

The City Bridge Trust

Investing In Londoners: Application for a grant



About your organisation

Name of your organisation: Positive East	
If your organisation is part of a larger organisation, what is its name? no	
In which London Borough is your organisation based? Tower Hamlets	
Contact person: Mr Ian Montgomery	Position: Fundraising Manager
Website: http://www.positiveeast.org.uk	
Legal status of organisation: First Contact	Charity, Charitable Incorporated Company or company number: 1001582
When was your organisation established? 01/01/1991	

Grant Request

Under which of City Bridge Trust's programmes are you applying? Reducing Poverty		
Which of the programme outcome(s) does your application aim to achieve? More Londoners with improved economic circumstances More people accessing debt and legal services		
Please describe the purpose of your funding request in one sentence. To help guide people living with HIV in east London out of hardship and poverty by providing an accredited (AQS) Advice Service.		
When will the funding be required? 01/01/2018		
How much funding are you requesting? <div style="display: flex; justify-content: space-between;"> Year 1: £36,217 Year 2: £37,303 Year 3: £38,422 </div> Total: £111,942		

Aims of your organisation:

Positive East's mission is: to improve the quality of life of individuals and communities affected by HIV and our vision: to work towards a world where people living with HIV can fulfil their potential free from stigma and discrimination. Our four organisational aims are:

- ? Provide a holistic range of services that enable people living with HIV to promote their health and well-being, support self management, and to gain and sustain their independence.
- ? Maintain and increase work in building a safer sex culture, supporting people to stay HIV negative, reduce undiagnosed infection and reduce late diagnosis of HIV and the onward transmission of HIV.
- ? Influence policy development and service improvement that will enable us to further our mission.
- ? Ensure the charity is sustainable, appropriately resourced, and has the broadest strategic choice to best enable achievement of its vision.

Main activities of your organisation:

Annually we provide direct support to more than 1,700 people who come to us knowing they'll receive excellent service and a further 1,500 who will receive a free HIV test in our offices or outreach sessions. Many of our clients are from marginalised communities, whose experience of HIV is exacerbated by poverty, poor housing, isolation, treatment literacy, other co-morbidities, cultural/linguistic barriers to accessing services and HIV related stigma. We have developed an holistic service, tailored to individual need through an assessment process, to support people to achieve independence as well as their wider goals.

Current activities of Positive East include: Advice Service, Counselling, tailored Peer Support, community specific support groups, health and well-being activities, i.e. yoga, mindfulness, massage therapy, healthy living workshops, i.e. nutrition advice, smoking cessation, volunteering opportunities and mobile and onsite rapid HIV testing. We also run a community cafe, computer lab and gym.

Number of staff

Full-time:	Part-time:	Management committee members:	Active volunteers:
22	4	12	200

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?
Leased	100

Summary of grant request

Aim:

Positive East's Advice Service is London's only accredited advice programme (AQS) that directly supports 900 people living with HIV (PLWHIV) per year. The primary aim of the programme is to support PLWHIV to: overcome poverty and financial hardship (including benefits challenges), housing instability, increase access to food banks, debt services, hardship funds and parcels and better deal with workplace/employment challenges.

Need:

Medical and scientific advances enables significant HIV viral suppression allowing HIV positive people to live with healthy immune systems and normal CD4 counts (400 and 1,600 per cubic millimetre of blood). However despite this, HIV continues to be linked to social inequalities including poverty, unemployment, economic instability and poor mental health - experienced by many of the 50,000 Londoners currently living with HIV (PHE 2016). For example, the 2015 PHE Positive Voices study demonstrates that 15% of PLWHIV report being late with bills compared to 6% of the general population and 33% of PLWHIV stated they had skipped meals because of poverty. Unemployment amongst people living with HIV is higher than the national average ? 64% of PLWHIV are employed compared to 73% of the general population (PHE 2016) and 63% of PLWHIV report depression and 73% experience ongoing anxiety (NAT 2016).

Activities/delivery:

Our AQS certified Advice Service provides information, advice, casework and advocacy (including representation at tribunals) on welfare benefits, housing, immigration and generalist advice issues. The service is delivered via: telephone advice line; face-to-face appointments; drop in service; signposting to additional Positive East services, and volunteering opportunities. Your grant will be used to employ a full-time Advice Service Worker.

Why Positive East:

For 25 years Positive East has been at the heart of East London services supporting people affected by HIV. We're an integral part of the HIV health and social care pathways with close working relationships with HIV clinics and key health and social care professionals and services. The charity's Advice Service operates through a holistic approach. This means that as well as addressing the advice related needs, we identify other key needs and link people with our peer support, counselling and group/course services. This approach promotes client independence and increases the potential for making our clients' financial futures more sustainable, e.g. dealing with complex mental health issues and being able to return to work.

Reducing poverty:

To reduce poverty we provide advice and advocacy casework in relation to ill health and disability benefits such as PIP (including supporting people to transition from DLA to PIP) and Employment and Support Allowance. The work involved supporting initial claims through to undertaking mandatory reconsiderations and appeals where our rate of success was almost 100%. The service also dealt with complex housing issues and supported people to access food parcels and hardship funds. Furthermore, our holistic services, i.e. counselling, peer support allows our clients to tackle the root causes of their poverty leading to sustained outcomes.

Good practice:

For example, last year 15 volunteers - many of whom are past Advice Service beneficiaries - supported the delivery of the Advice Service and we hold an annual service user forum which seeks to embed the needs and experiences of PLWHIV into the development and delivery of our services. We celebrate diversity and this is shown in the backgrounds and experiences of our staff, volunteers and clients, i.e. significant representation from BME and LGBT communities and women. We also take significant steps to reduce our carbon footprint through recycling and using recyclable products, and growing our own herbs and vegetables for our café.

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? **Yes**

What Quality Marks does your organisation currently hold?

AQS, Investors in People, BACP and a recipient of the Queens Award for Volunteering Excellence.

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.

Telephone Advice Line - available 5 days a week, accessed by clients and healthcare professionals delivering information and advice on benefits (mainly ill-health and disability), housing, debt, employment, immigration and generalist advice.

Face-to-face appointment service - delivered at our offices or regular outreach sessions at North East London HIV clinics. We also offer home and hospital visits where appropriate and representation at tribunals.

Drop in service - Clients can drop in to our offices and, where their presenting issue is urgent e.g. they have no money, they will be seen immediately.

Referring on to other PE services - this can include Peer Support, skill development workshops, counselling, volunteering opportunities and job skills and CV development activities delivered by our partners at UBS, FCA and FCSC.

Training of volunteers - we will maintain a cohort of 20 volunteers annually and provide both induction and ongoing skill development training.

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.

Achieve financial stability and independence and be better able to manage finances

Be empowered and informed to deal with benefits issues and on rights relating to housing/benefits

Have a better understanding of gaining employment

Be made aware of Positive East's services and other external services and feel more confident communicating with health and social care professionals

Achieve better physical health through adherence to Antiretroviral Therapy (ART)

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?

Our Advice Service is an organisational priority and we will continue to identify continuation funding via trusts and foundations, highlighting the service in direct marketing appeals and corporate supporters.

Who will benefit?

About your beneficiaries

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

900

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

Newham (25%)

Tower Hamlets (21%)

Hackney (18%)

Waltham Forest (11%)

London-wide (25%)

What age group(s) will benefit?

25-44

45-64

65-74

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?

31-40%

Funding required for the project

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

Expenditure heading	Year 1	Year 2	Year 3	Total
Advice Service Worker (Full time - incl NI & Pension)	36,217	37,303	38,422	111,942
Advice Service Worker (Full time - Incl NI & Pension)	37,767	38,900	40,067	116,735
Advice Service Worker (Full time - Incl NI & Pension)	39,902	41,099	42,332	123,334
Advice Service Manager (Part time - Incl NI & Pension)	34,191	35,217	36,273	105,681
Travel expenses for volunteers (1,235 annual trips @ £5 per trip)	6,175	6,175	6,175	18,525
Management Support (Supervision of Advice Manager - £159 per day x 12 days pa)	1,908	1,965	2,024	5,897
7% contribution towards overheads	10,545	10,849	11,161	32,555
TOTAL:	166,705	171,508	176,454	514,669

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
MAC AIDS Fund (Current funding of £95k for Advice Service expires 1/1/2018 - If awarded would be continuation funding)	95,000	0	0	95,000
Henry Smith Charity (If awarded would be continuation funding - last grant of £30k for advice service expired 1/7/17)	34,191	35,217	36,273	105,681
Drapers Charitable Fund	10,000	10,000	10,000	30,000
Weinstein Trist	10,000	10,000	10,000	30,000
TOTAL:	154,191	55,217	56,273	265,681

How much is requested from the Trust?

Expenditure heading	Year 1	Year 2	Year 3	Total
Salary - Advice Service Worker - (Full time incl NI and Pension)	36,217	37,303	38,422	111,942
TOTAL:	36,217	37,303	38,422	111,942

Finance details

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

Financial year ended:	Month: March	Year: 2016
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Income received from:	£
Voluntary Income	96,333
Activities for generating funds	93,248
Investment income	5,377
Income from charitable activities	1,325,088
Other sources	10,124
Total Income:	1,530,170

Expenditure:	£
Charitable activities	1,400,344
Governance costs	57,505
Cost of generating funds	238,422
Other	10,315
Total Expenditure:	1,706,586
Net (deficit)/surplus:	-176,416
Other Recognised Gains/(Losses):	0
Net Movement In Funds:	-176,416

Asset position at year end	£
Fixed assets	90,252
Investments	135,995
Net current assets	44,046
Long-term liabilities	0
*Total Assets (A):	270,293

Reserves at year end	£
Restricted funds	0
Endowment Funds	0
Unrestricted funds	270,292
*Total Reserves (B):	270,292

*** 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:

Positive East, like a large number of charities, has gone through significant changes in 15/16 due to reductions in funding from Local Councils. The Charity had anticipated a loss of £400k statutory income in the 2015/16 financial year which is just under 1/3 of our turnover. We have now completed the process of re-organising to strengthen and ensure the sustainability of the Charity for the future.

Previous funding received

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

	Year 3 £	Year 2 £	Most recent £
City of London (except City Bridge Trust)	0	0	0
London Local Authorities	0	0	0
London Councils	1,026,324	963,576	807,854
Health Authorities	0	0	0
Central Government departments	0	0	0
Other statutory bodies	149,500	124,266	77,926

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	Year 3 £	Year 2 £	Most recent £
Blg Lottery Fund	0	75,000	75,000
Henry Smith Charity	34,916	34,916	34,916
MAC AIDS Fund	89,000	89,000	95,000
Pilgrim Trust	0	0	23,000
Comic Relief	25,512	25,512	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: **Ian Montgomery**

Role within **Fundraising Manager**
Organisation: