

**MAKING A
DIFFERENCE
IN SALFORD**

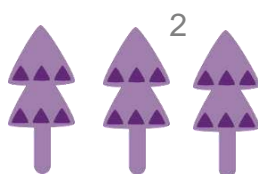
**RADICAL ROOTS
TO
PRACTICAL ACTION**

SALFORD CVS

ANNUAL REPORT AND ACCOUNTS FOR YEAR ENDED 31 MARCH 2020

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INTRODUCTION

Welcome to Salford Community and Voluntary Service's annual report and audited accounts for the financial year ending 31st March 2020. Not surprisingly, the report also includes some reflections on our role since March 2020 during these unprecedented times (in my lifetime, in any event).

I've now been Chief Executive of Salford CVS since April 2013 – and am sometimes surprised to learn that I am the organisation's longest-serving CEO. But then again, maybe I'm not so surprised. Whilst no two days are ever the same and the work is certainly interesting, it is nevertheless pretty full on... and with the arrival of the Covid-19 crisis I have at times felt overwhelmed. I'm sure we are all grappling with having to be pretty reactive at the moment and I have struggled to find sufficient time to plan and reflect since the pandemic hit. So, it was good to pause, reflect and review when writing this report.

The past 12 -18 months have seen Salford CVS go from being proactive to reactive, yo-yo between business as usual, emergency response and recovery planning, and take on tasks that we never thought we would. You will read more about this juggling act throughout the report.

Which brings me onto **6 things that reminded me why I do this job:**

100 Years and cheese – much of early 2019 involved preparation for our joint 100 Years celebration event with Gaddum and Macc.



Salford CVS was established in 1973. However, our roots go back to 1919 when Manchester and Salford Council of Social Service (MSCSS) was established to address poverty and social need after World War 1. Amazingly, one of our early duties was to distribute cheese to the poor...

Our first chair was Henry Gaddum, hence the link to Gaddum, Manchester's oldest charity. In 1973 MSCSS split into two entities, creating Salford CVS and Manchester CVS.

22nd July 2019 saw us celebrating exactly 100 years since our creation – a century of Making a Difference in Salford! On this day we held a large event at the People's History Museum, the nearest we could get to the twin cities border and a great place to celebrate a century of social action. We invited lots of key friends, past and present, including staff and trustees from across the years. Paul Dennett, City Mayor of Salford, and Richard Leese, the Leader of Manchester City Council, gave joint keynote speeches alongside the current CEOs and Chairs of all 3 organisations.



As part of the event we celebrated with a pictorial '200 years of radical action in the twin cities of Salford and Manchester', focusing on key events since Peterloo in 1819.

This theme had been trailed a couple of months before in May, when we held our best-ever (so said attendees!) VCSE annual conference at AJ Bell Stadium. The conference was titled **Radical Roots to Practical Action** and featured some truly inspirational national and local speakers. We asked our speakers to talk about their own journey from radical roots to practical action and were wowed by their stories. I was proud to give some snippets of my own story too, including how I came to be working at Salford CVS!



September saw us hold a fabulous Third Sector Fund grants celebration event at The Lowry, which focused on telling lots of grant-funded **#SalfordStories**. This was a very moving event and brought home that grants can have a huge impact on communities. Thanks as ever go to

NHS Salford CCG for believing in the power of small grants to make a big difference.

In November we held our largest-ever **Heart of Salford awards**, our 16th annual awards ceremony celebrating volunteering and voluntary action. Almost 400 people joined us to recognise the amazing contributions local people and organisations make to the life of our city. Once again we were joined by our City Mayor, Paul Dennett, alongside partners from across sectors. Pride of place though was reserved for the fabulous nominees!



You can read more about all of our large events later on in this report, which were attended by **over 1,000 people**. What struck me when writing this though, was how strange the notion of holding a large event now feels... and I feel sad that this year (2020) we aren't able to hold any events of any size. What a difference a year makes. Last October we held a well-attended AGM at Eccles Community Hall, complete with tasty food and a chance for our members to pitch their ideas and win £1,000. This year we're having to hold a virtual AGM on Zoom (6-8pm on Tuesday 17th November) and for the first time in 5 years we won't be able to hold our fabled Great Big Festive Quiz, raising funds for Salford 4 Good.

Which brings me on to number 5 in my list: **Covid-19 pandemic** – AKA learning

how to respond in an emergency (that feels like it has no end in sight...). Responding to this crisis has been our greatest challenge as an organisation since WW2. We have seen this disease ravage communities, creating fear and isolation, exacerbating poverty and inequality. Yet it has also shone a light on how organisations across sectors in Salford are committed and able to work together in times of crisis; and more importantly, has truly shown the commitment of local people to come together to help each other in times of need. The Spirit of Salford in action. From the hundreds of people who formally volunteered to become emergency responders via our Volunteer Centre, to the thousands of good neighbours who took matters in their own hands to ensure local residents were practically and emotionally supported. Mutual aid in all its glory! The voluntary, community and social enterprise (VCSE) sector has been at the heart of this response; adapting and stepping up services and support wherever it has been needed – from provision of food to mental health support and everything in between.

I am honoured to have played a small part in this response, which started out as a sprint (we thought it would all be over in three months) and which has now turned into a marathon. I am immensely proud too of our team of volunteers, trustees and paid staff here at Salford CVS – we have certainly needed all hands on deck and the team have risen admirably to the challenge. Yet we know there is much more to come... I do hope that when I am writing this report next Autumn for the year-ending 31/3/2021 we are on the road to recovery... and in doing so are also making good progress towards creating a *Better, Fairer and Greener Salford*.

Whatever we're doing in twelve months' time, we know it will be without our current chair, Chris Fox, who is standing

down from our Board at this year's AGM. Chris has been a fantastic Chair, a great support to me and I will miss him!

Finally, I have to say that there have been many times over the past year when I have thought '*I wish Louise was here...*'



In December 2019, after two years of living with cancer, our colleague Louise Murray passed away. For those who had known Louise, you'll know why I would have wanted her around in a crisis. Louise started working at Salford CVS in December 2004 as the interestingly named Youth Nexus Development Worker, rising to Deputy Chief Executive in 2009, a position she held alongside Kirsten Blackwood for the next ten years, until she had to medically retire in July 2019 due to her illness. Louise was passionate about what she did for a living; and her heart was always in her youth work roots and wanting to improve the lives of children and young people. She believed in our sector and she was always the consummate professional. Good fun, hard-working, organised and focused... and sometimes a hard taskmaster. Ideal in a crisis!

So, to conclude, I hope you find the following annual report interesting and informative; and I dedicate it to **Louise Murray – gone but never forgotten!**

Alison Page, Chief Executive



FOREWORD



I am very proud to report on another challenging but successful year at Salford CVS on behalf of the Board of Trustees.

At the time of writing this report for the previous financial year it's important to reflect on the enormous challenge and pressure that Covid-19 has put on the third sector, our communities and volunteers. I'm glad Salford CVS has played a central role in Salford's response to the pandemic; being flexible and dynamic in an emerging public health emergency played to our strengths and I'd like to commend the Management Team, Staff and Volunteers for all the parts they have played in supporting the community response.

This is my 8th and final year as Chair of the Board, after 18 years as a Trustee of the organisation I've decided it's time to step down and move on to other things. In my time with the charity I've seen us go from strength to strength. I've worked with some amazing and inspirational volunteers, staff and trustees - we've worked together on the quality and governance of the way we do things and I'm proud to have played my part in the organisation's legacy of Making a Difference in Salford.

Now, down to business, in 2019/20 we maintained and enhanced delivery of a wide range of core CVS and Volunteer Centre services – building on the legacy of 100 years of working in Salford to make a difference to local people.

We continued to work in partnership on existing initiatives such as Wellbeing

Matters (social prescribing) and Answer Cancer (cancer screening engagement) and new initiatives such as History Makers (making smoking history in Greater Manchester) and the Salford Local Pilot for GM Moving.

Our Heart of Salford awards were as popular as ever – celebrating volunteering and voluntary action never goes out of fashion!

We also continued to mature as a grant-maker, awarding £1,491,205 of grants across a range of funds in Salford and also in Greater Manchester.

As a custodian of grant funding, along with holding small amounts of money for some of Salford's smallest community groups, our audited accounts might appear complex, so please do ask us if you would like us to explain anything you read in this report.

Finally, I'd like to take this opportunity to thank my fellow trustees, our staff and volunteers, plus all of our partners and funders for all of their support. The impact of the Covid-19 pandemic was only just beginning to be felt at the end of this financial year (March 2020). We already know that the social, political and economic impacts are going to have significant implications for our sector and it is Salford CVS' role to position ourselves to help coordinate the right local response.

Farewell and thank you to all who have contributed to the organisation during my time on the Board.

Chris Fox, Chair



100 YEARS OF HISTORY

Yemeni community established on Eccles

The Yemeni community in Eccles was established in the 1950s. It began with the arrival of three men in search of work - Abdo Hizam, Hassan Muhammad and Muhammad Kasseum - but rapidly expanded.



Manchester and Salford Council of Social Service founded

In 1919 Henry Gaddum and others, concerned about the waste of effort caused by a lack of coordination between voluntary and statutory organisations formed the Manchester and Salford Council of Social Service (MSCSS). The MSCSS lasted until 1974 and was succeeded by Salford CVS and Manchester CVS.



Birth of the NHS

The National Health Service (NHS) was born on 5 July 1948. By the day of its launch 94% of the public were enrolled with the NHS. Free healthcare for all meant that for the first time access to healthcare was based on need, rather than ability to pay.



Salford granted city status

With the Industrial Revolution Salford grew and the population rapidly increased. With a population of over 50,000 in 1889 Salford became one of the first county boroughs in the country. Following a campaign city status was granted to the county borough by letters patent dated 21 April 1926.



1919-
1950s

Battle of Bexley Square

On the 1st October 1931 over 10,000 members of the Salford branch of the National Unemployed Workers Movement (NUWM) marched on the Old Town Hall in Bexley Square in response to proposed further cuts to unemployment benefit. As the march reached Chapel Street it was cordoned off and the protesters were attacked by mounted police. In spite of the efforts of the NUWM the council cut relief by £70,000.



All women get the vote

In 1918 the Representation of the People Act was passed, enfranchising all men as well as women over the age of 30 who met minimum property qualifications. It was not until 1928 that the Representation of the People (Equal Franchise) Act gave the the vote to all women over the age of 21 on equal terms with men.



100 YEARS OF HISTORY

Our first Heart of Salford awards

Originally established to celebrate volunteering in Salford, these awards are now a firm feature in Salford CVS and Volunteer Centre Salford's annual calendar and celebrate both volunteering and the work of voluntary organisations, community groups and social enterprises across Salford.



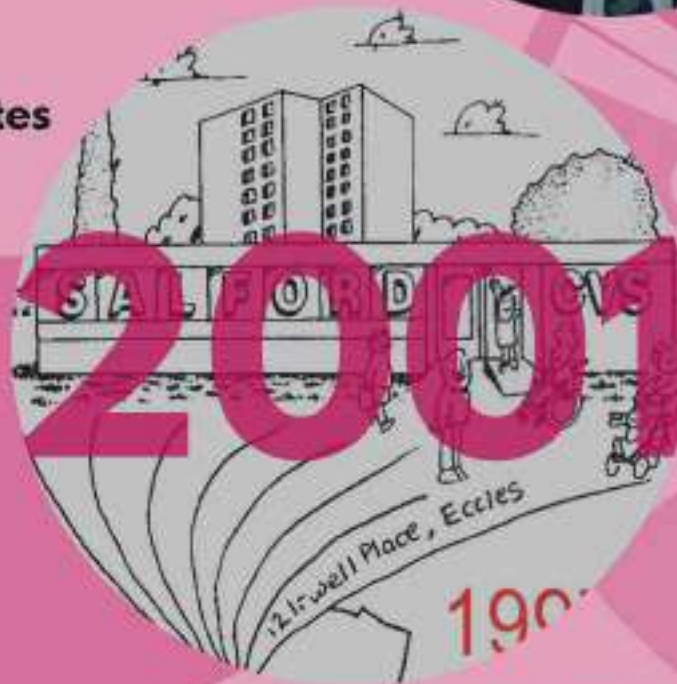
Golden Jubilee of Manchester and Salford Council of Social Service

Manchester and Salford Council of Social Service (MSCSS) celebrated its golden anniversary with choirs and a brass band. It had presided over fundamental changes to social worker training and the voluntary and community sector.



Salford CVS relocates

Salford CVS had to move from 12 Inwell Place, a prefabricated building, to make way for the redevelopment of the centre of Eccles. We moved to the ground floor of the Old Town Hall, Eccles, just across the road, and soon afterwards, to refurbished offices on the first floor.



1969-
2002

The Equal Pay Act

The Equal Pay Act was passed in 1970. The trigger for the introduction of the Act was the strike action of sewing machinists in 1968 at the Dagenham Ford Factory. It was common practice for companies to pay men less than women, irrespective of the skills involved.



Section 28 passed

The highly controversial Section 28 part of the Local Government Act 1988 banned the 'promotion' of homosexuality by local authorities and in schools. It was the first new homophobic law to be introduced in a century and despite uproar from LGBT+ activists it endured until it was repealed in 2003.



MSCSS split into Manchester CVS and Salford CVS

In 1973 it was agreed to separate MSCSS into two Manchester and Salford organisations in line with new local authority boundaries. Salford District Community Council Executive Committee began to meet from May 1973 and soon became known as Salford CVS.



100 YEARS OF HISTORY

Grenfell Fire

On 14 June 2017, a fire broke out in the Grenfell Tower block of flats in North Kensington; it caused 72 deaths and more than 70 people were injured. Residents had expressed significant safety concerns before the fire. The Grenfell Action Group highlighted major safety problems, criticising the neglect of fire safety and building maintenance. A report into the tragedy suggested cladding was incorrectly installed and the primary cause of the "catastrophic" spread of the fire.



Stop the War protest

On 15 February 2003, there was a coordinated day of protests across the world in which people in more than 600 cities expressed opposition to the imminent Iraq War. The protest was organised by The Stop the War Coalition, a movement established on 21 September 2001 shortly after the September 11 attacks, to campaign against what it believed were unjust wars.



Manchester Arena attack

On 22 May 2017 a bomb exploded at Manchester Arena killing 22 people and injuring many more. Following the attack people from all around the world showed their love, support and solidarity. Local VCSE organisations played an important ongoing role in supporting those affected by the attack.



2003
-2017

The Equality Act

A new Equality Act came into force on 1 October 2010. The Act brought together over 116 separate pieces of legislation into one single Act that provides a legal framework to protect the rights of individuals and advance equality of opportunity for all.



Brexit Referendum

The EU referendum was held on Thursday 23 June, 2016, to decide whether the UK should leave or remain in the European Union. Leave won by 51.9% to 48.1% and more than 30 million people voted. In the immediate aftermath of the vote financial markets fell and the Prime Minister resigned. In March 2019 a Put it to the People march took place in London with around 400,000 people attending.



Salford is a Social Enterprise City

Salford became the North-West's first accredited Social Enterprise City. We worked with The Business Group and local social enterprises to gain this recognition from Social Enterprise UK. We all received the award from SEUK at an event held at the University of Salford's Media City campus.



100 YEARS OF HISTORY

Black Lives Matter movement

The brutal murder of George Floyd brought the Black Lives Matter movement to the fore this spring, with Black communities everywhere demanding urgent action on addressing systematic racism. At Salford CVS we are committed to supporting Black and minority ethnic communities and to ensure our own practices promote equity, diversity and inclusion.



The Windrush Scandal

The Windrush political scandal can be linked to the 'hostile environment policy' and concerned people who were wrongly detained, denied legal rights, threatened with deportation, and wrongly deported from the UK by the Home Office. Many had been born British subjects and had arrived in the UK before 1973, particularly from Caribbean countries as members of the "Windrush generation", named after the Empire Windrush ship, that brought one of the first groups of West Indian migrants to the UK.



Covid-19 pandemic

Covid-19 has presented our biggest challenge since WWII. We joined forces with partners from across sectors to support local people, communities - including providing information, support and grants; recruiting hundreds of emergency response volunteers; and using our premises as a mini distribution hub for food, toiletries, pet supplies, PPE, leaflets and more!



2018-
2020

Extinction Rebellion Protests

Extinction Rebellion is a movement using nonviolent resistance to protest against climate breakdown, biodiversity loss, and the risk of human extinction and ecological collapse. In 2019 Extinction Rebellion organised 11 days of demonstrations in London, including staging "die-ins", and gluing themselves to the entrances of landmarks.



Salford becomes a Living Wage City

Salford became the first city in England to be accredited by the Living Wage Foundation for 'becoming a Living Wage City.' We helped secure accreditation and organise the launch event, which featured our City Mayor and local poet Tony Walsh. We have been a Living Wage Employer since 2013 and are GM's only accredited Living Wage Funder.



100 Years Celebration Event

On 22 July 2019 we held an event at the People's History Museum to celebrate A Tale of Two Cities - jointly organised with Macc and Gaddum to celebrate 100 years since Manchester and Salford Council for Social Service was formed (our name until 1973, when we split into Salford CVS and Manchester CVS).



LEGAL AND ADMINISTRATIVE INFORMATION

Status

The Charity (no. 519361) is a Company Limited by Guarantee, (no. 1948293) with its governing document being its Memorandum and Articles of Association. The liability of the members in respect of the guarantee is limited to £10 each. As at 31 March 2020 there were 805 members. The charity's trading name is Salford CVS.

The Directors are appointed according to the Articles of Association and are referred to as the Board of Trustees.

Board of Trustees

Chris Fox (Chair)
John Phillips (Treasurer)
Janice Lowndes
Ray Mashiter
Ged Devlin – resigned 03/09/19
Grace Dyke
Dr Kevin Kane
Dr Jennifer Rouse
Barbara Bentham

Council Representatives

Non-voting ambassadors:

Cllr Laura Edwards
Cllr Sophia Linden

Senior Management Team

Alison Page - Chief Executive
Kirsten Robinson - Deputy Chief Executive
Rachel Jones – Director of Delivery (from 28/10/2019)

Investment Powers

The charity's powers of investment are governed by its Memorandum and Articles of Association.

The Trustees, who are also the Directors of the Charity for the purposes of the Companies Act 2006, present their report with the financial statements of the Charity for the year ended 31 March 2020. The Trustees have adopted the provision of Accounting and Reporting by Charities: Statement of recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015).

805

**Members of
Salford CVS**

Join us!

Apply online to join our
membership: salfordcvs.co.uk

Principle Objectives

The charity's principle objectives as set out in its Memorandum of Association are:

1 To promote any charitable purposes for the benefit of the public principally but not exclusively in the local government area of Salford and its environs (area of benefit). And in particular, build the capacity of third sector organisations and provide them with the necessary support, information and services to enable them to pursue or contribute to any charitable purpose.

2 To promote, organise and facilitate co-operation and partnership working between third sector, statutory and other relevant bodies in the achievement of the above purposes within the area of benefit.

For the purposes of this article:

a) 'third sector' means charities, voluntary organisations and social enterprises.

b) 'charities' are organisations which are established for exclusively charitable purposes in accordance with the law of England and Wales.

c) 'voluntary organisations and social enterprises' are independent organisations, which are established for purposes that add values to the community as a whole, or a significant section of the community, and which are not permitted by their constitution to make a profit for private distribution. Voluntary organisations and social enterprises do not include local government or other statutory authorities.

Public Benefit Outcomes

Salford CVS operates for the benefits of its membership and our ethos is demonstrated in public benefit to the citizens of Salford. Trustees have referred to the Charity Commission's general guidance on public benefit when reviewing the Strategy, Vision, Mission and Values of the organisation and our six thematic strands of work. In particular, the Trustees have considered how our planned activities, developments and decisions affect our impact on Salford citizens. We use monitoring and evaluation systems to demonstrate our outcomes and impact, which further demonstrate our public benefit. Underlying this is our commitment to Quality, which is one of our six Values.



Registered office

The Old Town Hall
5 Irwell Place
Eccles
Salford
M30 0FN



Bankers

Unity Trust Bank plc
Four Brindleyplace
Birmingham
B1 2JB



Auditors

Wyatt Morris Golland Ltd.
Statutory Auditors
Chartered Accountants
Park House
200 Drake Street
Rochdale
OL16 1PJ

Custodian Funds

The charity holds funds on behalf of other organisations as a custodian. There are a number of reasons why the organisations cannot hold their own funds, including: the organisation is too small to operate a bank account; there are not sufficient people in the organisation for adequate controls as stipulated by a grant provider; or, the organisation does not feel it has appropriate resources to handle its own funds.

When a fund is taken on by the charity, there is both an application form and ID provided by the organisation; or, the terms from the grant provider are that the funds are held by the charity. Any movement of funds must be supported by written authorisation from a designated member of the organisation.



Values

Commitments

MAKING A DIFFERENCE through:

PASSION	Passionate about the Voluntary, Community and Social Enterprise Sector
INNOVATION	Innovative in our approach
QUALITY	Quality at the heart of all our activities
COOPERATION	Stronger when we work cooperatively with others to achieve our vision
DIVERSITY	Celebrating diversity and promoting equality in Salford
IMPACT	Demonstrating impact and making a difference every time

STRATEGIC PRIORITIES

Ensuring our work delivers our objectives

We developed a new Strategic Plan in 2018 for the period 2018-2023, which sets out for stakeholders our priorities. We determined our priorities in consultation with our membership, wider VCSE sector colleagues, community stakeholders and public sector partners, which we review annually.

Strategic Priorities 2018 – 2023



THEME	Work strands		
INVESTMENT	Funding / Fundraising	Contracts / Commissioning	Trading
VOICE	Representation	Influencing	Campaigning
SHARE	Resources	Information	Collaboration
VOLUNTEER	Governance	Good Practice	Brokerage
COMMUNITY	Poverty	Inequality	Wellbeing
IMPACT	Compliance	Quality	Social Value

INFORMATION AND COMMUNICATIONS

Communications are an important part of our support for Salford's voluntary, community and social enterprise organisations. We are a reliable source of quality information, connecting the VCSE sector to available support, resources and opportunities.

INFORMATION

Sharing relevant information including opportunities, resources and support in a timely way and in an accessible format

PROMOTION

Promotion of our members and wider VCSE sector's services and achievements

SUPPORT

Supporting the wider VCSE sector and championing its social and economic value and supporting campaigns that reflect and further the values of our sector

Our core communications

We have grown our reach – both through expanding onto new social media channels (this year we joined LinkedIn); and increasing our audiences on our existing communications platforms.

113,388

sessions on the Salford CVS website for 2019/20. This is a huge **increase of 20%** from 2018/19 and reflects more traffic on our website in response to Covid-19. In 2019/20 we had a massive **28% increase** in users with **68,818** visiting our website.

2,667

mailing subscribers in 2019/20, a significant **increase of 26%** from 2018/19. A total of **135** mailings were sent throughout the year, including the 10GM Funding E-bulletin, thematic VOCAL updates and a weekly e-news.

45% ▲

increase in 'likes' for our Salford CVS Facebook page compared to 2018/19. We had **804 likes** at 31/03/20.

13,294

Salford CVS is an organisation full of tweeters! Across all of our accounts we have a sizeable **13,294 followers**. This year, our Salford CVS twitter account followers have **increased by 28%**.

Covid-19 response

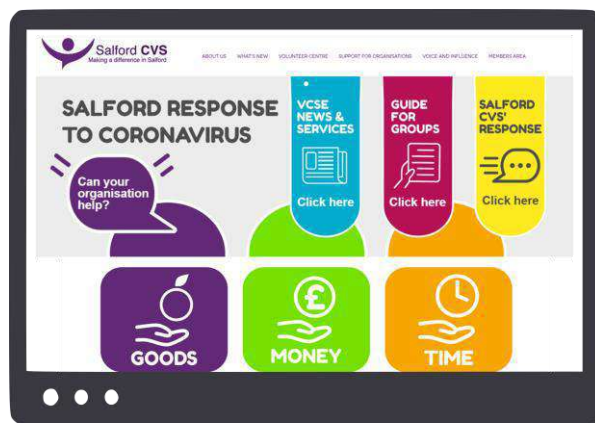
During the coronavirus pandemic, communications have become more vital than ever. In the climate of fear, misinformation and the fast pace of the news we worked hard to be a trusted source of accurate, clear and relevant information for our members, partners and the wider VCSE sector in Salford.

As Covid-19 changed the daily lives of people, it also changed the way they could be reached – placing a greater emphasis on the 'self-serve' aspects of our website and on our digital communications channels.

1,701 

Our website received significantly more visits as the pandemic gained pace (there was a large increase in users from 28 February onwards with **1,701** the highest number of users in one day). One of our priorities were to disseminate important information in an accessible way that was easy to understand. We redesigned our website homepage to make it easier for those who wanted to give help or get help to find what they needed.

We also repurposed some of our key website functions to tailor them to the Covid-19 response. This included: developing our funding search functions




Our revamped homepage made it easier to navigate to information on ways to give help and get help

and expanding the number of featured funds; creating thematic tags for our Covid-19 news items and adding a filter to make the volume of news and updates more manageable; and building online forms to streamline the management of offers to help.

The way people used our website switched in response to Covid-19. For 2019/20 our most popular pages were our live grants, jobs search, volunteering portal, however in March 2020 our most popular pages were all Covid-19 related – volunteering and guidance resources.

As we changed the way we worked our digital communications became key to staying connected with our members. We condensed our mailings into a twice weekly update to reflect the speed with which updates were being issued and to prioritise Covid-19 resources and information. We used videos and blogs to share information in a more engaging ways and to help our members to get to know our team – albeit virtually!

 Meet the Team and subscribe to our channel: [youtube.com/SalfordCVS](https://www.youtube.com/SalfordCVS)

How to be a good neighbour

Our 'How to be a good neighbour' leaflet was one of the first pieces of coronavirus response guidance produced for Salford. We created and disseminated the leaflet with the Spirit of Salford network partners.

The leaflet gave clear information on how people can safely give help during the pandemic, by:

- Donating Goods
- Donating Money
- Donating Time



We'd love to see you online!

You can connect with us on social media; follow [@SalfordCVS](#) (Twitter, Facebook and Instagram), head to our website for blogs from the team, guides, useful resources and news. Plus you can sign up to our mailings for the latest information straight to your inbox:

www.salfordcvs.co.uk



#SalfordStories

#SalfordStories is one of our key campaigns. It aims to showcase the work of our sector and to demonstrate its impact by encouraging VCSE organisations to tell their stories.

We launched #SalfordStories at our grants celebration event on Monday 9th September 2019 where we shared the stories of some of the Third Sector Fund grant recipients to celebrate the impact of the fund. Since the launch we have run mini campaigns including #SalfordStories 12 Days of Christmas featuring 12 local VCSE groups who each shared a story of how they had made a difference.

We have also captured the stories of our members and their role in the response to coronavirus in Salford. This was collated in our #SalfordStories 'Never More Needed' report, which illustrated how vital the VCSE sector has been during the pandemic.



STRATEGIC PARTNERSHIP WORKING

2019/20 was a significant year for us in terms of strategic partnership working. Alongside ensuring Salford CVS' and VCSE sector reps' involvement in a wide range of the usual cross-sectoral partnerships - ensuring we have voice and influence across a wide range of issues - we started the year in a frenzy of activity planning some big events:

Radical Roots to Practical Action – our annual VCSE conference, considered by many attendees as our best-ever conference, with some truly mesmerizing speakers, took place at AJ Bell Stadium in May 2019.

A Tale of Two Cities – our 100 Years celebration event organised in partnership with Macc and Gaddum; held at the iconic People's History Museum – and the best place we could find that straddles the twin cities of Salford and Manchester. The event was held on 22nd July, 100 years to the day that Manchester and Salford Council for



Social Service was formed (our name until 1973, when we split into Salford CVS and Manchester CVS).

Salford Stories – our Third Sector Fund grants celebration and learning event that we held at The Lowry theatre in September, which featured everything from an impact garden to a living library!



Annual General Meeting – our well-attended AGM was once again held at the beautifully-restored Eccles Community Hall. The evening culminated in 18 of our members pitching in 60 Seconds to win £1,000 for their group. After a vote involving everyone present, Audacious Foundation were the proud winners!

Salford Living Wage City – Salford became the first city in England to be accredited by The Living Wage Foundation / Citizens UK as working towards becoming a Living Wage City. Salford CVS were heavily involved in securing the accreditation and organising

the swish launch event, which featured our own City Mayor, Paul Dennett and celebrated Greater Manchester poet, Tony Walsh.



Heart of Salford awards – our 16th annual awards event to celebrate volunteering and voluntary action in Salford took place in November. This was our biggest ever awards, with **almost 400 people** packed into the AJ Bell stadium to hear some inspiring stories of how local volunteers and VCSE groups and organisations make an amazing difference in our city every day of the year.

Great Big Festive Quiz – Early December saw our 5th annual quiz take place. What a night! Cheese-tasting, dressing-up, games, merriment, and raffle-prizes galore, with the winning quartet called Team Sparkle Elves. All to



raise funds for **Salford 4 Good**, which used the money to make small grants to local good causes.

A Winter's Tale event – a week before the festive break Salford CVS held our first-ever Winter's Tale event. This was an opportunity for small community groups to showcase their work achieved as part of the Wellbeing Matters programme and to celebrate the contribution of our team of Volunteer Wellbeing Champions to making a difference in Salford. The event was a true winter wonderland, with decorations, an amazing balloon arch (kindly loaned to us), a lovely lunch, and lots of activities, singing and fun. A brilliant end to 2019.



We then emerged from a well-earned festive break to news of a new virus... and before long we had stopped thinking about events and were knee-deep in mobilising an **emergency response** to the Covid-19 pandemic, whilst also rushing to ensure our staff could work safely and productively from home, alongside us keeping a skeleton staff in our offices so we could keep our phonelines open and use our premises as a mini collection and distribution hub for food, toiletries, pet food, PPE, leaflets and much more.

Partnership working remained key during the year and we worked closely with colleagues from a wide range of Salford

and Greater Manchester voluntary, community, charity and social enterprise organisations; our colleagues from 10GM and other local infrastructure organisations; The Business Group Salford; Salford City Council; NHS Salford CCG; Salford Primary Care Together; Salford Primary Care Networks; Salford Royal; GM Mental Health Trust; ForHousing; Salix Homes; The Lowry; University of Salford; Salford Community Leisure; GM Health and Social Care Partnership; GM Combined Authority; a range of private sector businesses; and many more.

Some highlights from 2019/20

Strategic Partnerships – voice and influence:

During the year, Salford CVS contributed to **420 strategic partnership** meetings in Salford. A significant number of these were also attended by VOCAL VCSE Forum representatives.

During 2019/20 Salford CVS organised and delivered 10 bespoke strategic workshops of interest to the VCSE sector and 20 VOCAL VCSE Forums for voice and influence, with a total of 845 people attending (**51% increase** in attendance on 2018/19).



A month in the life... focus on September 2019

The start of September saw us organise and host a round table event with Andy Burnham, Mayor of Greater Manchester, who joined Salford CVS and VOCAL VCSE Leaders at Salford Lads and Girls

Club to discuss some of the big issues of the day, including VCSE voice and influence, VCSE commissioning and contracts, digital exclusion, tackling poverty, the importance of volunteering, Brexit, climate emergency, and much more. Some positive actions emerged from this event, including a commitment to returning for a further discussion post-election (*subsequently postponed due to Covid-19*).

The following Monday 9th September saw us hold our big #SalfordStories grants achievement event at The Lowry (*see page 45*).

On the Tuesday evening we joined our City Mayor and many others at the second Salford 'Reach Out, Start to End Suicide' vigil, organised by local charity Start to mark World Suicide Prevention Day. This is one of the most moving and important events in our annual calendar.



Also that week our CEO was a keynote speaker at an event held at the Mechanics Institute in Manchester, entitled 'New Frontiers: The Social Sector Through Brexit'. This was a national event, jointly organised by 10GM, NPC, Lloyds Bank Foundation and the Brexit Civil Society Alliance. **Over 120 people attended.**

Saturday 14th saw us actively participate in Salford's annual Big Day Out event,

promoting volunteering and keeping kids entertained!

The next week we co-organised a large conference on Parental Conflict with Salford Council, which was attended by 120 delegates. (See page 31 for more details.)

Later that week our CEO met with the new Chief Executive of NCVO, Karl Wilding, alongside other GM local infrastructure organisations, where we discussed his priorities for his first six months in post, the role of local infrastructure, and the relationship between local and national. We ended with a commitment to working more closely together going forward.

The rest of the month saw us participate in Age UK Salford's annual dragon boat race at Salford Quays on Saturday 21st September, raising awareness of dementia on World Alzheimer's Day; then we ended the month on Saturday 28th September by joining our Little Hulton Big Local colleagues to launch their new charity, Community Little Hulton.

Phew!

In 2019/20 we also actively supported:

Salford Social Value Alliance, administering and chairing the alliance, including ongoing delivery of the **10% Better campaign**.

Development of the **Living Well** mental health approach, including actively participating in the design group and collaborative and managing the grants programme that we have aligned to this work.

Establishment of Salford Together's Neighbourhood Steering Group and five **Neighbourhood Forums** (as part of our VCSE Voices Matter work), including

securing places for 2 VCSE reps on each forum.

Salford Social Enterprise City, including (1) working with The Business Group and Salford social enterprise partners to produce a printed booklet, entitled *Local, Social, Ethical*, which we created to promote social enterprise in Salford and Greater Manchester to public and private sector influencers; and (2) working with The Business Group Salford to secure a *Buy Social Extension* grant from Social Enterprise UK to further develop our work around the '**Buy Social**' campaign in Salford.

VCSE Annual Conference

Our 5th annual Salford VCSE Conference was held on Thursday 23rd May 2019 at the AJ Bell Stadium and explored the theme of '**Radical Roots to Practical Action**'.

Alison Page, Salford CVS' CEO, kicked off proceedings, and we were thrilled to be joined on the day by:

- Kathy Evans, CEO, Children England
- Nathan Yeowell, Head of Policy, NPC - [You can read Nathan's speech on place-based approaches to social change and NPC's strategy here](#)
- Peter Holbrook, CEO, Social Enterprise UK
- Voices from the VCSE sector in Salford: Duncan Craig, Survivors Manchester; Sarah Whitehead, Community Pride; Kush Chottera, Europa; Bernie Garner, The Fed; Lynette Cawthra, Working Class Movement Library; Lee Wakeham, HM Pasties
- We also held 8 fantastic workshops, with a wide range of presenters - from Salford's Chief Digital Officer to a convenor from Greater

Manchester's Extinction Rebellion group.

There was an interactive 'social showcase' running at the conference; with START's Reach Out Start to End Suicide sea of hands, a giant rainbow shoe signed in support of Salford's LGBTQI+ community and a '200 Years of Social History' timeline spanning the length of the conference, which attendees could add their own organisation's history to.



You can read all about the conference on our website: <http://bit.ly/VCSEConference>

colleagues, with evaluation feedback excellent and many people stating this was our "best ever" conference.

Delegates were inspired by and connected with the theme and the personal stories of our speakers - some described their best bits as:

"Speakers – inspiring and passionate. Local perspective was fantastic"

"The keynote addresses were all fantastic – especially the final one, inspiring as a socialist "

"All presentations and both workshops were very interesting, thought-provoking and inspirational"

"Being in the same room as some incredibly inspiring people"

The conference was attended by over 150 different VCSE organisations alongside public and business sector



Salford VCSE Strategy 2018-2023

Salford CVS continued to facilitate the Salford VCSE Strategy 2018-2023 action group and make progress against the action plan.

In August 2019 as part of this work Salford CVS organised and facilitated a **VCSE Commissioning and Investment Strategy** workshop at the AJ Bell Stadium which was attended by VOCAL VCSE Leaders and public sector colleagues.

The workshop provided a re-cap on the VCSE Manifesto, VCSE Strategy, the Health & Social Care MoU and Collaboration Agreement.



Peter Brambleby, the Interim Director of Public Health at Salford City Council gave an update on the Salford Locality Plan refresh – which Salford CVS had been helping develop - and Anthony Hassall, Chief Accountable Officer at the CCG and Charlotte Ramsden, Director of People at Salford City Council gave a summary of the new Integrated Commissioning Arrangements between NHS Salford CCG and Salford City Council.

The workshop was also an opportunity for VCSE Leaders to comment on the draft Investment Strategy and propose amendments. These table-top

conversations were then summarised for taking forward by the VCSE Strategy action group.

Later in the year the proposals for the VCSE Investment Strategy were included in the draft of the city's new Inclusive Economy Strategy, with VOCAL VCSE Leaders and Salford CVS having representation on the writing group for this work.

Postscript: This new strategy and associated action plan were due to be launched in spring of 2020 but due to Covid-19 this work was postponed until Autumn 2020.

Development of an Inclusive Economy Strategy for Salford

Salford CVS organised a workshop at our 2019 VCSE annual conference, entitled "What's the Alternative?" which focused on engaging participants in discussion, debate and setting actions around the development of an inclusive economy in Salford. The sector was very engaged and attendees requested another half-day session to look at this further as one of their actions.



Salford CVS were subsequently invited by Salford City Council's policy team to join the writing group for developing the city's new Inclusive Economy Strategy, building upon the work we had done earlier in the year and to ensure VCSE Investment was a key feature. We then

agreed with the council that two additional VCSE reps could participate on behalf of VOCAL VCSE Leaders Forum.

On 26th November our new VOCAL Inclusive Communities Forum provided an opportunity for VCSE organisations to contribute to the outline of the structure of the strategy. As a result of this session the insight and ideas gathered were taken away by Neil McInroy, CEO of CLES, and Salford CVS, and many of them were then included in the draft strategy. This included stronger text about the role of and investment in the VCSE sector and more about tackling poverty and social value.

Tackling Poverty



Early in the financial year 2019/20 Salford CVS worked with Salford City Council and the Salford Food Share Network (a VCSE collaborative) to tackle holiday hunger.

Our CEO also worked with the City Mayor's Tackling Poverty task force to research the impact of universal credit, building upon the work of the Salford Conditionality and Sanctions Taskforce (chaired by CVS and supported by Citizens Advice, SUCRC and Salford Council).

VOCAL VCSE Leaders also focused on tackling poverty during their strategic planning conversations and set the

following areas of priority: To build on the VCSE Strategy action plan pillar known as 'End Poverty' to include how the VCSE sector works together strategically and practically to tackle poverty and focus on sharing practical information, schools and financial education / literacy, homeless people and banking, school uniform poverty, prescription poverty and food poverty.

Salford CVS and VOCAL VCSE Leaders reps agreed to once again join with Salford Council to refresh the Salford Tackling Poverty Strategy, originally planned for spring 2020, but with Covid-19 postponed to late 2020.

During spring and summer 2020 Salford CVS worked closely with Salford Food Share Network and our partners at the CCG and Council to develop a Food Response approach to access to and affordability of food during the Covid-19 pandemic, which included securing grant funding for our sector and also private sector donations of cash and goods.

Hearing the Voice of Children & Young People



This year's Seldom Heard Young People event, organised by Salford CVS, was held on Tuesday 12th November at Eccles Sixth Form College and was attended by **20 City Leaders** (including

Cllr John Walsh, Jim Taylor and Charlotte Ramsden from Salford Council; Anthony Hassall, Karen Proctor and Stephen Woods from NHS Salford CCG; and VCSE Leaders including Alison Page, Salford CVS; Delana Lawson, Healthwatch Salford; Phil East, Salford Foundation; Simon Spray, 42nd Street; and Lynne Stafford, Gaddum) who listened to the issues raised by 11 groups of 'seldom heard' young people.

Salford CVS had undertaken a lot of work with the young people's groups beforehand to prepare them for the event. After the event city leaders were followed up to secure pledges from them in response to the young people's 'asks'. We secured a pledge for each of the young people's asks which were SMART (Specific, Measurable, Achievable, Relevant and Timely).

Salford CVS subsequently fed back to the young people's groups who made the recommendations / requests to keep them updated about progress. We also produced an interim report which was shared with the 0-25 Advisory Board.



At the VOCAL Children, Young People & Families Forum meeting, held in March 2020, we had Rachel Prest from Salford City Council as a guest speaker to provide information about the 'Making A Difference in Salford: What's Life Like for You project', which was about hearing the voices of children and young people in

Salford. Salford CVS then provided an update on the work they did on behalf of VOCAL Children, Young People & Families Forum around engagement of 'seldom heard' young people with city leaders.

It was our intention to hold a follow-up event bringing young people and leaders back together, however this was put on hold as a result of Covid-19.

Mental health and wellbeing

VOCAL Wellbeing, Health & Care Forum set mental wellbeing as its overarching priority for the year and ran a workshop on the new **Living Well model in Salford**.



Nick Webb, the programme director of Living Well UK, set the context by giving a presentation about the Lambeth Living Well Model. This was then followed by roundtable question and answer sessions which were led by VCSE leaders and public sector partners, discussing elements of the 'Living Well in Salford' programme using the world café approach. The table facilitators received a lot of input and ideas from VCSE attendees, which they agreed to feed into the Design & Collaborative Groups of Living Well. Attendees were then asked what difference the session had made to

them, with the following being examples of the positive responses received:

“I now have a better understanding of the model”

“A better understanding of a strategic approach using co-design”

“The importance of lived experience being embedded with co-design and delivery”

We followed this workshop up with a VOCAL Environment Forum looking at Green Care; in particular the work that Salford University has been doing around models for engaging with nature to improve wellbeing. The forum was hosted by Incredible Education at their Tindall Street allotment site, who gave a presentation about the work they do and facilitated a site walk-around. This is an area of work that Salford CVS and its Wellbeing Matters partners are keen to further develop in 2020/21.

The Covid-19 pandemic saw demand for emotional wellbeing and mental health support rocket, with a wide variety of VCSE groups and organisations turning their attention to support their members / beneficiaries alongside more formal support. New services such as Silver Cloud, Shout and Kooth were established in Greater Manchester to support residents; and in Salford, local VCSE organisations Start, Mind and Six Degrees worked with the council and CCG to establish Beyond, a new mental health support service.

Salford CVS worked with commissioners to re-purpose some of the Emotional

Wellbeing and Mental Health grants we manage to financially support this new initiative.

We then followed this up in Q1 and Q2 of 2020/1 by launching new grants around the themes of loss, substance misuse, carers / families support, and suicide prevention, working closely with the **Living Well** design group and wider collaborative.



Cathrine from Salford CVS supporting the Salford Mad Pride event 2019

VCSE Voices Matter

During the year 2019/20 Salford CVS continued to deliver the ‘VCSE Voices Matter’ strategic work to ensure VCSE participation, voice and influence in the Salford Together partnership for integrated health and social care.

This work involved ensuring active VCSE participation in the existing Health and Wellbeing Board and Adult Advisory Board, and the development of the five Integrated Health and Social Care Neighbourhood Leadership Teams. These now include an elected VOCAL VCSE Forum representative, a Wellbeing Matters rep, and a rep from Salford CVS in each neighbourhood.

The impact of VCSE representatives’ active participation in the Neighbourhood Leadership Teams has helped to shape some innovative project proposals that will help to cement integrated working

across sectors, as all 5 neighbourhood teams have co-produced the proposals for building integrated teams with VCSE activity at the core. CVS' involvement across the integrated neighbourhood work has enabled effective use of local intelligence and built productive relationships between the statutory and VCSE sectors.



During the year we continued to work with Salford University, Health Education England (HEE), NHS England and the Northern Care Alliance to develop plans for embedding a student VCSE placement module in the undergraduate Nursing Curriculum. We have also continued to broker placements for postgraduate nursing and allied health professionals who are converting from hospital-based employment to community and practiced based posts. This is part of a scheme managed by Salford Primary Care Together and HEE.

We helped the Health & Social Care Scrutiny Panel set priorities for 2019/20 and submitted verbal and written questions to services under scrutiny. We also supported the Salford Carers Strategy Group and plans for public engagement; and the Salford Frailty Strategy Group with the development of a response to the GM Frailty Charter.

We contributed to the Reducing Tobacco Harms Group and offered advice on engagement strategies for implementing

smoke-free policies across public sector sites. This resulted in the development of a survey of VCSE organisations about their smoke-free policies, which aims to obtain a better understanding of the levels of support they offer their members, employees and volunteers. This complemented the History Makers work (see page 48) we have been leading in Greater Manchester as part of the Make Smoking History campaign.

We also worked closely with key colleagues as part of the ICO Strengths-Based steering group, overseeing the development of a 'strengths-based' model for health & social care provision in Salford and ensuring meaningful involvement of the local VCSE sector.



Throughout the year our 'VCSE Voices Matter' Strategic Lead has worked hard to ensure that the insights and opinions of the VCSE sector are fed into the strategic decision-making health and social care forums of the city. Both CVS and VOCAL VCSE Forum representatives use their voices to offer challenge and support in the development of Health and Social Care services, as well as ensuring that these services are accountable and responsive to the insight we present on behalf of the sector.



Emergency Response

During 2019 Salford CVS's Voice & Influence Manager continued to work with Salford City Council and AGMA leads to develop arrangements for an effective, co-ordinated community response to emergencies within the city. This work included the establishment of a Designated Lead phone tree and a Handbook that was added to Salford City Council's 'Sheltering Evacuees Plan'. It also included the development of a database of Emergency Response Volunteers and VCSE organisations who could be called upon to support an emergency situation.

On 31st July 2019 Salford CVS were called to put a Reception Centre Manager, Reception Centre Volunteers and General Volunteers on standby for mobilisation in response to localised flooding issues at Worsley Brook. The Salford CVS Designated Lead staff responded within 7 minutes of the call being made. Fortunately, water levels subsided just in time to avoid serious flooding.

During the autumn of 2019 we participated in a number of workshops, including a chemical spill scenario session; but in real life things were largely quiet until January 2020, when news of a new coronavirus began to emerge.

Salford City Council, NHS Salford CCG, Salford Royal and Salford CVS quickly came together to hold weekly update meetings on the new virus; with new coordination and response structures being formed soon afterwards, including the development of a new Health and Social Care Covid-19 Cell, which was attended by Salford CVS on behalf of the wider VCSE sector. The Salford Local Resilience Forum began to meet twice weekly, and the City Leaders Forum began to meet weekly. Salford CVS prioritised attendance at these meetings, reporting to and from our own sector.



Then, on 16th March 2020 Salford CVS established the Spirit of Salford Network (Emergency Response Group) to help co-ordinate the community response to Covid-19.

This was established as a multi-agency group that agreed to focus on supporting the Salford CVS campaign for people to Donate Time (volunteering / good neighbour), Donate Goods (for local foodbanks) and Donate Money (to the Salford4Good emergency fundraising appeal).



The group agreed to meet weekly to enable co-ordination of the response. By the end of March this work resulted in **558 volunteers** registered to become emergency responders, **215** of whom were swiftly matched to volunteering opportunities (**over 700** had been recruited by the end of June).

Dozens of VCSE and private sector organisations also offered their support – from donating cash to supporting foodbanks; donating PPE to providing support with distribution and comms.



Anchor Removals helped us to get donations to where they were needed across Salford.

Over £145,000 has been raised via the [Salford 4 Good emergency appeal](#) to date, which is being used to support a wide range of community activity via a Covid-19 emergency response VCSE grants and investments programme.

Staff at Salford CVS worked with Janice Lowndes and members of the Health Improvement Team at Salford City Council to establish the [Spirit of Salford Helpline](#), which went live on 23rd March 2020. Salford CVS, as part of their emergency response work, mobilised volunteers to support this and have continued to support it as a referral route for connection with VCSE organisations and volunteers within the city's five health neighbourhoods.



Salford CVS staff also worked closely with Amanda Rafferty (NHS Salford CCG) to establish the Spirit of Salford's [Stay in Touch](#) service, with support from our emergency response volunteers.

Salford CVS were involved in a range of emergency response strategic meetings and groups including the Salford Local Resilience Forum, Health and Social Care Covid-19 Cell, Risk Assessment task and finish group, Shielded Patients working group, City Mayor's City Leaders Group, city council's Recovery Coordination Group, new Health Protection Board, new STAT Group (sub group of the Health and Wellbeing Board to tackle health inequalities exacerbated by Covid-19) and others. Salford CVS also worked with VOCAL VCSE Leaders to feed into the city's recovery action plan and our CEO chairs the STAT group.



Salford CVS also convened emergency meetings of the VOCAL VCSE Leaders Forum from the very start of the crisis to discuss the impact of Covid-19 on their organisations, services and the people they support. We continued to meet fortnightly to work together as part of the overall response.

The pandemic is far from over, but we feel we have the right relationships and partnerships in place to do our best for the people of Salford, whatever happens next...



Greater Manchester

Alongside our work in Salford we also worked strategically in a range of Greater Manchester settings during 2019/20.



During the year, Salford CVS attended and contributed to **124** strategic partnership meetings and events in Greater Manchester. We continued to play a key role in the GM VCSE Leadership Group and its sub-groups, and also participated in a range of other GM partnerships, for instance our CEO sits on the decision-making panel for the GM Social Investment Fund, managed by GMCVO.

With the arrival of Covid-19, this then included us playing an active role in Greater Manchester emergency response structures, including the Humanitarian Assistance Group (HAG) and Recovery Coordination Group (RCG), acting as a rep for the GM VCSE Leadership Group and contributing to the development of the Greater Manchester One-Year Recovery Plan.

An important feature of 2019/20 in terms of our GM work was the continued development of **10GM**, a joint venture

between Salford CVS, Bolton CVS, Macc and Action Together. In February we had our first 10GM staff away-day, which was attended by about 100 of our joint staff team. This was an opportunity for staff to meet each other, hear about our exciting plans for the future, and start to further develop strands of work.

By the end of the year we had taken the decision to create a legal entity and registration as a company limited by guarantee - with cooperative principles underpinning our collaboration agreement - followed soon afterwards.

2020/21 will see 10GM continue to deliver existing partnership work and further explore how we can work together to support the VCSE sector across all of the 10 LAs in Greater Manchester, working closely with local infrastructure in each borough and also with GM-wide infrastructure bodies.

A significant joint piece of work for 2020 will see Salford CVS lead on the **State of the VCSE Sector 2020** survey and focus groups, working with the University of Salford as our academic partner.

Temperature checking our sector is more important than ever, as we have seen the Covid-19 pandemic increase demand on our sector, seen inequalities widen, and at the same time seen a funding crisis on a scale never seen before...

DEVELOPMENT SUPPORT

During the year 2019/2020 Salford CVS continued to focus our work on supporting groups and organisations to tackle poverty and inequality in the city of Salford, whilst at the same time supporting and celebrating a wide range of community activities for the benefit of local people.

The core work of our development support function is to provide a wide range of Information, Advice and Guidance (IAG) to voluntary organisations, charities, community groups and social enterprises of all shapes and sizes from across the city.

- Policies and procedures
- Business / project planning
- Premises / buildings

This year also saw a rise in the number of **training workshops** we delivered:

20% ▲

increase on the previous year (50 in 2018/19 to **60 in 2019/20**).

A total of **694 people** from hundreds of local VCSE groups and organisations attended these workshops throughout the year.

During **Trustees Week** we held an event to match potential trustees to organisations looking to strengthen their Board / Management Committee. As you can see, drums were involved!



In 2019/20 the number of **1-2-1 support sessions** we delivered rose by 8% from the previous year (447 in 2018/19 to **483 in 2019/20**).

Funding remains the number one request for support. Other popular areas include:

- Setting up a new group / organisation / social enterprise
- Incorporation of charities and social enterprises
- Proof-reading bids and governance documents
- Governance
- Safeguarding (children and adults)
- DBS advice

This year we partnered with:

- GAMCare - for a session on Women with Problem Gambling
- UK Coaching - for a sport-specific child safeguarding session
- Ethical Property Foundation - for an Asset Transfer workshop



During the year we participated in national campaigns such as delivering Big Advice Days for **Small Charities Week**; and in **Trustees Week** delivering bite-sized sessions on various topics including fundraising, safeguarding and governance.

Delivering **Adult Safeguarding** and **Children's Safeguarding** training sessions remains a core part of the work we do. This year, we delivered Adult Safeguarding training to 152 people from 68 organisations and Children's Safeguarding training to 79 people from 50 organisations.

As helping VCSE groups and organisations secure **funding** is our number one enquiry for IAG, we have developed a wrap-around service which includes training ('Win That Bid' and 'Funding Focus'), funding bulletins, 1-2-1 IAG and proof-reading of bids and tenders. This year we have added 'Trusts and Foundations' to our Funding Focus programme and commissioned a Corporate Fundraising workshop. Our monthly **Funding e-bulletin** (produced in

conjunction with our 10GM colleagues) continues to grow its readership – this year by 11% (1,004 in March 2019 to **1,114** in March 2020).

During 2019/20 we supported VCSE organisations to successfully apply for a wide range of funding, including:

- Reaching Communities
- Awards for All
- Sport England
- Children in Need
- Comic Relief
- Veolia Environmental Trust
- Garfield Weston Foundation
- Forever Manchester
- WEA / ESF funding
- Key Fund
- Booth Charities
- GM Social Invest
- and many more...

We also continued to support with development of **legal structures**. This year we have supported **11** groups to become Registered Charities / CIOs and **21** to formally register as Community Interest Companies.

Special Spirits

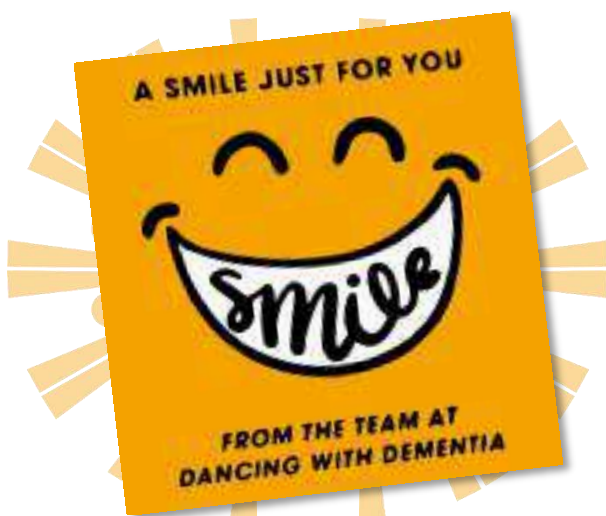
Special Spirits are a charity working with disabled children in the Orthodox Jewish community, providing after school provision and respite for cared-for children. They have over 80 young people who volunteer for them.

We started working with them in 2016 soon after they had set up as a charity. Since then we have been helping them to secure funding to support the work they do. Over the years we have supported them to secure grant funding from NHS Salford CCG, Salford City Council, Awards for All, Children in Need and in August 2019 they received a National Lottery Reaching Communities grant of £291,109 over 5 years.

Their grant funding has grown significantly over the years, as has their service, with them now providing sessions four evenings per week and also on Sunday mornings.

Dancing with Dementia

We started working with Dancing with Dementia in 2016 when they started out as a small community group running monthly social dances with live music for people living with dementia and their carers. When they first started they had 20 to 30 people attending. Since then the group has grown significantly and at their last event they had over 180 people attending. While they still run their monthly dance sessions, they have expanded their offer to include social trips and other events.



During this time we have supported them with their funding, policies and governance. In October 2019, we helped them to become a CIO; this in turn helped them to secure more funding as they were now a registered charity. Now not only do they have a number of groups raising money on their behalf, at Christmas 2019 they were a featured charity on the TV show "Who Wants to be a Millionaire" celebrity edition and their celebrity (Cath Tyldesley, ex-Coronation Street) won £8,000 for them. Without the

charitable status we helped them secure they would not have been able to be featured on the programme.

Reducing Parental Conflict

In 2019 we worked with Salford City Council's Early Help Team on a project which aims to Reduce Parental Conflict across Salford. The project was funded by DWP and the work undertaken included a scoping exercise and the coordination of a city-wide conference to both inform and consult with a wide range of practitioners from across the children's workforce. The lead from Salford CVS was Deb Drinkwater, our Development Worker specialising in children, young people and families work.



The scoping exercise involved consultation with teams and organisations from both the public sector and the VCSE sector, using an impact tool provided by the DWP. The data collected was used to compile a report, which informed DWP of current activity around Parental Conflict and what is required strategically to reduce parental conflict across the city.

On 16th September 2019 we helped deliver a successful conference on the theme of 'Reducing Parental Conflict' that was attended by 120 practitioners, from schools, the local authority and the VCSE sector. The conference took place at AJ Bell Stadium, with our CEO introducing the conference alongside Cathy Starbuck from Salford City Council. Keynote speakers provided insight into the background to this work, featuring successful projects delivered both locally and nationally. The conference used online voting app and group-work exercises to consult with delegates on how we could best approach this work going forward and reduce parental conflict across the city.

The conference was followed up by a series of train the trainer sessions, including with VCSE sector organisations. As a result of the training, representatives from our sector were also involved in developing the resources further so that we can provide an appropriate, asset-based, quality service that best meets the needs of families and young people across the city.

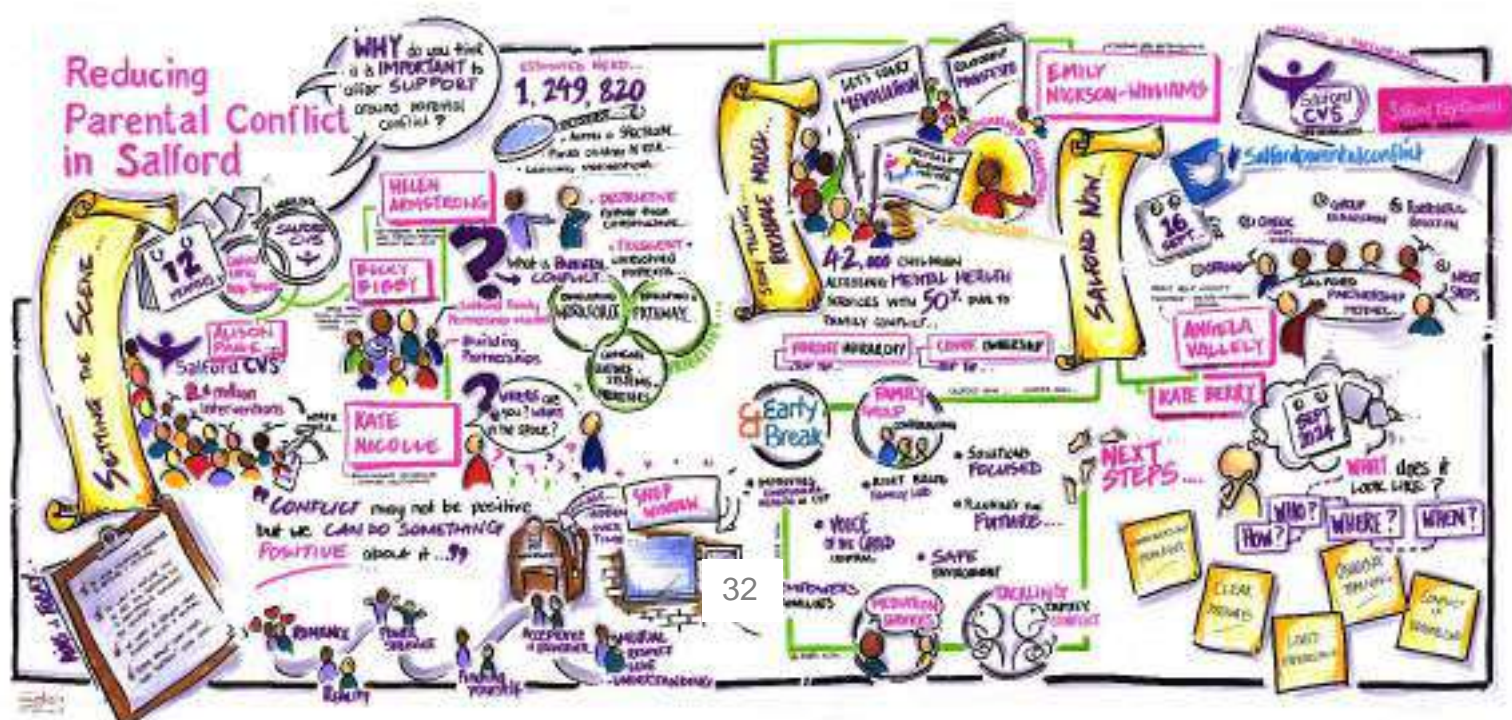
DBS and Backroom Services Support

Salford CVS offer a Disclosure and Barring Service (DBS) that provides information, advice and guidance to organisations across Greater Manchester wishing to obtain DBS checks for their staff and volunteers.



In 2019/20 we carried out **1,134 DBS checks**, of which **477** were for Salford organisations (the rest were VCSE customers across GM). With recent changes to the DBS update service we anticipate shifting to a model of providing more IAG support, rather than processing lots of new checks.

During the year **208** Salford organisations were provided with information, advice and guidance relating to DBS checks.



A Salford community group contacted Salford CVS for support with DBS checks. They have a number of volunteers who support people who are living in isolation with addiction and mental health issues. The volunteers were reluctant to travel to Eccles to come to our offices to complete the forms so we arranged to go and visit the group on a day they usually meet. The volunteers were really grateful and made us feel really welcome.

Whilst we were there we talked to the group leader about funding to pay for the DBS checks as they have very little money. This resulted in the group applying to become a member of Salford CVS and subsequently submitting an application to our Volunteer Expenses Fund to help pay for their DBS checks. They are now also accessing some of our other support services too.

During 2020/21, Salford CVS continued to provide a range of **financial support services** to the VCSE sector in Salford, including:

Payroll

We provide a service to small organisations who do not have the time or expertise to process their own payroll – thus ensuring both legal compliance and best practice. This is an area of work that has grown by almost 5% during the year and it is our aim going forward to further grow this service to meet sector need. The end of the year saw a flurry of activity around the **Government Job Retention Scheme**, with lots of organisations asking for our help to understand and process 'furlough' applications.

Holding Accounts

We provided this popular, free service to 59 Salford groups / organisations in 2019/20. During the year some of our holding accounts naturally closed as major funding programmes such as Ambition for Ageing came to an end at 31st March 2020.

Benefits of holding accounts for small groups include enabling them to access grant funding; be able to pay for supplies and services in a way that can be audited; and also ensure segregation of duties for those organisations where there are not enough people (willing or capable) to be able to manage this themselves. Whilst we usually offer this service for a maximum of six months, some organisations will not be able to open bank accounts in this time for a number of reasons, including the transient nature of their volunteers, the financial history of volunteers, or the capacity / capability of the group or organisation to manage a bank account. Salford CVS is therefore acting as a custodian of these funds and they are separately listed in our audited accounts (see page 62).



Book-keeping & financial management support

This practical service is provided to VCSE organisations by our team of experienced and qualified finance staff in order to help them manage their finances better and remain compliant with legal requirements. It includes budgeting and financial planning, producing quarterly management accounts, dealing with HMRC, VAT support, and a wide range of other advice and guidance on an ad hoc basis.



As the pandemic took hold and lockdown was implemented in March 2020, we supported a number of organisations to:

- **Understand the Government's Coronavirus Job Retention Scheme** – with daily information being issued by Government regarding eligibility for employers and employees, some VCSE organisations were struggling to understand this complex and changing picture, so we produced a collated information sheet for our sector that we updated regularly. We also gave 1-2-1 bespoke advice to dozens of charities and social enterprises. In addition we provided

organisations with template 'furlough' agreements.

- **Access cash** from their holding accounts during lockdown to enable them to continue delivering activities (*relevant to small community groups*).
- **Make arrangements for paying wages** into Q1 of 2020/21 in case Trustees were not able to process payments due to illness or shielding (*relevant to our payroll clients*).

Information Governance

Information Governance support has become a growing area of need for the VCSE sector in Salford and across Greater Manchester. VCSE organisations handle people's personal data every day, ranging from simple membership details through to complex support provision and case management. Data management and appropriate data sharing isn't just crucial to our work but also to maintaining trusted relationships with the people we support.

"Thanks again for this afternoon's call, I always learn a lot and feel supported by other organisations going through the same issues as us, particularly at the moment"

Salford CVS in the past year have maintained a representative role on the Greater Manchester Information Board, ensuring the sector's voice and views are fed into Greater Manchester discussions on Information Governance; and as a result of that 2019 saw the

formation of the Greater Manchester VCSE Information Governance Forum.

The forum is convened by Salford CVS (on behalf of 10GM) and the Greater Manchester Combined Authority and is the first of its type nationally to enable VCSE sector leads to come together regarding Information Governance.

“Thank you very much for all this information! You’ve pretty much answered all the overriding questions and I feel confident in moving forward now.”



The quarterly forum has a current membership of around 30 VCSE organisations and operates under ‘Chatham House’ rules to enable open conversation about our work and challenges.

In the past year have discussed matters such as the GM Information Strategy and the NHS Data Security and Protection Toolkit (with support from the Greater Manchester Health and Social Care Partnership), Cyber Security (with guest speakers from the North West Cyber Crime Unit) and how to complete key tender questions around Information

Governance. In addition to the group there has been an active mailing list throughout the year to provide up-to-date guidance and relevant legislative updates.

As we moved through the coronavirus pandemic the role of the group evolved slightly, with Salford CVS attending numerous Data and IG ‘cell’ meetings to support effective data-sharing at this important time. Our email bulletins became weekly so we could keep our sector up-to-date, enabling us to provide timely information and guidance in response to the move towards remote working and digital services and to help ensure that organisations felt comfortable in the sharing and collection of data at this important time.

GM VCSE INFORMATION GOVERNANCE FORUM

PEER
NETWORKING



PROFESSIONAL
DEVELOPMENT

VOICE AND
INFLUENCE



RESOURCES

VOLUNTEER CENTRE



Volunteer Centre Salford remains the city's only accredited Volunteer Centre (VCQA accredited by NVCO) and is a significant work strand for Salford CVS.

During the year we continued to deliver a number of core functions as part of our Volunteer Centre offer, with the aim of providing support for volunteers and support for volunteer-involving organisations.

Promoting volunteering opportunities to Salford residents is core to the work we do at the Volunteer Centre. We do this through our dedicated online Volunteering Portal, alongside regular drop-ins, promotions and outreach activities.

However, since March onwards the Volunteer Centre has been involved in the Covid-19 Emergency Response for Salford and has had to radically change its service offer. A key role has been recruiting, training, placing and managing c.700 emergency volunteers recruited as part of our work as a key partner in the Spirit of Salford Network.

A year in the life of Volunteer Centre Salford:



Volunteers' Week, which runs every year between 1-7 June, is always a great



opportunity to spread the word; and we supported a whole range of initiatives, activities and promotion around volunteering.

In the months before Volunteers' Week we administered a Volunteer's Week Activities Fund, which enabled organisations to apply for grants so that they could celebrate their existing volunteers and / or put events on to recruit new volunteers. Through this grant we were able to support **29 organisations** to deliver a wide range of activities, which helped to strengthen their volunteer programmes and raise the profile of volunteering in Salford.

At **Little Hulton Big Local's** celebration event we were joined by singer-songwriter Claire Mooney. Claire wrote a song at the event, inspired by local volunteers and contributed to by some of those who were there. She then performed the song live with percussion and backing from volunteers.



Watch the performance via
our Facebook page:
<http://bit.ly/VolSong>

As well as supporting other organisations' events we also held our own recruitment and celebration events.

This year we partnered with local housing providers based in Salford and on 5th June held a volunteer recruitment event at Brotherton House. Local volunteer-involving organisations came along to the event and promoted their volunteering opportunities.

Feedback from attendees included:

"I have been to other events before, however, this one was the best one I have attended. We now have a few more volunteers on board and other important community contacts were made that should help with future activities in the shelter."



On Friday 7th June we held an event at Walkden Town Centre in partnership with the Health Improvement and Neighbourhood Teams.

The Ceremonial Mayor of Salford presented certificates to volunteers who support groups in Walkden and the surrounding areas.



There was food and fabulous entertainment at the event, which was open to the public so they could find out more about volunteering with the local organisations who were represented there.



In September we took the opportunity to **create an animation** to help us reach a wider audience on social media to promote our drop-in service for potential volunteers.



Watch the animation on
our YouTube channel:
<http://bit.ly/VCDropIn>



International Volunteer Managers Day took place on the 5th November. This is a day to highlight and celebrate the work of Volunteer Managers and Coordinators. To support the campaign in Salford we ran our 'Recruiting and Managing Volunteers' training workshop and as a small token of thanks we gave each participant a cupcake with the 'Volunteer Managers Day' logo on. We promoted this event on social media, which further reinforced the message and promoted our services.



Our 15th annual **Heart of Salford Awards** to celebrate volunteering and voluntary action in Salford took place on 18th November at the AJ Bell Stadium.

With **11 award categories, 155 nominations and almost 400 attendees**, this year was our biggest celebration yet!

The purpose of the awards is to acknowledge the vast contribution made by volunteers and voluntary organisations to the life of the city. We heard some very inspiring stories of the difference volunteers have made to their communities and how volunteering has helped them to overcome challenges in their lives.

In each organisational category we witnessed the breadth and diversity of Salford's VCSE sector, with organisations working to improve people's lives in Salford and tackle challenges in their local communities.

This year the Volunteer of the Year voting resulted in a joint win!



This year we commissioned local social enterprise Start Creative to design the Heart of Salford trophies. Ben did a brilliant job!



Joint winners of our Volunteer of the Year were Neil Jarvey and Joshua Buckley-Ambler





After a well-earned festive holiday break, in January we then launched our '20 Ways to Volunteer in 2020' campaign across social media.

The campaign promoted a range of volunteering opportunities for local VCSE organisations including:

- St Ann's Hospice
- Sovereign House GH
- Emmaus
- Green Teach
- and many more...

We created a customised short animation to accompany each of the volunteering opportunities in the campaign.



Watch back on our Facebook page:
<http://bit.ly/VCvideosFB>

Student Volunteering Week took place between 10-16 February.



To promote this, we launched a social media campaign aimed at students and encouraging them to find their perfect volunteering match using

the hashtag **#SWV2020**. Each day we matched degree courses with volunteering opportunities that could provide the students with relevant experience.

For example, we matched social work students to volunteering to roles at a homelessness project, a domestic abuse charity and Salford Unemployed Community Resource Centre.

We also produced an animated Instagram campaign which linked degrees with 'live' volunteering opportunities.



Find out more and watch our videos here:
<http://bit.ly/SalfordSVW>



March then saw us spring into action to play a key role in the city's emergency response work as a result of the Covid-19 pandemic. This included

us recruiting over **700 emergency response volunteers!** See page 26 for a case study on our emergency response work.

Volunteer Centre activities – making a difference in Salford:

Salford CVS continued to develop a diverse range of volunteering opportunities across Salford during 2019/20 in order to ensure that those who wanted to volunteer had opportunities to do so.

During the year we:

- Helped with the creation of **134 new volunteering opportunities** across Salford
- **Directly recruited over 1,000 volunteers** for local organisations and activities
- Supported **97 organisations** with good practice guidance so they could provide quality / safe volunteering opportunities



We had some great feedback from Kidscan regarding volunteers that we provided them with and the impact they have made to the charity:

“A volunteer we recruited via Salford CVS has learnt how to use our CRM system and is now getting trained up and working on skills to support their job applications so we can help them gain full-time employment after university.

Another volunteer was with us from March until June 2019 with the goal of developing their office skills for their CV and improving their confidence. Whilst volunteering they helped us claim £3,150.50 in Gift Aid – a task that is labour-intensive! This cash will in turn enable us to fund over 300 hours of life-saving research into children's cancer research.

Salford CVS has really helped us with our volunteer programme”

At Salford CVS we are understand that ‘volunteering costs’, both in terms of recruiting, inducting, training and supervising volunteers and in terms of paying volunteers’ out-of-pocket expenses. In order to help address the latter issue, we awarded **18 Volunteers’ Expenses Fund grants**, worth **£11,767** to some of our smaller VCSE organisations during the year. These grants paid for items such as travel expenses, protective clothing and

equipment, the cost of caring for dependants, and the cost of DBS checks.

Also this year we developed our **Volunteering Health Check**, which we launched during Volunteers’ Week. The aim of the Health Check is to promote good practice in volunteering, including identifying areas for further improvement.



We also continued to support Volunteer Co-ordinators and Managers through forums and training. Examples of training delivered included:

Managing Difficult Conversations with Volunteers to support the work of Volunteer Coordinators / Managers in Salford. The training aimed to increase skills and confidence in addressing difficult issues with volunteers and challenging them effectively. There was significant demand for this training and so we delivered 2 sessions to 30 attendees in total.

“ I now understand better approaches and use of tools and can share them is with my team. ”

We also delivered a **Recruiting and Managing Volunteers** session that 15 organisations attended. The course covered role design, boundaries, recognition, empowering volunteers, dealing with problem behaviour, recruitment and retention.

What difference did the training make for attendees?

“Massive difference. It has given me more ideas on how to put together role descriptions and make volunteering a better experience.”

“I will be able to review our recruitment process, – simplify application process – review current roles and refresher programme.”

“I intend to write volunteer role descriptions that are more inspiring.”

In addition, we worked in collaboration with Greater Sport and UK Coaching to run a **UK Coaching Safeguarding** course on the 28th November. This is a course that all sports coaches have to take and there is usually a cost attached. However, as we wanted to encourage more Salford sports clubs to use our services we worked with Greater Sport who covered the cost of the course so that we could deliver it for free. The course was fully booked with 14 participants from a range of organisations.

Young People

We continued to focus on understanding the barriers to young people volunteering; working with young people and volunteer-involving organisations to explore the issues.

For example, we attended an event called *Find My Future* at Pendleton

Gateway. The event was aimed at younger people up to the age of 25 who were looking to get into work, training or education. Volunteering can assist with these pathways and help them to achieve their goals. We engaged with 15 young people and told them about our volunteering portal, the types of volunteering opportunities that were available and how this could help them gain relevant experience.

After feedback from Salford Youth Alliance on our **Volunteer Recognition Scheme**, we introduced a ‘thank you’ certificate. They said some young volunteers may not reach our ‘100 Hours’ threshold but would still like their contribution to be recognised. Our new ‘Thank You’ certificate is open to all volunteers, but is an especially good way of recognising the achievements of younger volunteers who may not be able to commit to lots of volunteering hours.



This year we also worked closely with Mitchell Mullin, the Salford Youth Mayor, and he joined the Salford Volunteering Strategy Partnership meetings as a result. He also sat on both our Youth Responsiveness grants panel and the Heart of Salford shortlisting panel this year and presented the Young Volunteer of the Year award at the Heart of Salford ceremony. As a result of this developing

relationship we were invited to attend a Salford Youth Council meeting to speak about volunteering and promote our offer. The Youth Council were interested in promoting their volunteer opportunities through our service and we will continue to work with them to get their feedback and input into our campaigns and initiatives.

We have also produced a factsheet for organisations around how to involve young volunteers as a result of this work.

Strategic work

Salford CVS and Volunteer Centre continues to play a key strategic role in promoting and developing volunteering in the city, with our Chief Executive co-chairing the Volunteering Strategic Partnership, which oversees the delivery of the **Salford Volunteering Strategy 2017-2022**.



Salford CVS and Volunteer Centre continued to promote the **Salford Social Value Alliance's 10% Better campaign** target of '10% More Volunteering in Salford' via our communication networks, outreach activities and facilitating volunteering opportunities.

As part of our strategic work around volunteering, we continued to promote and enable good Employer Supported Volunteering (ESV) to take place in Salford.

Examples of this during the year included:



Skill Givers is a partnership project delivered by Macc and Salford CVS, funded by Sport England. The project focusses on doing employer-supported volunteering differently, matching the support the VCSE community really want and need with skills available from local employers.

We have encouraged employers to recognise that there is a difference between employer-supported volunteering and team-building days and to see the benefits of employees sharing the skills that they have and the positive impact that can have on both the community groups they support and on their employees too.



24 Hours to Make a Difference scheme with Salford City Council.

We continue to work with Salford City Council, helping them enable their staff to volunteer 24 hours of their paid work time each year with a Salford VCSE organisation registered on our volunteering portal.



GRANTS AND INVESTMENTS

The year 2019/20 was significant for Salford CVS' grants and investment programme as it marked the final year of our three-year, £3m funding agreement with NHS Salford CCG to support the **Third Sector Fund**.

“90% of beneficiaries suffer with long term health conditions. By coming to the session they have a sense of purpose, it breaks the week up and reduces social isolation. Doing some light exercise stops them going to doctors or visiting primary care services as often.” - Healthy Hearts Exercise Group, supported by a Wellbeing Fund grant

identified in the city's Locality Plan. Throughout 2019/20 the *Third Sector Fund* has supported dozens of Salford's primary schools and over **150 VCSE organisations** across the city in delivering projects large and small.

“It has increased my confidence vastly and I have learnt to manage my anxiety more effectively. I feel I would never have progressed in my day job if it wasn't for the skills and confidence Gaydio have given me.” - Participant in Gaydio's Salford Academy project, supported by an Emotional Wellbeing and Mental Health grant

It also saw NHS Salford CCG recommit to the Third Sector Fund for a further five years during the period 2020-25, providing Salford's VCSE sector and local schools with valuable financial support to help address health inequalities

Sow the City



Over the last 12-months the **Emotional Wellbeing and Mental Health Fund** (resourced by GM health transformation fund monies) was fully realigned to the Salford Living Well model, which focuses on reshaping mental health services for those typically falling between primary and secondary mental health services. Salford is one of 4 national pilots being supported by the Innovation Unit in the **Living Well programme**, applying lessons learned from the London Borough of Lambeth.

Salford City Council's ongoing commitment to the Salford CVS-administered **Short Break Care Fund**

enabled local VCSE providers to deliver support activities for children with disabilities and their families. Salford Council also utilised Salford CVS' services in funding a range of vibrant **Hate Crime Awareness Week** activities in February 2020, focused on raising awareness of hate crime and encouraging reporting.

Salford CVS's role in administering investments across Greater Manchester on behalf of 10GM has developed with the **Answer Cancer** and **History Makers** partnership programmes. In both cases **10GM** has utilised its community reach (via small VCSE organisations) to fund the recruitment and training of champions to encourage uptake of cancer screening and smoking cessation respectively. Both programmes are made possible with support from the Greater Manchester Health and Social Care Partnership.

Beech Court TARA



Salford CVS's contract with GM Mental Health Trust to deliver the grants function of the **Achieve** drug and alcohol recovery programme (serving Bolton, Salford and Trafford) was extended in 2019/20 by two years. This secures the Achieve Asset Fund supporting VCSE-led activities for those recovering from drug and alcohol addiction to 2023. In addition, Salford CVS has also during the year administered the **Achieve Personal Recovery Support Fund**, providing non-cash awards to individual service users

DIY Theatre Group



for items identified by keyworkers as contributing towards achieving their recovery goals.

In March 2020 two partnership initiatives supporting Salford's Age-Friendly City programme drew to a close. Salford CVS has worked closely with partners, notably local charities Age UK Salford and Inspiring Communities Together, to support investments in **Ambition for Ageing** and **Active Ageing programmes**.

"Getting to laugh with other people is better than a pill."

Member of Wellbeing Fund-supported Wednesday's Women's Group

In early 2020 Salford Together, as part of the work of developing the city's 5 neighbourhood health forums, utilised Salford CVS to find a VCSE provider to deliver a Tackling Social Isolation programme across the Irlam, Cadishead, Winton, Barton & Eccles neighbourhood. That work was awarded to Unlimited Potential as a result of an open process.

Salford CVS also continued to work with partners on delivering the **Local Pilot** around **improving physical activity**, as part of GM Moving initiatives, funded by Sport England, and some small investments were made to support

physical activities for girls and young women.

As the financial year drew to a close, Salford CVS played a key role in **Salford's Covid-19 response**. Working closely with our CCG commissioners, the Salford Crisis Fund was launched on March 19th (pre-lockdown) and in the first quarter of 2021 fast-tracked small awards of up to £500 to over 90 VCSE organisations totalling almost £50,000. In addition, a wider Covid-19 response grants and investment programme has been developed and is being rolled out into 2020/21. This has been greatly enhanced with the £101,800 raised through the **Salford4Good Emergency Response Fund (at 31/03/2020)**.

All of the grants awarded by Salford CVS during 2019/20 can be viewed at:
<http://bit.ly/SCVSgrants>

Grant awards made on behalf of 10GM can be viewed at:
<http://bit.ly/GMGrants>

During 2019/20 grants and investments totalling £1.49 million were administered by Salford CVS, enabling our sector to improve health and wellbeing in communities across Salford and beyond.

Evaluating the Impact

Monitoring and evaluation of projects supported through grants and investments forms an integral part of Salford CVS' grants management function.

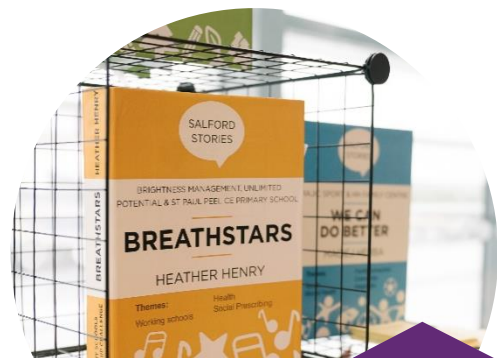
#SalfordStories

The impact of the *Third Sector Fund* was showcased at a major event held at The Lowry in September 2019.

A short film entitled **Salford Stories** was premiered at the event. The film featured four powerful examples of how grants are helping to transform lives and make the city a healthier place for all.



Watch the video on our YouTube channel:
bit.ly/SalfordStoriesVideo



We also designed a 'Human Library', where a number of groups were invited to share their stories about their funded projects.

This activity was a formalised example of networking, where two VCSE groups were on a table together and took turns to share their stories to the other people on their tables. People were encouraged to ask questions that turned into interesting conversations - often resulting in people sharing their contact details.



Feedback from the event showed the importance of sharing stories:

“It was very good to see people being empowered, it’s amazing.”

“It was excellent, love the video and evidence on social value and the human stories.”

“It was fantastic to see the amazing projects funded across Salford. It makes me realise why I do what I do.”

“Brilliant and inspiring sharing stories of the changes and impact on Salford.”

These stories of impact were complemented by findings from our evaluation partners CLES and VSNW which showed that for every **£1.00 invested a social return of £14.94 and a financial return of £17.74** has been delivered.

“The pupils are excited to come to the gym. They are not really excited for PE. Nobody is ever sick on Barton Athletic Club Day!”

Primary school teacher - Barton Athletic Club’s Healthy Schools Partnership Challenge funded project

Bespoke narrative reports have also been produced for all funds managed by Salford CVS. Together they evidence the significant impact of a strategic VCSE grants programme in reshaping community approaches to health and wellbeing.



“I’ve really enjoyed coming down and playing every week, its free and right on my doorstep, I’ve made new friends and will keep playing football at the park”

Young person involved in the Rio Ferdinand Foundation’s 5 Star Soccer project supported through the Youth Wellbeing Fund

“During the holidays I can never afford to feed my children. This saved our family a considerable amount of money and it was all Kosher!” - Parent benefitting from Hershel Weiss Centre’s Healthy Holiday funded project during summer 2019

“This project has really changed me as a person because before I thought that it was inevitable to get involved in crime because of where I live and seeing my friends going on the wrong path.”

Young person involved in Sebene’s Youth Wellbeing Fund-supported project.

PROJECTS AND PARTNERSHIPS

Salford CVS is involved in a wide range of partnership initiatives and here are some of the key ones from 2019/20:

Answer Cancer

Answer Cancer is Greater Manchester's VCSE-led Cancer Screening Engagement programme.



In 2019/20 Salford CVS (on behalf of 10GM) worked in partnership with BHA for Equality, Unique Improvements, and Voluntary Sector North West (VSNW) to start to deliver the Answer Cancer programme on behalf of Greater Manchester Health and Social Care Partnership. Salford CVS is the lead partner and accountable body for the programme.

Answer Cancer is building on the great work that the Greater Manchester Cancer Champions social movement had previously delivered around increasing the uptake of Breast, Bowel and Cervical screening. Answer Cancer focuses in areas of high deprivation and within specific communities where screening uptake is low. We focus on communities that are often poorly served by mainstream health services and who experience disproportionate health inequalities.

The programme has a number of strands – community engagement and awareness-raising, training, evaluation, and a grants programme to support community activity and the recruitment of organisational and individual cancer champions.

For the first round of grants, **21 organisations** from across Greater Manchester were successful in securing funding to run activities within their communities to raise awareness on Breast, Bowel and Cervical screening and recruit Answer Cancer Champions. Grantees delivered a wide array of engaging activities including a community conference, a women-only coffee morning, a sports day and a gaming competition for young people and their parents.

The programme offers awareness-raising sessions to communities and professionals to increase knowledge and reduce the stigma of cancer and cancer screening.



Training is offered to cancer champions and those who are interested in developing their skills and gaining a deeper knowledge on breast, bowel and cervical screening.

We also evaluate the work of the programme on an ongoing basis so we can measure the impact our work is having on communities and uptake of screening services.

Answer Cancer is one element of the work around cancer screening engagement in Greater Manchester and we work closely with the NHS Cancer Screening Improvement Leads (CSILs) for Breast and Bowel and other cancer-focused organisations e.g. CR-UK, Macmillan, Jo's Trust.



In summary in the first year (2019/20) of the programme:

- **1,487** Cancer Champions were recruited
- **21** grants were awarded
- **873** individuals were reached via engagement sessions
- **101** Organisational Cancer Champions were recruited
- **314** people attended our training courses

History Makers

The Make Smoking History strategy for Greater Manchester aims to make the city region the first smoke free city in Europe. In 2019, the Greater Manchester Health and Social Care Partnership commissioned Salford CVS, 10GM and Voluntary Sector North West to grow a 'social movement' of History Makers.

The social movement involves the recruitment of volunteer **History Makers** who support the creation of smokefree spaces, events and stop smoking campaigns as advocates of the smokefree ambition for Greater Manchester.



A key element of the History Makers work is the small investments made to VCSE organisations across GM to create Smokefree Spaces, for example the garden and grounds of a community centre, and Smokefree events such as Salford Pride.

We have ensured that small VCSE organisations across GM have been able to apply for investments of up to £1,000 and have supported the recruitment and training of volunteer History Makers. We have awarded grants to a wide range of organisations from across Greater Manchester to help us 'Make Smoking History'.



The awards made on behalf of 10GM for 2017-20 can be viewed at:
<http://bit.ly/GMGrants>

Wellbeing Matters

Wellbeing Matters is a VCSE-led programme of work that commenced in April 2018. Initially funded by the Greater Manchester Health and Social Care Partnership's Transformation Fund until June 2020, in Q3 of 2019/2020 we received confirmation of additional funding support from NHS Salford CCG

and Salford's 5 Primary Care Networks until March 2021.



The programme's overarching aim is to test a system change within Salford through creating a new infrastructure which effectively links statutory health care to VCSE provision and activities (both commissioned and non-commissioned) in order to improve citizen wellbeing and work towards embedding person and community-centred approaches within the health and social care system.

Salford CVS is the lead partner and accountable body for the work and delivers the programme in partnership with Salford Third Sector Consortium.



In 2019/20 **1,548 referrals** were made into Wellbeing Matters by primary care, with a **98% satisfaction rate** being maintained throughout the year.

1,142 onward connections were then made out into VCSE and community support and activities. Social support and connection, physical activity, advice and guidance, and mental health support were the top 4 reasons for referral.

During the year we also **supported 161 voluntary organisations and community groups** – helping to capacity-build their groups and organisations so they were able to receive people with a social prescription,

who could then access their offer. This included developing 109 distinct new volunteering opportunities and awarding Micro-Grants of £500 (or less) to 49 different community groups and Neighbourhood Impact Fund grants of up to £5,000 to 20 different VCSE organisations. **A total investment of £97,135** (at 31/03/2020).

We also continued to work with the University of Salford on the independent evaluation of the programme, which is due to be produced by the end of October 2020.

An infographic titled "Julie's story" set against a teal background. It features four panels, each with a location pin icon and an illustration. The panels show the referral path: Gary (Advanced Practitioner) from Salford Primary Care Together; Julie (Salford Resident); Debs (Community Connector) from Unlimited Potential; and Mustard Tree (Food club).

Julie's story

Julie was referred by Gary from Salford Primary Care Together to Wellbeing Matters' Social Prescribing service. Julie has been supported by Debs the Community Connector for Eccles (based at Unlimited Potential), to help with her low mood and confidence issues due to living with a long term condition. Julie had accessed the service prior to lockdown and during the Covid-19 crisis. With Debs input Julie has received support from Mustard Tree, initially receiving a food parcel and she is now a member of their food club.

Youth Justice

Lydia Wright, Youth Justice Community Connector at Salford CVS, explains her role:



As the Community Connector for Youth Justice in Salford I primarily take my referrals from the city council's Youth Justice Team. These referrals can be for any parent who has a young person involved in the Youth Justice Service (YJS) for whatever reason – whether it be a serious crime on a compulsory order (young person has to complete or they will end up going back to court) or a voluntary order (young people don't have to do it if they don't want to).

Once I receive the referral I then make contact with the family and do a home visit (*pre-Covid-19*). On this initial meeting we discuss how I can help them – I'll have been given information in the referral and this visit builds on it. I'll then go away and look into what we have discussed, which could be anything from registering for housing to finding fitness groups their children can get involved with. My job is to connect the families with relevant services and activities, often located within the VCSE sector. I usually see a parent once a week, depending upon their needs. Over the past year I have worked with a number of families that have benefitted from the service I provide. As I am not a social worker parents find it easier to talk to me about

issues they are struggling with so that I can support / advocate for them in the best way possible. I am able to build positive relationships quickly and effectively with them and get them the support that they need to help progress their lives.

Support provided includes accessing local foodbanks, Salford Assist, housing, referrals to Wood Street Mission, Cash for Kids Christmas appeal, Emmaus Salford, Mustard Tree and lots more. I also support families to understand the YJS and court processes. A lot of the time it is emotional support I provide, including encouraging the parent to recognise that they are doing their best and to take one step at a time.

During the Covid-19 pandemic, when other services either just stopped or reduced dramatically, the constant support I have offered has helped families through a particularly tough time. Knowing they can speak to someone impartial; air their anxieties without being judged; ask for help understanding a letter they have received; and much more, has helped them feel more confident and secure in these worrying times.

Local Delivery Pilot (GM Moving)

Salford CVS are partners in the Salford LDP, funded through Sport England and linked into the GM Moving programme, and during the year we recruited a part-time Development Worker for girls and young women to increase participation in sport and physical activities.

This work includes working with existing local groups and organisations; helping to develop new groups in co-production with local girls and young women; and to deliver a small grants and investments programme to support this work.



BarnEccles - Barton AC and Eccles Girls Group case study

As part of our work on the Salford LDP, our development worker, Claire, linked Barton Athletic Group with Eccles Girls Group – and BarnEccles was born! The group of girls had decided that they would like to try boxing and wrestling, so we approached Barton AC and they agreed to work in co-production with the girls on this project. Our aims were to primarily target girls who are socially isolated and not engaging in physical activity, but also to enable Barton Athletic Club become a destination for girls and young women, thus increasing the male to female ratio and making it feel like it was a club that welcomes women and girls.

In the 1st session participants had a discussion and completed a journal which explored what their barriers were to being active, and what they hoped to get from the group. This made all stakeholders aware of each other and their needs. They were also encouraged to log their experiences of attending the group. This work was user-centred and focused on activities that the girls' group would like to try, rather than being expert-led. The girls attend their girls group at the venue and then walk to Barton AC to participate in the activities for one hour every Wednesday.

They have also been on 2 trips: one to Challenge4Change – with a high ropes assault course – and also to Chill FactorE to celebrate International Women's Day.

The partnership has now grown in strength and trust and they are in the process of applying for funding to permanently hold and run the girls group at Barton AC; this will allow girls and young women to access the gym/classes.

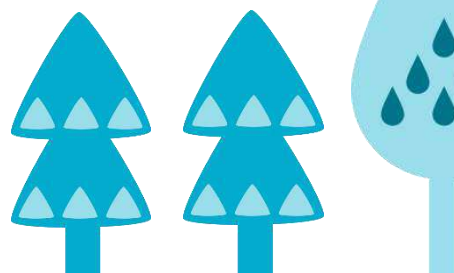


They are also planning to hold an LGBTQ+ night at Barton AC, again offering much wider opportunities for the group's attendees. Making it 'the norm' to be in a gym setting provides these girls and young women more opportunities to be active and learn a new skill.

Community Assets - Volunteering Wellbeing Champions

During 2019/20 we continued to deliver the Volunteering Wellbeing Champions project as part of the city's Community Assets work strand, led by Inspiring Communities Together (ICT).

We worked closely with a range of partners, including lead partner ICT, Age UK Salford, Salford Community Leisure, Salford Third Sector Consortium and the council's Trading Standards team.



In 2019/20, we had **236 local volunteers** involved in supporting initiatives such as Tech and Tea, Postural Stability, Scams, Care Homes and Community Outreach (211 in 2018/19), undertaking a massive **2,870 hours** of volunteering. **50%** of our volunteers identified as belonging to **BME communities**.



 **2,870**

All volunteers received a 'thank you' certificate, as always, and in addition six volunteers received Volunteer Centre Salford '200 hours of volunteering' certificates, ten received '100 hours' certificates and thirty received '50 hours' certificates. Together the team of staff and volunteers working on this programme completed **408 wellbeing conversations** with local people, many of whom were unemployed / living alone / managing a long-term condition. Wellbeing conversations are person-centred and provide a consistent but flexible structure for connecting people to local community assets.



The team also participated in **19 events**, ran 6 focus groups, 13 training sessions, and trained 43 staff from frontline organisations from across the city in how to have a wellbeing conversation.

"I had never been in a care home before, but the environment came as no great surprise as I have worked with elderly residents in the past. The first thing that I noticed is how happy the residents are and joke with each other. I have been volunteering since Nov 2019, this involves chatting to residents about their lives, recalling stories from the past which makes them smile"

"I do now feel more confident in talking about wellbeing. I feel I can answer questions and signpost people to activities, and also start new conversations. I really enjoy doing special events too as I can enjoy all the other activities going on."

"From an initial session at Tea & Chat I was looking for things to get involved in, I'm a full time carer & feel very isolated. I have now been volunteering with a local group and connecting with others"

A Winter's Tale – an event to celebrate Salford champions

In December we celebrated the difference local groups and their volunteers make to the city of Salford, with an event at Eccles Community Hall that was attended by over 100 people.

We started with a lovely lunch and then local groups Connect Youth and Community Club, Barton Belles Ladies Choir and Busy Bees Sewing Group told their inspiring #SalfordStories, alongside a poetry reading, sing-along and fashion show.

Local charity Dancing with Dementia got us all up dancing to the Macarena and doing the conga! This invigorating session was followed by a fantastic drumming workshop from Drumroots, based on the drumming traditions of West Africa.



We then celebrated the achievements of our Volunteer Wellbeing Champions, with Bernadette Elder, CEO of local charity Inspiring Communities Together (and the lead for Salford's Age Friendly City work) presenting the certificates. One amazing volunteer had reached the milestone of contributing a whopping **500 hours of volunteering**.

The event ended with a giant game of pass the parcel before Victoria Ashadu facilitated a creative and inspiring session on exploring possibilities for 2020!



Feedback from the session was brilliant, with participants' comments including:



Little Hulton Big Local

Salford CVS continued to be the Locally Trusted Organisation (LTO) for Little Hulton Big Local (LHBL) in 2019/20, with the Partnership Board of LHBL re-appointing us for another year.

Duties undertaken by Salford CVS on LHBL's behalf included providing strategic and operational support, employing and managing three paid staff, financial management, administration services, acting as banker for their Big Local investment, and supporting their Partnership Board.

LHBL has a vision *"To unite Little Hulton as a community and to enhance local people's wellbeing"* and has access to £1m of Big Local (Big Lottery) funds to invest in order to help achieve its vision.





Plans for Peel Park Pavilion

During 2019/20 key achievements included:

- Setting up a new Charity 'CommUNITY Little Hulton CIO', enabling them to apply for additional funding for activities in the area
- Securing funding for a bike track in Peel Park
- Furthering plans for the redevelopment and extension of Peel Park Pavilion
- Supported essential work in the area during Covid-19, including food support for families.

Salford Third Sector Consortium

During 2019/20, Salford CVS continued to provide 'Hub' function support for Salford Third Sector Consortium, an independent charitable company with **85 member organisations**.



The purpose of the Consortium is to win contracts for its members that they might not be able to win on their own, thus securing investment to enable local VCSE organisations to deliver high quality services to benefit local people

Hub duties undertaken by Salford CVS included Board preparation and support, financial management, membership services, administration and minute-taking.

During 2019/20 the Consortium has achieved the following:

- Successfully delivered the fourth year of Tech and Tea, digital support and training for older people - The project has proven successful and had been recommissioned until March 2021 as part the Age Friendly City programme of work. The project was led by Inspiring Communities Together, delivering alongside Corinth Training CIC and MadLab
- Continued delivery of workstream 1 of the Wellbeing Matters' social prescribing programme, which currently runs until March 2021. This programme is being delivered by six members: Big Life Group, Inspiring Communities Together, Langworthy Cornerstone Association, Social adVentures, Start Inspiring Minds and Unlimited Potential.

DEVELOPMENT PLANS FOR 2020/21

Information and Communications

We will continue to be adaptable in our communications as we move through the phases of Covid-19 response from emergency to recovery and resilience, in order to ensure that we are best supporting the VCSE sector in Salford.

As digital communications become an ever more vital way of keeping in contact with and informing the VCSE sector in Salford we will review our current channels, including our website, to develop and optimise them. In 2020/21 we will investigate digital solutions to help us overcome some of our existing communications challenges.

Strategic Partnership working

Our strategic priorities remain ensuring the VCSE sector is involved in the wide range of strategic partnerships in Salford; has opportunities for voice and influence; and is able to articulate its 'offers and asks' in an effective way, leading to demonstrable change for the communities of Salford.

This work includes:

- Ensuring CVS and VCSE reps on all key partnerships in Salford;
- Facilitating engagement opportunities with key leaders in Salford, including the City Mayor;
- Organising VOCAL VCSE Forums for voice and influence, making

sure they are topical and are addressing both the sector's priorities and the city's 'Great Eight';

- Delivery of the Salford VCSE Strategy and action plan and the Health & Social Care MoU and Collaboration Agreement with the partners of Salford Together;
- Meaningful involvement of the VCSE sector in the development of an Inclusive Economy Strategy for Salford and the refreshes of the Tackling Poverty Strategy and the Equality Strategy;
- Ensuring Salford's VCSE sector voice is heard and has opportunities to influence Greater Manchester agendas;
- Continuing to play a key partner role in the Covid-19 emergency response and recovery work in both Salford and Greater Manchester;
- Securing funding and investment into the VCSE sector in Salford.

Training and Development support

In 2020-21, beyond our usual funding support and 1-2-1 IAG, we will also be prioritising the following specific areas of work:

- Recovery from Covid-19
- Tackling Inequality
- Tackling Poverty
- Mental Health
- Safeguarding

Covid-19 has radically changed how we live and how we work, particularly how the VCSE sector has / has not been able to deliver activities and services. Some organisations have been able to adapt their usual offer; whilst others have changed what they deliver in order to meet the immediate needs of the communities they serve. Other, often smaller community groups, have had to suspend activities until it is safe to resume. All of us will need to go through a recovery process in order to be able to operate safely and effectively in a 'living with Covid-19' Salford.

The impact of Covid-19 in Salford has put a spotlight on health, economic, racial and social inequalities faced by some in our communities. It is our job to support the VCSE sector and the communities impacted to have sometimes difficult conversations in order to help tackle the root causes of inequality.

We are also now seeing how the pandemic has plunged more people and families into poverty, demonstrated by the significant increase in the number of people in receipt of Universal Credit and the demand for foodbanks. The VCSE sector provides a valuable 'safety net', often when the system has failed; and it is our role to ensure we help our sector to be able to continue to support those most in need.

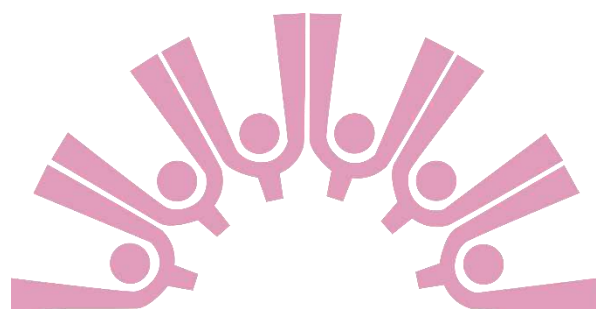
Mental Health remains a pressing issue in Salford and whilst progress has been made to improve the services and access to help through the development of the Living Well in Salford programme, Covid-19 has increased the number of people who need support. More people are experiencing social isolation, anxiety, depression, suicide ideation, domestic abuse and bereavement during this time, which could culminate in longstanding mental health issues. The development of the 'Beyond' VCSE-led mental health service is a good start, but we are still likely to see an unprecedented demand

on our sector's support offer as a result of Covid-19.

Safeguarding also remains a priority area for Salford CVS in 2020/21 and we will continue to review our work, adapting our training offer and working closely with Salford City Council's Safeguarding Children Partnership and Safeguarding Adults Board to ensure that the VCSE sector is fully supported to provide a safe environment, practices and activities for the people of Salford.

Volunteering

- Supporting the emergency response to the Covid-19 pandemic in Salford by recruiting and placing volunteers and supporting our own team of emergency response volunteers;
- Continuing to roll-out our Employer-Supported Volunteering (ESV) schemes, including Skill Givers (with Macc) and 24 Hours to Make a Difference (with Salford City Council);
- Supporting the VCSE sector's volunteer-involving organisations by delivering a range of online training and tailored good practice support;
- Delivering the volunteering elements of the Age-Friendly Salford and Wellbeing Matters programmes of work;
- Providing adapted support and activities during Volunteers' Week;
- Organising our annual Heart of Salford awards to celebrate volunteering and voluntary action in Salford.



Grants and investments

- Crisis Response - The Third Sector Fund will be utilised to support crisis and support grants focused on food banks, wider food response, mental health and children's activities during lockdown, alongside broader recovery and business as usual (adapted) grants;
- Covid-19 Response and Recovery – Monies raised via our Salford4Good emergency appeal will be blended with the CCG-supported Third Sector Fund to create new grant funds focused on supporting those most affected by Covid-19, including BAME communities and disabled people;
- As groups and venues begin to reopen we aim to launch a range of grant funds supporting communities to re-establish health and wellbeing activities;
- The independent evaluation being undertaken on the Third Sector Fund by CLES and VSNW will inform our plans for our grants programmes over the next few years – as will adapting to living with Covid-19;
- We will continue to deliver a range of other grant funding, including for Achieve BST's recovery fund and for the Answer Cancer programme;
- We will continue to work with Salford City Council to deliver Short Break Care and Hate Crime grants.
- Work closely with member organisations of the GM BME Cancer Partnership;
- Further develop our evaluation and impact systems, ensuring we capture the voices of our target communities;
- Continue to deliver awareness-raising sessions, adapting to living with Covid-19 guidance. These will focus particularly on the following target groups: BAME, LGBTQI, carers, disabled people, those with mental health conditions, those living in areas of high deprivation;
- Answer Cancer Champions, both individual and organisational, will continue to be recruited, with a push to develop 100 'Super' Cancer Champions to have a more proactive role in increasing awareness of cancer screening either online or within communities;
- More training courses will be developed and delivered, both online and in person;
- There will be further grants opportunities available;
- Our website, newsletters and social media will be further utilised as a tool to engage with the wider community.

Partnership projects and programmes

Answer Cancer

- Continue to develop strategic relationships across the health and social care system in Greater Manchester and in target localities;
- We will continue to recruit History Makers across Greater Manchester, moving to phone and digital methods of engagement to help them speak to their communities about the value of stopping smoking;
- We will continue to help develop the History Makers website and comms channels, adapting our comms to respond to the Covid-19 pandemic;
- We will endeavour to sign up smoke-free spaces across Greater Manchester, and target some smoke-free events once it is safe to do so.

Wellbeing Matters

- We will continue to develop and enhance strategic links with key partnership programmes of work, including the Living Well programme, 'Beyond' mental health support service, and adult social care's Community-Led Support work;
- We will continue to act as the accountable body and lead partner for the operational delivery of the Wellbeing Matters programme of work, focusing on connecting local residents (patients) with activities and support in their communities and developing and supporting the VCSE eco-system;
- We will work closely with Primary Care Networks to accelerate connecting GP practices to our Elemental platform in order to ensure ease of referral and an effective 'feedback loop';
- We will continue to work with our evaluation partners, The University of Salford, to demonstrate the value and impact of the programme;
- We will focus on securing funding for the programme for the year 2021/22, working closely with NHS Salford CCG, Salford Primary Care Networks, SPCT, and Salford City Council's Public Health and Health Improvement teams;
- We will continue to play an influential role in the development and roll-out of social prescribing in Greater Manchester, working

closely with the GM Health and Social Care Partnership's PCCA team.

Age-Friendly Salford

- We will continue to recruit and support a team of Volunteer Wellbeing Champions and help our volunteers to adapt to Covid-19-safe ways of working;
- We will develop an adapted training offer and support the delivery of the Age-Friendly Salford programme of work, alongside partners Inspiring Communities Together and AgeUK Salford.

Little Hulton Big Local

LHBL Partnership Board have recommissioned Salford CVS to act as their LTO (Locally Trusted Organisation) in 2020/21.

Priorities are to:

- Obtain planning permission for the re-development of Peel Park (LH) Pavilion;
- Progress turning plans for a bike track in Peel Park into a physical reality;
- Support the new charity, CommUNITY Little Hulton, to develop and flourish into a community asset for Little Hulton;
- Continue to support the local community through Covid-19;
- Create a 'final plan' for the balance of the £1m Big Local grant funding.



POLICIES

Risk Management

The Trustees have assessed the major risks to which the charity is exposed, in particular those related to the operations and finance of the charity, and are satisfied that systems are in place to mitigate their exposure to major risks.

The charity's organisational Risk Register is regularly reviewed, as per the agreed Board work programme, with remedial action taken as required.

Reserves Policy

The Salford CVS Reserves Policy is to maintain sufficient level of reserves to enable normal activities to continue over a period of up to 6 months should a shortfall in income occur and also to take account of potential risks and contingencies that may arise from time to time. The required reserves to achieve this are **£618,000**.

Excluded from the Reserves Policy are funds associated with:

- Programme-related investments
- Restricted funds

Therefore, in order to demonstrate transparency, accountability and sound financial management, the Salford CVS Reserves Policy clearly justifies the amount of reserves kept back each year.

Steps taken to establish the level of reserve

In order to make a judgment on the amount of reserves, the Board of Trustees have considered the risks in respect of expenditure, unrestricted income and, where appropriate, restricted income and where funds can only be realised by the disposal of a fixed asset. Also taken into consideration are any external identified potential major risks to income and expenditure during the year under consideration.

Investment Policy

The Board of Trustees have considered the most appropriate policy for investing funds and has invested £628k in the following fixed-term accounts. When the account matures the funds are rolled over provided the Trustees consider the interest rate is acceptable: Bath Building Society £89k, Co-operative Bank £86k, Charity Bank £95k, Yorkshire Bank £91k, National Counties Building Society £89k, Cambridge and Counties £90k, CAF Bank £88k. The balances of funds are to be held in bank deposit accounts. In addition, the funds received from the Pennington bequest, in investments, were retained in these investments until they were sold in June 2019. The investment was managed by Smith & Williamson Fund Administration Limited on behalf of the charity.

Grants

The company does not make significant grants in its own capacity but acts only in partnership with various local and national government departments and other strategic partners (e.g. RHS) to administer the distribution of grants to other local charities, community organisations, social enterprises and primary schools.

Distributions are made in strict accordance with the criteria set by the original funding body and are included in the provision of services when payable.

The company itself distributes approximately £1,000 annually at its AGM in the form of a 'Pitch in Sixty Seconds' event for members and additionally this year £12,500 from Salford 4 Good. *For further information, please see note 8.*



STRUCTURE, GOVERNANCE AND MANAGEMENT

The Trustees are responsible for the strategic management and direction of the organisation, working in conjunction with the Chief Executive. Day-to-day strategic, operational and financial management is delegated to the Chief Executive and Deputy Chief Executive. During the year the Board met for one strategy meeting and seven business meetings.

Members of the Board of Trustees are elected by the membership at the Annual General Meeting (AGM). Officers of the Board of Trustees are appointed by the Board at the next Board meeting following the AGM. Members of the Board serve for a three-year term, although they can be re-elected at the end of that term. Additional members can be co-opted to the Board at any time of the year and serve until the next AGM. Co-opted members can then either stand

for election at the AGM or be re-appointed at the first meeting of the Board after the AGM.

Trustees are inducted by the Chief Executive / Deputy Chief Executive and Chair and are provided with a handbook outlining their responsibilities. Trustees complete an annual skills audit and are given opportunities for training.

The organisation is affiliated to the following national organisations that provide advice, guidance and support:

- National Association for Voluntary & Community Action (NAVCA)
- National Council for Voluntary Organisations (NCVO)
- Social Enterprise UK (SEUK)
- Charity Finance Group (CFG)

FINANCIAL REVIEW

During the year the charity had a surplus of £172,568 on unrestricted income. This surplus is the net result of income received from providing sales and services and management fees. Also included in this amount is £15,320 held for future Heart of Salford Awards.

The surplus on restricted funds of £844,146 is mainly due to the timing of funding from the NHS Salford CCG supported Emotional Wellbeing and Mental Health Fund, which is yet to be allocated to the local VCSE sector via a grants process. This surplus will be utilised in the forthcoming year, in line with the city's new strategic mental health plan.

As at 31st March 2020 the Charity has designated reserves of £425,987 for specific projects as shown on note 19 to the accounts.

As at 31st March 2020 the Charity has unrestricted reserves of £327,590, designated reserves of £425,987 and restricted reserves of £1,745,523, a total of £2,499,100.

Salford Community & Voluntary Services is revenue funded by Salford City Council and NHS Salford CCG.



FUNDS HELD AS CUSTODIAN

As at 31st March 2020 Salford CVS acted as custodian for the following organisations:

African Family Support	£20	Little Hulton Youth Unity	£10,917
Age Friendly Cities	£15,000	Life Centre	£2,000
Anyone for Tennis	£776	Little Hulton Big Local	£14,078
Art of Gold	£250	Lower Kersal Young People Project	£357
Big Local Craft Group	£1,884	Mad Pride	£198
Boundary Road Play Area	£316	Marina Gardeners	£78
Busy Bees	£1,035	Onwards & Upwards	£2
Cards, Crafts & More	£366	Proud of Patricroft	£500
Community Little Hulton CIO	£174	Recovery Action Group	£607
Edward Onyon	£2,471	Roman Revellers Court	£754
Ellesmere Park Tenants	£253	Roman Court	0
Friendly Recycling Group	£799	Salford Healthy Communities	£1,172
Friends of Irlam Linear Park	£3,000	Salford Mental Health Forum	£9,361
Greener Lifestyle	£622	Salford Sings	£20
Green Space Urban Place	£2,000	Salford Veterans Breakfast Club	£6,657
House of Tabner	£175	Weaste Social	£32
Interfaith Network	£4,560	Teenage Autism Group	£7,589
Joint Veterans Alliance CIC	£49	The Which Way Group	£750
Lawler Residents	£167	Working in Wood	£295

Funds are held as custodian for organisations that do not have access to bank accounts or that wish Salford CVS to act as their banker. The funds were received and placed within the accounts as current liabilities. Details of Custodian Funds are reported to the Board on a quarterly basis.

STATEMENT OF TRUSTEE RESPONSIBILITIES

The Trustees (who are the directors of Salford Community and Voluntary Services for the purposes of company law) are responsible for preparing the Report of the Trustees and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Practice).

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for the period. In preparing those financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity SORP;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The Trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charitable company and to enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities. In so far as the Trustees are aware:

- there is no relevant audit information of which the charitable company's auditors are aware; and
- the Trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

Auditors

Wyatt, Morris, Golland Ltd, Chartered Accountants, have intimated their willingness to continue in office as auditors to the company and will be proposed for re-appointment.

The above report has been prepared in accordance with the special provisions of part 15 of the Companies Act 2006 relating to small companies.

Signed on behalf of the Trustees

Chris Fox (Chair)

Approved by the Trustees: 13th November 2020

REPORT OF THE INDEPENDENT AUDITORS TO THE TRUSTEES OF SALFORD CVS

Opinion

We have audited the financial statements of Salford Community and Voluntary Services (the 'charitable company') for the year ended 31 March 2020 which comprise the Statement of Financial Activities, the Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2020 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the Financial Reporting Council's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the Trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the Trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The Trustees are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our Report of the Independent Auditors thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Charities Act 2011 requires us to report to you if, in our opinion:

- the information given in the Report of the Trustees is inconsistent in any material respect with the financial statements; or
- the charitable company has not kept adequate accounting records; or
- the financial statements are not in agreement with the accounting records and returns; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of Trustees

As explained more fully in the Statement of Trustees Responsibilities, the Trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Our responsibilities for the audit of the financial statements

We have been appointed as auditors under Section 144 of the Charities Act 2011 and report in accordance with the Act and relevant regulators made or having effect thereunder.

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a Report of the Independent Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the

aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our Report of the Independent Auditors.

Use of our report

This report is made solely to the charitable company's Trustees, as a body, in accordance with Section 144 of the Charities Act 2011 and regulations made under Section 154 of that Act. Our audit work has been undertaken so that we might state to the charitable company's Trustees those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's Trustees as a body, for our audit work, for this report, or for the opinions we have formed.

Wyatt, Morris, Golland Ltd

Statutory Auditors

Eligible to act as an auditor in terms of Section 1212 of the Companies Act 2006

Park House

200 Drake Street

Rochdale

Lancashire

OL16 1PJ

Date: 13th November 2020

STATEMENT OF FINANCIAL ACTIVITIES

(INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)

	Notes	Unrestricted funds	Restricted funds	Total funds 2020	Total funds 2019
		£	£	£	£
Income and expenditure					
Incoming resources:					
Voluntary income	3	19,682	4,273,602	4,293,284	2,943,997
Investment Income:					
Bank and building society income		6,097	-	6,097	5,812
Income from charitable activities:					
Charitable trading	4	29,010	313	29,323	26,462
Other income	5	64,613	11,347	75,960	62,212
Total income	6	119,402	4,285,262	4,404,664	3,038,483
Resources expended					
Charitable activities	7-8	(168,258)	(3,219,879)	(3,388,137)	(2,513,236)
Total expenditure		(168,258)	(3,219,879)	(3,388,137)	(2,513,236)
Net incoming / (outgoing) resources before transfers					
		(48,856)	1,065,383	1,016,527	525,247
Loss on unrealised Investments		-	-	-	(1,003)
Gain on realised Investments		187	-	187	-
Transfers between funds	11	221,237	(221,237)	-	-
Movement in funds		172,568	844,146	1,016,714	524,244
Reconciliation of funds					
Total funds balance brought forward		581,009	901,377	1,482,386	958,142
Total funds balance carried forward		753,577	1,745,523	2,499,100	1,482,386

The statement of financial activities includes all gains and losses recognised in the year.

All incoming resources and resources expended derive from continuing activities.

THE NOTES ON PAGES 71 TO 95 FORM PART OF THESE ACCOUNTS

BALANCE SHEET

AS AT 31 MARCH 2020

	Notes	2020		2019	
		£	£	£	£
Fixed Assets					
Tangible assets	13		12,511		9,068
Investments	14		4,001		12,913
			<u>16,512</u>		<u>21,981</u>
Current Assets					
Debtors	15	370,753		364,226	
Cash at bank and in hand		<u>2,517,200</u>		<u>2,517,322</u>	
		2,887,953		2,881,548	
Creditors					
Amounts falling due within one year	16	<u>(405,365)</u>		<u>(1,421,143)</u>	
Net current assets			<u>2,482,588</u>		<u>1,460,405</u>
Total assets less current liabilities			<u>2,499,100</u>		<u>1,482,386</u>
Net assets	17		<u>2,499,100</u> =====		<u>1,482,386</u> =====
Funds					
Restricted funds	18		1,745,523		901,377
Unrestricted funds	19		<u>753,577</u>		<u>581,009</u>
			<u>2,499,100</u> =====		<u>1,482,386</u> =====

The charitable company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2020.

The members have not deposited notice, pursuant to Section 476 of the Companies Act 2006 requiring an audit of these financial statements.

The Trustees acknowledge their responsibilities for

- a) ensuring that the charitable company keeps accounting records that comply with Sections 386 and 387 of the Companies Act 2006 and
- b) preparing financial statements which give a true and fair view of the state of affairs of the charitable company as at the end of each financial year and of its surplus or deficit for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the charitable company.

These financial statements have been audited under the requirements of Section 144 of the Charities Act 2011.

These financial statements have been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small charitable companies.

The financial statements were approved by the Board of Trustees on 13th November 2020 and were signed on its behalf by:

Chris Fox – Trustee

John Phillips – Trustee

THE NOTES ON PAGES 71 TO 95
FORM PART OF THESE ACCOUNTS.

CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 MARCH 2020

	Notes	2020 £	2019 £
Cash flows from operating activities:			
Cash generated from operations	1	(8,184)	471,706
Net cash provided by (used in) operating activities		(8,184)	471,706
Cash flows from investing activities:			
Purchase of tangible fixed assets		(6,947)	(6,846)
Unrealised loss on investments		8,912	8,002
Interest received		6,097	5,812
Net cash provided by (used in) investing activities		8,062	6,968
Change in cash and cash equivalents in the reporting period		(122)	478,674
Cash and cash equivalents at the beginning of the reporting period		2,517,322	2,038,648
Cash and cash equivalents at the end of the reporting period		2,517,200 =====	2,517,322 =====

Note 1 - Reconciliation of net income (expenditure) to net cash flow from operating activities

	2020 £	2019 £
Net (expenditure) / income for the reporting period (as per the statement of financial activities)	1,016,714	524,244
Depreciation charges	3,504	3,186
Interest received	(6,097)	(5,812)
Decrease/(increase) in debtors	(6,527)	(251,096)
Increase/(decrease) in creditors	(1,015,778)	201,184
Net cash provided by (used in) operating activities	(8,184)	471,706

NOTES FORMING PART OF THE FINANCIAL STATEMENTS

1. ACCOUNTING POLICIES

Basis of preparation and assessment of going concern

The financial statements of the charitable company, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

The Trustees consider that there are no material uncertainties about the Charity's ability to continue as a going concern.

Critical accounting judgements and key sources of estimation uncertainty

In the application of the Company's accounting policies, management is required to make judgements, estimates and assumptions about the carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and underlying assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Management does not consider that there are any key sources of estimation uncertainty that have a significant effect on the amounts recognised in the financial statements.

Incoming resources

Income is recognised when the charity has entitlement to the funds, any performance conditions attached to the item(s) of income have been met, it is probable that the income will be received and the amount can be measured reliably.

a) Donations and grants

Income from donations and grants, including capital grants, is included in incoming resources when these are receivable except as follows:

When donors specify that donations and grants given to the charity must be used in future accounting periods, the income is deferred until those periods.

When donors impose conditions which have to be fulfilled before the charity becomes entitled to use such income, the income is deferred and not included in incoming resources until the pre-conditions for use have been met.

When donors specify that donations and grants, including capital grants, are for particular restricted purposes, which do not amount to pre-conditions regarding entitlement, this income is included in incoming resources of restricted funds when receivable.

b) Legacies and interest receivable

These are included when receivable by the charity.

Resources expended

Resources expended are included in the statement of financial activities on an accruals basis, inclusive of any V.A.T. which cannot be recovered.

Certain expenditure is directly attributable to specific activities and has been included in those cost categories. Certain other costs which are attributable to more than one activity are apportioned across cost categories on the basis of the Directors' best estimate.

The company does not make significant grants in its own capacity but acts only in partnership with various local and national government departments and other key partners (e.g. RHS) to administer the distribution of grants to other local charities and community organisations. Distributions are made in strict accordance with the criteria set by the original funding body and are included in the charitable activities when payable.

Fund accounting

Funds held by the charity are either:

Unrestricted general funds - these are funds which can be used in accordance with the charitable objectives at the discretion of the Trustees.

Designated funds - these are funds set aside by the Trustees out of unrestricted general funds for specific future purposes or projects.

Restricted funds - these are funds that can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

Separate asset accounts are not maintained for each fund if a better return can be obtained by consolidating the assets. However, they should always be readily accessible, dependent on the fund involved.

Tangible fixed assets

Assets acquired by means of restricted capital grants for time limited projects are depreciated over the life of the project.

Depreciation is provided on other fixed assets at the following annual rates in order to write off each asset over its estimated useful life:

Computer equipment - 33 1/3% on cost

Office equipment - 20% on net book value and 33 1/3% on cost

Fixtures and fittings - 20% on net book value and 33 1/3% on cost

Investments

General investments

Investments are a form of basic financial instrument and are initially recognised at their transaction value and subsequently measured at their fair value as at the balance sheet date using the closing quoted market price. The statement of financial activities includes the net gains and losses arising on revaluation and disposals throughout the year.

The charity does not acquire put options, derivatives or other complex financial instruments.

The main form of financial risk faced by the charity is that volatility in equity markets and investment markets due to wider economic conditions, the attitude of investors to investment risk, and changes in sentiment concerning equities and within particular sectors or sub sectors.

Programme related investments

These are made directly in pursuit of the organisation's charitable purposes and further the objects of the charity. Whilst they may generate a small amount of income they are not made for those purposes and are often not on commercial terms.

They are valued at cost less impairment. The impairment is based on the Trustees perception of the recoverability of the investment.

Taxation

The company is a registered charity and as such is entitled to the exemption from tax to the extent that the income received falls within section 505 I.C.T.A. 1988 and section 256 C.G.T.A. 1992 and is applied to charitable purposes only.

Pensions

Contributions in respect of the company's defined contribution pension scheme are charged to the income and expenditure account for the year in which they are payable to the scheme.

1. NET INCOME FOR THE YEAR

The net income for the year is stated after charging

	2020	2019
	£	£
Auditors' remuneration (see note 9)	7,850	8,004
Depreciation	3,504	3,186
	11,354	11,190
	=====	=====

2. VOLUNTARY INCOME

	Revenue Grants	Total 2020	Total 2019
	£	£	£
Unrestricted			
Grants receivable / contracts			
Unrestricted grants / contracts:			
Big Local Trust – Bankers Fee	10,182	10,182	7,218
GMCVO – ‘Big Alcohol Conversation’	-	-	700
GMCVO – ‘Make Smoking History’	-	-	800
Salford Third Sector Consortium	8,000	8,000	8,000
The Booth Charities	1,500	1,500	1,500
Voluntary Sector North West – Interim Project Management	-	-	4,000
Total unrestricted voluntary income	19,682	19,682	22,218
Restricted			
Age UK Salford - Ambition for Ageing Investments Programme	76,830	76,830	82,578
Big Lottery - Big Local Trust (Little Hulton Big Local)	203,642	203,642	144,353
GMCVO – Culture Champions	6,945	6,945	-
GM H&SCP Via GMCVO - Big Alcohol Conversation	(8,565)	(8,565)	73,000
GM H&SCP Via GMCVO - Social Prescribing	-	-	23,000
GM Mental Health NHS Foundation Trust – Achieve Bolton, Salford, Trafford Recovery Fund	170,000	170,000	170,000
NHS Bolton CCG - Additional Wellbeing Matters investment (Elemental)	-	-	13,900
NHS England – GM Cancer Screening Engagement programme (Answer Cancer)	523,716	523,716	1,284
NHS Salford CCG – Covid-19 Emergency Response for Salford 4 Good Appeal	50,000	50,000	-
NHS Salford CCG – Emotional Wellbeing and Mental Health Grants	831,000	831,000	331,000
NHS Salford CCG - Social Value Alliance	-	-	500
NHS Salford CCG - Third Sector Fund grants programme	1,000,000	1,000,000	1,000,000
NHS Salford CCG - VCSE Voices Matter (Salford Together)	81,000	81,000	67,500

3. VOLUNTARY INCOME (CONTINUED)

	Revenue Grants	Total 2020	Total 2019
	£	£	£
NHS Salford CCG - Volunteer Wellbeing Champions (Salford Together – Community Assets)	120,000	120,000	120,000
NHS Salford CCG - Wellbeing Matters Programme	555,000	555,000	527,147
Salford City Council – Covid-19 Emergency Response for Salford 4 Good Appeal	50,000	50,000	-
Salford City Council - Children, Young People & Families	31,706	31,706	31,706
Salford City Council - Hate Crime grants	7,282	7,282	9,000
Salford City Council - Health and Social Care	39,810	39,810	39,810
Salford City Council - Infrastructure, Training and Development	80,737	80,737	80,737
Salford City Council - Short Break Care grants	47,183	47,183	70,000
Salford City Council - Strategic Development	85,000	85,000	85,000
Salford City Council - Volunteer Centre	28,315	28,315	28,315
Salford City Council – Volunteer Strategy	6,282	-	-
Salford City Council – Youth Justice	37,603	37,603	-
Salford 4 Good	-	-	7,949
Greater Sport - Active Ageing	24,000	24,000	-
Greater Sport – GM Moving local delivery pilot	76,166	76,166	-
The Royal Horticultural Society – Grow Well grants	15,000	15,000	15,000
Greater Manchester Health and Social Care Partnership (via NHS Oldham) - Make Smoking History (History Makers)	75,000	75,000	-
Social Enterprise UK – Buy Social Extension programme	10,000	10,000	-
Salford Royal NHS Foundation Trust – Tackling Social Inclusion	49,950	49,950	-
Total restricted voluntary income	<u>4,273,602</u>	<u>4,273,602</u>	<u>2,921,779</u>
Total voluntary income	<u>4,293,284</u> =====	<u>4,293,284</u> =====	<u>2,943,997</u> =====

4. CHARITABLE TRADING INCOME

	Unrestricted Funds	Restricted Funds	Total 2020	Total 2019
	£	£	£	£
Training fees	2,190	-	2,190	2,520
Payroll service	7,066	-	7,066	5,623
Other	19,754	-	19,754	15,858
Returned grants	-	313	313	2,461
	29,010	313	29,323	26,462

Returned grants income - £313 (Third Sector Fund), has been reallocated to future grant rounds.

5. OTHER INCOME

	Unrestricted Funds	Restricted Funds	Total 2020	Total 2019
	£	£	£	£
Mailing, photocopying and other sales	27,559	11,347	38,906	22,038
DBS Checks	37,054	-	37,054	40,174
	64,613	11,347	75,960	62,212

The associated direct costs of DBS checks amounted to £18,695 (2019 - £20,291) which is included in note 7 under Beneficiary Support Costs.

6. TOTAL INCOMING RESOURCES

	2020	2019
	£	£
Unrestricted	119,402	111,449
Restricted	4,285,262	2,927,034
	4,404,664	3,038,483

7. CHARITABLE ACTIVITIES

	Staff costs	Deprec- iation	Other Costs	Total 2020	Total 2019
	£	£	£	£	£
Information, advice and support	958,218	3,504	935,210	1,896,932	1,375,921
Grants distributed	-	-	1,419,205	1,491,205	1,137,315
	958,218	3,504	2,426,415	3,388,137	2,513,236
	=====	=====	=====	=====	=====

Other costs comprise:	2020	2018
	£	£
Grants distributed (see note 8)	1,491,205	1,137,315
Consultancy fees	6,072	1,568
Premises and equipment	77,130	91,317
Website costs	2,730	5,592
Communications, marketing and promotion	16,326	12,819
Beneficiary support, meetings and events	791,408	398,450
Staff recruitment, training and travel	22,283	19,594
Subscriptions and affiliations	2,016	2,484
Insurances	3,765	3,905
Miscellaneous	2,362	1,915
Support costs (see note 9)	11,118	11,123
Refunded grant income	-	-
Write off Investment to Salford Credit Union	-	6,999
	2,426,415	1,693,081
	=====	=====

Grants distributed

All the grants were paid to third sector groups and organisations in the Greater Manchester area and all were paid on behalf of the funders, who had requested the charity administer the funds for distribution. The charity retains a proportion of funds for management and administration costs.

The payment of grants is within the objects of the charity.

8. GRANTS DISTRIBUTED

	2020	2019
	£	£
NHS Salford CCG Third Sector Fund		
Crisis Fund	6,995	-
Grow Well Fund	21,027	7,389
Healthy Schools Fund	74,356	93,672
Healthy Schools Partnership Challenge	105,000	70,264
Impact Fund	162,292	217,162
Impact Neighbourhood Fund	97,135	-
Impact Partnership Fund	153,103	169,015
Micro Grants Neighbourhood Fund	23,565	-
Responsiveness Fund	59,982	5,000
Volunteers' Expenses Fund	11,767	21,436
Volunteers' Week Activity Fund	13,029	9,914
Wellbeing Fund	49,644	98,631
Youth Wellbeing Fund	46,597	-
Inequalities Fund	6,577	-
	<u>831,069</u>	<u>692,483</u>
Other		
Achieve, Bolton, Salford and Trafford Asset Fund grants and investments	163,884	47,264
Active Ageing investments	21,439	-
Ambition for Ageing investments	64,830	73,239
Answer Cancer Fund grants	35,000	-
Emotional Wellbeing and Mental Health grants	185,144	174,805
Hate Crime grants	6,720	8,009
Little Hulton Big Local grants and investments	44,327	52,901
Local Delivery Pilot investments	999	-
Make Smoking History grants	6,250	-
Royal Horticultural Society grants	15,000	15,000
Salford 4 Good grants	12,500	9,756
Salford CVS 'Pitch in Sixty Seconds' AGM grant	1,000	1,000
Short Break Care grants	58,082	63,358
Tackling Social Inclusion grant	44,961	-
	<u>660,136</u>	<u>445,332</u>
Restricted fund	-	-
Prior years grants not taken up		(500)
Total grants	<u>1,491,205</u>	<u>1,137,315</u>

GRANTS ANALYSIS 2019/20

Third Sector Fund

- **Crisis Fund** – 14 grants with minimum recipient £495 and maximum recipient £500, total £6,995.
- **Grow Well Fund** – 13 grants with minimum recipient £500 and maximum recipient £2,000, total £21,027.
- **Healthy Schools Fund** - 16 grants with minimum recipient £1,629 and maximum recipient £5,000, total £74,356.
- **Healthy Schools Partnership Challenge** - 8 grants with minimum recipient £10,902 and maximum recipient £15,000, total £105,000.
- **Impact Fund** - 13 grants with minimum recipient £5,600 and maximum recipient £15,000, total £162,292.
- **Impact Neighbourhood Fund** - 20 grants with minimum recipient £2,700 and maximum recipient £5,000, total £97,135.
- **Impact Partnership Fund** - 4 grants with minimum recipient £26,250 and maximum recipient £49,992, total £153,103.
- **Micro Grants Neighbourhood Fund** – 49 grants with minimum recipient £250 and maximum recipient £500, total £23,565
- **Responsiveness Fund** - 13 grants with minimum recipient £909 and maximum recipient £10,000, total £59,982.
- **Volunteers' Expenses Fund** - 18 grants with minimum recipient £176 and maximum recipient £750, total £11,767.
- **Volunteers' Week Activities Fund** – 29 grants with minimum recipient £120 and maximum recipient £500, total £13,029.
- **Wellbeing Fund** - 52 grants with minimum recipient £642 and maximum recipient £1,000, total £49,644.
- **Youth Wellbeing Fund** - 22 grants with minimum recipient £645 and maximum recipient £2,500 total £45,597.
- **Inequalities Fund** - 8 grants with minimum recipient £300 and maximum recipient £1,000 total £6,577.

Other Funds

Achieve Bolton, Salford and Trafford Asset Fund – 50 grants minimum £68, maximum £15,000, total £163,884.

Active Ageing – 13 grants minimum recipient £500, maximum recipient £2,000, total £21,439.

Ambition for Ageing - 34 grants minimum recipient £172, maximum recipient £13,467, total £64,830.

Answer Cancer Fund – 21 Grants minimum recipient £1,000, maximum recipient £2,000, total £35,000.

Emotional Wellbeing and Mental Health - 7 grants minimum recipient £8,690, maximum recipient £50,000, total £184,144.

Hate Crime grants - 14 grants with minimum recipient £230, and maximum recipient £500, total £6,720.

Little Hulton Big Local - 49 grants and investments minimum recipient £18, maximum recipient £20,000, total £44,327.

Local Delivery Pilot – 2 grants minimum recipient £499, maximum recipient £500, total £999.

Make Smoking History – 8 grants minimum recipient £250, maximum recipient £1,000, total £6,250.

Royal Horticultural Society - 8 grants minimum recipient £1,000, maximum recipient £2,000, total £15,000.

Salford 4 Good - 13 grants minimum recipient £500, maximum recipient £1,000, total £12,500.

Salford CVS (Pitch in 60 Seconds at 2019 AGM) - 1 grant of £1,000

Short Break Care - 12 grants with minimum recipient £4,012 and maximum recipient £5,000, total £58,082.

Tackling Social Inclusion – 1 grant of £44,961

9. SUPPORT COSTS

	2020	2019
	£	£
Accountancy	4,100	4,254
Audit	3,750	3,750
Bank charges	1,297	1,085
AGM expenses	1,971	2,034
	11,118	10,136
	=====	=====

10. STAFF COSTS

	2020	2019
	£	£
Staff costs comprise:		
Salaries (including redundancies)	826,444	707,427
Social security	73,725	61,703
Pension contributions	58,049	47,840
	958,218	816,970
	=====	=====

None of the Trustees received any remuneration from the charity. One of the Trustees was reimbursed a total of £137 travel expenses (2019 one trustee - £26).

Three key personnel received total emoluments of £113,975. No employee earned £60,000 per annum or more.

The average number of employees in the year calculated on a full time equivalent basis was 26.03 (2019 – 22.89).

11. TRANSFERS BETWEEN FUNDS

Some transfers between restricted funds have been made where one fund has ended and other similar projects have been undertaken. These transfers are within the scope of the restricted terms of the fund.

Certain transfers have been made from unrestricted funds where projects have had an excess of expenditure over income. See note 18 for further details.

12. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES

	Unrestricted funds	Restricted funds	Total funds 2019
	£	£	£
Incomes and expenditure			
Incoming resources:			
Voluntary income	22,218	2,921,779	2,943,997
Investment income:			
Bank and building society income	5,211	601	5,812
Income from charitable activities:			
Charitable trading	24,001	2,461	26,462
Other income	60,019	2,193	62,212
Total income	<u>111,449</u>	<u>2,927,034</u>	<u>3,038,483</u>
Resources expended:			
Charitable activities	(182,661)	(2,330,575)	(2,513,236)
Total expenditure	<u>(182,661)</u>	<u>(2,330,575)</u>	<u>(2,513,236)</u>
Net incoming / (outgoing) resources before transfers	(71,212)	596,459	525,247
Loss on unrealised investments	(1,003)	-	(1,003)
Transfers between funds	187,629	(187,629)	-
Movement in funds	115,414	408,830	524,244
Fund balance brought forward	465,595	492,547	958,142
Fund balance carried forward	<u>581,009</u>	<u>901,377</u>	<u>1,482,386</u>

13. TANGIBLE FIXED ASSETS

	Computers and other equipment	Fixtures and fittings	Total
	£	£	£
Cost			
At 1 April 2019	25,320	18,263	43,583
Additions	4,806	2,141	6,947
At 31 March 2020	30,126	20,404	50,530
Accumulated depreciation			
At 1 April 2019	19,067	15,448	34,515
Charge for the year	2,714	790	3,504
At 31 March 2020	21,781	16,238	38,019
Net book values			
At 31 March 2020	8,345	4,166	12,511
As at 31 March 2019	6,253	2,815	9,068

14. INVESTMENTS

	2020	2019
	£	£
Brown Shipley Stirling Bond Inc Fund	-	12,912
Salford Credit Union – Programme related investment	1	1
Greater Manchester Community Renewables Ltd	4,000	-
	4,001	12,913

Brown Shipley Sterling Bond Inc Fund

Investments were transferred to Salford Community and Voluntary Services in April 2015 as part of the transfer of the Pennington Bequest and are included at the transfer value. The investment was disposed of during the year. The proceeds from the investment will be utilised to support activities in 2020/21.

Salford Credit Union Investment – Programme related investment

Salford CVS made this investment as a result of the Pennington Bequest, a bequest held since 1974. This bequest came from an ex-resident of Salford who emigrated to Australia, leaving approx. £12,000 to provide an ongoing income for our organisation. The terms of

the bequest stated that the money be used for charitable purposes for the benefit of Salford people who are in need.

In 2015 an investment fund for the Pennington Bequest was closed and the proportion relating to Salford CVS, £53,115, was transferred to the direct control of Salford CVS.

In 2016 Salford CVS' Board of Trustees agreed to invest funds into a programme that would provide long-term benefit to the people of Salford and therefore saw the 'programme related investment' of £7,000 into Salford Credit Union as an ideal opportunity.

The Trustees do not expect to recover this investment and hence in 2019 it was written down to £1 in the accounts.

Greater Manchester Community Renewables Ltd (GMCR)

In 2019 Salford CVS' Board of Trustees agreed to invest £4,000 in GMCR's community shares offer to fund the installation of solar panels on schools and community buildings, helping them save money, reduce their carbon footprint, and inspire children and the community to learn about energy and climate change. The schools earmarked in this round of the community shares offer were Salford primary schools. Further information can be found here <https://www.gmcr.org.uk/wp-content/uploads/2019/06/GMCR-Share-Offer-2019.pdf>

15. DEBTORS

	2020	2019
	£	£
Other debtors	275,425	287,143
Prepayments and accrued income	95,328	77,083
	370,753	364,226
	=====	=====

16. CREDITORS – AMOUNTS FALLING DUE WITHIN ONE YEAR

	2020	2019
	£	£
Funds held as custodian trustee	89,282	84,967
Accruals and deferred income	316,083	1,336,176
	405,365	1,421,143
	=====	=====

At 31 March 2020, Salford CVS held funds as custodian trustee on behalf of 38 voluntary / not for profit organisations based in Salford (2019 - 39 organisations). Details are given in the Trustees report.

Included in deferred income are grants totalling £131,250 relating to the 2020/21 year which will be fully utilised in the next year.

(In 2018/19 it was £1,075,000 which was released in the current year).

17. ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Tangible fixed assets	Investments	Net current assets	Total
	£	£	£	£
Restricted funds:				
Income funds	-	-	1,745,523	1,745,523
	-	-	1,745,523	1,745,523
Unrestricted funds	12,511	4,001	737,065	753,577
	12,511	4,001	2,482,588	2,499,100
	=====	=====	=====	=====

18. RESTRICTED FUNDS

	Balance brought forward	- Movement in Year -		Transfers between funds received/ (paid)	Balance carried forward
	£	£	£	£	£
Income funds					
Age UK Salford – Ambition for Ageing Investments Programme	-	76,830	(64,830)	(12,000)	-
Big Lottery – Big Local Trust (Little Hulton Big Local)	8,629	203,642	(187,651)	(11,007)	13,613
GMCA – Little Hulton Big Local	-	2,500	(2,500)	-	-

Salford Community and Voluntary Services
Notes forming part of the financial statements for the year ended 31 March 2020

GMCVO – Culture Champions	-	6,945	(6,945)	-	-
GM H&SCP – via GMCVO Big Alcohol Conversation	10,540	(8,565)	(1,975)	-	-
GM Mental Health NHS Foundation Trust - Achieve Bolton, Salford, Trafford Recovery Fund	69,236	170,000	(168,475)	(18,500)	52,261
Greater Sport – Young Women & Physical Activity (LDP)	-	76,166	(15,096)	(2,500)	58,570
Greater Sport – Active Ageing	-	24,000	(21,439)	-	2,561
NHS Bolton CCG – ‘Wellbeing Matters’ additional investment (Elemental)	13,900	-	-	-	13,900
NHS England – Cancer Champions	24,700	-	-	-	24,700
NHS England – GM Cancer Screening Engagement programme (Answer Cancer)	-	523,716	(421,813)	(10,000)	91,903
NHS Oldham CCG – Make Smoking History (GMHSCP)	-	75,000	(26,626)	(13,374)	35,000
NHS Salford CCG – Dementia App	12,200	-	(2,480)	-	9,720
NHS Salford CCG – Emotional Wellbeing and Mental Health grants	126,195	831,000	(185,144)	(30,000)	742,051
NHS Salford CCG – Third Sector Fund grants programme	316,584	1,000,313	(988,983)	(100,000)	227,914
NHS Salford CCG – VCSE Voices Matter (Salford Together)	12,307	81,000	(52,604)	-	40,703
NHS Salford CCG – Volunteer Wellbeing Champions (Salford Together – Community Assets)	81,255	120,000	(104,177)	-	97,078
NHS Salford CCG – Wellbeing Matters programme	173,763	555,000	(525,084)	-	203,679
Salford City Council – Children, Young People and Families	-	31,706	(31,706)	-	-
Salford City Council – Employee Secondment costs	14,905	-	-	(14,905)	-

Salford Community and Voluntary Services
Notes forming part of the financial statements for the year ended 31 March 2020

Salford City Council – Hate Crime grants	264	7,282	(6,720)	(782)	44
Salford City Council – Health & Social Care	-	39,810	(39,810)	-	-
Salford City Council – Infrastructure, Training & Development	-	80,737	(80,737)	-	-
Salford City Council – Strategic Development	-	85,000	(85,000)	-	-
Salford City Council – Short Break Care grants	22,511	47,183	(58,083)	(8,169)	3,442
Salford City Council – Volunteer Centre	-	28,315	(28,315)	-	-
Salford City Council – Volunteer Strategy	-	6,282	-	-	6,282
Salford City Council – Youth Justice	-	37,603	(36,616)	-	987
Salford Community Leisure – Little Hulton Big Local	-	3,000	-	-	3,000
Salford 4 Good – Covid-19 Emergency Response Fund	-	101,861	-	-	101,861
Salford 4 Good (fundraising income)	12,810	1,646	(13,565)	-	891
Salford Royal Hospitals Foundation Trust – Tackling Social Inclusion	-	49,950	(44,961)	-	4,989
Social Enterprise UK – Buy Social Extension project	-	10,000	(1,000)	-	9,000
Royal Horticultural Society – Grow Well match funding	-	15,000	(15,000)	-	-
Volunteers’ Expenses Fund	1,578	-	(204)	-	1,374
Wharton Primary School – Little Hulton Big Local	-	2,340	(2,340)	-	-
Total restricted funds	901,377	4,285,262	(3,219,879)	(221,237)	1,745,523

TRANSFERS

Where the transfer is an expense to unrestricted funds it represents a recharge of central costs as allowed for under the funding agreement. Where the transfer is received from unrestricted funds it is to cover a shortfall on restricted funding.

DETAILS OF RESTRICTED FUNDS

Area of work	Funder	Description of the work
Active Ageing	Greater Sport -via Inspiring Communities Together	Salford CVS administers this small investments money on behalf of local charity Inspiring Communities Together as part of their Active Ageing project.
Ambition for Ageing Investments programme	Age UK Salford	Salford CVS continued to work in partnership with Age UK Salford (lead partner) and Inspiring Communities Together to deliver a programme of work to enable older people's voices to be influential and ensure communities become more age friendly. Salford CVS's role was to administer an investment programme which put older people at the heart of designing the places they want to live in order to improve their wellbeing and environment. This funding comes from the GM Ambition for Ageing programme, administered by GMCVO and funded by The Big Lottery. This funding came to an end on 31.03.2020
Little Hulton Big Local	Big Lottery - Big Local Trust	Salford CVS is acting as the Local Trusted Organisation (LTO) for Little Hulton Big Local (LHBL), providing financial management, coordination and project management support to ensure the effective implementation of the Big Local Plan objectives. This includes employing LHBL's three paid staff.
GM Big Alcohol Conversation	GMCVO (GM Health & Social Care Partnership)	10GM (of which Salford CVS is a member) and GMCVO jointly bid to GMHSCP to deliver a piece of community engagement work around their Big Alcohol Conversation campaign. GMCVO agreed to be the accountable body for this work. Salford CVS, on behalf of 10GM, ran a small investments fund to support the Big Alcohol Conversation across GM in 2018/19 which continued into 2019/20.
GM Social Prescribing research	GMCVO (GM Health & Social Care Partnership)	Salford CVS are members of the GM VCSE Leadership Group, who have an MoU with the GM Health & Social Care Partnership (GMHSCP).

		GMCVO are the accountable body for this work. In 2018/19 Salford CVS undertook a piece of work for the Leadership Group to map social prescribing across Greater Manchester, enlisting the support of the University of Salford to complete this research and produce a report, the recommendations of which were endorsed by the Leadership Group and by GMHSCP's lead for social prescribing
Culture Champions	GMCVO	To develop age-friendly volunteering and engagement in cultural activities in Salford as part of the GM Ambition for Ageing programme
Achieve Bolton, Salford and Trafford Recovery Fund	Greater Manchester Mental Health NHS Foundation Trust	Grants and Investments scheme to support people in recovery from drug and alcohol use. Salford CVS operate this scheme on behalf of 10GM, across the local authority areas of Bolton, Salford and Trafford.
Local Delivery pilot – physical activity	Greater Sport	Salford CVS is working in partnership with Salford City Council and Salford Community Leisure to deliver the Salford local pilot work around physical activity on behalf of GM Moving and Sport England. Our focus is on improving levels of physical activity amongst girls and young women in Salford via providing development support and small grants to local VCSE groups.
'Wellbeing Matters' additional data management support	Bolton CCG (GM Health & Social Care Partnership)	Contribution to the Elemental Data Management System, supporting the Wellbeing Matters programme to link directly to general practice. This money is reserved for adapting Elemental to bring practices that use the 'Vision' CRM on stream.
GM Cancer Champions	NHS England	Cancer Champions is a movement bringing local people and organisations together to help prevent cancer across Greater Manchester. Voluntary Sector North West (VSNW) are the lead delivery partner for this work. Salford CVS' role is to manage the investment as instructed by VSNW.
Answer Cancer: Greater Manchester Cancer Screening Engagement Programme	NHS England (GM Health & Social Care Partnership)	Answer Cancer is a Voluntary, Community & Social Enterprise (VCSE) sector-led response to cancer in Greater Manchester. This initiative is a partnership of four VCSE organisations: Salford CVS (accountable body) - on behalf of 10GM - VSNW, BHA for Equality, and Unique Improvements Using grants, investments, engagement and training with identified communities, Answer Cancer aims to

		increase cancer screening rates in GM, especially within communities where take-up is currently low.
'The Salford Way' Dementia App	NHS Salford CCG	To continue to develop an application for mobile (smart) phones to enable people experiencing the onset of or living with dementia, their carers', family and friends to access an easy to use smartphone app where they can find out about local Salford services that are dementia friendly (e.g. shops, taxi firms, dentists, chiropodists, hairdressers, etc.) at the touch of a button.
Emotional Wellbeing and Mental Health grants	NHS Salford CCG	This grants scheme is designed to fund a range of projects aimed at improving and sustaining the mental health of Salford residents and helping to achieve the targets set out in the 5 Year Forward View for Mental Health and the city's new Living Well mental health approach.
Third Sector Fund grants programme	NHS Salford CCG	Salford CVS continue to design, manage and administer this grants fund on behalf of NHS Salford CCG. The aim of the fund is to invest in VCSE organisations and primary schools in Salford in order to help improve the health and wellbeing of Salford residents.
VCSE Voices Matter	NHS Salford CCG (Salford Together)	This work focuses on delivering the Memorandum of Understanding between the partners of Salford Together (integrated health and care) and Salford CVS and the wider VCSE sector. Key elements include sector voice and representation at key partnership board and forums across the city and within the 5 health neighbourhoods.
Volunteer Wellbeing Champions programme	NHS Salford CCG (Salford Together)	The Volunteer Wellbeing Champions programme is delivered by Salford CVS as part of the Community Assets workstream of Salford Together, led by local charity Inspiring Communities Together.
'Wellbeing Matters' PCCA programme	NHS Salford CCG (GM H&SCP Transformation Funding)	This VCSE-led programme of work commenced in April 2018 and is funded by GMHSCP until June 2020. The programme takes Person and Community-Centred Approaches (PCCA) to health and wellbeing, helping transform how we deliver population health benefits in Salford. Salford CVS are the accountable body and lead partner for the Wellbeing Matters programme, which incorporates interdependent workstreams around social

		prescribing, volunteering, capacity-building the VCSE ecosystem and social value. The programme is delivered in partnership with Salford Third Sector Consortium.
Make Smoking History	NHS Oldham CCG (GMHSCP)	A programme of work to recruit 'History Makers' to support making smoking history across GM. History Makers are, in essence, community champions who want to help reduce smoking in their communities. The programme also involves encouraging smoke-free places and events across Greater Manchester
Children, Young People and Families (CYPF)	Salford City Council	Funded by Salford City Council, this CYPF work brings together VCSE organisations working with children, young people and families in Salford. It provides broad-ranging representation of the interests and views of the VCSE sector to relevant strategic partnerships. Also includes child safeguarding.
Hate Crime grants	Salford City Council	Salford CVS administer these grants on behalf of Salford City Council as part of Greater Manchester's work to tackle hate crime across the city-region. The aim of the fund is to support Salford VCSE activities during Hate Crime week.
Health & Social Care	Salford City Council	Funded jointly by Salford City Council and NHS Salford CCG to enable CVS to undertake development work in support of key health and social care issues, including carers support, obesity, mental health, dementia and personalisation. Also includes adult safeguarding.
Infrastructure, Training and Development (incl. 1-2-1 and group support)	Salford City Council	Funded by Salford City Council to enable Salford CVS to help develop and improve the VCSE sector in Salford by providing training sessions; information, advice and guidance; and 1-2-1 group support. This includes topic areas such as legal structures, business planning, governance, fundraising, funding bids, access to digital, social investment, tendering, social value and demonstrating impact, equalities, comms, engagement and marketing, co-production, and much more.
Social Value	Salford City Council	Salford CVS continues to support the cross-partnership Social Value programme in Salford by facilitating and administrating the Salford Social

		Value Alliance. This included organising, administering and chairing core group and large alliance meetings; and maintaining the Salford Social Value website.
Strategic Development	Salford City Council	<p>Funded by Salford City Council to support the VCSE sector to be engaged and involved in all aspects of strategic city partnership work, ensuring they understand, actively contribute to and influence key partnership areas of work. Includes organising and facilitating sector representation on all key partnership boards in the city.</p> <p>Also supporting and enabling the VCSE sector to operate effectively within the Salford social, economic and political environment. Involves operating a robust programme for voice and influence, including organising various themed VOCAL Forums and strategic workshops on a regular basis and an annual VCSE conference.</p> <p>Strategic comms is also a key area of work, including ensuring Salford's VCSE sector are informed and engaged in relevant developments at city-region and national levels.</p>
Short Break Care grants	Salford City Council	Salford CVS administer these grants on behalf of Salford City Council. The aim is to promote innovation and development in the provision of group-based short break care for children with disabilities in Salford.
Salford Volunteer Centre	Salford City Council	<p>Part-funded by Salford City Council to support volunteering development, good practice and brokerage services in Salford – by the city's only accredited Volunteer Centre. This includes supporting the delivery of the Salford Volunteering Strategy, operating a bespoke volunteering portal for the city and organising the prestigious annual Heart of Salford volunteering awards.</p> <p>Also funded by Salford CVS reserves and income generation activities.</p>
Little Hulton Big Local – youth provision	Salford Community Leisure	Contribution to the cost of Youth Development Work in Little Hulton.

Salford4Good	Income Generation (fundraising)	Salford 4 Good is a partnership between 5 Salford community based organisations who have combined their expertise to make it easier for individuals and businesses to give time, skills, money and resources to local good causes. Salford CVS is the accountable body.
Salford4Good Covid-19 Emergency appeal		Grant income from NHS Salford CCG, Salford City Council and appeal funds to support the VCSE sector's emergency response to Covid-19 in Salford.
RHS for Grow Well Fund	Royal Horticultural Society	Contribution to the Grow Well grants fund, providing match to the Third Sector Fund grants programme
Volunteers' Expenses Fund		Restricted investment income from the Pennington Bequest to enable volunteering in the city of Salford.
Little Hulton Big Local	Wharton Primary School	Contribution to the cost of Youth Development Work in Little Hulton

19. UNRESTRICTED FUNDS

	Balance brought forward	- Movement in Year -		Transfers between funds			Balance carried forward
		In	Out	Restricted funds	Utilised or released in year	Provided in year	
	£	£	£	£	£	£	£
General reserve	298,558	119,589	(161,640)	221,237	22,018	(172,172)	327,590
Designated							
Redundancy reserve	108,204	-	-	-	-	52,796	161,000
Emergency Response activities	4,000	-	(750)	-	-	12,000	15,250
Volunteer Centre Salford	20,247	-	-	-	(11,882)	-	8,365
Research & Development	20,000	-	-	-	-	-	20,000
State of the VCSE Sector Report	5,000	-	-	-	-	-	5,000
IT Improvements	15,000	-	(672)	-	-	-	14,328
Internal Building Improvements	20,000	-	(402)	-	-	-	19,598
Office Furniture and Equipment	10,000	-	(4,794)	-	-	5,000	10,206
VCSE Campaigns and Alliances	12,000	-	-	-	(4,376)	12,376	20,000
Compliance	28,000	-	-	-	(5,760)	-	22,240
10GM Joint Venture	-	-	-	-	-	25,000	25,000
Hub Refurbishment	-	-	-	-	-	8,000	8,000
Digital Developments	-	-	-	-	-	25,000	25,000
Covid-19 Adaptations	-	-	-	-	-	20,000	20,000
Equalities Training	-	-	-	-	-	12,000	12,000
Staffing Contingency	40,000	-	-	-	-	-	40,000
	581,009	119,589	(168,258)	221,237	-	-	753,577

DESIGNATED FUNDS

The Trustees agreed that provision should be made to earmark part of general funds to specific projects or reserves.

Redundancy Reserve – to provide for the cost of redundancy should the organisation have to close in the year.

Emergency Response activities – to provide for the cost of providing emergency response support, including recruitment and management of volunteers, cost of activities and equipment, etc.

Volunteer Centre Salford – to support the unfunded delivery of services in the Volunteer Centre.

Research and Development – to support costs of internal capacity building and independent research and development as required by the organisation.

State of the VCSE Sector Report – to provide for the cost of the 2020/21 Salford State of the VCSE Sector research work and for printing of reports.

IT Improvements – to provide for the cost of replacing / updating Salford CVS' IT infrastructure.

Internal Building Improvements – to provide for the cost of replacing fixtures and fittings and providing enhanced welfare facilities to staff.

Office Furniture and Equipment – to provide for the cost of replacing / updating office furniture and equipment.

VSCE Campaigns and Alliances – to support campaigning and frontline activity in Salford – e.g. our work as part of the Living Wage City action group.

Compliance – to provide for the cost of additional resources required to maintain compliance with GDPR, Health & Safety and HR.

10GM Joint Venture – to provide for the cost of Salford CVS's contribution to the start-up and initial development of this new venture, including a contribution to forming a new limited company and staffing costs.

Hub Refurbishment – to provide for the cost of refurbishing the Hub offices that Salford CVS manage.

Digital Developments – to provide for the cost of developing and implementing digital enhancements, particularly in terms of delivering some of our services online.

Covid-19 Adaptations – to provide for the cost of providing safety equipment / consumables and office alterations so we can ensure our workplaces are 'Covid-secure'

Equality Training – to provide for the cost of equality training for the whole staff team.

Staffing Contingency – to provide for the cost of covering staff absence.

20. Contingent liabilities

There were no contingent liabilities of a material amount for which provision has not been made in the accounts.

21. Commitments

Capital commitments

There were no capital commitments at 31 March 2020 (2019 - £Nil).

Operating Lease Commitment

At 31 March 2020 the charity had an operating lease commitment in respect of plant and machinery of £3,700 which expire within 2-5 years. It also had an annual lease for property rental of £9,200 p.a. plus service charge of £4,800.

Pension commitments

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in independently administered funds. The pension cost charge represents contributions payable by the company to the funds and amounted to £58,049 (2019 - £47,840). The amount due to the pension fund at the year-end was £nil (2019 - £nil).

22. Related-party transactions

Salford Community and Voluntary Services provide management and administrative support to Salford Third Sector Consortium on behalf of the Trustees of that organisation.

During the year, Salford Community and Voluntary Services re-charged Salford Third Sector Consortium £8,000 for this 'hub support'. This amount was included within voluntary income under unrestricted grants / contracts.

All the above transactions took place on an arms-length basis.

OUR QUALITY MARKS



NAVCA
Quality
Award



CAMPAIGNS WE SUPPORT



WE ARE MEMBERS OF



navca
local focus national voice



Greater Manchester
Chamber of Commerce



The Business Group
Doing business in Salford



A joint venture to support
the local VCSE sector
in the ten boroughs of
Greater Manchester



Social Enterprise UK
Certified Member

GMCVO

Member



INSPIRING
FINANCIAL
LEADERSHIP

THANK YOU TO OUR FUNDERS

Salford City Council



Clinical Commissioning Group

Greater
Manchester
Health and
Social Care
Partnership



ambition
For
ageing



Greater Manchester
Mental Health
NHS Foundation Trust

Greater Manchester
Moving > < < <

GMCA

GREAT
MANCHESTER
COMBINED
AUTHORITY



Social
Enterprise UK

Local Trust | Big Local

SALFORD
TOGETHER
HEALTH & SOCIAL CARE WORKING
WITH YOU AND YOUR COMMUNITY

NHS
Salford Royal
NHS Foundation Trust



RHS
Inspiring everyone to grow

NHS
England



THANK YOU TO OUR STAFF, TRUSTEES AND VOLUNTEERS

Staff (at 31/03/2020)

Alison Page – Chief Executive
Kirsten Robinson – Deputy Chief Executive
Rachel Jones – Director of Delivery
Bruce Poole - Salford Together VCSE Partnerships Lead
Marie Wilson – Strategic Lead
Wendy Ryan - Programme Manager (Wellbeing Matters)
Jessica Pathak – Programme Manager (Answer Cancer)
Michelle Warburton - Voice and Influence Manager
Anne-Marie Marshall – Services Manager
Jeremy Engineer – Development Worker
Lesmond Taylor – Development Worker
Deb Drinkwater - Development Worker
Claire Roberts – Volunteer Centre Coordinator
Grace Kennedy – Volunteer Centre Assistant
Michael Carroll – Volunteering Development Worker
Beatty Osborne – Volunteering Development Worker
Matt Bell - Volunteering Development Worker
Ashley Chapman – Volunteering Development Worker
Gill Bruder – Office Manager and PA to the Chief Executive
Louise Sheridan – Administrator (Grants and Investments)
Sharon Boswell – Administrator (Membership Services)
Helen Johnson – Administrator (Meetings and Events)
Becky Roberts – Communications and Information Worker
Samantha Hill – Finance Assistant
Cathrine Lee – Grants Administrator
Simon Robinson – Grants Manager

Hannah Barton - Impact and Evaluation Worker
Anna Horton - Healthy Schools Development Worker
Lydia Wright – Youth Justice Worker
Claire Benson – Development Worker (Girls and Young Women)
Alison Jones – Little Hulton Big Local Development Manager
Susan Owen – Little Hulton Big Local Community Organiser
Mandy Lee - Little Hulton Big Local Youth Development Worker

Trustees

Chris Fox
John Phillips
Janice Lowndes
Grace Dyke
Ray Mashiter
Ged Devlin
Dr Kevin Kane
Dr Jennifer Rouse
Barbara Bentham

Council Ambassadors

Cllr Laura Edwards
Cllr Sophia Linden

Volunteers

Greg McHugh
Peter Shepherd
Everyone who is part of the Volunteer Wellbeing Champions team
All of the Emergency Response volunteers

CONTACT US



0161 787 7795



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**@SalfordCVS on Twitter,
Facebook, Instagram and
YouTube**



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200 YEARS OF SOCIAL ACTION

