

MEETING: 24/05/2016

Ref: 13234

**ASSESSMENT CATEGORY - Strengthening London's Voluntary Sector**

**Reach Volunteering**

**Adv: Ciaran Rafferty**

**Base: Lambeth**

**Amount requested: £90,000**

**Benefit: London-wide**

**Amount recommended: £90,000**

**The Charity**

Reach Volunteering, established in 1979, is one of the UK's foremost skilled volunteer placement charities. For over 35 years it has been connecting voluntary and community organisations with the skills they need to survive and become more effective. Reach helps them to find (principally through volunteer board members) skills such as management, finance, IT, HR strategic planning and communications.

**The Application**

This application follows from your recent funding to Reach and is to continue, for another two years, the TrusteeWorks programme in London. The project owes its origins to research which shows that over half of the 600 respondents from small and medium-sized charities (as defined by having turnover of less than £2m) had difficulties in filling their Board positions and needed additional support in key areas of strategic, business and operational planning, together with financial control. TrusteeWorks helps the governance of smaller organisations in London by providing a free-to-access trustee recruitment service.

**The Recommendation**

Your original grant, covering the past three years, has helped Reach to deliver a very successful project with positive, tangible, outcomes for hundreds of small/medium sized community organisations and charities in London. It has become the biggest single source of trustees to the sector. In 2015, for example, 247 trustees were found for around 200 organisations, equating to £3.5m of high level expertise. Demand for this service is growing every year – currently there are 350 trustee vacancies to fill. This proposal fulfils your criteria for a further two years' support as the work is strategic and of benefit across London. A grant is advised:

***£90,000 (2 x £45,000) for a further two years' contribution to the salaries and operational costs of the TrusteeWorks service for London.***

**Funding History**

Meeting Date	Decision
29/11/2012	£120,000 over three years (3 x £40,000) towards the costs of delivering 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

Regular surveys of Reach's work amongst its beneficiary charities show very high levels of satisfaction and achievement. In the last year, for example, 100% of respondents said that the trustee they had recruited through Reach had improved their governance; 97% said that it had increased Board diversity of skills and experience; 97% also said that their organisation had become more effective.

The TrusteeWorks team is led by two staff and a small group of supporting volunteers, all working to attract the right volunteer for the right Board opportunity. Therein lies the project's success – it is more than a brokerage service. It carefully determines the needs of both the charity and of the volunteer so that a "perfect" match is made. This, in the long term, saves time and money on both sides. Over the course of your previous grant Reach has been able to develop and launch an online portal (iReach) which has made many of the functions even more effective.

## Financial Information

Of the £439,643 income forecast for the current year £212,138 (48%) had been confirmed as of 20<sup>th</sup> April 2016.

Year end at 31 December	2014 Audited Accounts	2015 Draft Outturn	2016 Current Year Forecast
	£	£	£
<b>Income and Expenditure</b>			
Income	452,606	499,875	439,643
Expenditure	480,226	403,046	433,460
Unrestricted Funds Surplus / (Deficit)	(24,642)	96,829	6,183
Restricted Funds Surplus / (Deficit)	(2,978)	0	0
Total Surplus / (Deficit)	(27,620)	96,829	6,183
Surplus / (Deficit) as a % of turnover	(6.1%)	19.4%	1.4%
Cost of Generating funds (% of income)	39,484 (8.7%)	37,950 (7.6%)	39,089 (8.9%)
<b>Free unrestricted reserves</b>			
Unrestricted free reserves held at Year End	83,129	179,958	186,141
How many months' worth of expenditure	2.1	5.4	5.2
Reserves Policy target	120,056	100,761	108,365
How many months' worth of expenditure	3	3	3
Free reserves over/(under) target	(36,927)	79,197	77,776