

MEETING: 14/07/2016

Ref: 13351

ASSESSMENT CATEGORY - Strengthening London's Voluntary Sector

Inclusion London

Adv: Joan Millbank

Amount requested: £114,136

Base: Lambeth

Benefit: London-wide

Amount recommended: 114,200

The Charity

Inclusion London (IL) is the strategic umbrella body for Deaf and Disabled people's organisations (DDPO) across the capital; these are groups governed by and run for disabled people. IL is currently working with 90 organisations and networks, which have a combined turnover of over £25 million and are delivering services and support to some 70,000 Deaf and Disabled Londoners. The charitable company plays a key role helping to develop the infrastructure of the "disability sector" in London, both offering support and advice to individual local groups as well as providing a voice for the sector to government and other decision makers.

The Application

IL is requesting a further two year's funding for its Business Development Project, following your three year grant awarded in late 2012 and which has been supporting the development of finance and business skills within the sector over the past three years. Building on learning and achievements to date, and taking into account changing operating environments, IL is seeking your support to continue and increase the range of financial management and impact measurement skills of London DDPOs.

The Recommendation

A two year grant is recommended. Continuation of this project is of strategic importance because London DDPOs – and the communities they represent and assist - face increasing challenges. For example, recent research on the impact of welfare reform and changes in social care found that the cumulative effect of the changes is estimated to be 9 times greater for Disabled people than other citizens. Use and impact of the current three year grant has been assessed by your grant officers as good. An offer of a further two years' support would be conditional on the submission of a satisfactory monitoring return for year 3 of the current grant. In addition, the charity will be supported to secure pro-bono or expenses only specialist marketing support.

£114,200 over two years (£56,500; £57,700) for a part-time (21 hours pw) Business Development Manager and project overheads with the proviso that pro-bono or expenses only specialist marketing support is sought. Funding is conditional upon receipt of a satisfactory final report for the previous grant.

Funding History

Meeting Date	Decision
31/10/2012	£161,400 over three years (£54,500; £53,300; £53,600) towards the costs of a p/t (3d pw) Business and Finance Advisor for Deaf and disabled people's organisations in London.

Background and detail of proposal

The project aims to strengthen London's DDPOs' effectiveness and sustainability by increasing its range and delivery of financial management and impact measurements. Taking into account feedback from participants in the first three years of the project, internal development, project evaluation and an analysis of current needs of London's DDPO sector, IL will deliver an adapted and improved model which will provide:

- 4 day training followed by 21 hours bespoke 1:1 coaching in financial management/ modelling for 10 groups per annum.
- 3 day training followed by 14 hours bespoke 1:1 coaching in evidencing impact and added value plus 1 day specialist support in marketing for 10 groups per annum.
- 2 consortia workshops and 196 hours focused support on building consortia and service delivery partnerships for 16 groups per annum.
- Web-based advice and information including organisation development resources to benefit at least 78 DDPOs each year.

At least 46 different DDPOs will benefit from the tailored support and a further 78 for general advice and information over the course of the funding.

Financial Information

Forecast income for 2016-17 is £603,357, of which £530,393 (87.9%) is confirmed as at 21st May 2016.

The cost of generating funds is not disclosed in the accounts. However, the charity has provided estimates for 2015-6 and 2016-17 as shown in the table below. These figures are low as IL is well known to and supported by major grant makers and income comes from a small number of grants.

Year end at 31 March	2014/15	2015/16	2016/17
	Audited Accounts	Forecast Outturn	Budgeted
Income and Expenditure			
Income	592,839	696,528	603,357
Expenditure	570,071	670,835	602,213
Unrestricted Funds Surplus / (Deficit)	22,768	25,693	1,140
Restricted Funds Surplus / (Deficit)	0	0	4
Total Surplus / (Deficit)	22,768	25,693	1,144
Surplus / (Deficit) as a % of Income	3.8%	3.7%	0.2%
Cost of Generating Funds (% of Income)	-	5,000(0.72%)	5,000(0.83%)
Free unrestricted reserves			
Free unrestricted reserves held at Year End	90,072	116,382	117,522
How many months' worth of expenditure	1.9	2.1	2.3
Reserves Policy target	142,518	167,709	150,553
How many months' worth of expenditure	3.0	3.0	3.0
Free reserves over/(under) target	(52,446)	(51,327)	(33,031)