

MEETING: 21/03/2019

Ref: 14945

**ASSESSMENT CATEGORY: Bridging Divides - Connecting the Capital**

**Reach Volunteering**

**Adv: Gilly Green**

**Base: Lambeth**

**Benefit: London-wide**

**Amount requested: £307,914**

**(Revised request: 294,139)**

**Amount recommended: £294,100**

**The Applicant**

Reach Volunteering, a charity, connects people, skills and good causes. It does this through a free service of helping voluntary and community organisations identify and promote their volunteering opportunities and recruiting people willing to donate their expertise to help improve the charity's effectiveness. Reach also runs *TrusteeWorks*, a paid-for trustee recruitment service for voluntary sector organisations. Reach has been operating for almost 40 years and in the year to December 2017 placed 1,052 trustees and volunteers in charities - almost a 50% increase over 3 years.

**The Application**

Reach recognises that London contains a diverse population with very valuable skills and that many people would like to contribute their expertise to a good cause but do not know where to start. At the same time many charities are facing significant challenges and change, and many lack the resources and networks to attract the people they need. Reach has identified three key skills gaps – finance, organisational management and more recently, digital skills. Additionally, few trustee boards are representative of the communities they serve. The application over 5 years is to meet the costs of a targeted pan-London approach to address these issues by connecting organisations with a diverse range of Londoners who are ready to offer skills-based volunteering. The approach is to combine multi-channel, London-based, promotion and marketing campaigns with strategic partnerships to promote routes into volunteering.

**The Recommendation**

Reach has a strong track record of successful volunteer placement with good partnerships that ensure a collaborative and complementary approach. It combines a specialist focus (skills-based volunteering) with a breadth of industry (many different professions involved) and a pan London approach. The grant request over five years (reduced slightly by the applicant since it submitted the bid) reflects welcome ambition in terms of scale, scope and depth. The proposed work will meet your criteria by supporting civil society organisations to be more efficient and resilient and funding is recommended as follows:

***£294,100 over 5 years (£61,300; £61,000; £59,300; £58,300; £54,200) to meet the salary and on-costs of the pan-London volunteering programme.***

**Funding History**

Meeting Date	Decision
24/05/2016	£90,000 (2 x £45,000) for a further two years to the TrusteeWorks service for London.

29/11/2012	£120,000 over three years (3 x £40,000) towards the costs of the TrusteeWorks programme for London.
01/03/2007	£128,000 (£45,000, £41,000, £42,000) towards the costs of a worker promoting the sustainability of London's voluntary organisations through diagnostic advice of skills gaps and matching with volunteers in London.

### Background and detail of proposal

Reach has developed a comprehensive plan to support charities to understand how their organisations can benefit from engaging volunteers, scope their requirements and recruit the right volunteers. This work is critical if the matching process is to be successful and have the best chance of being sustainable. Its campaign to attract 4,500 new volunteers over 5 years will include free workshops and webinars with partners such as Team London (the Mayor's volunteering programme), recruitment agencies, corporate bodies and postings on LinkedIn. It will also continue to target and reach out to BAMER groups, women and younger people. Reach has close links with other voluntary sector infrastructure organisations such as the Association of Chairs and the Small Charities Coalition and is working with several funders to incorporate its offer into Funder Plus schemes.

### Financial Information

Reach raises all its funds each year from charitable and corporate sources and earned income. It receives no statutory funding. Its earned income accounts for approximately 31% of its annual budget rising to 34% in 2019. A three-year core funding grant at approximately £100,000 per annum from Big Lottery Fund has brought greater stability in 2018 but Reach still begins each financial year with about 55% of its income to raise. Free reserves are currently just above the Trustees' target of 3 months' unrestricted expenditure – an improved position from the previous year. The total project budget over 5 years is £555,639 with £294,139 requested from the Trust. For 2018/19 and 2019/20 approximately £47,000 and £43,000 respectively has been secured. Beyond 2020/21 no funding has been secured but there is a confidence that with CBT support, earned income and funding from other trusts, the full budget will be reached.

Year end as at 31 DECEMBER	Audited accounts 2017	Forecast 2018	Budget 2019
<b>Income &amp; expenditure:</b>			
Income	400,272	469,826	482,000
- % of income confirmed as at 29 Jan 2019	n/a	100%	44%
Expenditure	(452,221)	(437,658)	(471,669)
Total surplus/(deficit)	(51,949)	32,168	10,331
Split between:			
- Restricted surplus/(deficit)	0	20,261	0
- Unrestricted surplus/(deficit)	51,949	11,907	10,331
	51,949	32,168	10,331
Cost of Raising Funds	50,670	50,000	50,000
- % of income	12.7%	10.6%	10.4%
Operating expenditure (unrestricted funds)	379,261	328,310	306,809
<b>Free unrestricted reserves:</b>			
Free unrestricted reserves held at year end	82,525	94,432	104,763
No. of months of operating expenditure	2.6	3.6	4.1
Reserves policy target	94,815	82,077	76,702
No. of months of operating expenditure	3.0	3.0	3.0
Free reserves over/(under) target	(12,290)	12,355	28,061