

**REPORT TO INVESTING IN THE VOLUNTARY & COMMUNITY SECTOR
STRATEGIC GROUP**

APPLICATION TO GRANT A LEASE AT LESS THAN MARKET RENT

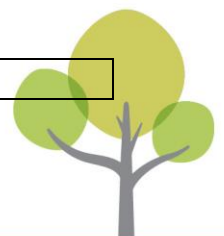
Building / Land Address	Greets Green Resource Centre Harwood Street – West Bromwich – B70 9JF (Whole premises including land around the building)
Applicant Organisation Name and Address	Confederation of Bangladeshi Organisations (CBO) Ltd Greets Green Resource Centre Harwood street – West Bromwich – B70 9JF
Current Leases	Full repairing voluntary body leases
Date Business Case Submitted	17 December 2021
Date of Report to IITVCS Strategic Group	13 April 2022
Report Author(s)	Stefan Hemming, Principle Lead – Corporate Property Kate Ashley, Strategic Lead – Service Improvement Karen Williams, Voluntary Support Sector Manager Matthew Driver, Senior Accountant

Section 1 – Building Details

Market Valuation: - Sale - Rent	Rental Value assessed as £19,500 per annum
Condition Survey	N/A
Date Declared Surplus by Land and Asset Management Officer Group	Group already occupy premises by way of two leases: Lease dated 30 th June 2016 referring to Greets Green Resources Centre and Land Adjoining Harwood Street West Bromwich for a term of 25 years with effect from 30 th June 2016 at £1 per annum. Lease dated 17 th May 2018 referring to Land at the Junction of Harwood Street and Lambert End, West Bromwich for a term of 23 years from 17 th May 2018 at £1 per annum.

Section 2 – Business Case

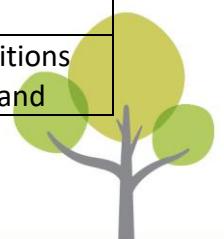
Proposed Rental Value	£19,500
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Length of Lease	99 years – asset transfer
Special Conditions	Full repairing voluntary body lease
Summary of Proposed Service or Use of Building/Land	Community facility within area of high deprivation, focusing on providing services to BAME communities to promote financial stability, community cohesion, health and wellbeing, education and employment. Services include provision of advice and guidance, education and training facilities, nursery provision and outdoor community garden/MUGA/gym area
Legal Status of Organisation	Company Charity Company no; 07705011 Charity no; 1145333
Funding arrangements in place? Y/N	Council funding: <ul style="list-style-type: none"> • Advice grant: £65,898 per year • Public Health SHIP: £14,564 per year • Total £80,462

Section 3 – Contribution to Vision 2030 and Corporate Strategic Objectives

How will the services/activities improve the life of Sandwell residents?	<p>CBO is a member of Sandwell Consortium and Sandwell Advice Providers Network, and already works in partnership with Sandwell Council and other organisations on health promotion, resilience, advice and employment & skills.</p> <p>Activities at GGRC reach 6,000 residents annually, focusing on (but not exclusively) BME communities and new migrants. Location of facilities is within some of the most deprived parts of the borough (IMD 2019).</p> <p>Supporting hard to reach people access financial advice and support, training and skills development, and employment opportunities. In 2020/21 the organisation supported nearly 2,500 people to access over £1.1m in benefits and financial allowances.</p> <p>Attracting other external funding to support community development activities, e.g. Big Lottery Fund funded programme aimed at improving language skills, community cohesion, health and wellbeing and skills development through volunteering. Track record of securing funding for capital projects aligned to local needs, e.g. MUGA and modular nursery building.</p> <p>Nursery provision for 2-5 year olds with focus on ensuring children are “school ready”.</p>
How does this contribute to Vision 2030 and/or the	Proposal will contribute to Sandwell Vision 2030 Ambitions 1, 2, 3, 4, 5 and 8 – supporting early years, education and

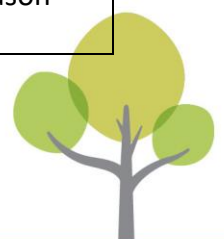


<p>Council's Strategic Objectives?</p>	<p>skills, health and wellbeing, strengthening communities and investment in towns.</p> <p>Proposal will contribute to the Corporate Strategic Outcomes of:</p> <ul style="list-style-type: none"> • Best start in life for children and young people • People live well and age well • Strong, resilient communities • Strong and inclusive economy
<p>How will impact be monitored / evidenced?</p>	<p>CBO submit monthly monitoring returns via Sandwell Consortium detailing advice outputs. Their CE, Shabud Ullah, chairs Sandwell Advice Providers Network and is an active member of the advice re-design group. Should the asset transfer be approved an agreed statement will be put in place and a quarterly / annual report will be required.</p>

Section 4 – Financial Assessment

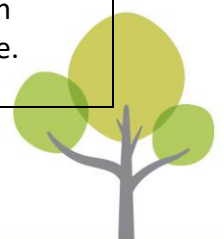
Please note that finance were asked to comment on the organisations ability to pay the rent. They were not asked to comment on the financial viability of the group. The financial viability of the group is given a weighting of 40% in the scoring matrix completed by officers in Community Partnerships. Healthy finances mean that CBO will be able to continue to run the centre and improve its facilities.

<p>Rent Subsidy Requested</p>	<p>100%</p>
<p>Analysis of Financial Accounts</p>	<p>The financial accounts for the year ending 31st March 2021 show that the CBO was in a healthy financial position. The income and expenditure account shows a surplus for the year of £118k. At the end of the year the total funds held by the charity on the balance sheet are £491k of which £182k is cash held in the bank. The association has no long-term liabilities and current liabilities of only £3k. Based on the 2020-21 accounts the association could afford to pay an annual rent of £19,500.</p> <p>The financial accounts for the year ending 31st March 2020 show that the CBO made a small loss of £7k for the year but still held total funds of £373k including cash in the bank of £69k. The loss appears to be a one off loss and the result of reduced grant income.</p>
<p>Other Considerations</p>	<p><i>None</i></p>
<p>Conclusion</p>	<p>The CBO appears to be in an overall healthy financial position and there does not seem to be a financial reason why they could not afford to pay the rent.</p>



Section 5 – Recommendation

<p>Recommend Issue of Lease at less than market value?</p>	<p>Yes Copy of scoring matrix attached</p>
<p>Rationale</p>	<p>We have no hesitation in supporting the asset transfer (99 years lease) and recommend a 100% rent subsidy for the term.</p> <p>Value for Money Council funding:</p> <ul style="list-style-type: none"> • Advice grant: £65,898 per year • Public Health SHIP: £14,564 per year • Total £80,462 <p>CBO deliver excellent value for money. For example, in 2021/22 CBO supported 872 residents with generalist advice, securing £1,256,056 confirmed benefit gains and £7,130 one off charitable payments/ household goods. For every £1 of advice funding CBO have delivered £19 into the pockets of residents.</p> <p>CBO will use the rent saving to continue to deliver services, (the rent of £19500 represents 24% of the council’s grant - if they were required to pay all or some of the rent this would lead to a reduction in service).</p> <p>CBO will continue to seek external grants to improve the facilities and develop new initiatives to meet local need and diversify their income.</p> <p>Track record and viability (building management) CBO have taken on a former housing office on a full repairing lease and transformed it into a multi-use community facility nursery, with an outside play area. More recently they secured funding to build a nursery on site – meeting a local need and developing an additional income stream.</p> <p>Strong partnerships CBO are a trusted partner, working hard to help us to communicate with and support hard to reach communities. They continued to deliver advice throughout the pandemic, hosted pop up vaccine clinics and helped spread positive messages about covid safe behaviour. They provide joined up support including: immigration advice, ESOL, employment support, help to get on-line.</p>



	CBO have a long term commitment to Greets Green and the wider area of West Bromwich. Asset transfer is the natural next step for CBO and the council.
IITVCS Strategic Group Decision	



APPLICATION FORM FOR A LEASE OF PREMISES

Please complete all boxes

DATE

17th December 2021

1. Premise Details to which this application applies:

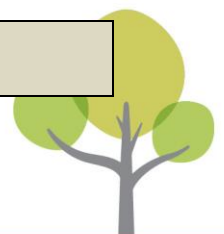
Premise Name and Address	Greets Green Resource Centre Harwood street – West Bromwich – B70 9JF
Whole premise or part?	<i>If part, please specify</i> Whole premises including land around the building

2. Organisation Details:

Organisation Name	Confederation of Bangladeshi Organisations (CBO) Ltd		
Address	Greets Green Resource Centre Harwood street – West Bromwich – B70 9JF		
Organisation Contact Name	SHABUD ULLAH		
E-mail	shabud@cbo786.co.uk	Tel No:	0121 500 5441
Legal Status of Organisation	Company Charity		
Company or Charity Number (If applicable)	Company no; 07705011 Charity no; 1145333		
Registered Address (if different from above)			
How long has the organisation been in existence?	CBO was established in 1985		

3. Proposed Use of the Premises

If your organisation currently occupies these premises, please give details of:



- Current activities run from these premises
- Any changes to these activities
- Any new activities to be run from these premises

Note: please submit any documents that provide supporting information, such as annual reports, business plans, grant applications, etc.

In 2011 CBO took over the management of Greets Green Resource Centre (GGRC) a former housing office from Sandwell MBC on a full repairing voluntary body lease. Working in partnership with key stakeholders CBO secured external resources of around £70,000 to refurbish the centre and transformed the building into modern and vibrant community facilities.

Over 6,000 people use the Greets Green Resource Centre each year, benefitting from a wide range of activities including advice (In 2020/21 our advice team dealt with 2469 client cases and secured confirm financial benefit gains of £1.149m for local residents)

Current project and programmes includes;

- Information, Advice & Guidance
- Welfare Rights & Debt – regulated by Financial Conduct Authority (705620)
- Immigration & Nationality – regulated by OISC
- ESOL
- Skills and Employment
- Education & Training
- Women Services
- Young people services
- Health and Wellbeing
- Volunteering
- Community services and development initiatives.
- Nursery provisions – Ofsted registration – 2561533
- Outdoor MUGA – Gym – Play arear – Community Garden area

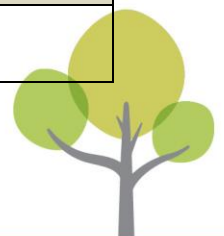
If your organisation does not currently occupy these premises, please give details of what are you planning to use the building for?

Note: please submit any documents that provide supporting information, such as annual reports, business plans, grant applications, etc.

Please provide details of:

- **the number of Sandwell residents that you are working with or plan to work with;**
- **whether you are working/will work in a particular neighbourhood or town; and**
- **any specific group of residents that will use the building.**

All our projects and activities are open to all residents who need them.



CBO is an affiliated organization with company charity status. Established in 1985, CBO has a long and proud history of delivering a range of important services to the communities that our public sector partners find amongst some of the hardest to reach, most vulnerable communities within Sandwell.

We have grown organically and in response to the identifiable needs of our communities over recent years and today we are now a stable and important provider receiving positive recognition from our mainstream peers and local communities in equal measure.

CBO is well known for its excellent track record in providing holistic wraparound services under one roof and we attract people from all over Sandwell. We specialise in targeting BME communities in particular Bangladeshi, Pakistani and Indian including new migrant.

4. Benefits

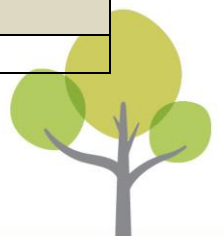
Please explain how your plans will support [Vision 2030](#)?

CBO will meet ambition; 1, 2, 3, 4, 5, and 8

Our current projects and programmes below will support in meeting the above ambitions;

- Information, Advice & Guidance
- Welfare Rights & Debt – regulated by Financial Conduct Authority (705620)
- Immigration & Nationality – regulated by OISC
- ESOL
- Skills and Employment
- Education & Training
- Women Services
- Young people services
- Health and Wellbeing
- Volunteering
- Community services and development initiatives.
- Nursery provisions – Ofsted registration – 2561533
- Outdoor MUGA – Gym – Play area – Community Garden area

How will your organisation's activities improve the lives of Sandwell residents?



Please find attached copy of our annual report 2021 outlining our key achievements and success stories.

Please include details of any other benefits or opportunities that would arise from your proposed move

We have been successful in securing large amount of external funding as capital investment and hope to continue to secure more external funding as capital investment.

5. Risks

What risks to your organisation have you identified from taking on these premises?

Please detail and outline how you would deal with these

Note: Please append any reports or other documents to support how you will manage these risks

We have been managing the premises on a full repairing lease since 2011. We have wide range of experienced people involved on our management board to overcome any risk factors. We have successfully completed number of capital projects over the years and very proud of our achievements.

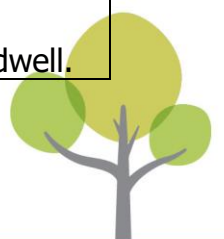
As well as internal support CBO is well connected with wide voluntary sector and also a member of Sandwell Consortium and when needed able to seek help and support from other colleagues within the sector.

6. Your Track Record

What are the recent achievements of the organisation?

Please provide evidence of quality of work, including any accreditation or awards

CBO is a community and voluntary sector organisation based in West Bromwich. It was created in 1985 to address the needs of the fledgling Bangladeshi community which was then the most deprived of the communities in Sandwell.



However, over the years we have grown from strength to strength and over 6000 people receives our help annually and only half of them are Bangladeshi.

CBO is one of the thriving voluntary and community organisation in Sandwell with our annual turnover in 2021 was around £408,200.

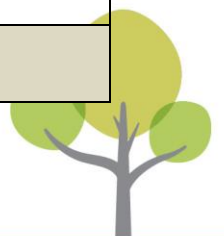
Below are list of our recent success stories in relation capital investment into Greets Greet Resource Centre:

- In 2020 during the pandemic in consultation with the service users CBO was successful in securing external funding of £50,000 from The National Big Lottery Fund to develop an outdoor gym and community garden area at the rear of GGRC which will compliment the existing MUGA and play area.
- In 2018 CBO has been successful in securing external funding of £150,000 from Veolia and Enovert for the development of new modular build nursery. We are very pleased the new capital project was planned, developed and implemented to add to our exiting provision and will help CBO to focus on early years provision and in particular target BME communities.
- In 2013 CBO was approached by local residents to develop the rear open space into a multi games play area. Accordingly CBO successfully secured around £130,000 of external resources from Biffa Award, Veolia and Big Lottery Fund to create an outdoor play area. The project is now completed providing first of a kind, both indoor and outdoor facilities at the heart of one of the most deprived neighbourhoods in Sandwell. The improved facilities will enable CBO to work with diverse client groups including young people.
- In 2011 CBO took over the management of Greets Green Resource Centre (GGRC) a former housing office from Sandwell MBC on a full repairing voluntary body lease. Working in partnership with key stakeholders CBO secured external resources of around £70,000 to refurbish the centre and transformed the building into modern and vibrant community facilities.

We are pleased to confirm a total of around £400,000 of capital funding have been externally secured and invested in GGRC

Are you already working in partnership with any of the following?

- Sandwell Council



- Other voluntary and community organisations (in Sandwell and out of borough)
- Other public bodies

If so, please set out the details and achievements/impact made

CBO is involved in the following partnerships:

- Sandwell Consortium – CBO is one of the founding organisation and director
- Sandwell Advice Providers Network – CEO of CBO is the chair of SAPN which is made up of advice providers in Sandwell including Council Welfare Rights, Citizens Advice and other community based advice providers.
- Community Health Partnership
- Resilient Residents
- Advice Re-design
- Employment and Skills partnership

Please provide evidence to demonstrate the financial stability of the organisation – where possible, please provide the organisation’s accounts for the last two financial years and the management accounts for the current financial year

Please find attached annual accounts for 2021 and 2020

7. Funding Arrangements:

Have funds been identified for the following: (please provide details)

**Investment in the Building
(improvements to the building/ refurbishment)**

We have already invested around £400,000 of external funding and hope replicate the success with more investment through external funding.

Fitting out the building



Rental			
Have funds been identified for the following: (Y/N)			
Removal costs.		Running Costs (utility bills & taxes)	
Refurbishment/Fit out		IT costs and requirements.	
Phones		Other (please specify)	
Staff costs			

8. Timeframes:

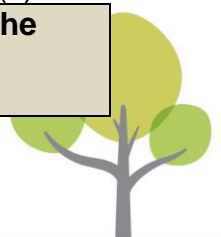
When do you need the premises?	We are currently occupying and have 25 years voluntary body lease. We would like this assets transfer to go ahead as soon as possible so we can plan the next step.
How long do you want to lease the space for?	99 years

NB: Any longer term than the standard 10 years will be dependent upon your business case.

9. Rent subsidy (if you are intending to pay a market rental please do not complete this section)

In certain circumstances, if an organisation can demonstrate through a robust business case that either it is unable to afford to pay some or all of the full market rental or if the funding that would pay the rent would be better spent on service delivery, the Council will consider renting the property at a lower rental level, to be negotiated (based on factors such as affordability and any other liabilities such as repairs and maintenance that the VCS tenant may be prepared to take on in lieu of rent). This will only apply if the voluntary organisation is providing a service which meets a shared priority and is supported by the relevant Council service area(s).

Please outline the level of rent subsidy that you are requesting and the case supporting your request.



Full 100% rent subsidy.

We are a community and charitable organisation and any money saved from the rent will be reinvested into delivering services for the community which will ultimately help towards achieving the council vision 2030 ambitions.

THIS FORM WHEN COMPLETED SHOULD BE FORWARDED TO: -

Stefan Hemming Principal Lead – Commercial Property

Sandwell Council House, PO Box 2377, Oldbury.

Tel No: 07825 280337

Email stefan_hemming@sandwell.gov.uk



Asset transfer/ Long lease

Voluntary sector organisation application for a reduced rent/ rent subsidy

Voluntary organisation Confederation of Bangladeshi Organisations CBO

Company no; [07705011](#) Charity no; [1145333](#)

Property Greets Green Resource Centre, Harwood street – West Bromwich – B70 9JF

Annual Rent £19,500 pa

Request 100% rent subsidy 99 year lease

Financial assessment

Finance are asked to assess whether or not the organisation is able to pay the rent, based upon the information contained in their accounts:

Ability to make a contribution to the rent: Yes/ No

“The CBO appears to be in an overall healthy financial position and there does not seem to be a financial reason why they could not afford to pay the rent.”

Meeting the council’s definition of the vcs:

Assessment by voluntary sector support team.

Meet the definition: **Yes**/ No

Assessment by commissioners/ voluntary sector support team:

In addition, commissioners and the voluntary sector support team will score a range of other factors that have a bearing upon whether we would recommend a reduced rent/ rent subsidy.

Criteria	Weighting	Score (0-4) 4 = good/high HC	Score (0-4) 4 = good/high MS	Moderated score Comments
Financial viability / health of organisation	40%	4 (160)	3 (120)	We have used the revised weighting that reflects the discussion at IIVCS Strategic Group last week. Manny and I met to discuss our scoring and agreed that we didn’t need a moderated score as we our scores were based on our individual knowledge of the group as well the info on the application form. We have agreed that in the case of CBO we have no hesitation in supporting the asset transfer (99 years lease)
Proposed use of funds if organisation is excused some or all of the rent	15%	4 (60)	3 (45)	
Strength & maturity of local partnerships including with the council	10%	4 (40)	3 (30)	



Potential savings to the council	10%	1 (10)	2 (20)	and recommend a 100% rent subsidy for the term.
Contribution to Vision 2030/ the Corporate plan/ the Improvement plan	10%	4 (40)	4 (40)	
Leverage/ external funding secured by organisation	10%	4 (40)	4 (40)	
Benefits linked to supporting the organisation having a long term stake in the area	5%	4 (20)	3 (15)	
Total	100%	370	310	

To calculate the weighted score, multiply the score by the % The maximum total weighted score if a group scores 4 on all categories would be 400

- To score 0: does not meet the criteria
- To score 1: slightly meets the criteria
- To score 2: partly meets the criteria
- To score 3: mostly meets the criteria
- To score 4: fully meets the criteria

Maximum score: 400
CBO score: 370

Assessment completed by Heather Chinner 27th July 2022

Maximum score: 400
CBO score: 310

Assessment completed by Manny Sehmbith July 2022

