

# Recommendations - Our Ask

## We are many Involve us

Involve the sector consistently in consultation and decision-making, both in the early stages of strategic planning and throughout the development of service delivery (co-design). Recognise the role the sector plays across all aspects of delivery throughout our diverse city. Ensure appropriate involvement and representation at senior level.

“Here we can at least have a conversation; Salford is really special in that regard”

## We are a key contributor to the local economy and employment Strategically invest in us

Investing properly in the sector will help us to provide innovative solutions to local needs, including addressing deprivation alongside building capacity and resilience within our communities. Implementing a long term investment strategy that includes an appropriate use of grants, the resourcing of community buildings and funding to support large scale delivery will enable the VCSE sector to continue to significantly contribute to Salford (and Greater Manchester). Combine this with positive commissioning approaches, for example commissioning at rates that enable VCSE organisations to pay their staff the accredited Living Wage, helping to ensure good employment practices to tackle in-work poverty.

“Cuts in local authority and NHS funding and increases in costs due to the rise in the living wage are difficult especially when we’re not getting sufficient increases in costs from purchasers. This creates difficulties in employing suitable staff due to the low wages but the high levels of responsibility.”

## Partnership Working is important Collaborate with us

Embrace alliances and partnerships with the VCSE sector to help ensure successful delivery of initiatives. Create transformational operational alliances between public agencies and VCSE organisations. Support and encourage VCSE organisations to work together to pool expertise and knowledge. Embed social value into commissioning practices and provide timescales that enable and encourage proactive organic engagement with the sector.

“I think one of the main things is that CVS is now the nucleus of the third sector in Salford and the ability to meet up regularly is so important; if these relationships hadn’t been facilitated by the CVS we wouldn’t have these contacts”

## Volunteering is an asset Value It

To enable further growth in Salford’s volunteer workforce we need to continue to value the contribution that individual residents make to their communities. Volunteers are vital to the life of our city and lie at the core of community cohesion and resilience. Providing support for the recognition, coordination and development of volunteers delivers significant and long-term return on investment in monetary terms as well as improving the wellbeing of Salford residents.

“We could do more if we had a volunteer coordinator. We could recruit more volunteers .....individuals have gone on to get jobs so we do have to recruit regularly and provide more development opportunities. Recruiting, advertising, induction and support is very labour intensive”

For more information about the VCSE Sector in Salford please contact Salford CVS on  
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# State of the VCSE Sector 2017 - Salford

## Introduction

The State of the VCSE Sector 2017 report is the result of a Greater Manchester wide partnership, led by Salford CVS, building on previous research we conducted in Salford in 2010 and then across Greater Manchester in 2013.

The key objective of the research was to provide a comprehensive overview of the Voluntary, Community and Social Enterprise (VCSE\*) Sector both within the city of Salford and Greater Manchester as a whole.

The research was undertaken by the Centre for Regional Economic and Social Research (CRESR) at Sheffield Hallam University on behalf of a partnership comprising 10GM\*\* and GMCVO\*\*\*

The research involved a web-based survey of organisations alongside specific focus groups that were hosted by Salford CVS and then analysed by CRESR.

To read the full report and methodology please visit:

[www.salfordcvcs.co.uk/StateoftheSector2017](http://www.salfordcvcs.co.uk/StateoftheSector2017)

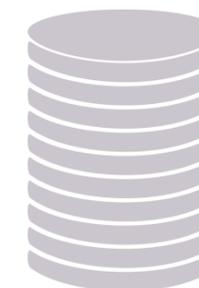
\*When we talk about the VCSE Sector we mean voluntary organisations, community groups, the community work of faith groups, and those social enterprises and community interest companies where there is a wider accountability to the public via a board of trustees or a membership and profits will be reinvested in their social purpose.

\*\*10GM is a joint venture between Greater Manchester Voluntary Sector infrastructure organisations, including Salford CVS. It represents a combined membership of thousands of local voluntary, community and social enterprise organisations.

\*\*\*GMCVO (Greater Manchester Centre for Voluntary Organisation) is a voluntary sector support organisation covering the city-region of Greater Manchester.

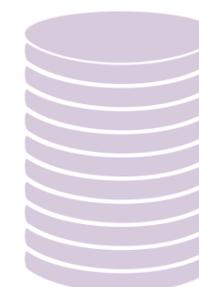


The VCSE sector in Salford made 2.4 million interventions last year to benefit local citizens



The total income of the VCSE sector in Salford in 2014/15 was £165 million

The VCSE sector employs 5,300 people  
(3,500 full-time equivalent paid staff)



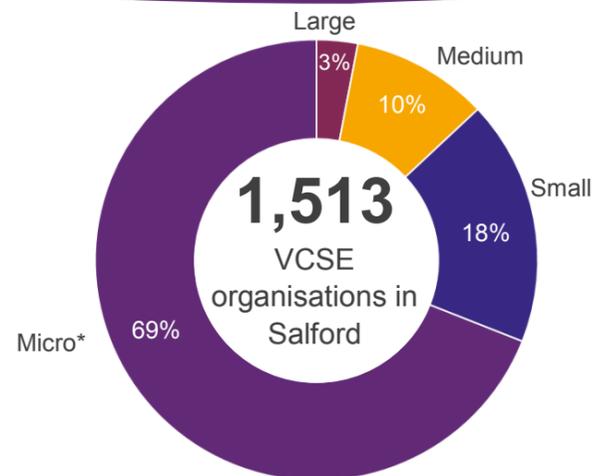
Staff from Salford VCSE organisations contribute £111.2 million to the local economy

# Key Findings

## We are many

The VCSE sector across Salford is sizeable and reaches across the diverse local population of Salford. We understand our local communities and can help drive people powered change, harness social action and bridge the gap between public services and the people they serve.

As a sector we can devise, develop and deliver solutions to some of the most challenging problems faced by Salford and within Greater Manchester. 52% of our survey respondents are already exploring how to adapt their services to meet changing need.



**14%** of organisations identify as social enterprises

## Volunteering is an asset

Whilst the headline figure is positive, with more Salford residents volunteering than ever before, the number of actual hours volunteered has decreased since 2013.

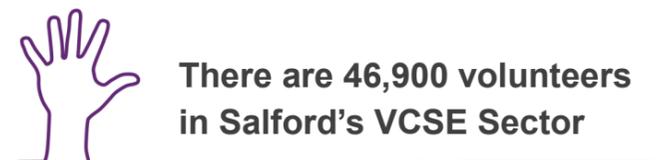
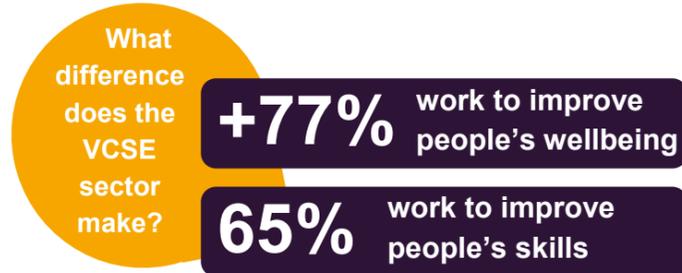
The potential reasons for this include:

The impact of austerity affecting people's ability to volunteer, including benefit reforms which can limit the time available for claimants to volunteer.

The growth of employability focused placements.

The loss of funding for volunteer coordination posts. This has limited VCSE organisations' ability to provide ongoing support and training for those that might volunteer the most hours but who also need the most 1-2-1 support.

An increase in the number of unpaid carers, where their caring responsibilities reduce their ability to volunteer.



"Because of the cuts people have lost their job security which has impacted on us. Because that obviously takes priority for them and we're losing local people who came to support us."

"We've had people come through that route (employability route through DWP) on an eight week placement. It's a real balancing act as although we want to support people they do have a knock-on effect on our service and dealing with that is a challenge."

\*Organisation size is defined by organisational income: Micro (under £10k), Small (£10k - £100k), Medium (£100k - £1m), Large (more than £1m)

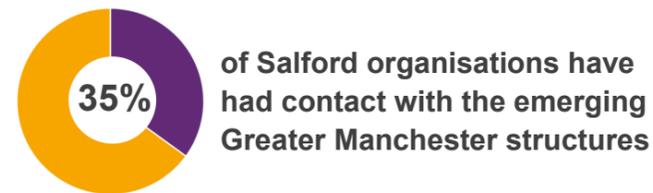
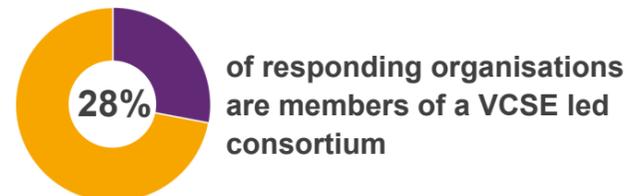
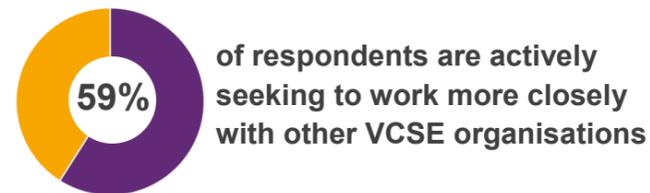
# Key Findings

## Partnership working is Important

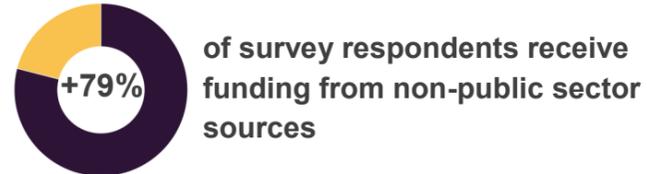
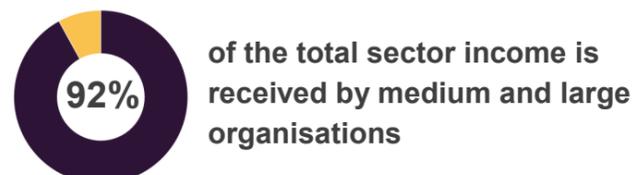
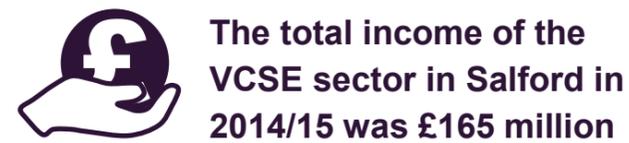
Partnership working is key to the VCSE sector. Our research shows that the majority of organisations are already in frequent contact or partnership with at least one other VCSE organisation.

Significantly, 28% of responding organisations are members of a VCSE led consortium.

Whilst relationships between partners across the sectors are generally positive in Salford, there is still work to do both in terms of further collaboration with the private sector and also with regards to engaging with the emerging Greater Manchester Devolution structures.



"It's taken us 20, 25, 30 yrs to get Salford anywhere near fit for purpose re how it works with the voluntary sector...with Devo Manc we're back to ground zero...it's a cultural shift that's happened here...and now we have had to start all over again with Devo Manc"



## We are a key contributor to the local economy and employment

The VCSE sector in Salford plays a key role in the local economy, both as an employer but also in its work tackling poverty and inequalities. However, the inconsistent flow of income over the past three years has placed significant pressure on the sector at a time when demand is significantly increasing.

This picture is most stark in the sustainability of medium sized organisations (£100k to £1 million income p.a.). 71% of these organisations reported increasing their expenditure but only 41% had increased their income in the comparable period. Reasons fed back during the qualitative aspect of the research included rising staff costs and a growing demand on services, combined with significant funding cuts.

"There is an increased need to generate our own income as there are less grant funding / suitable opportunities available alongside rising demand - i.e. more and more families needing our support due to the poor economy / benefit reforms."