

The City Bridge Trust

Investing In Londoners: Application for a grant



About your organisation

Name of your organisation: Pro Bono Economics	
If your organisation is part of a larger organisation, what is its name?	
In which London Borough is your organisation based? Southwark	
Contact person: Ms Isobel Hunter	Position: Fundraising and Projects Executive
Website: http://www.probonoeconomics.com	
Legal status of organisation: Registered Charity	Charity, Charitable Incorporated Company or company number: 1130567
When was your organisation established? 15/07/2009	

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 the skills to improve their volunteer management More organisations with improved capabilities in monitoring, evaluation and impact reporting
Please describe the purpose of your funding request in one sentence. To enable us double the number of organisations we support, develop strategic relationships with funders and widen our information sharing, advocacy and policy influencing capabilities.
When will the funding be required? 01/10/2018
How much funding are you requesting? Year 1: £40,000 Year 2: £60,000 Year 3: £80,000 Total: £180,000

Aims of your organisation:

Pro Bono Economics harnesses the tools and insights from economics to help charities and the wider social sector understand and improve their impact. We undertake projects for organisations across a broad spectrum of activity from advice on data collection building to full economic analysis. We deliver this high value support at low cost by drawing on a network of skilled volunteer professional economists. They in turn benefit from working in new environments with different cultures and purposes. We aim to embed skilled volunteering into the economics profession across London.

We currently complete around 30 projects each year. This work helps social organisations attract funding, provides evidence for their advocacy activities and improve their programme delivery, thus helping their end beneficiaries.

PBE also uses the knowledge derived from these studies to support our advocacy and policy work. We also aim to improve impact management practice via our open-source knowledge base which charities and funders can access.

Main activities of your organisation:

We match professionally skilled pro bono volunteers with charities to help understand and improve impact and use the learning to improve practice across the social sector.

Our individual projects fall into three broad categories:

1. Data Advice - such projects involve looking into the data the charity is collecting and assessing this against their desired outcomes in order to provide advice on the best methods of collection.
2. Economic Analysis - we look into the costs and outcomes of a particular intervention and examine the economic impacts of this, if quantifiable, often using national datasets. These reports can be cost benefit analysis, break even analysis, cost effectiveness analysis and cost minimisation analysis.
3. Advocacy - using national datasets, we analyse the scale of an existing problem and provide economic evidence and arguments to support an organisation's cause or position.

We also offer workshops for charities and funders to look at activity, output and impact e.g. Theory of Change workshops.

Number of staff

Full-time:	Part-time:	Management committee members:	Active volunteers:
4	4	0	386

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	1 month notice

Summary of grant request

Pro Bono Economics work on impact measurement and evaluation is in high demand across the social sector. As budgets tighten, charities are increasingly challenged to prove their impact to funders and commissioners by using evidence based quantitative data. Our reports are designed to provide exactly such evidence. However, they also help charities to learn how to improve the delivery of their services to maximise the impact upon their beneficiaries. Thus, we believe that our work helps meet the programme outcome relating to improving skills in monitoring, evaluation and impact reporting.

PBE is the only organisation in the UK providing dedicated pro bono professionally skilled economist volunteers to undertake such impact analysis projects in charities. Once accepted, organisations are placed with a small team of volunteer economists who work with the support of one of our part time economic associates and our project team. The volunteers benefit from working in a different environment and learning new skills as well as providing practical help to charities. The interaction between the charity and the volunteers is the core dynamic in a project's success, so we believe that we also meet the programme outcome relating to Improving volunteer management.

Nine years on from our inception, we have engaged with 400 charities and published 120 published reports. Our reports are available on an open-source basis to charities and funders.

With regard to the principles of good practice, all our projects involve thorough process of quality assurance as they are monitored by our team of economic associates and in-house Chief Economist. We also carry out a post-completion review with each charity within one month of the project completing and a follow-up review after six months. This helps us to track the benefit of our service and ensures that we obtain their feedback to help with the ongoing improvement our work.

We aim to improve access to our programmes for smaller organisations by becoming accredited providers of programmes such as the Impact Management Access Fund, the Life Chances Fund and by being one of the charity partners of Lloyds Bank Foundation's Enhance programme which is aimed at smaller charities. We share our learning via the open source ethos of our projects which means that all our reports are shared on our website. We are also bringing together our knowledge base to create toolkits and guides for the charity sector.

Projects for activities based in London currently make around 20% of our client base. Over the last year, we have worked with many London-based organisations, including Making the Leap, who support thousands of children at 33 schools across London, Spitalfields Crypt Trust, who have supported people suffering with complex needs in East London for over 50 years, and Age UK Westminster, supporting people aged over 50 in Westminster. We also engage with others working in cross London voluntary sector support activities, such as a recent meeting with the London Funders Forum.

PBE aims to double the number of charities we work with over the next three years, to improve awareness and best practice around Impact management in the social sector and to expand our influence on government policy related to our strategic themes. The support of City Bridge Trust would help us to achieve these aspirations in London and thus have a significant positive impact upon the voluntary sector across the capital.

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?

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.

Recruit dedicated pro bono professionally skilled economist volunteers to undertake Impact analysis projects in charities.

Complete 36 impact reports for organisations across the charitable sector in London, primarily within our focus of wellbeing (education, employment, mental health and complex needs).

Use individual charity studies to build a knowledge base on impact in the social sector, available open source to charities, funders and policy makers and influencers across London

Use the findings from our projects to help influence policy related to our focus of wellbeing (education, employment, mental health and complex needs)

Develop partnerships with grant making trusts, companies and individual philanthropists to undertake impact analysis of their own funding programmes and / or those of the organisations they support

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.

Organisations across the London charitable sector will receive reports which directly demonstrate the economic benefits of their work, informing further interventions and service development, providing information for advocacy purposes and enabling them to show the value of their work to funders.

The development of our knowledge base will help to ensure better understanding and use of impact management tools and techniques across the wider charitable sector in London

Our advocacy work will have a positive impact on the policy and practice related to our theme of well being (education, employment, mental health and complex needs).

Our strategic partnerships with funders will help us to reach our aim of doubling the number of organisations we support and help to diversify our income streams

The number of skilled economist volunteers we work with will have significantly increased and the culture around pro bono work will have become more embedded amongst employers

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?

Yes. We are diversifying our income generation activities by increasing income from a) the corporate sector, especially companies with pro bono volunteering programmes, b) securing payments from trust and foundations via grants and 'funder plus' type partnerships, c) support from individual philanthropists d) by charging clients to cover our organisational overheads, whilst not charging for actual projects costs

Who will benefit?

About your beneficiaries

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

1,036,932

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?

21-30%

Funding required for the project

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

Expenditure heading	Year 1	Year 2	Year 3	Total
Project Delivery costs	40,000	60,000	80,000	180,000
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
TOTAL:	40,000	60,000	80,000	180,000

What income has already been raised?

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

What other funders are currently considering the proposal?

Source	Year 1	Year 2	Year 3	Total
None	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
TOTAL:	0	0	0	0

How much is requested from the Trust?

Expenditure heading	Year 1	Year 2	Year 3	Total
Project delivery costs	40,000	60,000	80,000	180,000
TOTAL:	40,000	60,000	80,000	180,000

Finance details

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

Financial year ended:	Month: December	Year: 2017
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Income received from:	£
Voluntary Income	143,310
Activities for generating funds	109,938
Investment Income	646
Income from charitable activities	23,364
Other sources	4,940
Total Income:	282,198

Expenditure:	£
Charitable activities	337,227
Governance costs	1,626
Cost of generating funds	78,555
Other	0
Total Expenditure:	417,408
Net (deficit)/surplus:	-135,210
Other Recognised Gains/(Losses):	0
Net Movement in Funds:	-135,210

Asset position at year end	£
Fixed assets	3,760
Investments	0
Net current assets	145,019
Long-term liabilities	0
*Total Assets (A):	148,779

Reserves at year end	£
Restricted funds	5,000
Endowment Funds	0
Unrestricted funds	143,779
*Total Reserves (B):	148,779

*** 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? 0%
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Organisational changes

Describe any significant changes to your structure, financial position or core activities since the date of your most recent accounts: We have recruited a Chief Economist to lead our technical work on impact and a Director of Public Affairs to lead our work on policy. We have also appointed a new Director of Income Generation.

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	0	0	0
Health Authorities	0	0	0
Central Government departments	0	0	0
Other statutory bodies	0	0	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	Year 3 £	Year 2 £	Most recent £
Law Family Charitable Foundation	0	245,000	0
The Monument Trust	0	70,000	20,000
Barrow Cadbury Trust	8,000	12,000	25,000
Power to Chage	0	0	30,000
Porticus	0	0	30,000

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: **Julia Grant**

Role within **Chief Executive**
Organisation: