



Working with Local Authorities in North Yorkshire

This workshop will provide an overview of the changing funding landscapes of the local authorities and the impact this will have upon the expectations and the reality of voluntary sector funding

Future of Grant Funding

- Lack of funding due to Comprehensive Spending Review
- Trend away from issuing of grants to letting of contracts

Grant Funding Availability

- Limited number with limited funds
 - LEADER funding - Key contact Patrick Robertson
 - HAS Innovation Fund – Key contact is Larry Hollando
 - CYPS – Key contact Howard Emmett

Contracting (Putting it Simply)

- Payment in exchange for the delivery defined goods/services/works to defined standards
- Open, Fair and Transparent Competition

The Rules and Regulations

- Council Contract Procedure Rules
- EU Public Procurement Regulations

Council Contract and Financial Procedures

- All Councils have clear internal contracting rules which must be followed when buying goods, services and works
- These rules are broadly the same.
- Define the financial thresholds for quotations and tenders and the rules to be followed in each case.
- Summaries are included in the 'How to do Business with the Councils in North Yorkshire' guide available via Council websites

EU Procurement Regulations

All procurements above the following financial thresholds are subject to EU Procurement Regulations:

For supplies and services- £156,422

For works - £3,927,260

Complex and structured regime

Finding Out About Opportunities: Response to Advertisement

- OJEU notice
- Supplier and Contract Management System (SCMS) Bulletin Board
- Local Newspapers
- Trade Press
- Council Websites

SCMS

- Electronic Tendering System used by Local Authorities across the Yorkshire and Humber region
- Free to register and use
- Create a company profile
- E-mail notification of suitable opportunities
- Used for quotations and tenders
- Full process conducted on line

SCMS

- FREE registration at <http://scms.alito.co.uk>

Increase Your Chances Of Success

- Focus on the added benefits of doing business with you - highlight your strengths
- Demonstrate flexibility and willingness to meet client's needs
- Collaborate – e.g. consortia and partnerships
- Bids
 - Assume we know nothing
 - Answer all questions in full
 - Respond in requested format
 - Answer question asked not the one you wished we asked.
- Be realistic – ‘don't bite off more than you can chew’
- Plan Ahead – tenders can be a significant undertaking

Now for the reality

- Some funding will be available but
 - Likely to be focused on individuals
 - Time limited to support innovations and sustainability
 - Infrastructure/support organisations will need to prove their worth

Now for the reality

- Expectations of the voluntary sector
 - Individuals (again)
 - Frontline services
 - Enterprises
 - Question yourselves

Help is available

- Each Council has a Guide for Suppliers and Contractors available via their websites
- Key Council Contacts
- North Yorkshire and York Forum
<http://www.nyyforum.org.uk/> - 01347 825710
- Northern Procurement Group Ltd
<http://www.npg-ltd.com/> - 01609 533459