

# **Executive Summary**

- Trades House of Glasgow, as a major charity in Glasgow, has supported the Glasgow and Scottish economy since its formation in 1605;
- Trades House manages funds of £21 million, and with its 14 Trade Incorporations award donations worth over £750,000 annually;
- Trades Hall hosted 268 events in the most recent financial year (2016/17);
- Trades House and its Craft Incorporations play a vital role in training and education through various grants, events and initiatives;
- This report has undertaken a detailed assessment of the contribution of Trades House of Glasgow to the Scottish economy by examining Trades House's income, expenditure, grants and donations.
- Summary of key findings:
  - £1,690,000 in GDP and 37 full-time equivalent jobs were supported by 2016/17
    Trades House operational activities;
  - Over £870,000 in GDP and an additional 24 person years of full-time equivalent employment were added to Scotland from capital expenditure of Trades House between 2004/05 and March 2018;
  - In this study, we examine the correlation between the grants and donations of Trades House to individual recipients in the Greater Glasgow area and those areas' levels of deprivation. We find that Trades House's support principally targets at individuals in the most deprived areas of Greater Glasgow.
  - For instance, 80 percent of the individual recipients through the Drapers Fund lived in the 25% most deprived areas, while 90 percent of the grants were made to recipients living in the 35% most deprived areas.

#### Disclaimer

The analysis in this report has been carried out by MSc Economics student Chanyong Sim during a summer internship in the Fraser of Allander Institute (FAI) at the University of Strathclyde. The FAI is a leading academic research centre focussed on the Scottish economy.

The report forms the output of Chanyong's time in the FAI which was supported by the Trades House of Glasgow through the "Deacon Convenor's Scholarship", which funded the work. The Trades House asked FAI to provide an estimate of the economic contribution of the Trades House to Scotland's economy and to undertake a spatial analysis of Trades House grants and awards activity within Greater Glasgow.

The technical analysis, methodology and writing up of the results was undertaken independently by the FAI. The FAI is committed to informing and encouraging public debate through the provision of the highest quality analytical advice and analysis. We are therefore happy to respond to requests for factual advice and analysis. Any technical errors or omissions are those of the authors.

# 1. Introduction

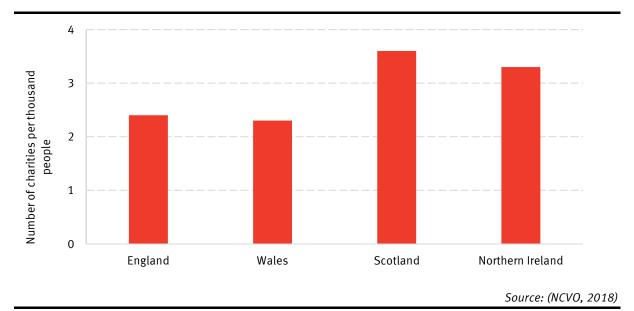
Trades House is a charitable organisation aiming to improve social and civic well-being and education in Glasgow.

Charities carry out a wide range of activities to provide help to those in need. This ranges from a regional level to an international level and in a variety of sectors. Table 1 illustrates the activities of charitable organisations.

**Table 1:** Activities of Charities

| Category of activities    | Examples of activities                                  |
|---------------------------|---|
| Supporting people         | Social and health care services, employment support     |
| Empowering people         | Campaigns, representing and strengthening minorities    |
| Bringing people together  | Social activities, Community events, hobby groups       |
| Health and well-being     | Community centres, sports facilities, self-help groups  |
| Improving our environment | Heritage, conservation, regeneration of our environment |
|                           | Source: SCVO (Mackinnon, 2014)                          |

Chart 1: Number of charities per capita (000s) across UK nations, 2015/16



In Scotland, over 24,000 charities such as universities and community groups work for the enhancement of the society and around 180,000 charity trustees manage over £11 billion of total income every year (OSCR, 2017). Scotland leads other UK nations on the number of charities per head of population (Chart 1).

Scottish citizens show a high level of trust in charities. According to a recent survey of the public perception of charities, 73 percent of respondents showed trust in charities working for the public interest, while 77 percent believe that charities play an important role in their communities (Mackinnon, 2018). Also, 82 percent of Scottish households have used charity in 2017 (Mackinnon, 2018).

The status of Trades House of Glasgow with its 14 Craft Incorporations was formed in 1605 at the time of Glasgow's local Government reform, and later confirmed by an Act of Parliament.

With a history spanning over four centuries, members of Crafts linked to the Trades House of Glasgow have been involved in the shaping of the Glasgow economy. Now, Trades House manages funds of £21 million and with its 14 Trade Incorporations annually awards over £750,000 across Greater Glasgow.

The House and Crafts plays a vital position in training and education through numerous projects and initiatives such as school and college craft events and Modern Apprentice Awards, with the purpose of contributing to well-being across Glasgow's diverse communities

A major element of the Scottish Government's agenda is its focus on "Inclusive Growth". The inclusive growth agenda aims to reduce inequality through promoting fair and inclusive work and reducing economic inequality (Scottish Government, 2015).

The report focuses on the activities of Trades House, its economic contribution to the Scottish economy and the wider contribution of Trades House through grants and donations.

To estimate the economic contribution of Trades House, two assessments were undertaken.

Firstly, we looked at the detailed breakdown of the operational activities of Trades House in 2016/17.

Secondly, we estimated the economic contribution of Trades House's capital expenditure since 2004/05 to 2017/18.

In both assessments, we estimated the direct and spill-over impacts of Trades House activities with a detailed model of the Scottish economy.

#### We find that –

- In 2016/17 Trades House's operational expenditure supported £1,690,000 in Gross Domestic Product (GDP) in Scottish economy while helping to support 37 full-time equivalent (FTE) jobs;
- Capital expenditure from 2004/05 to 2017/18 added over £870,000 in GDP and helping to support 24 person years of FTE jobs in Scotland.

To understand an aspect of the wider social contribution of Trades House to the Scottish economy, we looked into the charitable initiatives of Trades House through the prism of the Scottish Government's Inclusive Growth agenda.

# 2. Trades House of Glasgow

Trades House expresses its purpose as, "to improve the lives of the people in Glasgow by tackling areas of significant charitable need with a focus on social and civic well-being and education" (The Trades House, 2017). Under this objective, Trades House and its 14 Trades Incorporations run numerous initiatives and events.

Trades House has assets over £25 million, comprised of investments and the Trades Hall building.

Income generated from its investments allows Trades House to make a donations to individuals and charities and education, as well as further investment enabling Trades House and Crafts to host events. In 2016/17, Trades House recorded a total income of £1.18 million from its investments and operations.

Each year, Trades House nominates a charity project to support. Since 2017, Kinship Care Initiative has been nominated as an annual project of Trades House.

Its Kinship Care Initiative is designed to provide opportunities and support to children and their guardians who lack in parental care. Currently, children in this initiative are looked after though activities such as homework clubs and life skills courses (The Trades House, 2018a).

Along with the annual charity project, Trades House's charity committee has contributed towards a wide variety of charitable projects. Each year, Trades House alone makes donations of around £500,000 to charities and individuals (The Trades House, 2017).

Trades House also supports education programmes in the City. Trades House delivers education projects through relationships with schools, colleges, and universities. The education committee of Trades House is in charge of education sponsorship programmes like the School Craft Competition.

The purpose of the School Craft Competition is to recognise and reward traditional craft work such as woodwork and metalwork. 250 students from up to 20 schools within Glasgow participate, with prizes awarded in categories of woodwork, plastic and metalwork (The Trades House, 2018b).

Trades Hall, located in Glassford Street, is the home of Trades House. The investment by the Trades House has maintained Trades Hall as the second oldest building used for its original

purpose in Glasgow. Recent improvements to the Trades Hall include improvements to its lighting, heating and air conditioning.

Trades House invested around £870,000 in the Trades Hall towards its refurbishment and improvements between the years 2004/05 and 2017/18. Capital expenditure includes purchase of electronic devices and furniture, construction and architecture work such as installation of lifts and improvement of lighting.

In year 2016/17, Trades Hall hosted a total of 268 events. Among them, meetings and conferences were the most frequently hosted (Table 2).

Table 2: Trades Hall events, October 2016 to September 2017

|                         | Number of Events     |
|-------------------------|----------------------|
| Weddings                | 27                   |
| Dinner Dances, Ceilidhs | 6                    |
| Meetings & Conferences  | 123                  |
| Lodges                  | 20                   |
| Crafts                  | 61                   |
| House events            | 31                   |
|                         | Source: Trades House |

## 3. Economic Contribution of Trades House

#### 3.1 Introduction

Trades House of Glasgow has an important role as a major charitable organisation in Glasgow. We assess the economic contribution made to the Scottish economy through examining the activities both in Trades House and elsewhere in the economy supported by Trades House.

In 2016/17, Trades House employed 12 full-time equivalent (FTE) employees. The wider economic impact of Trades House is not captured by this single metric.

We created a model in order to measure the economic contributions of Trades House's activities through two routes (models).

The first model measures the economic contribution of Trades House's operating expenditure in 2016/17. The operating expenditure of 2016/17 was used as it was the most recent data available.

The second model examines the impact of Trades House's capital expenditure from 2004/05 to 2017/18.

This report examines these two models:

- The economic contribution of Trades House's operational activities in the most recent year (2016/17);
- The impact of Trades House's capital expenditure between 2004/05 and 2017/18.

These impacts arise through activities of Trades House. Other elements related to the activities hosted by Trades House such as expenditure by individuals or organisations outside of the hosting of events at Trades Hall, are not captured in this analysis. The economic contribution only identifies those gross expenditure associated with event catering and hosting by Trades House, and the associated knock-on expenditures. The impacts therefore will likely underestimate the gross impact of Trades House activity on the Scottish economy.

#### 3.2 Interpretation of models

This report focuses on the economic impact of Trades House of Glasgow on the Scottish economy. It examines both Gross Domestic Product (GDP) and employment impacts.

Gross Domestic Product (GDP) is a measure of all final goods and services within the economy in a given period of time.

Full-time equivalent (FTE) employment is used to measure the employment. One FTE job is equivalent to one person working full time for a year or two people working half the time of a full-time worker.

To estimate the gross economic impact of Trades House, solely looking at the expenditure of Trades House is not sufficient enough. We need to consider how Trades House's spending can affect suppliers, the suppliers' subsequent spending from their additional revenue, and the spending of their employees.

An economic impact study measures the impact of activities through examining three channels, which are the direct, indirect and induced impacts. Direct impacts measure the economic contribution from direct spending of Trades House <sup>1</sup>. For instance, expenditure spent for consultations, management and other activities by Trades House contributes to the Scottish economy.

However, the direct impact only captures part of the economic impact because of indirect and induced effects.

Since suppliers who earned revenue from the spending of Trades House spend their revenue on goods and services as well as their employees spend their salaries and wages, spillover effects occur through two channels:

- Indirect: the economic impact from Trades House's suppliers spending on purchases of goods and services from companies in Scotland.
- Induced: the economic impact from the additional salaries and wages paid from these activities spent on goods and services in the Scottish economy.

To measure accurately the economic contribution of Trades House, it is important to capture all three impacts. We use an Input-Output (IO) model to do this.

Our IO model provides the flows of goods and services within the Scottish economy in a given year. From this model, detailed interdependency between the producers and consumers within

<sup>&</sup>lt;sup>1</sup> We also identify in the gross impacts the indirect and induced impacts of expenditure on providing catering to events at Trades House as it is part of the direct costs to users of organising events in this location.

industries is captured. Captured interlinkages of industries will allow us to understand the multiplier effect of Trades House's expenditure and employment in Scottish economy.

#### 3.3 Trades House Expenditure

All spending and results from the model are calculated in 2014 prices in order to be comparable with the 2014 Scottish IO model (Scottish Government, 2018a).

### Model 1: Activities in 2016/17

Under this model, we examined the operating expenditure of Trades House in 2016/17. The total operating expenditure spent on the suppliers of Trades House in 2016/17 was £290,000. For instance, expenditure such as consultancy service, transportation and so on.

Along with the expenditure, Trades House was responsible for the employment of 20 FTE employees in 2016/17. The direct expenditure by Trades House on compensation of employees was around £340,000.

#### Model 2: Capital expenditure from 2004/05 to March 2018

The second model examines the economic contribution of Trades House over time. To do so, we looked into the economic impact of the Trades House's capital expenditure. Trades House spent around £800,000 between 2004/05 and 2017/18 in 2014 prices. Capital expenditure was used to refurbish and improve the Trades Hall of Glasgow as an event venue and the home of Trades House. For instance, Trades House purchased computers, lift services and so on.

#### 3.4 Model 1 results

In this part, we look at the economic contribution of Trades House's operating expenditure in 2016/17.

The total economic contribution (in 2014 prices) of Trades House's activities in Scottish economy was:

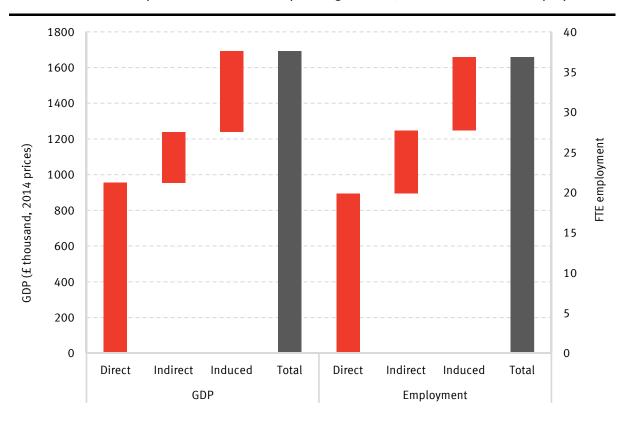
- £1,690,000 in GDP added to the Scottish economy;
- Additional 37 full-time equivalent jobs supported.

Around 57 percent of Trades House's economic contribution to Scottish GDP comes from the direct impact of its operating expenditure. An additional 17 percent of the contribution was captured from the spill-over effects created from suppliers of Trades House. The remaining 27

percent comes from the spending of the wages supported by operating activities of Trades House and its suppliers.

For employment, 20 FTE employments were created from the direct expenditure while additional 8 FTE jobs are supported from indirect effects and 9 FTE jobs are supported from induced effects.

Chart 2: Economic impact of Trades House spending in 2016/17 on GDP and FTE employment



Source: Fraser of Allander Institute

## 3.5 Model 2 results

In this model, we examine the economic contribution of Trades House's capital expenditure between 2004/05 and March 2018.

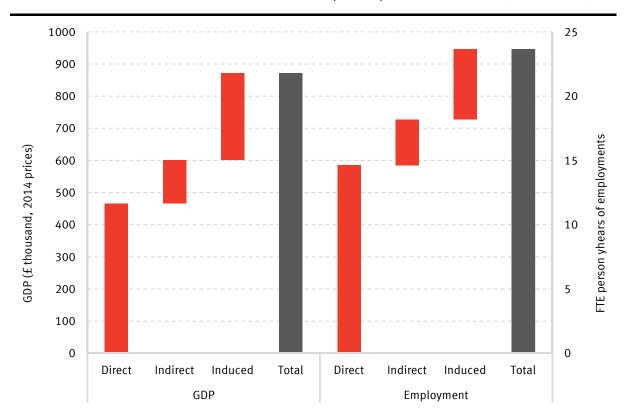
The total economic contribution (in 2013/14 prices) of Trades House's capital expenditure in Scottish economy was:

- £870,000 million in GDP added to the Scottish economy;
- An additional 24 person years of full-time equivalent employment in Scotland.

Around 62 percent of Trades House's economic impact on Scottish GDP from capital expenditure is attributed to the direct capital spending of Trades House. Around 15 percent of economic impact on GDP was supported by the spill-over effects created from the suppliers of Trades House. The remaining 23 percent comes from the spending of wages supported by the operating activities of Trades House and its suppliers.

15 person years of FTE employment was supported from the direct effect of Trades House's capital expenditure while additional 4 person years of FTE employment was created from indirect effects. The remaining 5 person years of FTE employment comes from the induced effects.

**Chart 3:** Economic contribution of Trades House capital expenditure from 2004/05 to 2017/18



Source: Fraser of Allander Institute

## 3.6 Methodology

### Model 1: Operating expenditure in 2016/17

In order to use the Scottish IO model for the year 2014, we discounted all the expenditure into 2014 prices. Discount rates were taken from the Green Book published by UK government for appraisals and evaluations (HM Treasury, 2018).

Then, operating expenditures provided by Trades House were categorised according to 2007 Standard Industrial Classification (SIC) codes (Office for National Statistics, 2007). To capture a clear economic contribution, expenditures of Trades House were disaggregated from the Scottish IO model for 2014, with Trades House activities then "extracted" using conventional IO analysis.

In this model, gross value added (GVA) is used as a GDP measure. For employment, full-time equivalent (FTE) employment is used for employment reference. One FTE employment means that one person is employed full-time for one year, or two people working half of the full-time hours for a year.

#### Model 2: Capital expenditure 2004/05 to 2017/18

All the capital expenditures between 2004/05 to 2017/18 are adjusted to 2014 prices. Then, they were mapped to SIC codes. We used the 2014 Scottish IO model and multipliers computed from model 1 in order to capture the economic contribution of Trades House's capital expenditure.

In this model, gross value added (GVA) is used as a GDP measure. For employment, full-time equivalent (FTE) years employment is used for employment reference. Two FTE years of employment means that one person is employed full-time for two years, or two people working full-time hour for a year.

## 4. Wider contribution of Trades House

#### 4.1 Scottish economic strategy

Current Scottish Government policy focuses on both economic growth and tackling inequality through four policy priorities. These are investment, innovation, inclusive growth and internationalisation (Scottish Government, 2015). Figure 1 illustrates these four priorities, and their sub elements.

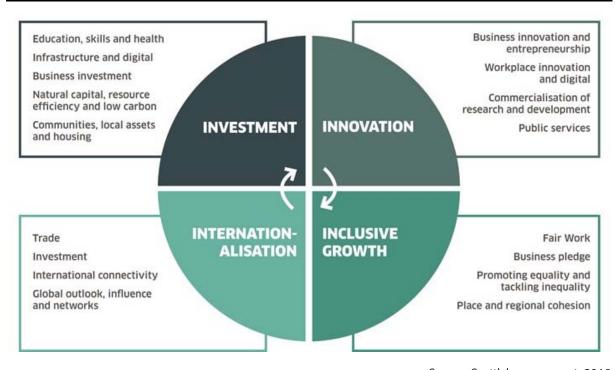


Figure 1: Four priorities of Scottish government

Source: Scottish government, 2015

Under the inclusive growth agenda, the Scottish Government aims to promote fair and sustainable employment opportunities and high-quality jobs. The inclusive growth agenda focuses on promoting fair employment opportunities so that employees can benefit from good jobs available within the labour market.

Trades House's charitable activities particularly relate to the inclusive growth aspects of Scottish Government policy.

Cross-generational inequality is another target in inclusive growth agenda as well. The Scottish Government tries to tackle this through early years interventions, such as improved childcare.

Trades House's annual charity project, the Kinship Care Initiative, and its Drapers' Fund directly support promoting cross-generational equality.

Another objective of the inclusive growth agenda is to promote cross-regional equality. The Scottish government aims to achieve equal opportunity and growth across Scotland. The Trades House relief fund targets inequality within Glasgow and surrounding areas.

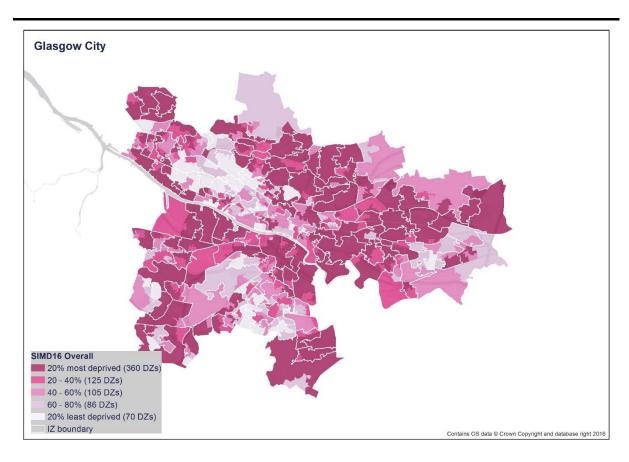
## 4.2 Glasgow's economy

Since Trades House's activities mainly focus on Glasgow and surround areas, it is necessary to take a look at Glasgow.

Glasgow is the largest city in Scotland and accounts for roughly 15 percent of the GDP in the Scottish economy (Scottish Government, 2018b). However, like many cities in the UK and Europe, Glasgow has high level of deprivation and economic inequality.

Figure 2 illustrates the overview of Glasgow's SIMD 2016 data.

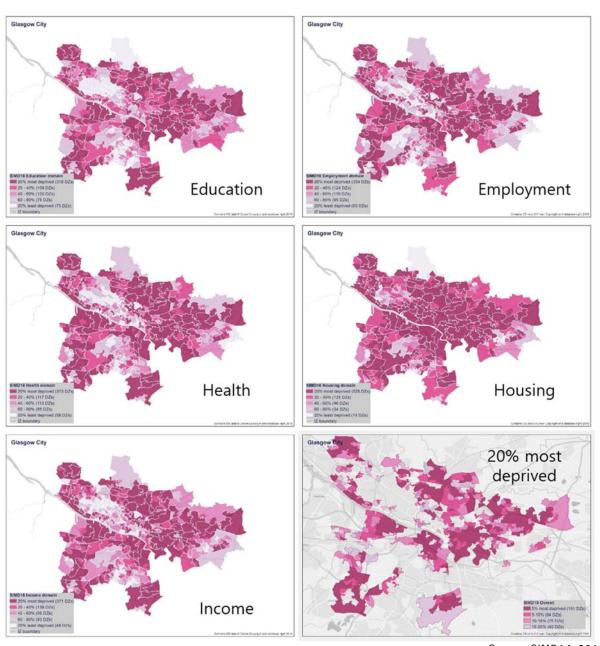
Figure 2: Glasgow SIMD Overview



Source: SIMD16, 2016

One way to get a picture on deprivation in Scotland is to use the Scottish Index of Multiple Deprivation (SIMD), which gathers data on a range of economic and social characteristics for areas in Scotland gather into 6,976 separate "data zones", with each zone containing an average population of just under 800 people.

Figure 3: Glasgow SIMD on Education, Employment, Health, Housing



Source: SIMD16, 2016

According to the most recent data on SIMD, published in 2016, 56 of the 100 most deprived areas in Scotland are located in Glasgow (SIMD, 2016). These cover a population of over 40,000 people. Additionally, half of the areas which have featured in the 5 percent most deprived areas of Scotland since 2004 are located in Glasgow (SIMD, 2016).

Figure 3 illustrates the detailed deprivation data on education, employment, health and income as well as the areas of Glasgow which are in 20 percent most deprived areas in Scotland. As observed from the level of overall deprivation mentioned above, specific maps also show a high level of deprivation within Glasgow. Deprivation in housing was particularly severe.

Along with Scottish Government's Inclusive growth agenda, the grants and donations of Trades House aim to improve outcomes for individual recipients and other charities.

#### 4.3 Trades House's initiatives

Each initiative of Trades House focuses on a specific target group of individual recipients and other charities.

The Kinship Care Initiative, the annual charity project of Trades House since 2017, supports the children whose parents are no longer able to provide care in order to provide experience and help reach their full potential.

Through its Kinship Care Initiative, Trades House aims to:

- improve the life of children under kinship arrangements, especially for those in financial difficulty;
- provide the same opportunities to develop confidence and skills for their career;
- lessen the financial burden of kinship carers.

The Draper's Fund specifically aims to support children under the age of 18 and their guardians in urgent need. This initiative is directly linked with the government's objective of enhancing cross-generational inequality.

The Trades House of Glasgow Relief and Macfarlane Funds support individuals within Greater Glasgow who are in great need by financial hardship or other disadvantage.

The Education Fund, formerly named The Fraser of Allander Fund, supports students living and studying in Greater Glasgow who are facing financial difficulty. This initiative also aims to reduce

the high level of inequality within Greater Glasgow by allowing students fully focus on studies without financial hardship.

The Commonweal Fund supports a wide range of community and charity projects within Greater Glasgow.

As well as grants, Trades House supports educational institutions through hosting competitions and exhibitions. Trades House has also hosted events to support students in Greater Glasgow.

For over twenty years, Trades House has hosted educational events such as the Glasgow School Craft Awards and Craftex. In 2018, Trades House launched its first Education Festival in order to create a platform to host and support various educational projects.

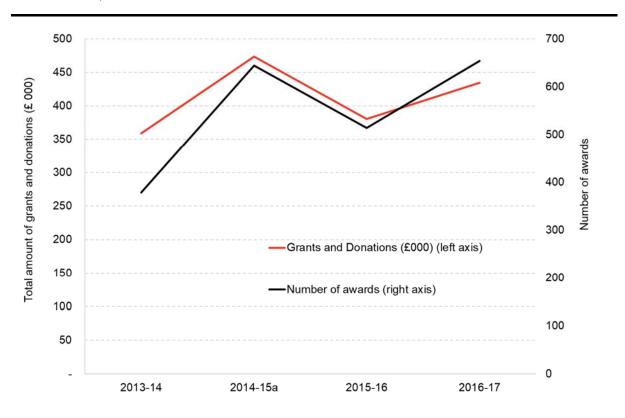
# 5. Trades House and deprivation in Greater Glasgow

#### 5.1 Overview

Trades House of Glasgow offers grants and donations for people living in Greater Glasgow under specific initiatives. Through Trades House's charity programs, Trades House has supported the inclusive growth agenda and promoted equality across Glasgow.

Chart 4 illustrates the total number of individual recipients and other charities and the total value of grants supported by Trades House for past four years. In 2017, Trades House awarded over £430,000 in a total of 654 grants and donations, comprising 581 individual recipients and 73 other charities, across different initiatives.

**Chart 4:** Number of awards and other charities and total amount of grants and donations by Trades House, 2013-14 to 2016-17



Source: Trades House

Note: "Awards" refers to the sum of the individual recipients and other charities supported in each financial year. 'a' notes that the financial year to September 2015 was 16 months long, with 2013-14 year running to March 2014, and 2015-16 and 2016-17 running to September of each year.

### 5.2 Result interpretation

This report examines the grants and donations of Trades House by looking at the addresses of individual recipients and matching these to areas of deprivation as measured by the SIMD 2012. This is the most recent level of analysis at detailed postcode level.

Trades House provided anonymised details of a total of 402 recent individual recipients by postcode under a number of grants and funds. 37 recipients' postcodes were excluded from the analysis since these postcodes were no longer available. As a result, the analysis is based on a total of 365 individual recipients.

The beneficiary numbers and postcodes used for this study are:

- Postcodes of individual recipients who received grant awards during the year ended on
  September 2017, including:
  - Drapers' Fund and Relief Fund from February 2017 to September 2017;
  - Education Fund's from October 2016 to August 2017.

To measure the level of deprivation, we used SIMD "vigintile" ranking. In SIMD "vigintile" ranking, all data zone in Scotland are classified into one of 20 categories, each containing 5% of all data zone. Each vigintile thus contains 349 data zones, and a total population of around 250,000 people.

Each rank represents 5 percent of the areas in Scotland. Areas within rank 1 are in 5 percent most deprived and areas within rank 2 are the 5<sup>th</sup> to 10<sup>th</sup> percent most deprived. The least deprived 5 percent of areas are in vigintile 20.

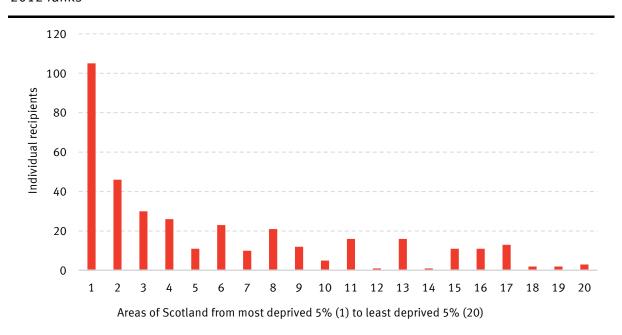
#### 5.3 Results

In this study, we examine the correlation between the grants and donations of Trades House to the individual recipients in the Greater Glasgow area and those areas' levels of deprivation.

We find that overall, 105 of the 365 individual recipients were in the most deprived areas of Scotland – the lowest "vigintile" – when all areas of Scotland are ranked from most to least deprived.

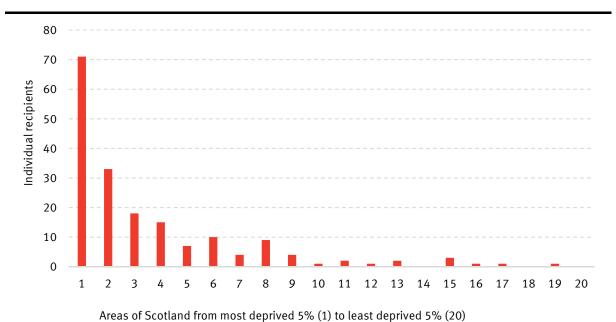
Chart 5 illustrates that Trades House's support is principally targeted at individuals in the most deprived areas.

**Chart 5:** Total number of individual recipients of Trades House awards by each vigintile of SIMD 2012 ranks



Source: Trades House and FAI calculations

**Chart 6:** Total number of Drapers' Fund individual recipients supported by each vigintile of SIMD 2012 ranks



Source: Trades House and FAI calculations

Among recipients covered in this study, Drapers' Fund accounts for the most, with a total of 183 individual recipients supported.

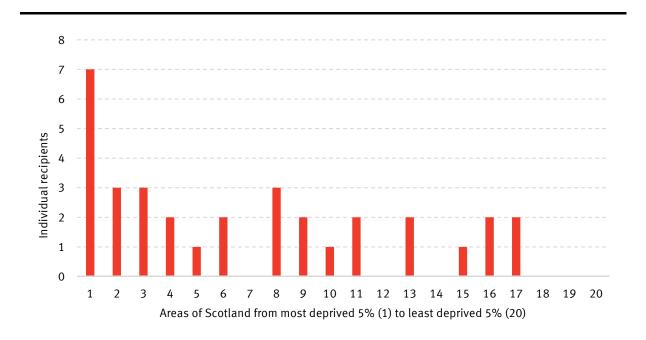
Drapers' Fund aims to support young people facing financial difficulty.

Drapers' Fund showed remarkable correlation with the level of deprivation. 80 percent of the individual recipients lived in the 25% most deprived areas while 90 percent of the grants were made to recipients living in the 35% most deprived areas (Chart 6).

The Education Fund of Trades House supports students living in Glasgow facing lack of necessary funds. Since education is considered as a ladder of social classes, providing fair opportunities to study is a key component of promoting equality.

A total of 33 individual recipients of Education Fund were examined in this study, with around 50 percent of the recipients living in the 25 percent most deprived areas (Chart 7).

**Chart 7:** Total number of Education Fund individual recipients supported by each vigintile of SIMD 2012 ranks



Source: Trades House and FAI calculations

## 6. Conclusions

In Scotland, charities play vital role providing support for those with high level of trust of Scottish citizens.

As a major charity in Glasgow and Scotland, Trades House of Glasgow with its 14 Craft Incorporations has contributed to Glasgow and Scottish economy since its formation in 1605 at the time of Glasgow's local government reform, and later confirmed by an Act of Parliament.

Trades House and the 14 Craft Incorporations under Trades House support training and education through various initiatives and events.

Trades House manages funds worth £21 million and with its 14 Trade Incorporations donates over £750,000 as grants and donations under specific initiatives across Greater Glasgow.

To estimate the economic impact of Trades House's activities, we looked at two models.

In the first model, we looked at the operational activities of Trades House in 2016/17 in order to capture the economic contribution of Trades House's annual operations.

In the second model, we captured the economic contribution of Trades House's capital expenditure from 2004/05 to 2017/18.

In both models, we estimated both the direct and spill-over effects from Trades House spending.

#### We estimate

- £1,690,000 in GDP and 37 full-time equivalent jobs were supported from 2016/17 Trades House operating expenditures
- Over £870,000 in GDP and additional 24 person years of full-time equivalent employment were added to Scotland from capital expenditure of Trades House between 2004/05 and March 2018.

To examine the relationship between individual recipients of awards and the level of deprivation, we looked at the available recipients by postcode and SIMD 12 ranks for these areas.

We find that Trades House's support is principally targeted at individuals in the most deprived areas of Greater Glasgow.

For instance, the Drapers Fund 80 percent of the individual recipients through the Drapers Fund lived in the 25% most deprived areas, while 90 percent of the grants were made to recipients living in the 35% most deprived areas.

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