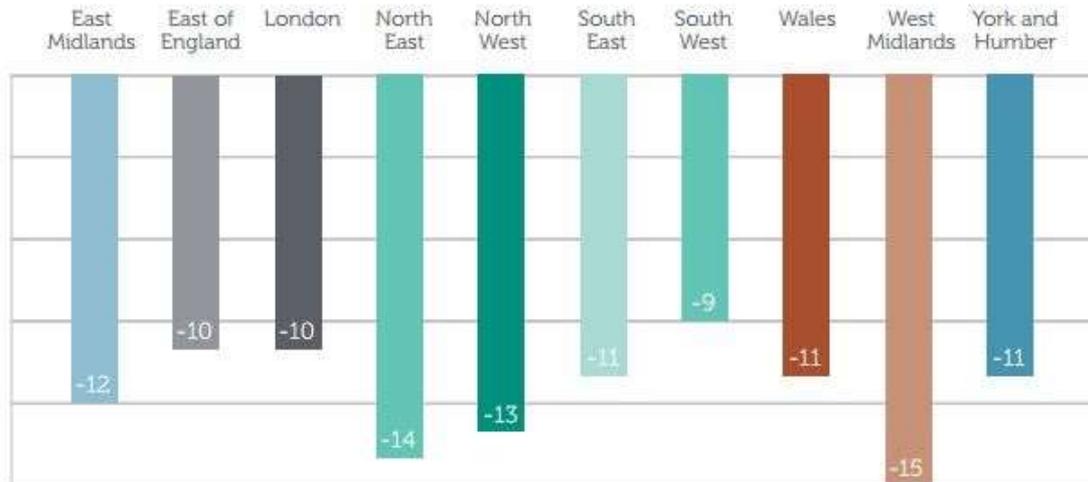
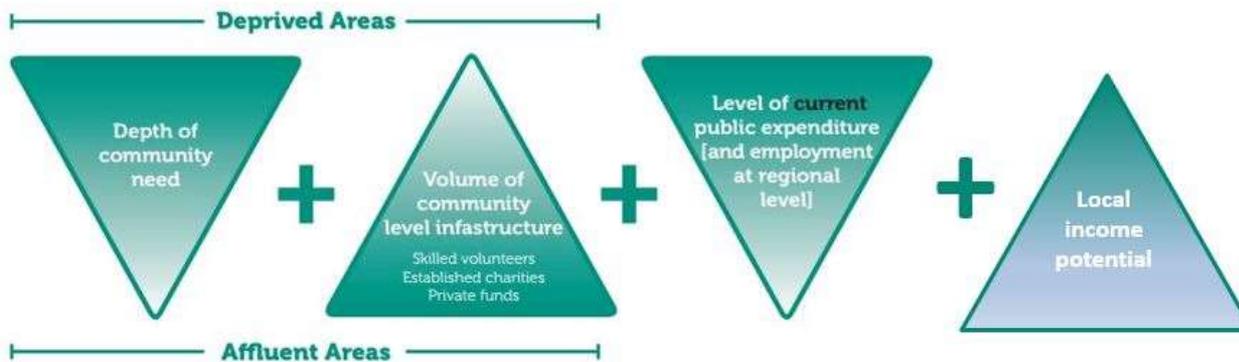


Figure 3. Change in overall income by region for charities with income between £25k and £1m, 2008/09 to 2012/13 (% change)

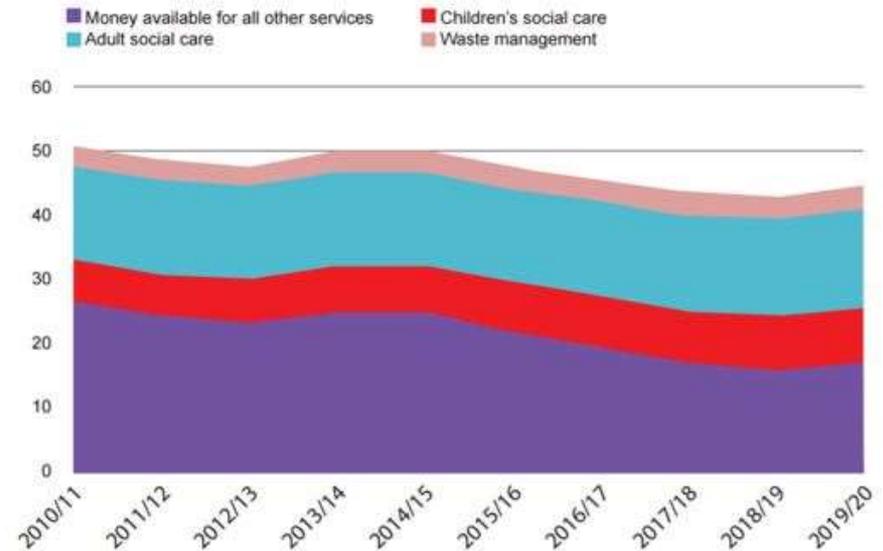
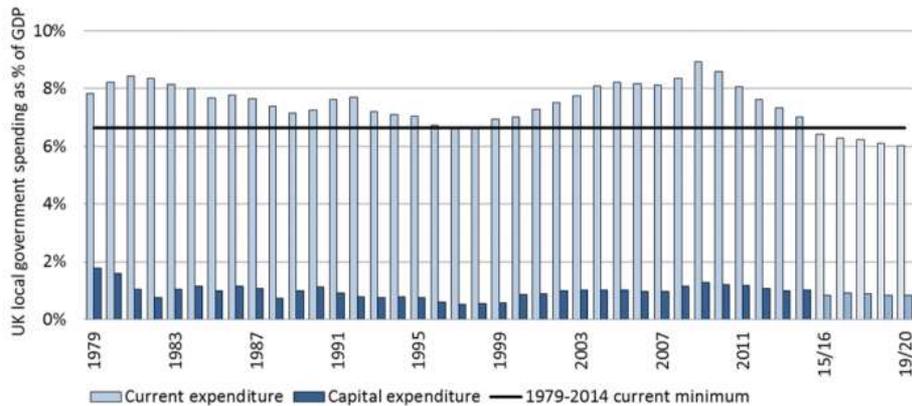
Brexit will make disparity worse



What difference will the Metro Mayor make?



Local Government at tipping point



- By 2020, combined local govt current & capital spending (as share of GDP) will reach its lowest point since 1948
- Major changes to how local government is funded

Services in deprived areas and for most vulnerable cut first/hardest

Multiple disadvantage e.g. rising poverty and homelessness

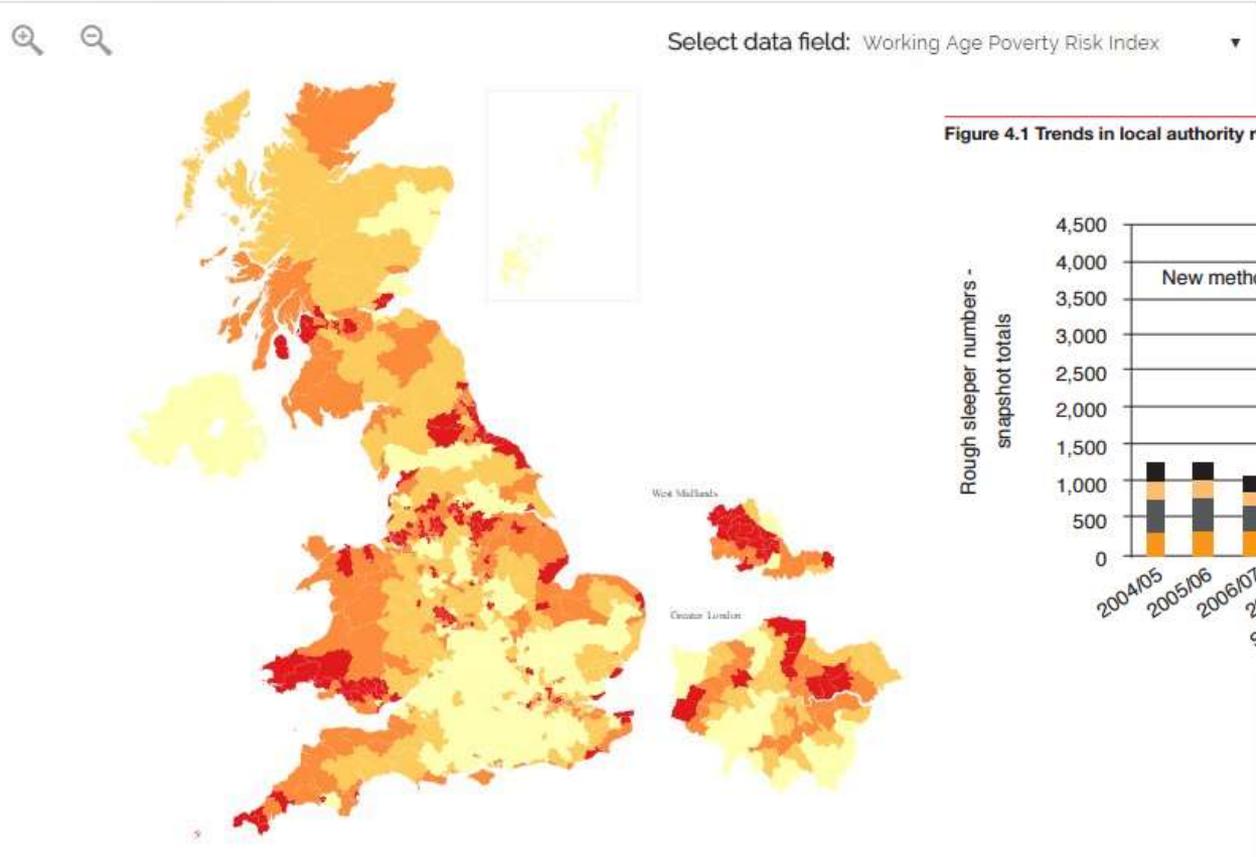
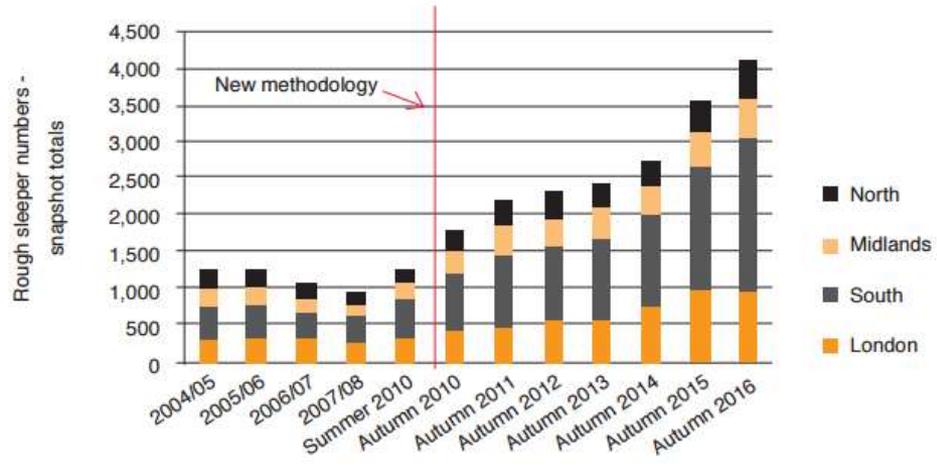


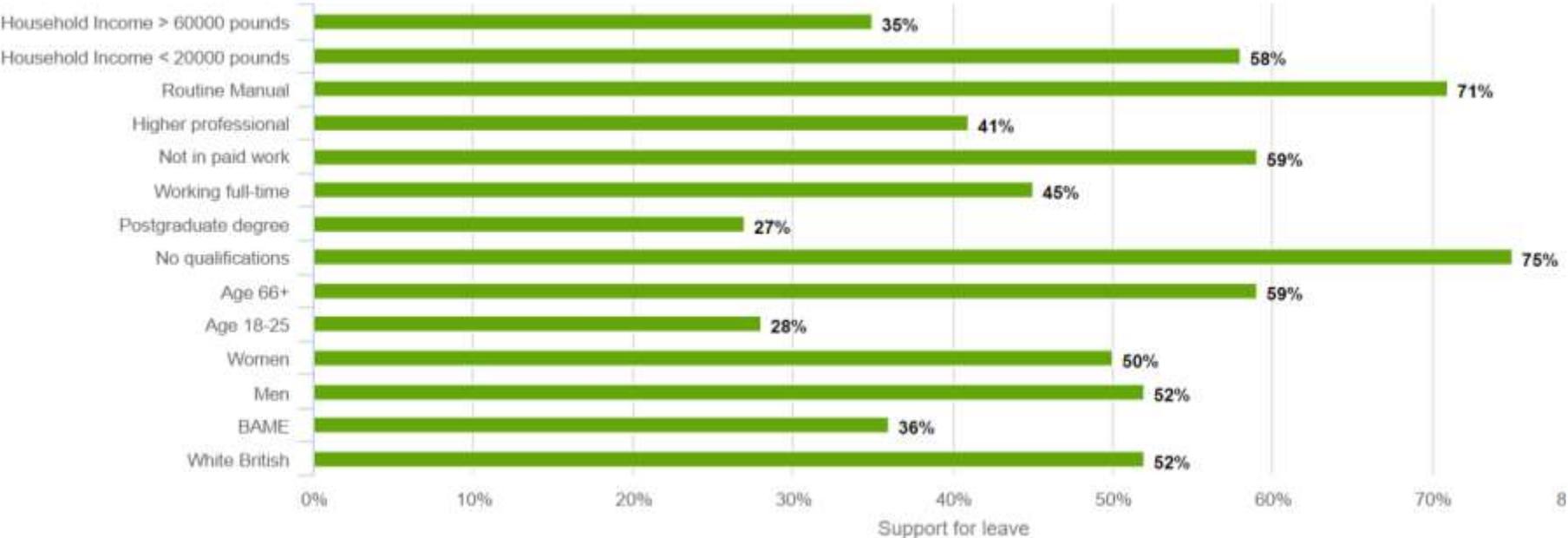
Figure 4.1 Trends in local authority rough sleeper estimates by region, 2004-2016



Social divides

Figure 1: Support for leave among different demographic sub-groups

Source: British Election Study EU Referendum Internet Panel Wave 8. N = approx. 25,000.



Source: JRF

What role for civil society?



Yes, there are issues e.g. trust, fundraising, governance, leadership but charities have a vital role in society.

Civil Society Futures.
The independent inquiry

Increased recognition of charities' role:

- House of Lords Report
- Civil Society Futures Inquiry
- Rob Wilson initiatives
- “Shared Society”?

HOUSE OF LORDS

Select Committee on Charities

Report of Session 2016–17

**Stronger charities
for a stronger society**

So how should we respond?

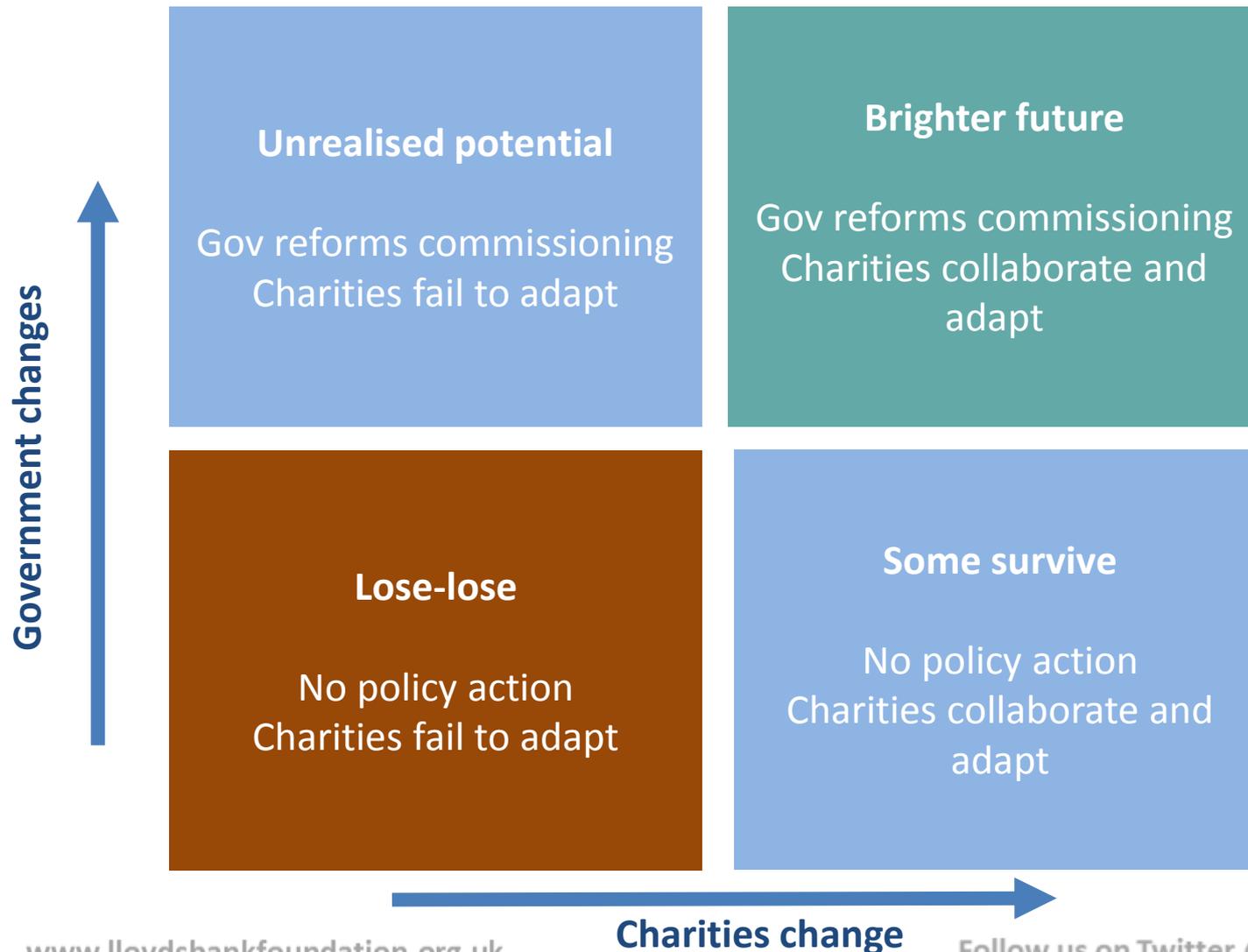
"Charities are the lifeblood of society. They play a fundamental role in our civil life and do so despite facing a multitude of challenges. Yet for them to continue to flourish, it is clear that they must be supported and promoted."

Baroness Pitkeathley

How smaller charities can prepare for tomorrow



But they can't do it on their own - 4 potential scenarios



Good grant-making is key



Steps we're taking towards the "brighter future"

1. Providing financial stability and support
2. Building the evidence base
3. Influencing policy and practice

Plus exploring: Voice; engaging commissioners; exploring better models



But we all need to act & fight

LLOYDS BANK FOUNDATION 
England & Wales

CHAMPIONING SMALL BUT VITAL CHARITIES



SMALL CHARITIES ARE THE HEART OF COMMUNITIES AND TACKLING DISADVANTAGE TODAY.

Find out how you can take action to support charities in your local community.

Ask most people to name a charity and chances are they'll pick a household name. But most charities working in our local communities are small and local.

With little or no budget for advertising or marketing you might not even know they exist but these charities are having an enormous impact on society, working with some of the most disadvantaged and at risk members of our communities.

Despite more people needing the vital local support small charities provide, they are facing a significant reduction in the money they receive from central and local government. Councils are increasingly moving away from grants and towards large contracts for public services which small charities are less likely to win.

Small charities are at the heart of community engagement and work hard to raise funds. If contracting and commissioning isn't reformed to enable small charities to win public sector contracts, there is a very high risk that many will not be able to survive.

Help us champion the role of small charities
#smallbutvital

“ Small local providers provide better tailored services and keep the personal touch which is extremely important in terms of community and trust. ”

What can I do to support small charities?

Below, you will find some simple and practical steps that you can take to begin supporting your local charities. Together we can and should help small charities to not only survive, but thrive.



If you're a local person or business you can:

- ✓ Find out about the small charities in your local community
- ✓ Donate to a small charity in your local area
- ✓ Talk to your local charity about other ways they need support or how you can help

If you're an elected councillor you can:

- ✓ Visit small and local charities to understand the people they help, their work and the issues they face
- ✓ Question local commissioning practice to ensure it gives a fair chance to small charities
- ✓ Ensure the voice of local charities is heard when councils design and make decisions on policies and services

If you're a local council, NHS or Police and Crime Commissioner you can:

- ✓ Work with local charities to better understand who they work with, the existing services in your area and learn from their expertise about what support is needed
- ✓ Ensure any commissioning involves contract sizes and processes proportionate to what you are trying to achieve to allow small charities to have a fair chance of succeeding
- ✓ Use grants wherever possible

If you work in Central Government you can:

- ✓ Set a measurable target for commissioners to work with small charities
- ✓ Support commissioners to design processes that will enable small and local charities to have a fair chance of winning contracts through guidance, best practice and leadership
- ✓ Improve transparency in commissioning and supply chains and challenge bad practice

If you're a trust or foundation you can:

- ✓ Provide core, long term funding for small and local charities
- ✓ Ensure your application and reporting processes are proportionate
- ✓ Consider other support you can offer to strengthen small and local charities

#smallbutvital

How will you respond?

 @LBFEW

 /lloydsbankfoundation

Email: enquiries@lloydsbankfoundation.org.uk

www.lloydsbankfoundation.org.uk



Salford CVS
making a difference in Salford

Introducing Salford's Anti-Poverty Strategy *'No One Left Behind: Tackling Poverty in Salford'* and the importance of VCSE involvement

Paul Dennett
Salford City Mayor



**NO ONE
LEFT BEHIND:
TACKLING POVERTY
IN SALFORD**

Paul Dennett, Salford City Mayor

The scale of the challenge we face

Total number

13.5 million

people in the UK are living in poverty



7.9 million working-age adults



3.9 million children
12,667 children in Salford



1.6 million pensioners

Key Stats



39%

of people in poverty live in a family where at least one person is disabled



67%

of all people in poverty live in rented properties



35%

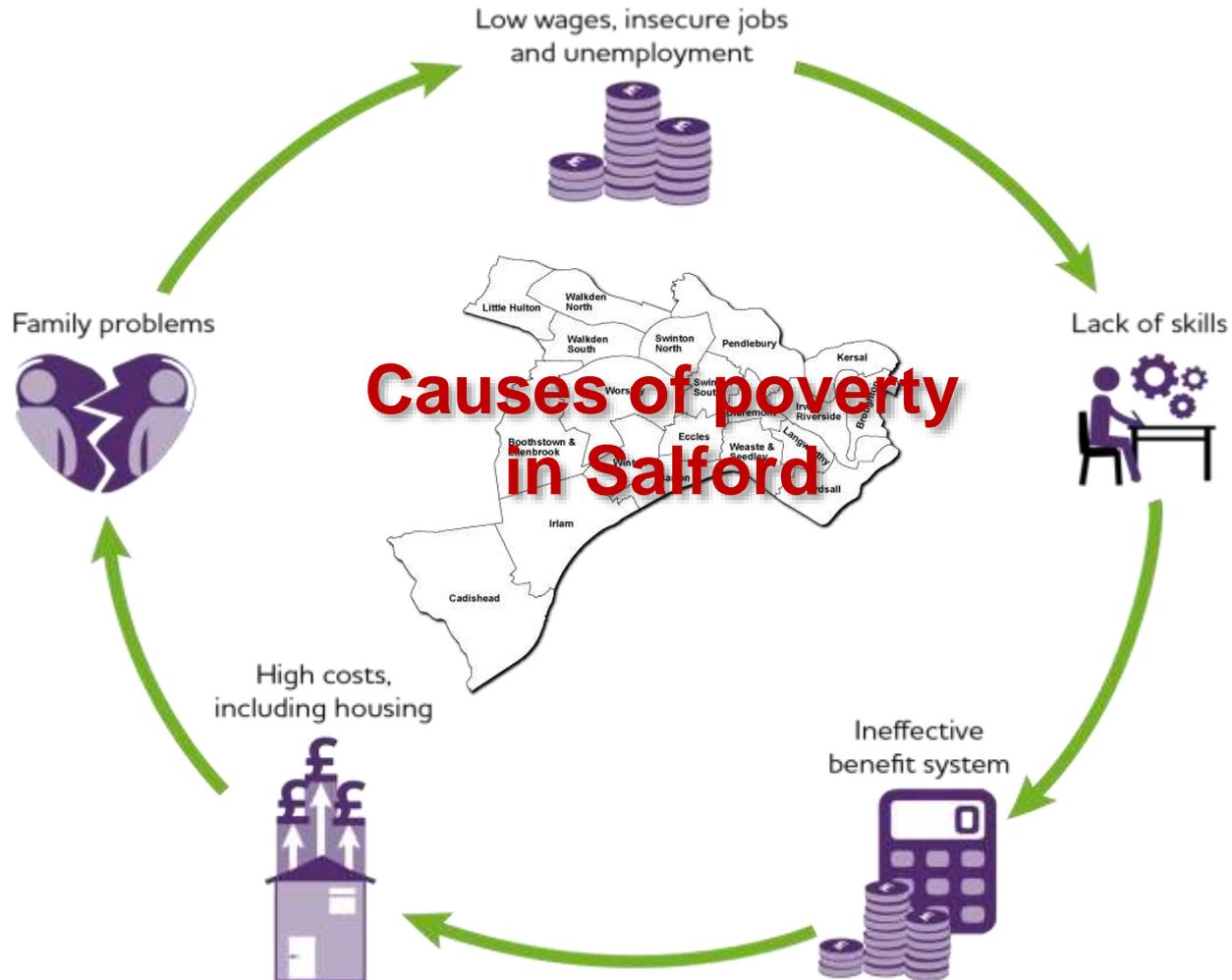
of children in poverty live in a lone-parent family



66%

of working-age households in poverty have someone doing paid work

What is causing poverty?



“Our vision is for a fairer and more inclusive Salford where everyone is able to reach their full potential and live prosperous and fulfilling lives free from poverty and inequality”

NO ONE LEFT BEHIND

Background

- Tackling Poverty is one of my core priorities, and sits at the heart of my vision for a 'Better and Fairer Salford'.
- This is because high levels of poverty still exist in parts of our city, as a result of wide spread market failure in many areas of the economy. For example:
 - Food bank usage in Salford is at an historic high;
 - Homelessness is becoming more visible on our streets;
 - Many people are struggling to pay for the essentials including soaring rents;
 - And many young people face an uncertain future in insecure, low paid work with little chance of progression.
- **This is clearly not acceptable.**

Listening and learning from people with first-hand experience of poverty, Salford's new strategy sets out the approach we will take over the next few years to put the city at the forefront of anti-poverty work in the UK.

NO ONE LEFT BEHIND

What are we doing about it?

- We have already set aside an **extra £3 million this year** to help some of our city's most vulnerable people.
- Residents on low incomes, in crisis, women suffering from domestic abuse and those unable to heat their homes in winter will be some of the main people to benefit.
- We are investing more than £2 million (with more to come) in **building more affordable homes** and creating neighbourhoods we are all proud of.
- We are investing £170,000 into the Salford Credit Union to **increase access to affordable credit.**

What are we doing it?

- We have launched a new commission called 'No Place to Call Home' that brings together those who have lived on the streets with the council and other organisations to look at ways of **eradicating homelessness**.
- We are working to **reduce the cost of essential living** such as fuel, food, and furniture.
- And we will be working to **ensure all our services are 'poverty proofed'**, that takes into account the particular situations of individuals accessing our services.
- **But the council and partners cannot do this alone.**

The crucial role of the VCSE sector as a...



NOTHING ABOUT US, WITHOUT US, IS FOR US

Salford Poverty Truth Commission





Salford CVS
making a difference in Salford

Q&A session





Tackling Poverty in Salford

3 things I pledge to do to help tackle poverty in Salford:

1.
2.
3.

Signed:

Salford CVS
making a difference in Salford

What three things can you do?



Closing remarks

Alison Page
Chief Executive
Salford CVS

