



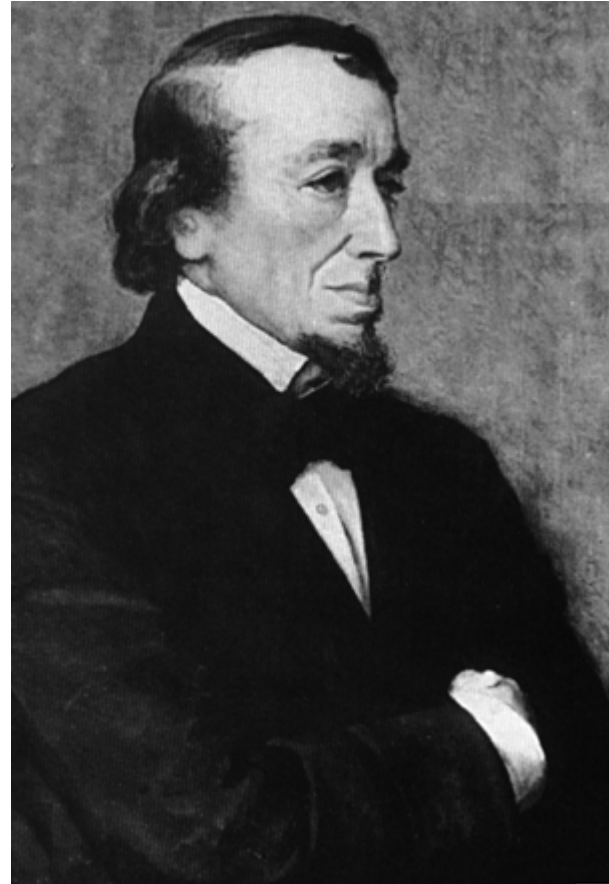
the
BIG
offer

Third Sector Leaders

ACEVO

“There is no education
like adversity.”

Benjamin Disraeli
(1804-1881)



Economic power of the 3rd sector

- Turnover of £116bn.
- Paid workforce of 1.35m.
- 75% of adults volunteer, contributing £23bn to the economy.
- Now earning more than we are given.

St Giles Trust

- Re-offending rates reduced by 40%.



- At least £10 of direct savings to the state for every £1 invested.

(Frontier Economics, 2010)

BUT...

- 2% of MoJ budget spent on commissioning the third sector.
- 66% offenders back in prison after 2 years.
- 75% not in jobs or training after 2 years.
- Reoffending costs £13 billion per year.



Age Concern South Staffordshire

- Fewer than 2% of referrals resulted in re-admission.
- This service saved 8,320 bed days costing £2.5m.
- Service cost £500k to run; net benefits of £2m.



Tomorrow's People

- 90% of clients still in jobs 3 months later compared with 79% from New Deal.
- Total investment = £285m over first 20 years. Accrued benefits = £450m.
- RoI = 160%.

(Oxford Economic Forecasting, 2004)



Three issues

1. Rhetoric vs reality?
2. Gearing up
3. Local vs national?



Rhetoric vs reality

- “Why do we limit what our voluntary sector can do? If they want to run state schools, drug units or lead the reform of prisoners they should be able to do that. I would like to run a government that is more ambitious about what the voluntary sector can bring.”

David Cameron (Jan 2010)



Gearing up

- How to achieve a step change?
- Social Investment Bank
- Bonds



Local vs national?

- Voice
- Democratising commissioning
- Total Communities



- “The only function of economic forecasting is to make astrology look respectable.”

John K. Galbraith
(1908 – 2006)

