



Growing  
Independent  
Organisations



SEPTEMBER 2010

# GIO NEWS

## A SOCIAL ENTERPRISE OFFERING A CREDIBLE ALTERNATIVE TO STREET CRIME.

*"We took the most troublesome kids from the estate, combined them with the 'real' estate community leaders and created one of the biggest social enterprises in the North West"*

Described in the Daily Telegraph as probably the most Maverick Social Enterprise in the country, United Estates of Wythenshawe (UEW) work with local youth from the Wythenshawe estate who may be labelled as 'hard to reach'.

UEW own and manage a health and fitness centre. This includes, amongst other things: a ladies only gymnasium, a dance and performing arts studio, healthy eating café and a sound recording studio. UEW are entirely run and managed by local people and have in excess of 500 local members. The young people from the estate who are most likely to be involved in vandalism/graffiti and other anti social activities are the same young people who are invited to take on positions of responsibility at the United Estates. In this way, UEW have helped to create 14 micro businesses and establish 4 full time businesses.

Greg Davis, Chair of UEW, contacted the Gio Project to assist them with bringing in funds to support each of their projects. Projects include a new combative arts centre which will enable young people to develop their skills in a variety of martial arts. The Gio Project is working with UEW to clarify their outcomes, which include:

- Improving the essential life skills of young people in Wythenshawe which leads to increased self worth, self confidence, self discipline and trust
- Improving the health and developing more positive lifestyles
- Enhancing the career opportunities available to young people in the Wythenshawe area
- Increasing the choice of education, training and leisure time activities in the Wythenshawe area for ALL local people

UEW are hosting Street Peace 2010 (Scheduled to take place in October 2010. Keep an eye out on the Gio website). For more information, contact Greg at United Estates of Wythenshawe via their website [www.unitedestates.org.uk](http://www.unitedestates.org.uk)



# PLANNING: BEING CLEAR ABOUT YOUR PROJECTS AIMS AND OUTCOMES

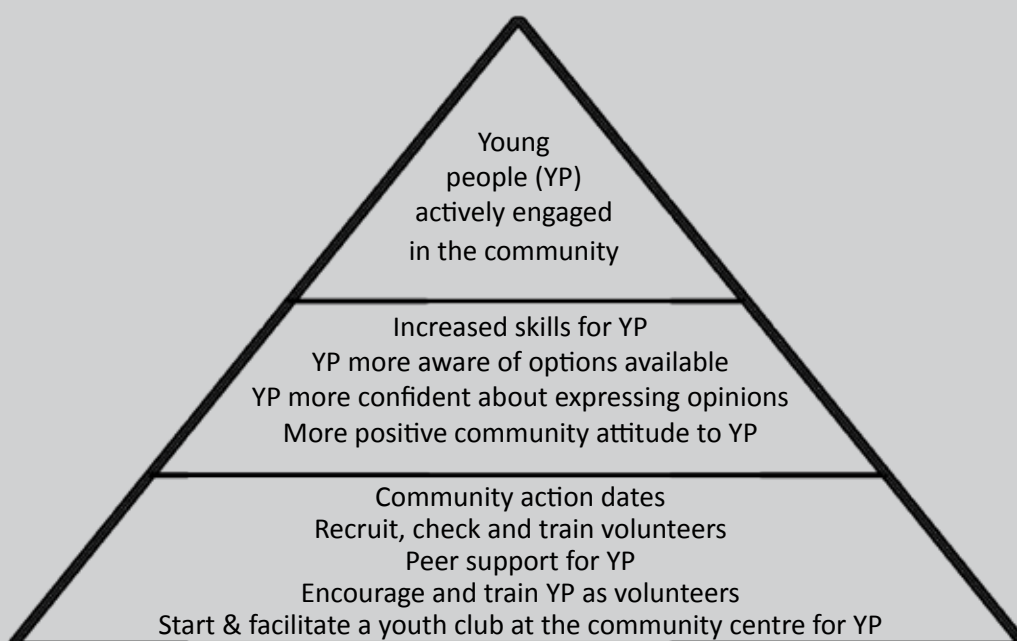
In our regular spot on outcomes I want to talk about a tool to use for planning a project using an outcomes approach. After talking to many funders, one of the main reasons that applications are unsuccessful for funding is the planning. People often have great ideas but fail to plan properly. I'm sure there is a phrase somewhere that says proper planning prevents poor performance, I think there maybe another 'p' involved but I don't think I can get that past the editors!



The planning triangle is a really useful way to help put your ideas into some sort of order. You may have heard of the Weavers Triangle or CES Planning Triangle, well this is a modification of these. This tool is a great way to present what you are going to do and why. It distinguishes between what is done by an organisation at the bottom of the triangle and the changes it aims to bring about in the middle and top layer of the triangle.

The top layer of the triangle is the overall aim of the project. It is a bit like your mission statement or the overall point of your project. I have included an example of a young people's engagement project. The overall aim is that young people are actively engaged in the community of Moss Side or which ever geographical community that you are working with. It is what you are trying to achieve by running the project.

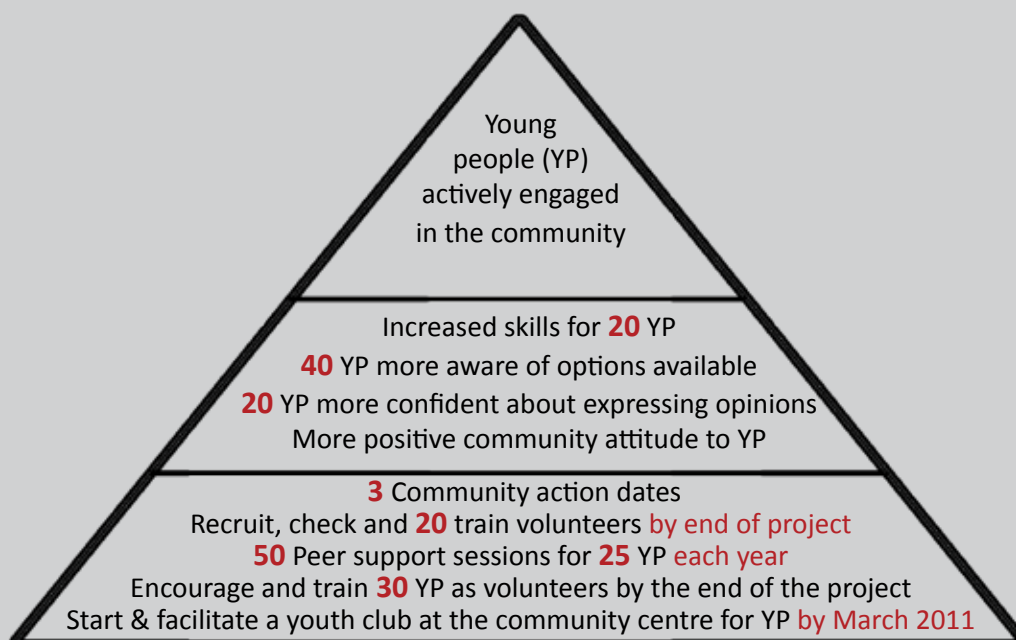
The middle layer is where you write the outcomes of the project. These are the changes, benefits or learning for the service user. So, the example that I have used includes increased skills for young people and young people are more confident about expressing options. These are the changes that you hope to bring about for the young people by running the project. The changes are not focused on your organisation but the people who access the activities that you are running.



The bottom layer is where you set out the activities that will be a part of the project and by engaging with these activities service users will benefit. In this example, the activities are peer support for young people and train young people as volunteers. These activities are also called outputs. There must be an output for every outcome and vice versa. If there is an outcome without an output, how will you bring about that change? And, if you have an output without an outcome, why are you running that activity? It might be that you need to revisit your outcomes.

In the second version the triangle has been made SMART (specific, measurable, achievable, realistic and time bound). This means putting numbers against the changes that you want to make, a timescale and making sure that what you have planned to do is realistic and achievable. For example: 20 young people are more confident in expressing their opinions by the end of the project. Making sure you have a target to aim for also means that the project is easier to measure.

If you would like to find out more about outcomes or attend Gio Project training 'An introduction to outcomes' check out our website [www.gioproject.org.uk](http://www.gioproject.org.uk) or email [hello@gioproject.org.uk](mailto:hello@gioproject.org.uk).



## WHERE TO FIND TENDERING OPPORTUNITIES?

There are so many websites where you can trawl through to look for tendering opportunities. The Chest ([www.thechest.nwce.gov.uk](http://www.thechest.nwce.gov.uk)) is the electronic portal that advertises tenders for the local authorities in the Greater Manchester area. Greater Manchester Commissioning Business Service (NHS opportunities) uses a Bravo Solution portal (<https://gmCBS.bravosolution.co.uk/web/login.shtml>). The list goes on and on. However, you can save yourself time by visiting the Gio Project website. We do all the legwork for you and update our page of opportunities on a daily basis. If you would like to see what is currently available please visit [www.gioproject.org.uk/tag/tending-opportunities/](http://www.gioproject.org.uk/tag/tending-opportunities/)

# MONITORING AND EVALUATION: ARE YOU KEEPING TRACK OF YOUR PROGRESS

Most organisations in the Voluntary Sector tend to get bogged down with monitoring and evaluation and avoid doing it unless they are forced to do so as a prerequisite of allocated funding. If you really care about how well you are doing or about what impact you are having, then monitoring and evaluation will enable you to assess the quality and impact of your work, against your action plans and your strategic plan. In order for monitoring and evaluation to be really valuable, you do need to have planned well.

Monitoring is the collection and analysing information as a project progresses. Monitoring does not have to be mundane and boring, if we find ways to integrate it into our daily routine. It only become difficult and challenging if we don't regularly collect and process valuable monitoring information when it happens and live things to accrue until its too late. Monitoring information demonstrates what has been achieved and show progress towards your aims.

The purpose of monitoring is to improve the efficiency and effectiveness of a project or organisation. By setting SMART milestones at the very start, it helps to ensure that targets set and activities planned are being achieved. From the onset, be realistic when setting targets and estimating numbers. It also helps to keep the work on track and can let management and key stakeholders know when things are going wrong.

Ensure the information you collect is reviewed regularly (quarterly if necessary) and address issues affecting milestones that are not being achieved due to external environmental (Social, Economical, Political, Technological) pressures. If used correctly SMART milestones can be an invaluable tool for good management, and it provides a useful base for evaluation. It enables you to determine whether the resources you have available are sufficient and are being well used, whether the capacity you have is sufficient and appropriate, and whether you are doing what you planned to do.

The main ways to collect information are:

- Self-assessment
- Interviews / questionnaires
- Record keeping (i.e. attendances registers)

Tools for collecting information

- 1) User panels
- 2) Survey monkey
- 3) Observations
- 4) Focus groups
- 5) Speak outs





**SOCIAL MEDIA IS A**  
FUNDAMENTAL  
SHIFT IN THE WAY  
WE  
COMMUNICATE.

## WHY CARE ABOUT SOCIAL MEDIA?

Social media isn't a fad...  
it's a fundamental shift in the way  
we communicate.

If you're wondering why your  
organisation should care about  
social media then check out our  
brief introduction. You can find the  
guide by visiting the link below.

<http://tiny.cc/why-social-media>

## THIRD SECTOR ESSENTIALS: OUR VALUES

Here at Third Sector Essentials our values are very important to us. They underpin our aims and the projects we currently run or will be developing in the future. Here is a summary of our core values;

**Partnership working across different sectors** – As well as collaborating with other third sector organisations, we can gain knowledge and understanding from the other sectors too. We are looking to create new partnerships to work in different ways, tackling problems using different methods. Continuous improvement and the ability to learn – we want to create this environment for our organisation and for the groups we work with. We want to focus on your needs and use the feedback that you give to make sure that we are continually striving to improve and learn from what went well but also what didn't go so well.

**Empowering the organisations that we work with** – This value ties into our aims to give organisations the skills and confidence to survive and thrive. We want the organisations that we support to have the power to go on and continue to do amazing things.

**Providing high quality services** – we are committed to providing services that exceed expectations for those that are using our services and links back to the continuous improvement and ability to learn. We want to keep moving as an organisation and strive to do the best that we can.

**Being passionate about what we do** – We are extremely lucky that the people who work for Third Sector Essentials are enthusiastic about the sector and the organisation. We think that the passion can be inspiring and infectious to people using our services.

If you would like to find out more about Third Sector Essentials please email [hello@thirdsectoressentials.org.uk](mailto:hello@thirdsectoressentials.org.uk) or visit [www.thirdsectoressentials.org.uk](http://www.thirdsectoressentials.org.uk)



# EVENTS



DATE	EVENT	DESCRIPTION	VENUE	TIME
5TH OCT	TIPS FOR TENDERING (GIO PROJECT)	For anyone (including staff, volunteers, and committee members) involved planning a project or writing a funding bid. By the end of the session, participants will be able to: <ul style="list-style-type: none"> <li>- Understand key terms</li> <li>- Understand what makes a successful tender</li> <li>- See things from the commissioners perspective</li> <li>- Confidently engage in the commissioning process.</li> </ul> To book a place, please email Claire Davis at <a href="mailto:claire@gioproject.org.uk">claire@gioproject.org.uk</a>	Cornbrook Enterprise Centre	10 AM - 1 PM
18TH OCT	BUILDING AWARENESS USING SOCIAL MEDIA TRAINING (GIO PROJECT)	For anyone interested in the potential of social media to build awareness of their organisation. It is for those who have no or little knowledge about social media tools. By the end of the session, participants will be able to: <ul style="list-style-type: none"> <li>- Identify the variety of social media tools available</li> <li>- Understand how social media can be used to develop community and organisational involvement</li> <li>- Know how to use websites such as Facebook, Twitter, Flickr &amp; YouTube for the purpose of building awareness of their organisation</li> </ul> To book a place, please email Hannah Taylor at <a href="mailto:hannah@gioproject.org.uk">hannah@gioproject.org.uk</a>	Cornbrook Enterprise Centre	10AM - 1PM
26TH OCT	INTRODUCTION TO FULL COST RECOVERY (GIO PROJECT)	For anyone involved in the financial forecasting and budgeting of the organisation. By the end of the session, participants will be able to: <ul style="list-style-type: none"> <li>- Understand the principles of full cost analysis</li> <li>- Know how to apply a full cost analysis</li> <li>- Understand how full cost recovery applies in reality when making a funding application</li> <li>- Calculate the full cost of each activity and the relevant proportion of overheads that should be claimed when applying for funding</li> </ul> To book a place, please email Frances Tagoe at <a href="mailto:frances@gioproject.org.uk">frances@gioproject.org.uk</a>	Cornbrook Enterprise Centre	10 AM - 3PM
17TH NOV	GRAPHIC FACILITATION TRAINING (GIO PROJECT)	For anyone interested in learning how to implement graphics in to their way of working ranging from support staff to facilitators who want to add a dynamic dimension to their facilitation. By the end of the session, participants will be able to: <ul style="list-style-type: none"> <li>- Understand the benefits of using graphics in facilitation</li> <li>- Understand the different learning styles and appreciate why graphics, as a visual tool, is valuable</li> <li>- Have practical tools to implement in meetings and individually when planning their time</li> </ul> To book a place, please email the Barbara Bailey at <a href="mailto:barbara@gioproject.org.uk">barbara@gioproject.org.uk</a>	Cornbrook Enterprise Centre	10 AM - 4PM

# FUNDING OPPORTUNITIES

## Changing Spaces: Community Spaces

**Details:** Community Spaces will fund community groups who want to improve local green spaces such as play areas, community gardens, parks, wildlife areas and village greens, kick-about areas and pathway improvements.

**Who for:** All legally constituted community groups (e.g. Friends Groups, Tenants and Residents' Associations) can apply.

**Grant amount:** Small grants from £10,000 -£25,000 and medium grants from £25,001 - £49,999

**Deadline:** Small and Medium grants - available on a rolling basis until January 2011.

**Further information:** Download the advice brochure and good governance guide here: [http://www2.biglotteryfund.org.uk/prog\\_cs\\_comm\\_spaces?tab=2&regioncode=-uk](http://www2.biglotteryfund.org.uk/prog_cs_comm_spaces?tab=2&regioncode=-uk) or email [general.enquiries@biglotteryfund.org.uk](mailto:general.enquiries@biglotteryfund.org.uk)

## Youth Music - Open Programme

**Details:** The aim of the Programme is to increase the number of children and young people with access to high quality, sustainable music-making activities across England

**Who for:** The following organisations based in England eligible to apply:

- Companies limited by guarantee.
- Registered charities
- Local authorities.
- Schools (in partnership with at least one other school).
- Sure Start/Children's Centres.
- Health bodies.
- Voluntary and community organisations.

**Grant amount:** Grants range between £5,000 and £30,000. Match Funding - Applicants are required to raise at least 10% of the total project cost in match funding from non-Lottery sources.

**Deadline:** The following 2010/11 deadlines apply: 10 May 2010; 10 September 2010; 10 December 2010 and 10 March 2011.

**Further information:** The Youth Music Fund has a number of eligibility criteria- have a read of the eligibility guide found on this page <http://tinyurl.com/infoyouthmusic> . For more information email [info@youthmusic.org.uk](mailto:info@youthmusic.org.uk) or call 020 7902 1060.

## D'Oyly Carte Charitable Trust

**Details:** Projects that fall within the following fields of interest are eligible for support: The Arts, Medical/Welfare and The Environment

**Who for:** Applications are accepted from registered charities whose operational area is within the United Kingdom

**Grant amount:** Grants are available ranging from

£1,000 to £50,000. The majority of grants are made on a one-off basis.

**Deadline:** Applications may be submitted at any time. Applications are considered by the Trustees in March, July and November.

**Further information:** For further information please apply contact: Mrs Jane Thorne, on (020) 7420 2600

## The Morris Charitable Trust

**Details:** The objective of the Trust is to promote charitable causes, in particular, to relieve the deprived, sick and aged, and advance education for the public benefit. The Trust pays particular emphasis on projects that are designed to alleviate social hardship and deprivation.

Grants are available for projects supporting the deprived, sick and aged in the community, to organisations supporting the advancement of education within the community for public benefit, and to those assisting most children's charities.

**Who for:** The Trust considers applications from registered charities, both national and local, in the United Kingdom

**Grant amount:** Grants range from £150 and, for a major project, up to £35,000, at the discretion of the Trustees. Match Funding- Applicants may be required to provide the remainder of any costs from alternative sources.

**Deadline:** Applications may be submitted at any time. Trustees generally meet monthly to assess applications.

**Further information:** Visit <http://www.morrischaritabletrust.com/faq/index.html> or email <http://www.morrischaritabletrust.com>.

## The Pilgrim Trust

**Details:** The Trustees are particularly keen to assist projects which have encountered difficulties in raising funds from other sources, and to fund projects which will make a significant impact in their chosen area.

Trustees will support both project and core costs, but will expect applicants to demonstrate that they are planning for their future funding where core costs are involved.

**Who for:**

- Registered charities in the United Kingdom
- Organisations that are exempt from registration
- Recognised public bodies
- Registered Friendly Societies

**Grant amount:** Main Grant Fund (£5,000) or Small Grant Fund which is reserved for requests of £5,000 or less. Applicants to this Fund normally require less detailed assessment.

**Deadline:** Applications can be made at any time during the year.

**Further information:** E-mail: [info@thepilgrimtrust.org.uk](mailto:info@thepilgrimtrust.org.uk) or visit [www.thepilgrimtrust.org.uk](http://www.thepilgrimtrust.org.uk) for link to guidelines. Alternatively call 020 7222 4723

## CONTACT DETAILS

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Please note. The views expressed do not necessarily reflect the views and policies of Third Sector Essentials. Articles may be reproduced but please credit The Gio Project as the source.



From our recent  
Graphic Facilitation Training

## BE PART OF GIO NEWS

Gio News will be published bi-monthly and distributed to over 400 voluntary and community organisations across the City of Manchester as well as to public bodies in the City. Organisations can arrange to have information/publicity flyers put into Gio News. This must be agreed in advance with the editor, Hannah Taylor, and 400 copies of the flyer must be delivered to Gio by the distribution date.

The cost of including flyers in Gio News will be:

Commercial Organisations - £70  
Statutory Bodies - £60  
VCS Organisation outside of Manchester - £40  
Manchester-based VCS Organisations - £30



LOTTERY FUNDED



## GIO PROJECT TRAINING SCHEDULE

Keep your eyes peeled for the Gio Project's training schedule. It is full of training sessions scheduled until December 2010 and ranges from Writing Complex Applications to An Introduction to Graphic Facilitation.



If you haven't seen the training schedule yet then visit [www.gioproject.org.uk/category/training/](http://www.gioproject.org.uk/category/training/) where you can download a copy.