

## TFN Impact Report

<b>Name of your Organisation:</b>	Bags of Taste
<b>Name of the project TFN funded:</b>	Bags of Taste
<b>Date Funded by TFN:</b>	15 <sup>th</sup> September 2016
<b>Were you able to undertake your project as planned?</b>	Yes
<b>Can you describe and/or demonstrate the specific impact that TFN funding has had against your initial objectives?</b>	<p>The TFN funding was specifically to establish a branch in the London borough of Islington.</p> <p>The first course was run on the 30th November 2016 by Justin Roebuck, the branch head. This was the first branch we had ever opened, and our systems are complex to replicate, so a lot of work went into the preparation and training for this branch. A total of 300 separate items of equipment were purchased to run the sessions. Training materials were developed and systems were processed engineered, formalised and documented.</p> <p>We were extremely happy with the results technically - it went with almost no hitches to systems and ran very smoothly, which was very reassuring. We had been able to pull together a new team of volunteers with only minimal dependence on Head Office, who were reasonably effective and started to come together as a team. The only slightly disappointing thing was that student attendance was slightly lower than expected.</p> <p>For our second course (8/2/17) we focused on student recruitment. I mentored Justin and worked with him on outreach. In addition we were introduced to a range of debt charities via the Islington Debt Coalition, which invited us to present to them at Islington Town Hall. This led to an avalanche of new contacts and referrals and an oversubscribed course. In many ways this was good, as working with a brand new team of volunteers and large numbers of students would have been challenging on the first course and it was better to happen on the second. We also ran this course in a different location, which was a further challenge as new locations have their own issues, but volunteers and staff coped well.</p> <p>The final course run with your money was also well attended. Overall we were extremely pleased with the progress Justin has made and feel that the project will continue and go from strength to strength.</p> <p>In addition we can share with you the following evaluation data:</p> <ul style="list-style-type: none"> <li>• Average weekly food budget per head: £21 - fairly low and in line with expectations</li> <li>• Average weekly saving on takeaways (post course): £13.63 (100% of original reported number) = £708.50 per annum</li> <li>• Average weekly saving on food bills: £19.04 (44%) = £990 per annum</li> <li>• Average annual household savings on both food bills &amp; takeaways: £1,698 per annum</li> </ul>

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	<ul style="list-style-type: none"> <li>• 68% agreed they were saving money on food bills/23% were unsure/9% said they were not</li> <li>• Of those that reported eating takeaways and ready meals, 80% said they were spending less/13% said they were unsure/7% said they were not spending less</li> </ul> <p>* note that several students reported greater savings than they originally admitted to spending on takeaways and ready meals</p> <ul style="list-style-type: none"> <li>• Increase in “happiness with their cooking” was 40% over the course</li> <li>• 82% of students reported learning cooking skills</li> <li>• 82% of students reported enjoying meeting other people (reduction in social isolation)</li> <li>• 62% of students reported wasting less</li> <li>• 86% of students reported learning about healthy eating</li> <li>• Increase in average vegetable consumption was 17% over the course.</li> </ul> <p>These numbers are broadly in line with results we have seen in other boroughs so we are very happy with the results of our first branch.</p> <p>After establishing the branch in Islington, it ran at full capacity for the remainder of the academic year (5 courses).</p>
<b>What portion of the project did TFN fund?</b>	100%
<b>How many direct beneficiaries did the TFN funded project reach?</b>	73 unique individuals - vs original expectations of 81, we're fairly happy with that
<b>How many indirect beneficiaries did the TFN funded project reach?</b>	115 is the total number of family/friends that students reported cooking for
<b>Were you able to leverage further funding as a result of TFN support?</b>	Yes
<b>If yes, how much were you able to raise?</b>	We were able to raise £5,000 from Islington Community Chest to fund a further 2 courses after we had used your funding. At the same time that we had applied to yourselves, we had applied to another fund, who turned us down. Further discussions as to why that was revealed that they thought that a "start up" (even though it was a branch of a successful organisation) was too risky and they were not prepared to fund it. They have recently encouraged us to reapply for funding and we are hopeful that they will now fund us given how encouraging they have become. Also, as a result of us opening a number of branches, we have now received broader funding across London from the Evening Standard Dispossessed Fund.
<b>Did you receive any pro-bono</b>	Yes

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<p><b>support, volunteer offers or introductions as a result of the event?</b></p>	
<p><b>If yes, please can you provide details of the support you received?</b></p>	<p>We had some direct support from one funder to cover the cost of a part time staff for one year.</p> <p>This has enabled us to train up some support for the Managing Director to mitigate key man risk issues, and to relieve the pressure of always having to be physically present to deal with anything the branches require, like printing more publicity materials.</p> <p>This was particularly relevant when we entered our first franchising discussions - one of their questions as we got to the more serious discussions was what happens if anything happens to the MD. And we were able to show that we had thought of and mitigated that risk.</p>
<p><b>How important was TFN funding in helping you achieve your objectives?</b></p>	<p>We would have found it difficult to achieve our objectives without TFN funding</p>
<p><b>Since presenting at TFN, has your organisation undergone any other significant changes?</b></p>	<p>We have gained confidence and learnt sufficiently from the experience of opening our first branch in Islington to open 2 more London branches since November 2016. One of these was directly commissioned by a Public Health body. We are also opening one further branch in London in November 2017 and our first branch outside of London (Hastings) also in November 2017.</p> <p>We are now in discussions with our first social franchisee, a much larger charity with a turnover of £1m, and we believe they have had the confidence to consider working with us due to our numerous established branches and commissioning by Public Health bodies. We are awaiting their board decision on this matter.</p> <p>We have gone from two staff to nine now and in particular, the individual core funding given by one of your members has enabled us to mitigate key man risk. We now have a member of staff who works in head office and shadows the managing director so that she is able to perform many of the operational aspects of the organization. This was also instrumental in enabling us to commence social franchising discussions as it was one of the questions the potential franchisee's Operations Director asked.</p> <p>Our dream of scaling our operations has been realized with your money and we are very grateful for you giving us the ability to do this. Our next target is to grow the concept outside of London, and to socially franchise our concept.</p>
<p><b>Do you have any other comments or feedback on the experience of the TFN process?</b></p>	<p>We have been generally very happy with the process overall. In particular the ability to connect with individuals who have gotten to know us in much more depth, and provide support, both financial and moral!</p>