

MEETING: 11/05/2017

Ref: 13660

ASSESSMENT CATEGORY - Making London More Inclusive

Scope

Amount requested: £255,938

Amount recommended: £250,000

Adv: Ciaran Rafferty

Base: Islington

Benefit: Hackney, Camden, Islington

The Charity

Scope provides a range of services to support disabled people in England and Wales. Its vision is of a world where disabled people have the same opportunities as everyone else. Its services focus on the four areas which it deems as most important: early years; education; independent living; and work. Less than 40% of its income is from statutory sources whilst the remainder is from investments; trading and fundraising.

The Application

This application is for funding to help disabled people into and in employment. The charity was invited to be part of your *Bridge to Work* programme and is fully supportive of that scheme. However, it has decided that it wishes to be able to work more widely than the 16 - 30 age range which is the focus of *Bridge to Work* so is applying here under your standard programme. If successful, Scope will still be an active member of the *Bridge to Work* network and will help meet the principal aims of that initiative.

The proposal here concerns the charity's "Starting Line" pre-employment programme and for its "Kickstart" in-work support programme, in east London – schemes which underpin Scope's long-established employment service and which targets "harder to reach" young people and which help them to search for, apply and maintain employment. It intends to support 50-60 people per year and the chief outcomes for participants will include: improved self-confidence and more able to articulate employment goals; improved basic job skills; they will enter paid employment, training or further education; they will be more able to retain employment, training, or education placements.

The Recommendation

The overall cost of this initiative over three years is c.£450,000 of which you are asked to contribute £250,000, on a sliding scale over the period (a revised breakdown is appended to the original application form). Although this amount is above what you would usually award under your main programme strands it is recommended that you support this request as the project and the organisation will also play an important part in your *Bridge to Work* programme – not least in helping to change wider policy and practice on this issue. (Scope as a significant, national, charity has great potential to influence policy makers.):

£250,000 over three years (£100,000; £80,000; £70,000) for the salary costs and related operational costs of the Starting Line and Kickstart programmes in east London, subject to Scope's ongoing engagement in the Trust's Bridge to Work initiative.

Funding History

Meeting Date	Decision
01/05/2008	£102,000 over three years (£33,000; £34,000; £35,000) for the salary costs of a full-time London Regional Worker within the Scope Response information, support and advice service.

Background and detail of proposal

Scope's employment services offer a highly personalised and tailored package of support to disabled people from the age of 16, helping them to gain and to sustain paid work. Its approach is to focus on individual strengths and on removing barriers to employment, rather than on restrictions created by impairment. The two core programmes at the heart of this proposal are Starting Line (pre-employment support for those furthest from the labour market) and Kickstart (helping people search for, apply for and maintain employment). Both of these programmes will include a degree of brokerage, in-work support, and retention support.

Financial Information

Income in the 2016 & 2017 year-ends included gains on property sales, of £5m & £12m respectively, being non-recurring income. Less than 4% of the charity's total income each year is restricted. Approximately two-thirds of the total cost of generating funds includes the cost of running shops which provide important opportunities for disabled people to work and to volunteer as well as significant unrestricted income from sales. The charity increased its reserves target for 2107/18 to £12m following a benchmarking exercise against other similar charities and to safeguard against the current level of risk.

Year end as at 31st March	2016 Audited £	2017 Draft £	2018 Forecast £
Income & expenditure:			
Income	99,523,000	95,011,000	76,270,863
- % of Income confirmed	n/a	n/a	50%
Expenditure	(95,662,000)	(87,301,000)	(80,412,349)
Total surplus/(deficit)	3,861,000	7,710,000	(4,141,486)
Split between:			
- Restricted surplus/(deficit)	(780,000)	389,000	(487,070)
- Unrestricted surplus/(deficit)	4,641,000	7,321,000	(3,654,417)
	3,861,000	7,710,000	(4,141,487)
Cost of Raising Funds	30,495,000	23,950,000	26,111,363
- % of income	30.6%	25.2%	34.2%
Operating expenditure (unrestricted funds)	90,308,000	83,758,000	77,620,025
Free unrestricted reserves:			
Free unrestricted reserves held at year end	6,479,000	13,800,000	12,000,000
No of months of operating expenditure	0.9	2.0	1.9
Reserves policy target	7,000,000	7,000,000	12,000,000
No of months of operating expenditure	0.9	1.0	1.9
Free reserves over/(under) target	(521,000)	6,800,000	0