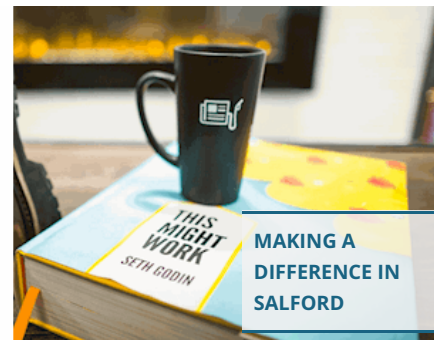


Salford CVS have been running a 12 month Social Value Development programme with Salford voluntary community and social enterprise (VCSE) organisations to help them understand their Social Value.

Social Value is the difference that ethical organisations with positive values can make to society, the environment and the economy because of the way they do business.

Salford CVS think VCSE organisations are in a unique position to deliver personalized wellbeing improvements, reduce demand on services and create community resilience. Understanding and measuring their Social Value will help everybody understand the contribution that they make to society.



**1** **59** Salford VCSE organisations were provided with tailored Social Value advice by the Social Value Development Worker.

**154** individual guidance and advice sessions were undertaken on subjects ranging from simple survey techniques and outcome monitoring to writing social impact reports and social return on investment.

**2** **229** people from **126** organisations have benefited from a wide range of Social Value training courses.

**39** organisations received Social Audit Network 'social accounting' training.

**18** organisations were trained to use the innovative One Page Social Impact Reporting tool (from Intentionality).

**3** **10%** more organisations had clear Vision, Mission, Aims and Objectives

**35%** more organisations consulted with stakeholders

**40%** more organisations understand and measure their outputs

**17%** more organisations understand and measure their outcomes

**11%** more organisations understand and measure their impacts

**4** **The 121 support and training has... "Helped us to frame the work we are doing in a way that demonstrates the wider impact - it builds on the work we were already doing to improve our reporting processes."**

**5** **82%** of organisations agreed that the 121 support and training had helped their organisation to explain its Social Value to a funder or other important stakeholder.

**100%** of organisations agreed that the 121 support and training had helped their organisation to improve its understanding of Social Value.

**6** **3** Salford VCSE organisations gained new contracts after making successful tender applications with support from the Social Value Development Worker to answer the 'Social Value question'.

**7** **"The training and bespoke support has been integral to our understanding and application of measuring our Social Value. Without this we would not be progressing with our social accounting journey in the same way. We truly value the help Salford CVS is giving us and hope to see an improvement in our dialogue with stakeholders, improvements in our quality and increasing income from donors as a result of producing our accounts."**

**8** Salford CVS supported a local social enterprise healthy eating programme to develop their outcome monitoring by using the One Page Social Impact Report. They submitted an evaluation to Salford CCG which was **"extremely well received"** and the evaluation method used was seen as an **"example of good practice for others to follow"**.

**9** Further investment in this type of support will enable VCSE and other small providers to respond with evidence based approaches to public funders' requirements to access innovative localised services which build community resilience, manage demand and demonstrate value for money.

Salford CVS is the citywide infrastructure organisation for voluntary community and social enterprise providing specialist advice development support and opportunities for influence and collaboration.

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