



applied training and management solutions

News Update Summer 2009

General Charity News

Philip Hammond, the shadow Treasury chief secretary, warns in a *Guardian* interview today [25th July 2009]. Setting out Tory ideas, Hammond discloses there will have to be a budget either soon after a spring election, or in the autumn, so the Conservatives can start to rein in public spending next year.

Implying that the Tories will regard it as necessary to hold an emergency budget and may try to speed up the Labour timetable to reduce the deficit, and intends to place most of the burden for that deficit reduction on spending cuts. As expected the NHS spending limits will be protected.

So what will the impact be? [Derek Smith](#) spoke to the Strategic Commissioning Manager for one County. He expects the largest impact to be in the Supporting People budgets with estimates of budget reductions over three years of 20-25% taking inflation into account.

Britain will face spending cuts of more than 16% to key public services, such as law and order and higher education, if Labour and the Tories deliver on their goals to protect schools, hospitals and defense, the Institute for Fiscal Studies has warned.

As the two main parties gear up for a bitter general election battle that will be dominated by this issue, the IFS says Britain is facing a decade of pain that will see the tightest constraint in public service spending since 1977.

Concern has grown already this week about immediate shortfalls in the culture and education budgets, but the *Guardian* is publishing research by the IFS at the start of a two-day series on the future of public spending which reveals that spending on a majority of public services will have to be cut by up to 16.3% over the next three-year spending period - 2011-14 - if the next government is to deliver real-term rises for health, schools, defence and overseas aid.

Disabled but not Unable - People with a learning disability will be helped into paid jobs to close the employment gap, Ministers have 'pledged'. The goal is part of the new cross-government Learning Disability Employment Strategy, which sets out a vision to increase the number of real jobs for people with learning disabilities with appropriate support being provided.

The Office for Disability Issues is inviting interested organisations to submit proposals to become Project Search sites and take part in an evaluation of Project Search. Project Search supports people with learning disabilities into paid jobs by providing a series of internships with a host employer. A delivery plan, to be published alongside the strategy, will set out actions with timescales and responsibilities to ensure progress.

The OGC Supplier Feedback Service has been set up to provide a clear, structured and direct route for suppliers to raise their concerns about poor procurement practice in the public sector.

Their role is to:

- Provide reasoned feedback to enquirers on their concerns
- Help OGC identify areas of poor procurement practice so it can work with the contracting authority to put them right, and help ensure similar cases do not arise in future
- Take action to reduce the likelihood of similar issues arising in other authorities.

For more information on their scope and remit, and how they can assist go to Ogc.gov.uk.

Statutory Funding Update

Bidding for contracts: Adapt or die, charities warned. Third Sector reports speech given at national funding conference - Competition will increase as statutory funding shrinks, says **Derek Smith**

Organisations that are uncomfortable with the idea of competing with other charities for contracts might not exist in 10 years' time, according to Derek Smith. He told chief executives body Acevo's funding roadshow in London yesterday that the amount of statutory funding available was likely to drop by about 10 per cent over the next few years, so there would be more competition for the remaining contracts.

"Winning contracts will involve winning them off your competitors," he said. "If your organisation is one that doesn't like the idea of competition, it might not be around in 10 years." He also said voluntary organisations would need a more "private sector" approach, with increased emphasis on contract management, business planning and marketing. He said projects should be devised to fit funders' agendas.

"Don't take the same old project you always have," he said. The sector also needed to get better at writing clear and concise funding bids backed up with evidence of effectiveness, said Smith. "You need to think about why a funder would choose you. One reason is that you understand clients' needs better." But when I look at many funding bids, the charity doesn't convince me it understands its client group. Where is the national research, or the evidence you are meeting best practice? Too many things in charities' applications are actually opinions."

Janet Moore, third sector team leader at the Department for Children, Schools and Families, said her department needed to be confident that the projects it funded were "giving us what we want". She encouraged third sector organisations to respond to a consultation on the department's £35m a year grants policy, due to be launched next month.

More than 70 organisations have expressed an interest in being part of a consortium that will bid for public sector contracts, according to the [Futurebuilders](#) England director responsible for developing the scheme. Ian Charlesworth, who is enterprise director at the government-backed loan fund, said he had been contacted by local, regional and national organisations, including some of the country's best-known charities. A meeting to set up the consortium, which is being lined up to bid for some of the biggest contracts in education, health and employment services, will take place in mid-May.

"The discussions we've had have been promising," said Charlesworth. "We've been contacted by people with bidding expertise, others who want to provide capital and organisations that want to provide services."

Charlesworth said the consortium wanted to bring on board at least one registered social landlord and needed to sign up organisations with experience in writing bids, negotiating contracts and managing supply chains. He also said he had received support for the idea from the Department for Work and Pensions, and would be meeting with the Office of the Third Sector to discuss his proposals

Lottery Funding

The BIG Lottery Fund has announced that in response to the current economic crisis it is increasing the budget for its Reaching Communities programme in 2009 - 10 by £20 million to £80 million.

This makes it an ideal time to be developing a large lottery bid. Our Associates are able to provide a range of support from a few hours guidance to writing your whole bid. Please contact Derek Smith for more details.

Red Nose Days Funding Programme

Red Nose Days Funding Programme (UK): Following the review of its grant making programme, Comic Relief has announced that it is now accepting applications for grants through its Red Nose Day Programmes (2009 -12). Grants are available through a number of programme areas such as:

Mental Health, Domestic and Sexual abuse, Refugee and Asylum Seeking Women, Sport for Change, Young people aged between 11 and 25, Sexually Exploited and Trafficked Young people, Young People and Alcohol, Young people with Mental Health Problems, Local Communities.

Comic Relief has also announced two new programmes coming soon in the areas of: Young Carers (managed by the Princess Royal Trust for Carers) and Older People.

New Resources

Funding Central is a free smart website for the whole voluntary and community sector, including social enterprise, providing access to thousands of funding and finance opportunities, plus a wealth of tools and resources supporting organisations to develop sustainable income strategies appropriate to their needs.

Phase one of Funding Central was launched on 17 June 2009 with further enhancements and additional tools and resources being released in September 2009. Visit www.fundingcentral.org.uk.

Know How Non Profit, a new website from the Centre for Charity Effectiveness includes sections on strategy, marketing, managing change and improving performance, plus a forum for sharing experiences, and an online soap! www.knowhownonprofit.org

Capacitybuilders have launched their Improving Support magazine - get a FREE copy by visiting Capacitybuilders' website. This publication is targeted at people involved in supporting third sector organisations and for those who fund and commission their services, Improving Support magazine offers insight, encourages shared learning, and signposts to practical resources.

With the economic crisis creating an increasingly challenging funding environment for third sector organisations, being able to prove and improve the value of your organisation's work is more important than ever. This month sees the launch of the **tools for you** booklet. The **tools for you booklet** provides detailed summaries of more than 20 approaches and there is an accompanying tool decider and comparison chart to enable you to quickly weigh up the benefits of different approaches and choose the tool that best suits your needs. Downloadable at neweconomics.org.

Supply2.gov.uk is the only official Government lower-value (typically below £100,000) contract opportunity portal, created by the Government to provide small businesses with access to lower-value public sector contracts - a huge potential market expected to exceed £175 Billion* this year within the UK alone. (*Source www.hm-treasury.gov.uk)

The **Supply2.gov.uk** portal unites buyers and suppliers together for the first time and is cited as a best practice means of advertising lower-value contract opportunities by HM Treasury and the European Commission.

Registration is free but of very limited use unless you pay a subscription fee.

Leapfrog Update

Leapfrog recently supported **Penrose Housing** in reviewing their management structures to improve their ability to win statutory funding. In addition we provided mentoring support to their tender writer. Their last bid was given an 'excellent' grade from the funder. Much to their surprise they were actually given £30,000 **more** than they had bid for!

Leapfrog was also retained by [The Richmond Fellowship](#) to offer interim business development to support a re-tendering exercise for floating support services in the City of Liverpool. Specialist consultancy was offered to remodel current service delivery, further develop organisational responses to the service specification and review current quality and performance management systems.

The Workers Educational Association worked with Leapfrog to develop their Marketing and Public Relations plan. They decided the business they were in was 'to help people learn'. This extends their market considerably as they have been focussed on delivering education and training identified through community links. Their current mission and values are being updating to relate to what their customers value and want. They are now researching with customers such as Local Authorities and Primary Care Trusts to establish what potential products they might offer and which they will invest in developing. They are reviewing all of their publications and are considering what their key messages will be in future.

Effective Marketing and Customer Relations Course

Our [Effective Marketing and Customer Relations Course](#) has been commissioned by [Barnardo's](#) and [CRI](#). It is also delivered in partnership with [Mencap](#).

Delegates median scores out of 5 (five being very good/very well) were for:

Overall did the course provide value for money/	5
Will the training help you to write, support and manage marketing and service development?	5
Would you recommend the course to others?	5

All of our courses are designed to support managers to develop not only their skills and knowledge but also their careers. "It enabled me to sit back and take an overview of what my job is really about"
Eva March, Head of Commissioned Services, ICAN.

The [Pre School Learning Alliance](#) has now adopted the [Effective Marketing](#) course as a core training module and has commissioned Leapfrog to deliver six courses throughout the UK during 2009/10.

Writing Skills

We have been delighted with the feedback on the most recent delivery of the [Writing Skills](#) course.

Almost 80% of people joining the course would recommend the one day workshop to colleagues and comments on feedback forms have included:

- ✓ Excellent workshop. Very well run. Learnt lots of handy tips and techniques.
- ✓ Mark is very knowledgeable. It was really good to have him as course leader, as he wears many hats in terms of funding and fundraising.

- ✓ I think the course was well balanced and very helpful. It was a good learning environment because the group became increasingly willing to participate... The pack was excellent - thank you.

Funding for Small Groups

Our Funding for Small Groups course has been piloted by the Workers Educations Association (WEA). The first two bids submitted were successful. The programme, sponsored by the WEA, provides two days of training and additional consultancy support to enable 12 community groups to submit a bid of at least £5,000. Leapfrog's Derek Smith commented 'all too often small groups are forgotten or ignored. This programme will give immediate results through bids to the Lottery and other funders, providing the basis for longer sustainability'.

General News

Whilst our business is not focused on recruitment we do occasionally receive requests to assist in the recruitment of staff. We were pleased to be able to recruit Mark Chacksfield to United Response as a part-time senior fund-raiser (Trusts and Statutory).

To book online or for more information on Leapfrog Consultancy and all our courses please visit our website www.leapfrogconsultancy.co.uk
Telephone> 0845 053 3413 e-mail> jump@leapfrogconsultancy.co.uk

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