

**Salford Foodbank**  
**Stakeholder Engagement Event Notes**

**Date:** Thursday 14 November 2019

**Time:** 5.30pm – 7pm

**Location:** Go Church, Studio 4, Dallas Court, Salford, M50 2GF

**Attending:** Over 50 people in attendance, including staff and volunteers for Salford Foodbank, Salford residents, local businesses, churches, voluntary sector, local government, local politicians and Trussell Trust. Trustees of Freedom Central Manchester (FCM), Matthew Chandler, Naomi Whitman, Hannah Elliott.

**1. Welcome**

Pastor Alan Morton of Go Church welcomed us to the venue, Naomi Whitman thanked everyone for attending and outlined the evening's agenda.

**2. The work of Salford Foodbank**

Tina Kapp spoke about her experience as a volunteer at the distribution sessions over the past seven years and the impact she had witnessed foodbank having on individuals she has spent time with.

Mervyn Gledhill spoke about his work first as a volunteer and currently as a paid member of staff for the foodbank, particularly highlighting a few individual examples of how foodbank had had an important and powerful impact on people's lives. He summarised key statistics for the number of people who have received support from Salford Foodbank this year, highlighting the growth compared to the preceding period and the continued need for foodbank for those for whom other strategies and services (such as food clubs) have not been able to help. He exhorted us all to work to keep Salford Foodbank open and providing for those who need it within the city of Salford.

**3. Trussell Trust**

Gareth Duffield, Trussell Trust Regional Manager, delivered a short presentation on the role of the Trussell Trust national charity in partnering with a network of local foodbanks to deliver a model of emergency food provision. He explained the work of local foodbanks in collecting and sorting food for distribution to those who have been referred with a voucher by approved agencies, and the role Trussell Trust plays in supporting local foodbanks deliver this service.

**4. Current challenges and opportunities**

Matthew Chandler spoke on behalf of the trustees of FCM, the charity responsible for running Salford Foodbank. He outlined three challenges that if unresolved would lead to foodbank closing by March 2020;

- **Finance:** the current operating model costs around £65k per annum to run (not including volunteer time and donations of food), with reliable income from regular giving currently around £20k. One off donations have

enabled the charity to survive, however this position is not sustainable and requires either income to grow or costs to reduce.

- **Buildings:** Mocha Parade is the current hub but is not expected to be available beyond the next 12 months due to site redevelopment.
- **Leadership:** the current team of three trustees needs additional skills and capacity adding to it, particularly due to two current trustees standing down by March 2020. Without a fresh management team (some of whom would need to be trustees) FCM will have to close, with foodbank either taken over by another body or wound up.

Three areas of hope and opportunity were highlighted regarding the three challenges:

- **Finance:** opportunities to develop relationships with grant-making bodies such as Salford CVS who have supported us in the past; potential for grants relating to new building costs via Trussell Trust; historic levels of support within the Salford community when there has been crisis.
- **Buildings:** two possibilities (one large, one small) identified by Salford Council, both would require building work and negotiation on costs, but viable options with some time to work on a solution.
- **Leadership:** there are systems and processes in place that a new management team could rely upon; there are options for expert advice and support from Trussell Trust and Salford CVS; there are individuals already looking at volunteering in this capacity.

## 5. Breakout groups

All attendees were asked to gather into one of three groups, each examining possibilities for addressing one of the three areas of challenge. Around 20-30 minutes of vibrant conversation produced a raft of ideas, options and new contacts; see appendix for summary.

## 6. Prayer time and close

Those who wanted to could stay for a 15-minute time of prayer for the future of Salford Foodbank. The evening was closed in prayer by Pastor Claire Morton of Go Church.

The trustees of Freedom Central Manchester would like to thank everyone who attended and participated in the event. We look forward to working with our partners, stakeholders and the whole community in putting ideas into action, we will keep you up to date with progress.

**If you volunteered to get involved**, it might take us a few days to respond but we want to connect with everyone who offered support. If you didn't provide contact details or were not able to sign up at the event, please email us at [engagement@salford.foodbank.org.uk](mailto:engagement@salford.foodbank.org.uk).

## **Appendix: Group work notes**

Each of the three groups recorded ideas, options, resources and suggestions on flip chart paper and post-it notes. The following summarises the output from each group. For purposes of general circulation individual/organisations have been anonymised, however the appropriate contact data to follow these up has been retained.

### **Finance**

#### **Fundraising ideas/offers:**

- Business looking to donate £50/month
- Cards with standing order details to give out
- Funds potentially available from Booth Charity and from Land Fill Tax Fund
- Go Fund Me page
- Social media campaigns
- Signs in supermarkets to remind customers they can donate
- Ask housing associations to donate based on proportion of the housing stock they hold in Salford
- Local businesses to be approached
- Ask local employers to support Give As You Earn
- Ethical gift option – Christmas present is a donation to Salford Foodbank with gift certificate
- Salford hotels asking guests to donate on checkout
- Sponsored events (including some already planned)
- Door to door canvassing for regular giving
- “500 Club”, friends of Salford Foodbank
- Approaching well-known Salfordians (not just financial support)
- Ribbon sale
- Volunteers collecting at large sporting events or public spaces
- Monthly event, e.g. open mic with donations requested

#### **Offers of support/input**

- Serving as a trustee to lead fundraising
- Offer of support on developing fundraising strategy
- Volunteer support offers on admin, emails and cold calling
- Identify skill sets within event attendees

#### **Advice and guidance**

- Create a volunteer sub-committee or team to lead on fundraising
- Develop a planned strategy for the year
- Change current charity name to be Salford Foodbank to make it clearer to donors
- Targeting the right audience
- Honing the message; be clear about what we are asking for

## **Buildings**

### Hub sites to replace Mocha Parade

- Choir Street building, large space requiring substantial work
- Small site near Frederick Road, needs some work, only support a smaller operation
- Ideas for possible discounts/cheap labour from building companies; explore what can be done for free or cheap
- Company looking at making depot space available
- Suggestion of company to ask for storage
- Explore options with other local food provision organisations to share space

### Distribution venue ideas

- St Phillip's (Chapel Street)
- Broughton Hub
- Gaddum (includes desk space)
- Go Church (increasing existing storage space)
- Rotary Club
- The Lions

## **Leadership**

### Sources of volunteers/offers of support

- Local business offering skills-based volunteering (especially finance) and financial literacy support/resources for volunteer trustees/managers
- Salford CVS advice and support, further detail to be provided
- Trussell Trust advice and support
- Volunteer general admin
- Seek corporate representative trustee(s) who can bring
- Council officers to offer corporate volunteer time to advice or act as trustees
- Named individuals offering support as trustees or management team

### Strategic considerations

- Potential to focus activity and downsize to serve the busiest two council wards
- Explore options to transform into a cooperative, owned and run by the community, e.g. Cooperative Community Interest Company
- Raising and maintaining profile via social and traditional media