

# Innovative Income: Diversifying John Hinton – Move On

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# About Move On

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**To unlock the potential of vulnerable young people and those affected by homelessness in order to improve their lives.**

**Established in 1997. Three bases in Edinburgh and Glasgow**

**Income of @950k in 2015/16**

**35 staff, 160 volunteers**

# Impact - The Difference We Make - 2015

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**54 homeless people supported to manage successfully in the community through befriending and housing support**

**141 vulnerable young people supported into sustainable employment, training and education**

**760 young people access advice and information regarding homelessness and housing options, delivered by peer educators**

**72 homeless people (and/or) those in recovery achieve goals in their personal literacy learning plans**

**232 tonnes of food (500,000+ meals) distributed to agencies working with those in food poverty**

**Incomes maximized or debt written off to value of £165k**

# Services

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**Visiting Housing Support**

**Befriending Support**

**Literacy/Numeracy**

**Money & Debt Advice**

**Mentoring (including peer mentoring)**

**Employability and Personal Development Programmes**

**Advice and Information (peer education)**

**Volunteering opportunities**

**FareShare - food re-use social enterprise**

# Challenges 2007 - 2009

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**Dependency on a large funder**

**Changing local priorities (employability and homelessness (Glasgow))**

**Loss of funding and inability to secure alternative source**

## Operational Impact

**Closure of Service**

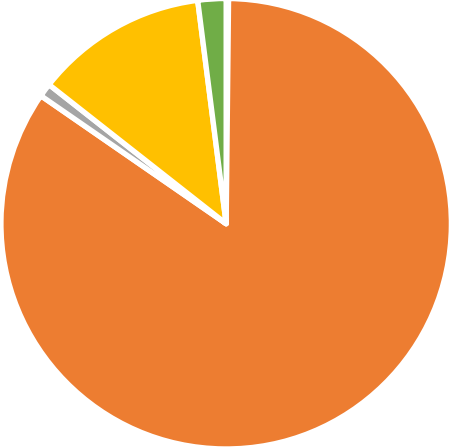
**Ensuring Service Users are supported to access other service provision**

**Staff Redundancies**

# Financial Impact 2007 - 2009

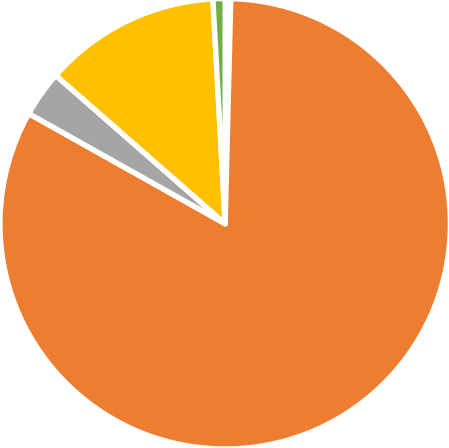
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2007 - 2008



Total Income: £581,414

2008 - 2009



Total Income: £481,728

- Individual Donations
- Restricted grants
- Training/Consultancy
- SLAs/Contracts
- Social Enterprise Income
- Other

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# Move On's Income Generation Response

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**Prioritised securing tendered services (in partnership with others)**

**Appointment of full time fundraiser**

**Promoting services for sale to other agencies**

**Accessing capacity building support (Just Enterprise, Enterprise Ready Fund, Pilotlight, Inspiring Scotland pro bono support, Zero Waste Scotland, Big Lottery)**

**Recruiting board members with specific skills (procurement, food, digital inclusion) and board taking more strategic role**

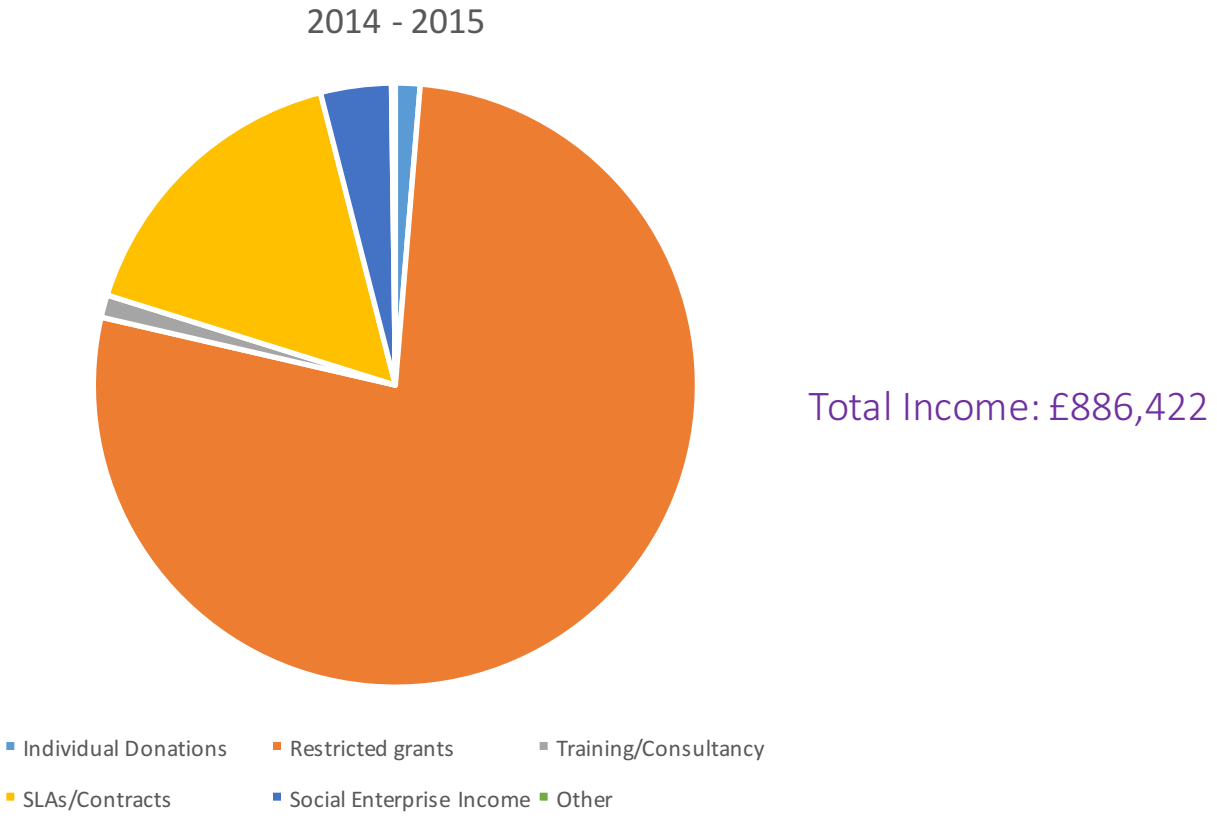
**Internal re-organisation of senior management roles to give greater emphasis to developing new services and partnerships**

**Development of social enterprise delivering social impact and generating income through trading**

**Increasing staff awareness re: need for outcome focus, monitoring, reporting and evidencing impact**

# Move On Financial Situation 2014-15

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# Current Challenges

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**Reduction in public sector funding (Edinburgh and Glasgow to save around £250 million in two years)**

**Increase in rough sleeping**

**Increase in homelessness among young people**

**Needs of homeless people are becoming increasingly complex**

**Increased demand on Third Sector services**

**Increased competition for funding, through increased diversification among service providers looking to maximise income streams**

**Uncertainty re: EU referendum and Scottish elections**

# Opportunities

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**Increased interest in (and government support for) social enterprise**

**Health and Social Care Integration**

**Changes in procurement legislation**

**Co-production**

**Public Social Partnerships (PSPs)**

**Ongoing availability of capacity building support**

**Local Authorities conducting fundamental reviews of services and service delivery**

# Move On Response 2015-18

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**Development of new Social Enterprise in Edinburgh (potential to attract capacity building, employability and trading income)**

**Continuing access of pro bono support and expertise**

**Increased efforts to engage and work with corporate partners (more imaginative approach to joint working)**

**Focus on evidencing impact through increased external benchmarking/audit (Care Inspectorate, FareShare audit, Mentoring Quality Mark, Mentoring external evaluation (Centre for Research on Families and Relationships (CRFR)), Investors in Young People**

**Increased focus on partnership building, networking and new development opportunities**

**Building increased staff ownership of business plan and input into identifying development opportunities**