



Pentagon Partnership e-bulletin May 2008

Welcome to the Pentagon Partnership e-bulletin for May 2008. Pentagon Partnership is the strategic partnership for voluntary and community sector (VCS) involvement in the economic regeneration of the Tyne and Wear City Region. We do this by **informing and consulting** the sector on economic regeneration news and policy, securing VCS **representation** on decision-making partnerships and **capacity building** – helping the VCS towards a businesslike and sustainable future.

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Pentagon News



Business Networking

A monthly **business networking event** for the third sector in the Tyne and Wear City Region

Sell your organisation in 60 seconds!
Meet a business partner!
Share your knowledge!
Free lunch and topical presentation

Next event:

Thursday June 5th 2008 12noon - 2.00pm

at MHC Resources Ltd, 36 Brenkley Way,
Seaton Burn, Newcastle upon Tyne
NE13 6DR

Bring **business cards** and any **literature** about your organisation that you'd like to share with prospective partners!

Business Plus is a new initiative from Pentagon Partnership aiming to develop third sector business skills.

Events take place on the **first Thursday of every month** and are free. All events include lunch and a presentation on a topical business-related subject.

For **more information** please phone Pentagon Partnership on 0191 200 8516 or email us on info@pentagonpartnership.org.uk

This month's topic - *Budgets and Cashflow*

Do you know the difference?
What comes first?
Why is it important?

with Julie Eastlake (North Tyneside VODA):

Julie will help you make sense of this complex but crucial financial jigsaw puzzle!

Click [here](#) to book a place on this event.

The networking event we held in Gateshead on May 1st was a huge success. Delegates heard from John McGough on the subject of ***Enterprising Charities***.

Some feedback from the event was as follows:

- "Very positive and promising for the future... thought-provoking talk, networking and a good format"
- "An excellent opportunity to meet and learn about other organisations"

Notes from the event are available [here](#).

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Even More For Your Money

LAST CHANCE to evidence your social, environmental and economic impact, **FREE OF CHARGE!**

Social Appraisal Toolkit

We're offering ten organisations the chance to complete **Social Appraisal Toolkit (SAT)** analyses of their organisation, **free of charge**.

SAT is a web-based tool **to project the expected social / environmental benefits of an individual project or small organisation**. It's suitable for assessing social impact, governance and financial viability in the early stages of a project. The website produces a report on your organisation or project which is extremely useful to demonstrate to funders that you're thinking seriously about your stakeholders, beneficiaries and outcomes.

It's resource-light, and with a small amount of support from Pentagon's specialists, can be completed in around half a day.

We've got five organisations signed up already, so can only offer **five more opportunities** to complete an SAT analysis. If your organisation has an annual budget of less than £100,000 and you'd like to complete an SAT analysis of your project, contact Jon Goodwin on 0191 200 8516 or jon.goodwin@pentagonpartnership.org.uk

Local Multiplier 3

We're also offering up to ten organisations the opportunity to complete **Local Multiplier 3 (LM3)** audits, also **free of charge**.

An LM3 appraisal of an organisation's activity provides the reader with a **financial valuation of its local impact**. The framework is used by organisations seeking to demonstrate their **economic effect on their local community** and the economic regeneration of the area.

If you're interested in taking part, please contact Jon Goodwin on 0191 200 8516 or jon.goodwin@pentagonpartnership.org.uk

Read *Evidencing our Impact*, Pentagon Partnership's summary of the various impact measurement techniques available to the VCS, including SAT and LM3, [here](#).

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Tyne and Wear City Region Multi Area Agreement

Watch this space!

The forthcoming Tyne and Wear City Region Multi Area Agreement (MAA) will bring together key partners from across the City Region, including local authorities, the private sector, VCS and central government, to work across local government boundaries to create stronger economic prosperity for the City Region.

By focusing on two 'priority themes' of *Employment and Skills* and *Transport*, the MAA seeks to achieve the following two outcomes:

- A Competitive City Region
- An Economically Inclusive City Region

In order to achieve these outcomes, the MAA will identify a number of key proposals for each of the themes. As part of our remit to fully involve the VCS in City Region activity, Pentagon Partnership will be running an information event on the proposals.

Look out for more information in our next bulletin, or contact us for further information.

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Pentagon Partnership Annual Conference 2008

Enterprising Charities ©

Our Annual Conference will take place **in the week beginning 29th September**. This year's theme will be *Enterprising Charities* – we'll be looking at the various ways in which organisations can maximise their charitable income.

Mark the date in your diary, and look out for more information in our next e-bulletin.

Enterprising Charities use Gift Aid

Gift Aid is just one of the methods we'll be exploring in depth at the conference.

Chancellor Alastair Darling recently announced a package of measures to drive up levels of giving through Gift Aid, including transitional tax relief and support for small charities.

See a summary of the proposals [here](#).

Click [here](#) for an NCVO briefing on the proposals.

HMRC has produced a Frequently Asked Questions web page on Gift Aid transitional relief: <http://www.hmrc.gov.uk/charities/faq-transitional-relief.htm>

There is also a new Gift Aid information section on the DirectGov website: <http://www.direct.gov.uk/giftaid>

Look out for more Pentagon Partnership work on Gift Aid and other initiatives as part of *Enterprising Charities*.

Remember last year's conference?

Our 2007 Annual Conference at the Centre for Life focused on the employability agenda and how the VCS can get involved. Download a report from the day [here](#).

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Are You Leading The Way? 10 Steps to Your Future Success

A Dynamic New Management Toolkit from Pentagon Partnership

DO YOU WANT TO...

Sustain your organisation?

Develop your potential?

Expand your geographical boundaries?

Yes? Pentagon Partnership's new publication, *Are You Leading The Way? 10 Steps to Your Future Success* is an innovative toolkit, designed for organisations across the voluntary and community sector, irrespective of size.

This toolkit has two unique features...simplicity and diversity of use!

Simplicity – each stage of the toolkit is based around a consistent framework which can be adapted to meet the exact needs of your organisation

Diversity – the detail derived from using the toolkit can be used

- as essential management information for taking your organisation forward
- to prepare you for bidding for any contracts
- to develop partnerships in order to submit a combined bid

Using a review process, the toolkit takes you through a series of audits using a simplified method of self assessment. Worked illustrations are used throughout and are based on genuine local examples developed with the help of 58 voluntary and community sector organisations.

Welcomed by the sector, feedback has included

“Renewed ideas for assessing and reviewing our organisation”

“Very user friendly and accessible”

“A practical toolkit...will use to help in implementing the strategic plan”

The toolkit is priced at £30 including p+p and can be ordered by emailing christine.obrien@pentagonpartnership.org.uk or phoning 0191 200 1405.

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Other News

The Sub National Review of Economic Regeneration: your chance to comment

The *Review of Sub National Economic Development and Regeneration*, commonly known as the *Sub-national Review* (SNR) was published in July 2007. The document set out to “provide the framework that will enable central and local government and other partners to work together to help maximise prosperity in all parts of England and tackle social deprivation and inequality”.

The Departments for Communities and Local Government (CLG) and Business, Enterprise and Regulatory Reform (BERR) have now published '*Prosperous Places: Taking forward the Review of Sub National Economic Development and Regeneration*', a consultation document on the reforms proposed in the SNR.

The reforms in brief:

- Streamlining the regional tier, introducing integrated strategies and giving the regional development agencies (RDAs e.g. ONE NorthEast) lead responsibility for regional planning
- Strengthening the local authority role in economic development, including a new statutory duty to assess local economic conditions
- Supporting collaboration by local authorities across economic areas (for example [Multi-Area Agreements](#)).

Read the document in full [here](#).

(See page 10 for details of how to comment on the proposals.)

The deadline for responses to the proposal is **Friday 20th June**

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Contracting opportunities

Public sector contracting opportunities - free access trial

A free trial has started to provide small and medium sized businesses with access to thousands of public sector contract opportunities. From 1st May until 31st July 2008, the www.supply2.gov.uk website will allow new registrants to gain free access to public sector contracts valued under £100,000 for the UK and Northern Ireland.

The free trial is part of the Department for Business Enterprise and Regulatory Reform's (BERR) strategy to increase small business participation in public service delivery. For more information, visit the BERR page [here](#).

Other online opportunities

A number of organisations have asked us to provide a sign-posting service to potential sources of contracts that VCS organisations can bid for. The following websites may be of use:

- North East Purchasing Organisation – www.nepo.org
- J4B - www.j4b.co.uk
- Supply2 Gov - www.supply2.gov.uk
- Learning and Skills Council (North East) - www.lsc.gov.uk/regions/NorthEast/
- North East Service Provider Register - www.onebrokerage.co.uk
- Department for Work and Pensions (including Job Centre Plus) - <http://www.dwp.gov.uk/supplyingdwp/>
- www.tendertap.co.uk

www.funderfinder.org.uk and www.fit4funding.org.uk may be of use if you're looking for more grant-oriented funding sources.

We'll be expanding and updating this list in future issues of the e-bulletin to keep you right up-to-date on where to look for contracting opportunities.

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Public Contract Opportunities – A New Approach *with Janet Roberts, Tendering for Care*

Routes to contracting with the public sector for small businesses and third sector organisations

This programme of Events is planned to take place during June 2008.

The Aim of the Workshops:

to provide an overview of public sector procurement processes, training in tendering procedures and to increase the awareness of third sector organisations and SMEs so that they are in a better position to respond to future procurements.

The Outcomes:

- increased understanding of procurement legislation and procedures
- raising of awareness of how Third Sector and SMEs in the private sector can work together to deliver Public Services;
- increased understanding of sub contracting

These events are designed to help organisations to engage effectively in future procurement such as Flexible New Deal.

The fee will be £35.25 (including VAT)

Strictly 2 employees only from each business or organisation.

For more information email pco@tenderingforcare.com or phone 01629 57501

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Social Enterprise Investment Fund: supporting cross-sector solutions to health and social care needs.

The Department of Health has opened the second round of the Social Enterprise Investment Fund, which aims to encourage Strategic Health Authorities and their partners to work together to find combined solutions to health and social care needs through social enterprise. £11 million capital and £6 million revenue funding is available for applicants to develop social enterprise solutions.

For more information visit the Department of Health web page [here](#).

The SEIF fund relates directly to two recent Pentagon Partnership pieces of work.

Social Return on Investment (SROI): the Social Enterprise Investment Fund is “keen to make progress towards measuring SROI in relation to its investees ... [they] are looking to assist investees in defining the social outcomes of their work and identifying indicators for these.”

Evidencing our Impact, Pentagon Partnership’s summary of the various impact measurement techniques available to the VCS also includes a summary of the SROI framework. Click [here](#) to download the document.

Strategic Health Authority Networking

Pentagon Partnership recently facilitated a bespoke networking event for the North East Strategic Health Authority and their partners; mostly VCS organisations interested in developing social enterprise and partnership solutions to health problems. Along similar lines to the *Business Plus* Business Network events, delegates took part in an innovative ‘speed networking’ exercise, outlining their work, aspirations and needs to prospective partners and investors.

If you would like Pentagon Partnership to facilitate a networking event for you, please contact us on 0191 200 8516 or info@pentagonpartnership.org.uk

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