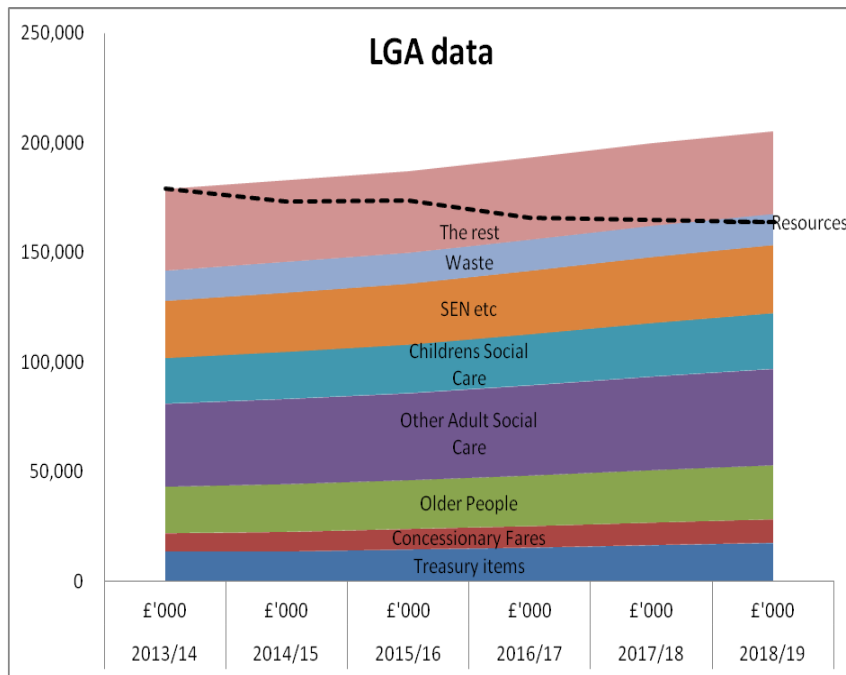


# Engage conference

Working together in partnership  
– a director of children's services  
perspective

# A challenging context

## The graph of doom



## Challenges

- Demographic growth
- More needy population
- Financial constraint
- Tougher regulatory regimes
- Coalition governments
- Changes in political control locally

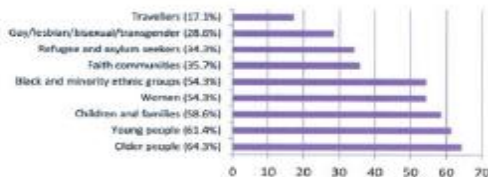
# Local dynamics

- Political and managerial commitment to the VCS/local VCS
- Compact transparency
- Co chairing strategic commissioning
- LA brokerage with other commissioners such as CCGs, schools
- Local VCS partnering where it makes sense

# The Voluntary Sector in Merton 2013



## Client groups worked with



202,200

Merton's population  
(source: Census 2011)

137,029

Residents supported by voluntary organisations in our survey

94%

Number of organisations surveyed involving volunteers

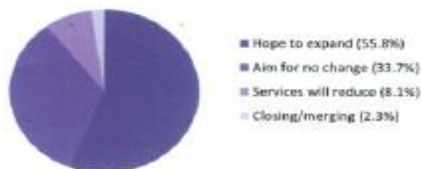
7739

Number of volunteers engaged with organisations in our survey

## Expected income change over next two years



## The next three years



## Collaborative working

### Advantages

- ⊙ Cost saving
- ⊙ Raised profile
- ⊙ The community benefits
- ⊙ Greater impact and stronger voice
- ⊙ Reduce duplication of service provision
- ⊙ Sharing resources
- ⊙ Opportunities to test ideas

### Barriers

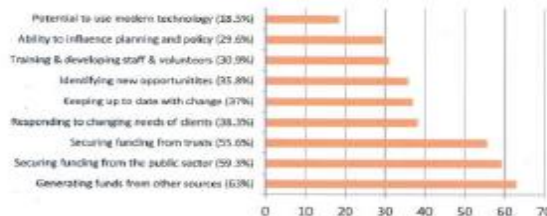
- ⊙ Lack of trust of potential partner organisations
- ⊙ Lack of vision about benefits
- ⊙ Can remove focus from the provision of core services
- ⊙ Balancing organisational objectives
- ⊙ Can be more resource intensive than it seems
- ⊙ Can take considerable effort to manage

## Sources of funding



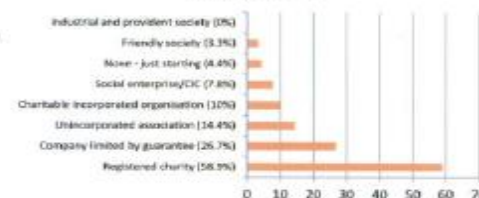
London Borough of Merton 46.6%, charitable trusts/companies 44.3%, unrestricted fundraising 36.7%, fees from service users 31.6%, any other income 30.4%, contracts for services 15.2%, any other statutory body 12.7%, Awards for All 12.7%, Big Lottery Fund 11.4%, central government 7.6%, other lottery distributors 5.1%, Merton NHS (CCG) 2.5%

## Key challenges



17.6% of groups have a total income below £1,000

## Legal status



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T: 020 8658 1771 F: 020 8658 0289 E: info@mvsoc.co.uk www.mvsoc.co.uk

Research, analysis and report writing by: Bee Beaver Consultancy and Training (see@beebeaver.com), (in offices: info@beebeaver.co.uk) Sandra Vogel (sandra@vogel.com)

# Transforming council services

- Youth Services: contraction but growth of partnering; commissioning
- Education: relative financial growth; schools direct commissioning – pupil premium – narrowing outcome gaps – locality partnerships
- Early Years: growth - 2 year old premium; childcare (universal and targeted)
- Early intervention and children's social care: support for key groups; targeted work; advocacy