

The City Bridge Trust

Investing In Londoners: Application for a grant



About your organisation

Name of your organisation: Inclusion London	
If your organisation is part of a larger organisation, what is its name? Charitable Company limited by Guarantee	
In which London Borough is your organisation based? Lambeth	
Contact person: Ms Alex Hendra	Position: Business Development Manager
Website: http://www.inclusionlondon.org.uk	
Legal status of organisation: Charitable company	Charity, Charitable Incorporated Company or company number: 1157376
When was your organisation established? 01/10/2008	

Grant Request

Under which of City Bridge Trust's programmes are you applying? Strengthening London's Voluntary Sector
Which of the programme outcome(s) does your application aim to achieve? More organisations with improved skills in financial management More organisations with improved capabilities in monitoring, evaluation and impact reporting
Please describe the purpose of your funding request in one sentence. To continue strengthening London DDPOs' effectiveness and sustainability, through growth in financial management skills and ability to demonstrate and evidence their USP and impact
When will the funding be required? 01/08/2016
How much funding are you requesting? Year 1: £56,503 Year 2: £57,633 Year 3: £0 Total: £114,136

Aims of your organisation:

Inclusion London is a 2nd tier pan-London Deaf and Disabled People's organisation. Our mission is to promote Deaf and Disabled people's equality and inclusion by supporting Deaf and Disabled People's organisations (DDPOs) across London, and campaigning for the rights of Deaf and Disabled people. We aim to:

1. Support and strengthen London DDPOs by providing a range of accessible services that build their skills, knowledge, capacity and sustainability
2. Support London DDPOs to have a strong, collective and influential voice so that the needs, interests and views of Deaf and Disabled people are met and disabling barriers removed.
3. Promote awareness and understanding of the unique contribution DDPOs make to London. We aim to evidence and communicate the value of DDPOs and increase Deaf and Disabled people's involvement, influence and leadership within DDPOs.

Main activities of your organisation:

We currently work with 90 London DDPOs and networks, holding detailed data on 78 of these, who have a combined turnover of over £25million, delivering a range of essential independent living services and support to more than 70,000 Deaf and Disabled Londoners. We support DDPOs through:

1. Business & organisational support services: training, advice and bespoke resources in business and finance development and management; consortia development; '1to1' business and financial coaching; and learning networks and peer support opportunities
2. Campaigns and policy support including: training, advice and resources on developing a strong, collective and influential voice; carrying out and disseminating research and policy responses
3. Awareness raising through representation of DDPOs and equality issues on regional and national forums; supporting DDPOs to capture and evidence their added-value and impact, and increase Deaf and Disabled people's involvement, influence and leadership within DDPOs and the wider community; providing training and consultancy services to improve equalities good practice in wider organisations

Number of staff

Full-time:	Part-time:	Management committee members:	Active volunteers:
3	7	9	0

Property occupied by your organisation

Is the main property owned, leased or rented by your organisation?	If leased/rented, how long is the outstanding agreement?
Rented	annually renewed

Summary of grant request

We are requesting a further 2 years funding for Inclusion London's Business Development Project, to continue to support the development of finance and business skills in London's Deaf and Disabled People's user led organisations (DDPOs).

This is of strategic importance because DDPOs continue to face significant challenges that are threatening the very survival of the sector and the specialist support they provide to over 73,000 Deaf and Disabled Londoners. These challenges to DDPOs include:

- Rising demand for DDPO services by Disabled people as a result of austerity measures that continue to cut vital services and reduce key entitlements relied on by many Disabled people. Recent research by LSE revealed that Disabled Londoners lost 29% of their income between 2008 and 2013 and are estimated to have been impacted 9 times more by austerity than non-disabled people. Likewise, social care funding has been cut by 26% and there is an estimated £2.8 billion social care funding gap.
- A range of external barriers impacting on DDPOs' ability to sustain services, meet rising demand and develop new funding streams and services. These barriers include significant and on-going funding cuts to DDPOs by Local Authorities and a contract & commissioning culture which favours large providers, payment by result funding models and a failure to take into account the added value of DDPOs within procurement process.
- Within the DDPO sector a historic and on-going lack of capacity to build and embed key financial and business skills and a lack of capacity to undertake vital service development, impact measurement and consortia working. This situation has been made worse by shrinking capacity building support and mainstream capacity building support that is not accessible or responsive to the needs of many DDPOs.

Our project aims to continue to increase the range of financial management and impact measurement skills of London DDPO which aligns with the Trust's outcomes of building skills in financial management, monitoring, evaluation and impact reporting. Using learning from the first 3 years of the project we will deliver an adapted and improved model of support that specifically addresses some of the key needs identified above including: lack of financial and business skills, difficulties in diversifying income streams and consortia working and the limited opportunities to evidence the added value of user-led service delivery.

Our Business Development Manager will continue to work 3 days a week to deliver bespoke, accessible financial skills, financial and business modelling and impact measurement training; 1:1 coaching and "hands-on" consortia development support. This support will be tailored to address the specific needs of both smaller and larger DDPOs. The project will also improve/ refine a range of bespoke and accessible DDPO tools for financial modelling and demonstrating added value created over the first 3 years of the project. These tools, used in combination with the training, coaching and peer learning support, will help DDPOs embed key financial and impact skills in their work despite major capacity pressures described above. The project will also enable us to continue maintaining our much respected DDPO funding directory which gives details of a range of Charitable Trust and tender opportunities relevant to DDPOs.

As the only specialist infrastructure support organisation for DDPOs in London, currently working with 90 DDPOs we are well placed to meet the Trusts "Good Practice Principles". We will deliver the support to a range of DDPOs including smaller, less well-resourced DDPOs; track the cascaded benefits of the project; capture feedback to continually improve project delivery and share the tools, resources and learning amongst our wider DDPO membership and the wider voluntary, public, policy and funding sectors.

If you need any planning or other statutory consents for the project to proceed, what stage have the applications reached?

Do you have a Vulnerable Adults policy? **No**

What Quality Marks does your organisation currently hold?

None

Outputs and outcomes

What are the main activities or outputs you want to deliver? Please include no more than 5. By activities or outputs we mean the services, products or facilities you plan to deliver. If you plan to deliver work over more than one year you should include activities over the full grant period requested. Try to be specific.

4 day course in business and financial modelling, delivered to 10 organisations per year, with 21 hours 1:1 coaching support from the Business Development Manager in between training days, to practically implement a bespoke model designed specifically around DDPO needs

3 day course in evidencing and marketing impact, and added value of DDPOs, delivered to 10 organisations per year, with 14 hours 1:1 coaching support from Business Development Manager in between training days to practically implement bespoke model, and 1 days support per organisation from a consultant specialising in marketing

2 consortia workshops delivered per year to representatives from DDPOs interested in setting up or joining DDPO consortia or partnerships (8 participants per workshop)

196 hours (28 days) consortia development support provided to DDPOs, with a focus on practical support with tendering and funding bids for stable DDPOs, and development of a DDPO collaboration directory that enables smaller DDPOs to join supply chains, focusing on their specialisms

Advice and information provided to 78 DDPOs per year through maintenance of web based information including: directories of funding sources and organisational support providers relevant to DDPOs, and publication on our website of DDPO focused organisational development resources

What main differences or outcomes do you hope the activities you have described above will achieve? Please include no more than 5. By differences or outcomes we mean the changes, benefits, learning or other effects that result from the work your project would deliver. These might be for individuals, families, communities or the environment.

DDPOs have improved skills in costing services, financial modelling, and business planning

DDPOs have improved skills in evidencing and marketing the impact and value of their organisations and services

DDPOs have increased awareness and ability to respond, as individual organisations or in partnerships, to tendering and funding opportunities

Wider Voluntary/Civil Society sector has better awareness of effective and accessible ways to support DDPO development and sustainability

Do you plan to continue the activity beyond the period for which you are requesting funding? If so, how do you intend to sustain it? If not, what is your exit strategy?

We will continue to use evaluation from the project to influence development of more accessible models of support within business and infrastructure support organisations in London. We anticipate needing to continue provision of some areas of the project, either with other funding, or through continuing to incorporate tools and resources generated by the project into our other support work.

Who will benefit?

About your beneficiaries

How many people will benefit directly from the grant per year?

73,000

In which Greater London borough(s) or areas of London will your beneficiaries live?

London-wide (100%)

What age group(s) will benefit?

All ages

What gender will beneficiaries be?

All

What will the ethnic grouping(s) of the beneficiaries be?

A range of ethnic groups

If Other ethnic group, please give details:

What proportion of the beneficiaries will be disabled people?

91-100%

Funding required for the project

What is the total cost of the proposed activity/project?

Expenditure heading	Year 1	Year 2	Year 3	Total
Salary and oncosts: Business Development Manager	31,926	32,566	0	64,492
Rent and utilities	4,695	4,789	0	9,484
Website, print and stationary	916	934	0	1,850
Admin, supervision and management costs	4,736	4,831	0	9,567
Staff training and travel	725	740	0	1,465
Training costs inc venue hire, materials, refreshments	2,804	2,860	0	5,664
Access Costs: BSL/Easy Read etc	2,400	2,448	0	4,848
Specialist Consultancy support with marketing,for 20 DDPOs	8,300	8,466	0	16,766
	0	0	0	0
TOTAL:	56,503	57,633	0	114,136

What income has already been raised?

Source	Year 1	Year 2	Year 3	Total
TOTAL:	0	0	0	0

What other funders are currently considering the proposal?

Source	Year 1	Year 2	Year 3	Total
TOTAL:	0	0	0	0

How much is requested from the Trust?

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Finance details

Please complete using your most recent audited or independently examined accounts.

Financial year ended:	Month: March	Year: 2015
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Income received from:	£
Voluntary income	0
Activities for generating funds	0
Investment income	157
Income from charitable activities	589,446
Other sources	3,236
Total Income:	592,839

Expenditure:	£
Charitable activities	565,477
Governance costs	4,594
Cost of generating funds	0
Other	0
Total Expenditure:	570,071
Net (deficit)/surplus:	22,768
Other Recognised Gains/(Losses):	0
Net Movement in Funds:	22,768

Asset position at year end	£
Fixed assets	7,491
Investments	0
Net current assets	90,072
Long-term liabilities	0
*Total Assets (A):	97,563

Reserves at year end	£
Restricted funds	0
Endowment Funds	0
Unrestricted funds	97,563
*Total Reserves (B):	97,563

* Please note that total Assets (A) and Total Reserves (B) should be the same.

Statutory funding

For your most recent financial year, what % of your income was from statutory sources?
61-70%

Organisational changes

Describe any significant changes to your structure, financial position or core activities since the date of your most recent accounts:

None

Previous funding received

Please list the funding received by your organisation from the following statutory sources during the last THREE years.

	2012 £	2013 £	2014 £
City of London (except City Bridge Trust)	0	0	0
London Local Authorities	0	0	0
London Councils	280,000	280,000	0
Health Authorities	0	0	0
Central Government departments	9,090	0	0
Other statutory bodies	0	86,666	0

Previous grants received

Please list the grants received by your organisation from charitable trusts and foundations (other than City Bridge Trust) during the last THREE years. List source, years and annual amounts. Please include the 5 largest only.

Name of Funder	2012 £	2013 £	2014 £
Trust for London	26,839	63,518	0
Big Lottery	58,092	23,848	0
	0	0	0
	0	0	0
	0	0	0

Declaration

I confirm that, to the best of my knowledge, all the information I have provided in this application form is correct. I fully understand that City Bridge Trust has zero tolerance towards fraud and will seek to prosecute and recover funds in every instance.

Please confirm: Yes Full Name: **Alex Hendra**

Role within **Business Development Manager**
Organisation: