

OPCC Victim Service Provider Workshop: *Sustainable Funding & Evidencing Service Value*

Building a Network of Support – Part 2!
17th December 2015 Workshop



MLR>>

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Setting the scene:

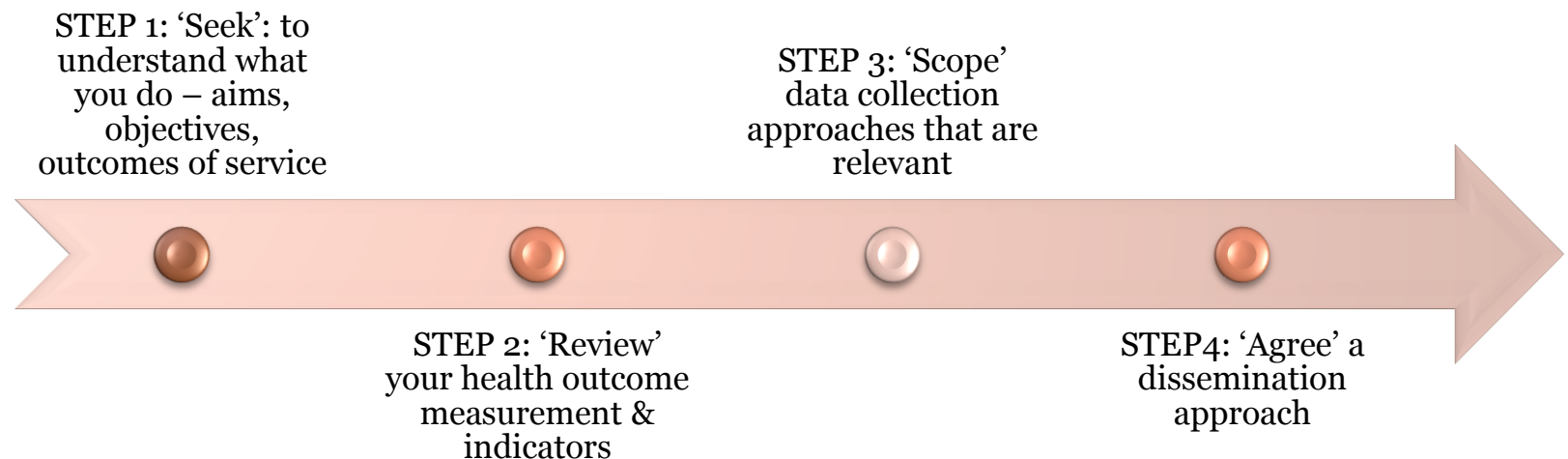
1. Introduction
2. Today's objectives
3. The approach



1. Introduction

Background

- November 2014 OPCC event: working with local hate crime service providers to improve **monitoring of outcomes** - how collected, presented & then shared.



1. Introduction (contd)

2016 challenges:

- Year on: here to **share notable practice from funded projects**, but also share understanding & experiences of how you seek **sustainable funding**, and how you **evidence service value**.
- Why? **Increasing pressures** on the VCS sector – greater competition; increasing demand; fewer grants....
- **What support needed?** Nationally, a spectrum of abilities identified as crucial (*NAVCA; Locality; etc*):
 - **Self-diagnosis** of organisational need.
 - Identify and effectively access **sustainable funding** streams.
 - Nurture **peer support** networks and links.
 - Develop **collaborative solutions** (and bids, where relevant).

2. Today's objectives

- **1. To share & develop greater understanding of sustainable funding** – sign-posting to existing VCS networks to support self-help, and encouraging network creation where gaps are evident via peer support.
- **2. To share notable practice & the benefits of PCC funding, from a providers perspective** – CPCC funded hate crime service provider to evidence the benefits of the 2015-16 funding, focussing on creative solutions.
- **3. To explore how providers evidence their value** – key foundation for business cases / bids in 2016.
- **4. To develop collaborative links** between organisations

3. The approach

1. To share & develop understanding of sustainable funding.



2. To share notable practice & the benefits of PCC funding.



3. To explore how providers evidence their value.

4. To develop collaborative links.



3. The approach

1. To develop greater understanding of sustainable funding.



- ‘Café conversation’
 - questions and group feedback on issues affecting sustainable income.
 - 3 tables; rotating every 15 minutes.

3. The approach

2. To share notable practice on the benefits of PCC funding.

3. To explore how providers evidence their value.



- Presentations by PCC-funded Hate Crime service providers:

- On the benefits of PCC funding, focussing on creative solutions.
- On how they evidence value and impact.

3. The approach

4. To develop collaborative links.



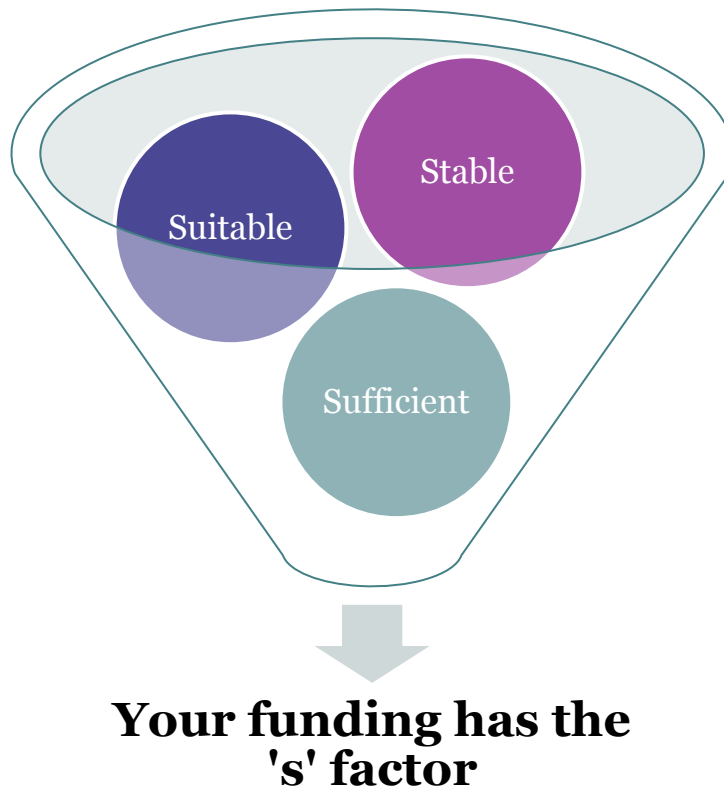
- Presentations by RASASC (Helen Wardman / Julie Evans) and Warrington VA (Alison Cullen):
 - Experiences of collaboration, and how to access support / links / networks.
- Your chance to share information and network at lunch.

Pre-break exercise: 'Café Conversation' groupwork on funding and income streams

1. **Challenges or barriers** in 2016
to maintain or increase income?
2. Funding **opportunities in 2016?**
3. **What would help** link you to
more sustainable funding streams?



Understanding funding need



1. **Stable** - income from more than 1 source, so if one dries up...
2. **Suitable** –the right funding options, at the right time. DONT be led by the funding, and lose track of aims / objectives; strategic planning helps avoid 'mission drift'.
3. **Sufficient** – understand how much you need, and say 'no' if cant do a job properly with the amount of £.

Income options & exercises:

	Donor	Funder	Purchaser	Customer
	Gift Economy	Grants	Structured Market	Open Market
	Classic 'charity', gifts, donations, philanthropy	A contribution or subsidy towards certain work, usually restricted by grant terms	Contract relationships among organisations, such as public bodies and charities	Trading and enterprise activity
How much of current income? (%)				
How long can you rely on it? (years/months)				
Risk level (low < 10%) (med < 50%) (high > 50%)				