

# Do something amazing



Partner with your local Hospice

Without local business support, we simply wouldn't be able to provide 24/7 specialist care and support to our patients and families when they need it most. We are incredibly grateful and proud of all partnerships – big and small. You can make a real valued difference, and we understand that **every business is different, which is why every business partnership with us is different**. Our Fundraising Team will work with you to help you meet your partnership objectives. Whilst we've got lots of ideas, we'd love to chat to understand how you would like to work with us, and what you'd like to get out of a partnership with your local Hospice. We welcome you to visit the Hospice for a tour, and to meet your dedicated Fundraiser to discuss your partnership goals.

## Are you looking for a rewarding partnership?

Supporting the Hospice makes good business sense and demonstrates your company's commitment to a worthy local cause – and we're committed to building a lasting relationship with you to meet your objectives while making a real difference to the lives of local people. A partnership with the Hospice can offer the following benefits:

- Engage your staff by supporting a much-loved local charity
- Motivate your staff through team building events and challenges
- Raise awareness of your business in the local community
- Maximise PR and marketing opportunities
- Help achieve your CSR aims and objectives
- Support business award applications



*"To all care staff, thank you to you all in caring for my beloved daughter before she died. You were all so wonderful to her and myself and our dog Tilly. Although our hearts are broken we will never forget your care and kindness."*

*"To everyone who took care of my darling nan, from the bottom of our hearts thank you. Never have I experienced such care and compassion. Each one of you helped to make a very difficult situation more bearable and acceptable. Each of your kindnesses will never be forgotten, everyone who offered a tissue, a kind word, a smile, a cup of tea and all those who gave my nan expert medical care and attention you all made a huge difference – you are all angels"*



### Quality care when it counts

Greenwich & Bexley Community Hospice aims to ensure every person with terminal illness from our local community receives quality care and the support they need, whoever and wherever they are. If you or a loved one is living with a terminal illness, we are here, providing specialist care for the whole family. We work to help people achieve independence, comfort and dignity.

We care for people through the inpatient unit at the hospice, our Day Hospice which runs three days a week, and our community nurses supporting patients and their families in their own homes, hospital and care homes.

*"With grateful thanks, words are not enough to say thank you. You all gave mum peace and dignity in her last days with you. Not only did you help mum but all of us as a family as well, your love and kindness will never be forgotten, we will be always eternally grateful"*

### Built by the community, for the community

Greenwich & Bexley Community Hospice was established by two local residents, Pat and Don, who felt passionately that there should be a place for local dying people to access specialist care. It was only with the support of the community that this vision was made possible.

Over 30 years later, we are caring for over 2,500 local people every year and we continue to rely on the support of our local community to make this possible. Our specially trained nurses care for people with a range of terminal illnesses – not just cancer. The expert care and support we provide for our patients and their families is **free**, and available for however long they may need it.

We need to raise over **£8 million** every year to ensure we can continue to be here for local people. Just around a third of our funding comes from the government; the rest comes from the support of local people and organisations such as yours.

# The difference your support makes

**£37.20**

pays for a one hour visit from one of our community nurses

**£135**

pays for a seven and a half hour shift on the ward for a nurse 'sponsor a nurse for a day'

**£21,689**

would run all of our services for one day

**£35,000**

would pay for a nurse for a year

**£3,408**

would pay for an 8 day stay on our ward for a patient (an average stay)

**£2,885**

covers the cost of training our bereavement volunteers each year

**£0**

is the cost of our care to patients and their families

**#1**

We are the **only** provider of specialist adult end of life care in Greenwich & Bexley boroughs



We provide care and support **24/7**



We care for over **2,500** local people every year



We have **14** community nurses visiting people in their own homes, hospital and care homes



Our nurses supported over **26,000** phone calls last year, and made over **14,000** visits



We are supported by over **500** volunteers



We had **2,223** day care attendances last year

# How your business can get involved

## Adopt the Hospice as your Charity of the Year

Companies are often approached with requests for support from a number of charities and it is often difficult to know which one to choose. So, many decide to adopt a local charity for a whole year and focus their efforts in one place. A longer-term partnership like this can have a real impact on the amount fundraised, as well as inspiring greater team work and staff engagement and motivation, while demonstrating your commitment to our local community. Charity of the Year partners will receive a certificate to proudly display, as well as a dedicated member of the team to help you get the most out of the partnership.

## Marketing partnership

Why not include a donation to the Hospice each time you make a sale? Linking your products or services with us will strengthen customer engagement, increase customer loyalty and provide PR opportunities. At the same time, you'll be raising money so that we can continue to support local people when they need us most.

You can offer incentives like these:

- A local estate agent donated £50 for every house sold in our catchment area
- A local restaurant includes an option for customers to add £1 to their bill that will be donated
- A local Golf Club donates £2 from every annual membership

## Sponsor an event

We run a variety of community events every year and have a number of publications that require sponsorship – plenty of opportunity to get your company brand out there on Hospice materials! Sponsorship provides great PR opportunities and we will work with you to ensure that your corporate and brand values are reflected, help you target new audience groups and promote products and services.

## Join us at an event... or run your own!

We simply couldn't run our events without local people like you and your staff. So why not enter a team to take part in a sponsored run or bring along a team to help us on the day. Whether it's early morning set up of gazebos and water stations, or marshalling along the route, we'd be delighted if you joined us at an event.

Alternatively, you could organise your own fundraising event, getting staff, customers and clients involved. Whether it's an office coffee morning, a charity quiz night or even a golf tournament, our Fundraising Team can support you with any event you want to arrange yourself.

## Take on a challenge!

Do something amazing and take on a challenge for the Hospice. Ever fancied running a marathon, climbing a mountain or jumping out of a plane? Well why not set yourself a once in a lifetime challenge and create unforgettable memories, while knowing it's for a good cause!

Team challenges are also a great way to develop staff engagement as they get behind a company team. Perhaps a team of three taking on the London Triathlon – one person swimming, the next cycling and another to running to the finish line. Or why not take a whole team up Mount Snowdon or to the airfield to jump out of a plane and tandem skydive 10,000 ft!

## Matched funding

Can you offer an incentive to encourage your staff to fundraise in support of the Hospice? Matched funding doubles the total amount, with the business matching every pound fundraised by employees. This will not only support the care of more local people, but will develop a sense of team effort.

## Gifts in Kind

Things that don't cost you anything could make a big difference to us. Supporting your local hospice is not all about money because we can make use of goods and services that could save on Hospice expenditure, or might even generate income. Whether it's items to sell in our shops or use as prizes in a raffle, bottled water for our event participants, complimentary tickets or an hour of your expertise, the list is endless!

## Volunteer!

Many organisations now encourage their staff to volunteer for a day to support a local cause. When money is tight your business can still support the Hospice by giving employees time and encouragement to volunteer for us. Volunteering helps motivate employees and is great for team building. Local businesses have helped us with tasks such as gardening, decorating and helping sort donations at our warehouse.

## Look after the pennies... and the pounds will look after themselves

We are always keen to see our blue collection pots out in the community because each one helps to raise awareness of our work, as well as generating much-needed funds. If you are able to take a blue pot for your business, we'd love to hear from you. When pots are full, our wonderful volunteers will pop by to empty them so you don't need to do anything, just watch the pennies adding up!

Blue collection pots generate over £15,000 each year for the Hospice!

## Payroll Giving

Payroll Giving allows employees to donate tax-free direct from their salary, making their donations go further. Your company or pension provider makes the deduction before tax is calculated, meaning that the employee doesn't pay any tax on the income they have chosen to donate.

If staff wish to give in this way, and you don't already have a payroll giving scheme, we would be happy to pop in to explain more about this simple way to donate in support of the Hospice.

## Donation Drives

Foster team spirit and host a donation drive, asking staff to donate items for sale in our shops or lovely things to be included as prizes in our raffles. Donations are welcome all year round, so it's always a great time to have a clear out.

## You've got to be in it to win it!

Join our Hospice Lottery and support us while being in with the chance of winning £1,000 every week plus up to £10,000 in our rollover. **Play as you Earn** and our **lottery syndicate** schemes make it really easy for our staff to play and help support the Hospice.

"Having been based in the borough of Greenwich since 1937 it was important for Furnitubes to support a charity that will have a direct impact on our local community. Aside from financial support, we look for ways we can assist the hospice by sharing information on our website and through our social media channels. We've also signed up to their lottery – which not only gives staff a chance of winning, but ensures an ongoing donation to support the great work they do."



# What some of our business supporters say

## John Payne, part of The Acorn Group

We're committed to ensuring we attain our business objectives by operating and behaving in ways that benefit local communities and the families who live within them. Greenwich & Bexley Community Hospice is an organisation which represents the best of those values, and we're proud to have supported their Mini Marathon event in Greenwich Park for the past 3 years in a row. Of the many events we sponsor, it is also the one most well attended by our staff, many of whom bring their own children along to run too.

## Wincanton Thameside

Wincanton Thameside, has supported the Hospice with financial donations previously because we want to support a very worthy local community organisation. We believe an accessible local charity will have a positive influence on our workforce, also firmly integrate us in the community in which we live and work. We want to help support the Hospice in fundraising initiatives, but perhaps more importantly influencing our core colleagues to freely donate some of their own time. I believe we have achieved that to some extent already and that a charitable mindset will become contagious.

## Marks & Spencer, Bexleyheath

I first came across Greenwich & Bexley Community Hospice some years ago when a friend of mine became terminally ill and then again more recently when a family member became ill. It is an amazing place with amazing people and I will never be able to thank them enough for the support they have given me personally at a very hard time.

I have always been interested in charity fundraising so when I was chosen to be the store's charity champion I couldn't have been happier, especially when the hospice was chosen as our charity partner.

Fundraising is fun and brings a great sense of team spirit to our community. It really is a win win situation, not only does the hospice benefit, but on a personal level I achieve great satisfaction knowing that I have helped give a little something back in return for the support my family have received.

## Angela, Charity Champion, Marks & Spencer Bexleyheath



For more information on how your business can support Greenwich & Bexley Community Hospice please call Megan Boyle on 020 8319 9230 or email [meganboyle@gbch.org.uk](mailto:meganboyle@gbch.org.uk)

We look forward to working with you!



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