

Sustainability

1,2,3...

4

Sophie Michelena Locality



locality

the power of community

We have over 600 members, transforming lives in communities right across the country

Members Map



“Locality supports local community organisations to unlock the power in their community to create a fairer society.



Why Locality?

**We believe in the power of
community to create a
fairer society.**

Bradford are part of a
programme....

KEEP
IT
LOCAL

LLOYDS BANK FOUNDATION

England & Wales



1. TAKE A PLACE-BASED APPROACH

Rather than commissioning individual services in isolation, we will seek to co-ordinate services and utilise local assets to support the 'whole person'

2. MAXIMISE LOCAL SOCIAL VALUE

We will use social value legislation ambitiously and effectively to ensure maximum local social value and harness the particular benefits that local organisations can bring

3. BUILD COMMUNITY CAPACITY

We will proactively support the development of a thriving network of innovative and sustainable local providers, who have the capacity to deliver high-quality services

4. BREAK UP BIG CONTRACTS

We will help level the playing field for local providers by reviewing the scale of contracts and ensuring our starting point is that contracts are broken into the smallest lots possible

5. INVOLVE LOCAL PEOPLE

We will work with local people as partners, rather than seeing them as recipients, using co-design to combine the experience of the user with the expertise of the professional to create more effective services.



AIM

To get you as prepared as possible for a sustainable future which is not reliant on grants.

GROW
CHANGE OR
DIE

Partnerships
!!!

4 Ways to Sustainability

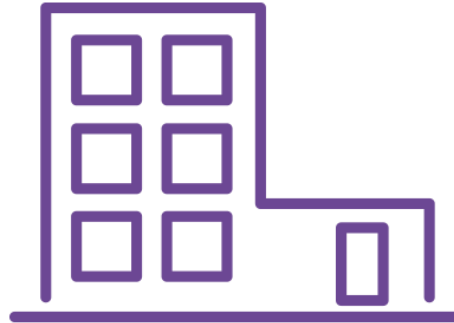
- Assets
- Enterprise
- Contracts (public agencies)
- Services (direct to individuals)



Task 1

**Work out your
current %
earned / unrestricted
income**

ASSETS



WHY IS COMMUNITY OWNERSHIP OF ASSETS IMPORTANT?.....



Protecting valued local spaces



Effective local partnerships with citizens, communities and the public sector



Strong and sustainable community organisations



Maintaining local services and maximising social value



Bringing places together



A vibrant local economy

Generate Local Wealth



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Pride in Place

The character of a place is found in the distinctive qualities of its landscape, cultures, and built environment.



**Welcome to Bradford Trident, the
community anchor for Little Horton
and southern Bradford.**

Little Horton and surrounding area is emerging as a great place to work, to grow and to live. As a community



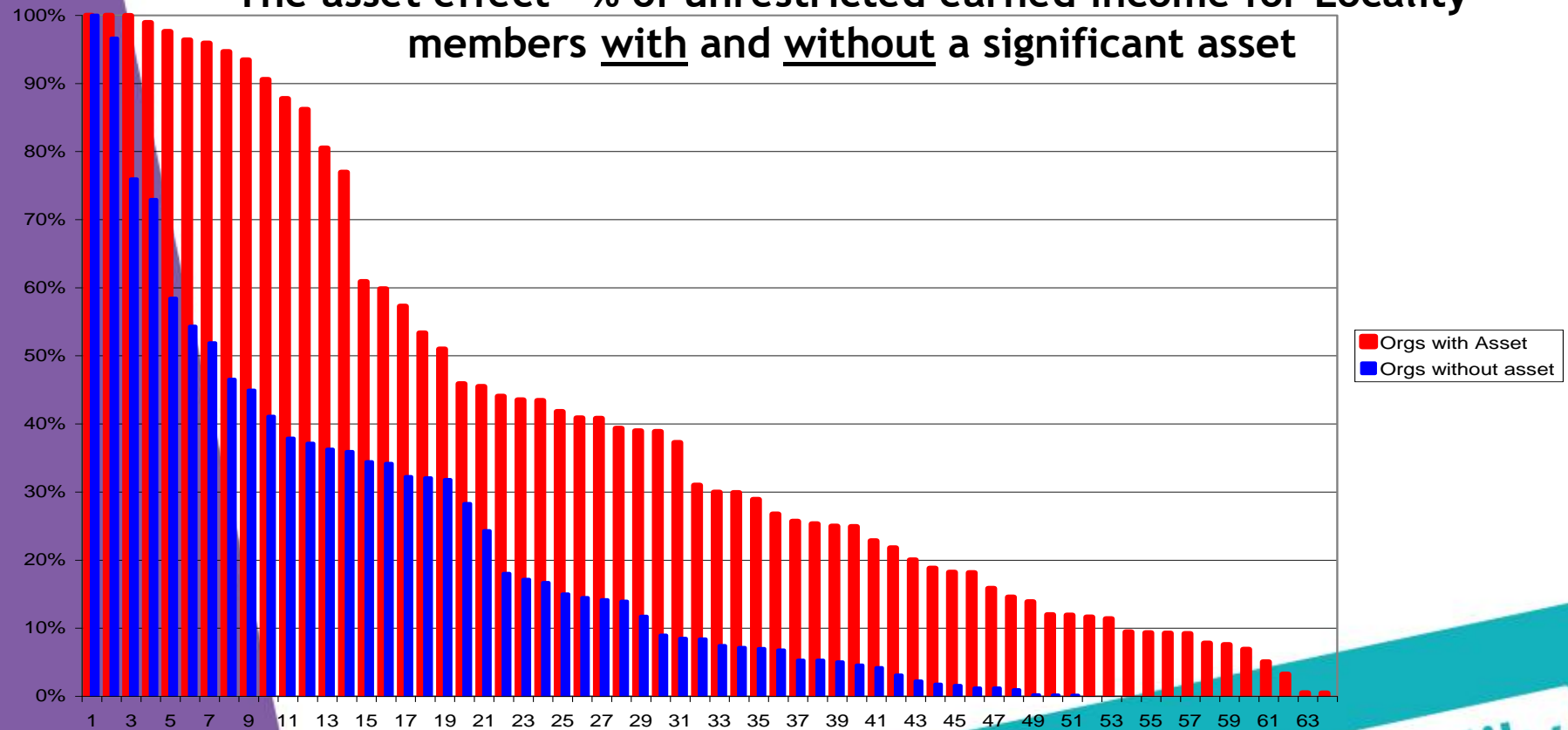
love Lydgate

Communities taking responsibility - empowerment



Financial Independence (1/2)

The asset effect - % of unrestricted earned income for Locality members with and without a significant asset

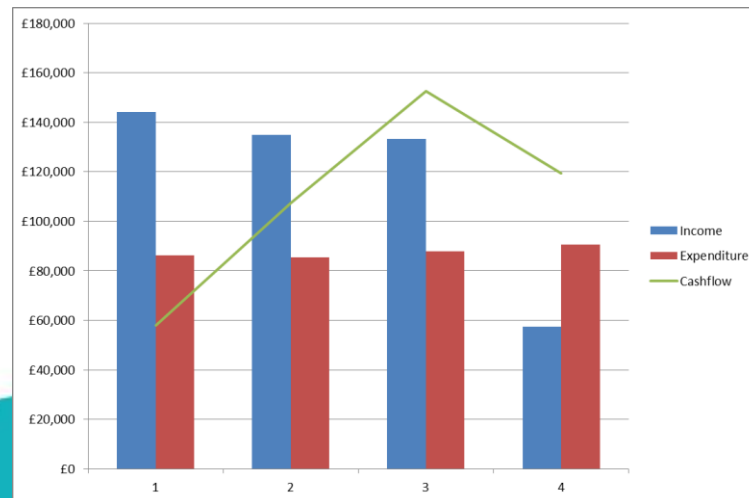
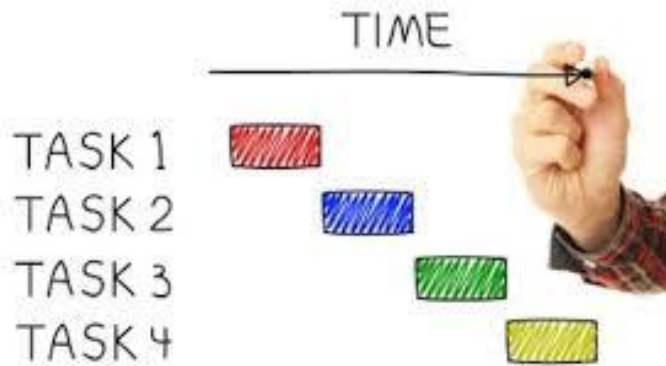


Financial Independence (2/2)

More profitability & More Risk...

→ Importance of Risk Management
and effective planning

Do your homework: building & business case



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Task 2

1. Discuss in pairs how you use your physical assets to generate earned income (or could use if you haven't got one yet)
2. Then write down 1 or 2 things you can tweak/evolve into to help sustainability

ENTERPRISE

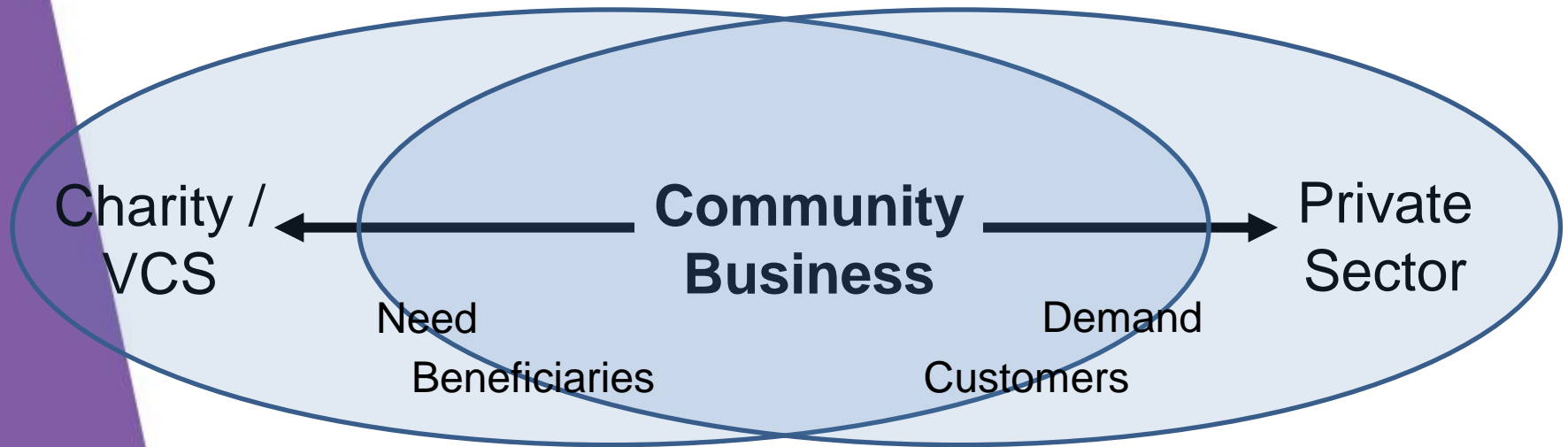


Dual challenge for Community Business in disadvantaged areas

1. Serving community need rather than commercial demand
2. Operating in disadvantaged areas - with market failure and abandonment

If it's easy why isn't someone doing it already?

A marriage made in heaven or an irreconcilable difference?



What broad strategies/ approaches can you think of that will help community businesses working in disadvantaged areas?

e.g. Keeping costs low



Task 3

1. In groups discuss the community business ideas on your sheet, focussing upon what strategies you could employ to create a resilient business model
2. What action can you note for your own organisation?

CONTRACTS



**Who runs a public service contract?
What is it (if you don't mind telling us)**



YOR TENDER



Who has a Yor Tender account?
Who is (regularly) on Yor Tender?



Couple of opportunities to flag

Daytime Activity TBA

Nursing and Residential TBA

Innovation Funding user-led orgs

Intergenerational work

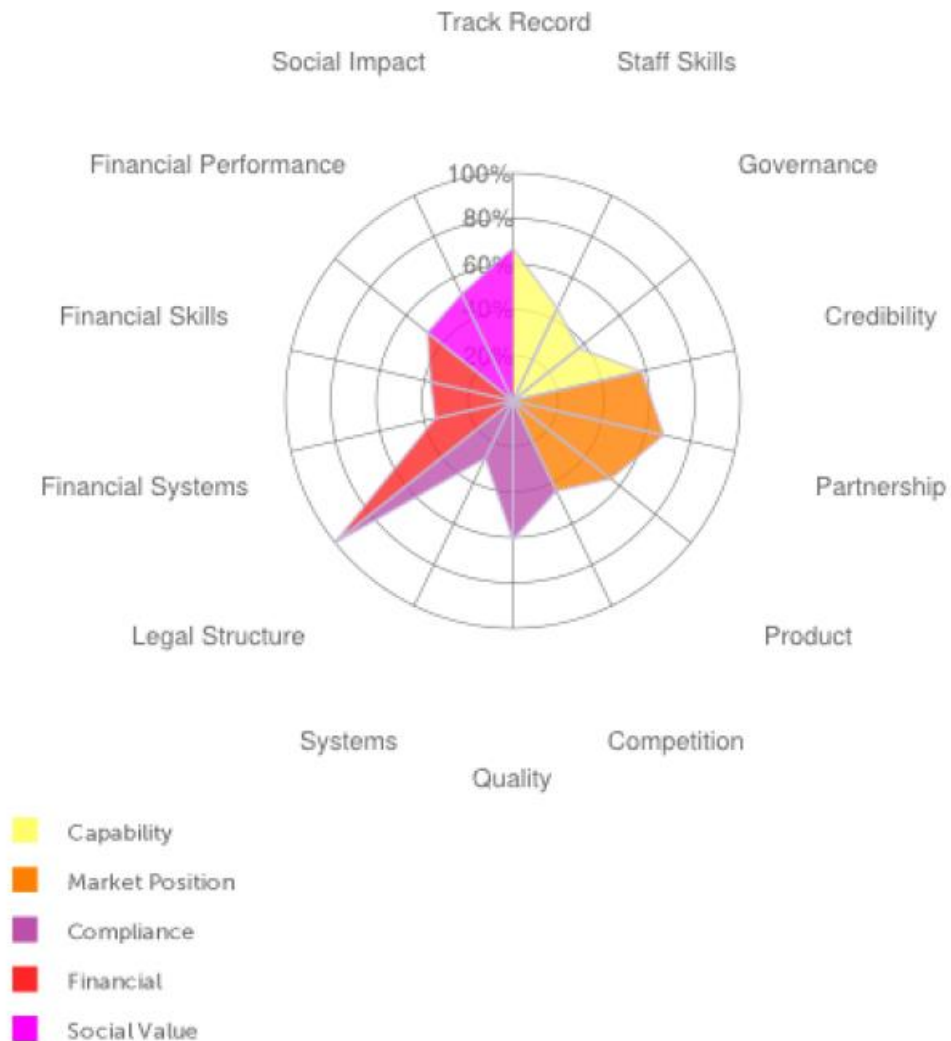
Respite Care TBA

ISF TBA

Pre-Procurement Market Guide

1. Planning
2. Local Innovation
3. Co-design
4. Social value
5. Engagement methods
6. Communications
7. Community support

How contract ready are you?



Contracts

<https://www.contractreadinesschecker.org.uk/>

The Contract Readiness Checker is an easy to use tool which supports you to successfully deliver local services. It identifies strengths and areas for improvement. With your latest accounts to hand it will take just 15-20 minutes.

Collaborate for Commissioning

3 SELF-GUIDED FORMS

1. Are you geared up for commissioning?
2. Are you prepared for commissioning?
3. Tendering and delivering as a consortium



Task 4

**Draw your spidergram
What is it telling you? Talk on
tables**

**Then consider doing homework
to check on your guesses!**

SERVICES

(DIRECT TO INDIVIDUALS)



The Personalisation Agenda & Personal Budgets

**Managed
Account**

**Cash Budget
Direct Payment**

**Individual
Service Fund**

How much do you know about these 3 types of social care budgets?

A lot: you're an A

A little bit: you're a B

Not much: you're a C

Now go sit down on tables made up of a mixture of A, B, C

The Personalisation Agenda & Personal Budgets

Managed Account	Council manage your budget and arrange services from a range of providers that the council commissions from
Cash Budget	<p>The Council provide you or an agreed third party with a cash budget/direct payment.</p> <p>You, or they, arrange your care and support. You can only use the money on things that help you achieve the outcomes agreed in your care and support plan.</p> <p>Things like:</p> <ul style="list-style-type: none">employing support workers or personal assistantsbuying services from an agency or organisation
Individual Service Fund	<p>An organisation, the 'ISF Provider', holds your budget on your behalf. They will also help you to decide how best to achieve the outcomes agreed in your care and support plan. You can pick your ISF Provider from the list of accredited organisations provided below</p>



Task 5

Discuss with others what type of services you could provide in the cash budget and ISF budget categories?

Partnership time!

Could you deliver services in partnership with others?

Move around and find someone to talk to in order to develop or enhance services



Show time!

Welcome to Connect to Support (Bradford District)

Connect to Support (Bradford District) has been developed by Bradford Council and stakeholders. This website provides information for adults with care and support needs. With a focus on empowering people to live happy, healthy lives, where they are in control.

For advice for under 18s, visit the [Family information and services hub](#).



Information & Advice
I want some information and advice



Community Directory
I want to find community services in my area



Search and Shop
I want to search for services and products

Keeping provision local!

Education,
training and
employment

End of life

Equipment

Extra care
schemes

Health and
wellbeing

Home Support

Repairs and
maintenance
services

Full Circle Learning Ltd

+ Add to basket



Mental Capacity Training

£150.00 per Session

Decisions, Decisions A fun workshop looking at the main principles of The Mental Capacity Act 2006 and playing the game 'Decisions Decisions'. Suitable for everyone who wants to know more about The Mental Capacity Act. Price £150 per 3 hour session per person, £350 per 3 hour session for between 3 and 12 people or £700 per full day intensive course for between 3 and 12 people. If you are a registered user of this website you can ask us any question, including questions about meeting your specific ne...

Speakup

+ Add to basket



Employment Skills, half-day CV Writing Skills Workshop

£10.00 per Session

Employment Skills, half-day CV Writing Skills Workshop or a 6 week Employability Course These workshops and courses will look at building confidence so that customers feel ready to look for work or feel able to make changes to their current work. Your individual needs will be assessed and our Employment Advisors will guide you through our



Task 6

Individual exercise

How will you cost up your services?

How will you advertise them?



Task 7

**Work out your target
%
earned / unrestricted
income in 1 & 3
years**

Get MORE advice and support

- **CABAD** –budgeting&cash flow
19th march

Get tender ready later

- **Connect to Support** (DIVA 1 way feeds into community side; self entry for services & products)
- **Transformation Fund**
- **Local Access**

+ Talk to us or CABAD if you're applying to a local authority contract

FEEDBACK Do you...

Feel more confident about how to enhance the sustainability of your organization?



Have new ideas you'd like to implement back at ranch?



Think it's been a productive use of your morning?



Join the network that believes in the power of community!

As part of membership you get:

- Connection to hundreds of organisations like you
- Advice and tools
- A voice at national and local level
- Celebration of your success

Join us!

locality.org.uk/members

Joinus@locality.org.uk



Get specialist advice and support

Our team of local experts cover:

- Governance
- Business planning
- Financial resilience
- Community engagement & impact
- Marketing & communications
- Collaboration
- Ownership of land & buildings

Talk to us!

0207 336 9435

consultancy@locality.org.uk

locality.org.uk/services-tools



Unlock the power of your community with us

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