Common Advice Performance Management Reporting Framework Summary 2018/19 North Ayrshire Council













The Common Advice Performance Management Reporting Framework (CAPMRF) has been developed in consultation with local authorities and other key stakeholders. It aims to measure key performance indicators for welfare and money advice services funded by local authorities on both an in-house and commissioned basis. This is a summary of the key findings from the data returns for 2018/19 for the CAPMRF for North Ayrshire Council.

This is the second year in which the data has been collected in relation to both welfare and money advice services, making it possible to begin to identify changes over time at both local and national levels. Prior to 2017/18, three iterations, covering 2014/15 through to 2016/17, covered money advice only. Therefore, longer term trends can be examined for indicators covering money advice. The information received from individual local authorities has been collated in order to produce a Scotland-wide analysis reflecting the significant impact of welfare and money advice services at a national level. This should be considered in conjunction with this local summary. The key findings are detailed below:

Key Points:

- There has been an increase in staffing and funding from the previous year. The number of FTE staff has increased 30% to 30 FTE staff in 2018/19 and local authority funding for the Money Matters service has increased 37% to £1,097,059 in 2018/19. These increases follow the closure of North Ayrshire Citizens Advice Service (NACAS).
- To mitigate the impact of NACAS closure and Welfare Reform, North Ayrshire Council / HSCP reviewed the Money Matters service. Money Matters previously provided Welfare Rights, Debt Advice and Financial Inclusion service to HSCP service users only. North Ayrshire Council/ HSCP redirected the previous NACAS funds to the Money Matters service to provide Welfare Rights only services to all North Ayrshire residents. Debt Advice and Financial Inclusion service would be provided by 'Better Off North Ayrshire'.
- In 2018/19, the largest proportion of clients accessing the service were aged 45-59 (32%), were living in social rented housing (44%) and belonged to a single adult household (50%).
- The most common benefit that the service helped clients with was Personal Independence Payments (PIP). This benefit made up 12% of all awards made/maintained by the service on behalf of the client in 2018/19 and 52% of all appeals made. Of the appeals made for this benefit type, where the outcome was recorded, 67% were won.
- There was a large increase in the total number of benefits awards made/maintained, increasing from 1,751 awards in 2017/18 to 2,158 in 2018/19. This can in part be explained by a large increase in benefit awards for Universal Credit. This benefit made up 1% of all awards made/maintained in 2017/18, rising to 10% in 2018/19.
- The financial gain generated for clients has increased 10% from £8,666,813 in 2017/18 to \pounds 9,526,758 in 2018/19.

Services, Investment and Volume								
	North Ay	/rshire	Scotland	N. Ayrshire				
Indicator	2017/18	2018/19	2018/19	% Change 2017/18 to 2018/19				
Number of services in the LA area In-House Money advice Welfare rights ¹ Combined External Money advice Welfare rights Combined	- 1 - - - -	- 1 - - - -	3 11 15 5 1 65	-				
Case management system/s	CAREFIRST	CAREFIRST, Excel						
Number of FTE staff In-House External	23.0	30.0	466 443	0%				
In-House External	-		10 563	-				
Local Authority Funding In-House External Other Sources of Funding	£798,297 £0	£1,097,059 -	£14,753,814 £11,143,981	37%				
Scottish Legal Aid Board Scottish Government Big Lottery Fund European Social Fund	£0 £0 - £0		£771,398 £545,522 £290,094 £459,223					
	Indicator Number of services in the LA area In-House Money advice Welfare rights ¹ Combined External Money advice Welfare rights Combined Case management system/s Case management system/s Number of FTE staff In-House External Number of Volunteer FTE staff In-House External Number of Volunteer FTE staff In-House External Number of Funding In-House External Other Sources of Funding Scottish Legal Aid Board Scottish Government Big Lottery Fund	North AyIndicator2017/18Number of services in the LA area In-House Money advice Welfare rights1 Combined External Money advice External Money advice Combined Combined Case management system/s-Case management system/sCAREFIRSTNumber of FTE staff In-House External-Number of Volunteer FTE staff In-House External-Local Authority Funding In-House Scottish Legal Aid Board Scottish Government Big Lottery Fund European Social Fund£0	North AyrshireIndicator2017/182018/19Number of services in the LA area In-House Money advice Money advice Money adviceMoney advice Welfare rights' CombinedExternal Money advice CombinedKelfare rights CombinedExternal Money advice CombinedMoney advice Money advice CombinedExternal Money advice CombinedCase management system/sCAREFIRST ExcelCAREFIRST, ExcelNumber of FTE staff In-House ExternalNumber of Volunteer FTE staff In-House ExternalLocal Authority Funding In-House External£798,297 £0£1,097,059 -Other Sources of Funding Scottish Legal Aid Board Scottish Government Big Lottery Fund European Social Fund£0	North Ay-siteScotlandIndicator2017/182018/192018/19Number of services in the LA area In-House3Money advice3Money advice3Welfare rights'1111Combined15External5Welfare rights15Case management system/sCAREFIRSTCAREFIRST, Excel-Number of FTE staff In-House65Scottand10External10Number of Volunteer FTE staff In-House-10In-House23.030.0466External10Scottish Legal Aid Board Scottish Legal Aid Board External£0£14,753,814 £11,143,981Other Sources of Funding Scottish Legal Aid Board Scottish Government Extorpaen Social Fund Extorpaen Social Fund Extorpaen Social Fund External£0£771,398 £2290,094 £459,223				

	Servic	es, Investment and	Volume		
		North Ay	vrshire	Scotland	N. Ayrshire
Ref	Indicator	2017/18	2018/19	2018/19	% Change 2017/18 to 2018/19
	Volume ² Contacts Total Clients New Clients	4,453 5,209 4,453	4,367 5,743 4,367	307,511 244,637 61,652	-2% 10% -2%
	Contacts by channel ³ Face-to-face Telephone Email Web Webchat	- 2,474 324 - -	59 2,777 188 - -	103,407 56,566 22,286 4,739 833	12% -42%
	Number of benefit entitlement checks carried out	*	-	44,416	
A1	Referrals Self-referral Local authority: Housing Social Services Revenues Employability Other Primary Health Care Third Sector	1,558 37 1,957 - - - 95 170	2,017 16 1,577 4 2 - 131 60	77,897 4,181 8,357 1,264 1,847 6,558 12,202 5,790	29% -57% -19% 38% -65%
	Other	626	830	11,972	33%
	Open SNSIAP cases Type I Type II Type III	- 1,641 666	- 1,376 -	8,774 20,667 7,885	-16%
	Closed SNSIAP cases Type I Type II Type III	2,006 2,447 -	- 3,738 629	15,432 25,043 5,210	53%

² The service operates an Advice Line whereby when clients contact the service some may require their case to be allocated for assistance representation and others may only receive advice e.g. benefits check

^{3 2018/19} figures also include 2,719 contacts through the internal HSCP system CAREFIRST

	Services, Investment and Volume								
		North A	yrshire	Scotland	N. Ayrshire				
Ref	Indicator	2017/18	2018/19	2018/19	% Change 2017/18 to 2018/19				
A1	First reason for contacting agency Benefit Overpayment Council Tax arrears Credit, store and charge card debts Catalogue debts PPI Payday Loan /High cost credit Unsecured personal loan (except payday loans) Bank and Building society overdrafts Mortgage arrears Rent arrears Help with appealing welfare benefit decision Assistance with making initial benefit application Sanctioned Benefits entitlement check Issue relating to right to reside Seeking to access other funds (i.e. grants)			721 2,189 1,612 666 457 367 1,110 676 337 2,989 3,297 6,271 249 28,582 199 1,461					
	Other (Please specify)	-	-	25,736					

		Client Demog	graphics			
			North A	Ayrshire	Scotland	N. Ayrshire
Ref	Demographic	Categories	2017/18	2018/19 ⁴	2018/19	% Change 2017/18 to 2018/19
	Sex	Male Female Not recorded Prefer not to answer	544 816 - *	941 1,057 3,745 4	79,041 98,580 39,814 2,330	73% 30%
	Age	0-15 16-24 25-34 35-44 45-59 60-64 65-70 71+ Not Recorded Prefer not to answer	1 78 119 168 372 * * * *	- 152 248 282 637 208 134 325 3,757	803 13,350 26,767 31,774 41,754 20,258 12,890 21,652 38,752 9,365	-100% 95% 108% 68% 71%
C2	Ethnicity	White Any Mixed or Multiple Ethnic Groups Asian, Asian Scottish or Asian British African Caribbean or Black Other Ethnic Group Not Recorded Prefer not to answer	904 3 4 2 - 5 151 *	1,694 - 2 2 - 10 4,035 -	137,977 951 3,261 1,727 500 1,831 60,983 4,661	87% -100% -50% 0% 100% 2572%
	Disability or long-term condition	Yes No Not Recorded	1,064 199 97	510 427 4,806	60,955 51,966 64,289	-52% 115% 4855%
	Income	£6,000 or less £6,001-£10,000 £10,001-£15,000 £15,001-£20,000 £20,001-£25,000 £25,001-£25,000 £30,001-£40,000 Over £40,000 Not Recorded Prefer not to answer	392 351 249 148 69 66 41 44 - *	5,743	18,256 13,954 11,306 7,647 3,579 2,324 1,316 640 92,673 4,138	

⁴ Limited information as Q1-Q3 data was only recorded for clients who were allocated to a Welfare Rights Officer or an Income Adviser and did not include clients who contacted the service and received advice only. These clients were included in Q4 data

		Client Demog	raphics				
			North A	Ayrshire	Scotland	N. Ayrshire	
Ref	Demographic	Categories	2017/18	2018/19 ⁴	2018/19	% Change 2017/18 to 2018/19	
C2	Economic Status	Self employed Employed full time Employed part time Looking after the home or family Permanently retired from work Unemployed and seeking work At school In further/higher education Gov't work or training scheme Permanently sick or disabled Unable to work because of short-term illness or injury Other Not recorded Prefer not to answer	4 40 34 80 301 40 - 14 4 837 - 6 - *	26 97 103 44 370 177 11 23 5 919 - - 3,968 -	3,477 16,169 13,548 5,116 17,358 18,157 729 1,097 816 26,733 8,114 3,401 80,313 5,734	550% 143% 203% -45% 23% 343% 64% 25% 10% -100%	
	Housing Tenure	Owner occupied Social rented Private rented Temporary accommodation Homeless Other Not recorded Prefer not to answer	349 663 189 * * 124 4 *	455 848 332 12 24 236 3,836 -	23,012 54,932 13,782 2,717 1,475 9,619 85,407 6,530	30% 28% 76% 90% 95800%	

	Client Demographics								
			North A	Ayrshire	Scotland	N. Ayrshire			
Ref	Demographic	Categories	2017/18	2018/19 ⁴	2018/19	% Change 2017/18 to 2018/19			
C2	Household Composition	Single adult (non-pensioner) Single pensioner Small single parent (1 or 2 children) Large single parent (3 or more children) Young single parent (1 adult under 25, and 1 or more children) Family (2 adults, and 1 or more children) Large family (2 adults, and 3 or more children) Adult family (2 or more non- pensioners, and no children) Older adult family (contains at least 1 pensioner) Not Recorded	563 - * * * * 191 - 66	682 360 54 - - 46 - 162 71 4,368	34,748 4,476 11,406 747 556 10,633 1,036 16,485 6,038 84,338	21% -15% 6518%			
		Not Recorded Prefer not to answer	*	4,368 -	84,338 10,422	6518%			

	Money Advice Indicators							
				North Ayrshir	e		Scotland	N. Ayrshire
Ref	Indicator	2014/15	2015/16	2016/17	2017/18	2018/19	2018/19	% Change 2017/18 to 2018/19
	Number of clients							
	Total	-	-	-	-	-	43,593	
	Benefit overpayment	-	-	-	-	-	1,845	
	Council Tax arrears	-	-	-	-	-	5,174	
	Utility Arrears	-	-	-	-	-	4,055	
	Credit, store, and charge card debts	-	-	-	-	-	5,452	
	Rent to own	-	-	-	-	-	455	
	Catalogue	-	-	-	-	-	2,183	
	Unsecured personal loan	-	-	-	-	-	3,528	
	Payday Loan / High Cost Credit	-	-	-	-	-	1,694	
	Overdrafts	-	-	-	-	-	2,689	
	Mortgage arrears	-	-	-	-	-	674	
	Rent arrears	-	-	-	-	-	5,667	
C3	Others	-	-	-	-	-	10,177	
CS	Amount of debt owed by client							
	Total	-	£744,521	£5,252,161	-	-	£186,250,137	
	Benefit overpayment	-	£O	£203,431	-	-	£6,283,913	
	Council Tax arrears	-	£0	£254,544	-	-	£20,075,954	
	Utility Arrears	-	£0	£35,139	-	-	£3,214,671	
	Credit, store, and charge card debts	-	£0	£641,017	-	-	£34,926,764	
	Rent to own	-	£0	£O	-	-	£2,015,158	
	Catalogue	-	£0	£74,215	-	-	£3,858,004	
	Unsecured personal loan	-	£0	£O	-	-	£23,273,669	
	Payday Loan / High Cost Credit	-	£0	£32,049	-	-	£3,306,422	
	Overdrafts	-	£0	£49,004	-	-	£4,553,239	
	Mortgage arrears	-	£0	£566,504	-	-	£17,668,282	
	Rent arrears	-	£0	£49,564	-	-	£8,197,951	
	Others⁵	-	£744,521	£3,346,694	-	-	£58,876,109	

⁵ Includes household debts, doorstep etc

	Money Advice Indicators							
				North Ayrshi	re		Scotland	N. Ayrshire
Ref	Indicator	2014/15	2015/16	2016/17	2017/18	2018/19	2018/19	% Change 2017/18 to 2018/19
OP1.1	Breakdown of debt strategy agreed with client Sequestration Debt Arrangement Scheme Trust Deed Awaiting sequestration Token payments Pro rata offers Moratorium Debt written off Repayment plan Nil Payments/Offers Consolidation Loan Mortgage to rent/Shared equity Did not agree a debt strategy Still awaiting outcome Other: please specify ⁶	56 5 - 23 37 8 - 7 - - - 72 - 41	4 3 - 2 16 8 - 4 - - 14 36 37	13 2 2 16 26 33 18 320 - - - 29 - 14			1,722 886 134 341 1,161 1,469 263 355 643 295 19 62 1,058 2,550 2,595	
OC1	Financial gain Financial gain from money advice Financial gain from any other welfare benefits Total of ALL verified financial gain Total of ALL unverified financial gain				* * £8,668,813 ⁷ *	£9,526,758	£30,217,870 £8,179,848 £323,876,347 £47,195,664	10%

North Ayrshire Council Common Advice Performance Management Reporting Framework Summary 2018/19

7 Includes Helpdesk, Casework and Appeal Work

Includes benefit deductions 6 10

	Welfare Rights /	Advice Indicat	tors		
		North	Ayrshire	Scotland	N. Ayrshire
Ref	Indicator	2017/18	2018/19	2018/19	%Change 2017/18 to 2018/19
	Total No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost	- 1,751 £6,564,990 - * * 664 * *	- 2,158 £7,852,589 - - - 629 324 131	67,249 55,436 £222,533,895 8,891 2,063 2,626 10,826 6,483 2,004	23% 20% -5%
OP2, OP3, OC1	Financial gain from MRs/appeals Attendance Allowance No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	£1,777,473 - 203 £880,926 - * * 7 * \$ 5,385	£1,674,170 - 280 £1,222,740 - - 8 5 - \$24,969	£44,553,543 7,367 7,245 £29,556,233 190 119 37 58 42 26 £1,959,706	-6% 38% 39% 14% 364%
	Bereavement Benefits No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 5 £12,279 - * * * *	- 2 £3,900 - - - - - - - 5	190 129 £561,487 4 - - 5 - 5 - £0	-60% -68%

	Welfare Rights A	Advice Indicat	tors		
		North	Ayrshire	Scotland	N. Ayrshire
Ref	Indicator	2017/18	2018/19	2018/19	%Change 2017/18 to 2018/19
	Carers Allowance No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 87 £224,340 - * * 1 * * \$	- 64 £224,979 - - - - - - - - - - £0	1,766 1,393 £4,194,118 22 9 1 1 1 1 5 £63,942	-26% 0% -100%
OP2.	Child Benefit No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 18 £27,074 - * * * * * *	- 53 £75,320 - - - - - - - - - £0	842 554 £880,829 18 4 1 8 7 3 £61,321	194% 178%
OP3, OC1	Child Tax Credit No. claims	-	-	1,469	21%
	No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won	39 £181,259 - *	47 £240,771 -	579 £3,185,276 112 20	33%
	No. MRs lost No. appeals No. appeals won No. appeals lost	* 3 * *	- 2 2	14 37 14 3	-33%
	Financial gain from MRs/appeals Cold Weather Payments and Winter Fuel Payments	£9,609	£24,364	£196,224	154%
	No. claims No. awards made/maintained Financial gain from awards made/maintained	- £0	- - 0£0	40 15 £2,592	
	No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals	*	- - -	3 1 - -	
	No. appeals won No. appeals lost Financial gain from MRs/appeals	* * £0	- - £0	- - £300	

	Welfare Rights A	Advice Indicat	tors		
		North	Ayrshire	Scotland	N. Ayrshire
Ref	Indicator	2017/18	2018/19	2018/19	%Change 2017/18 to 2018/19
	Contributory Benefits No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 1 £3,099 - * * * * * * * *	- 18 £86,615 - - 23 17 3 £91,749	1,265 569 £2,632,769 309 86 50 257 192 30 £1,354,155	1700% 2695%
OP2,	Disability Living Allowance No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 48 £201,703 - * 16 * * £32,573	50 £213,555 - - 36 14 13 £56,807	2,473 3,591 £6,146,411 329 90 119 493 291 110 £2,730,061	4% 6% 125% 74%
OP3, OC1	Discretionary Housing Payments No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 63 £74,803 - * * * * *	- 75 £72,048 - - - - - - £0	834 1,327 £1,308,618 20 10 1 - - - £11,654	19% -4%
	Funeral Expenses No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- £3,340 - * * * * * * *	- £2,900 - - 1 - £0	84 39 £52,282 9 1 - 1 - 5 £4,178	0% -13%

	Welfare Rights /	Advice Indicat	tors		
		North	Ayrshire	Scotland	N. Ayrshire
Ref	Indicator	2017/18	2018/19	2018/19	%Change 2017/18 to 2018/19
	Industrial Injuries Disablement Benefit No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 1 £4,838 - * * 2 * * * £0	- 1 £2,237 - - 2 - 2 - 2 £0	73 35 £122,385 13 1 3 30 6 11 £20,126	0% -54% 0%
OP2,	Maternity Allowance No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 1 £7,991 - * * * * * *	- £0 - - - - - - - - 2	45 31 £157,684 - - 4 2 1 £87,865	-100% -100%
OP3, OC1	Pension Credit No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 144 £606,564 - * * * * *	- 158 £621,114 - - - - - - - - - 20	1,334 2,156 £6,997,890 30 9 5 10 3 4 £87,623	10% 2%
	Personal Independence Payment No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won	- 247 £1,373,270 - *	- 264 £1,433,829 - -	21,856 13,324 £66,356,434 3,796 688	7% 4%
	No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	374 * £982,324	325 157 83 £998,696	1,299 5,177 2,979 1,064 £19,563,811	-13% 2%

Welfare Rights Advice Indicators							
		North Ayrshire		Scotland	N. Ayrshire		
Ref	Indicator	2017/18	2018/19	2018/19	%Change 2017/18 to 2018/19		
OP2, OP3, OC1	Scottish Welfare Fund No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 28 £24,774 - * * * * * * *	- 27 £7,931 - - 1 - 1 - 50	2,111 1,068 £859,970 68 14 7 8 11 7 £21,285	-4% -68%		
	State Pension No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 5 £38,540 - * * * * * *	- 10 £63,138 - - - - - - - - - 2	177 154 £1,400,568 3 - 4 - - - 50.00	100% 64%		
	Sure Start Maternity Grant No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	- 1 £500 - * * * * * * * * * *	- 11 £5,000 - - - - - - - - - - £0.00	80 77 £73,311 2 - - 1 2 - £1,000.00	1000% 900%		
	Universal Credit No. claims No. awards made/maintained Financial gain from awards made/maintained No. Mandatory Reconsiderations (MRs) No. MRs won No. MRs lost	20 £107,493 - *	- 207 £1,012,620 - - -	4,098 3,604 £16,699,608 456 94 72	935% 842%		
	No. appeals No. appeals won No. appeals lost Financial gain from MRs/appeals	1 * £0.00	19 11 4 £37,452.59	347 203 51 £1,115,462.61	1800%		

Welfare Rights Advice Indicators						
			North Ayrshire		N. Ayrshire	
Ref	Indicator	2017/18	2018/19	2018/19	%Change 2017/18 to 2018/19	
	Other					
	No. claims	-	-	21,147		
	No. awards made/maintained	838	889	19,547	6%	
	Financial gain from awards made/maintained	£2,792,195	£2,563,892	£81,345,429	-8%	
	No. Mandatory Reconsiderations (MRs)	-	-	3,508		
	No. MRs won	*	-	917		
	No. MRs lost	*	-	1,012		
	No. appeals	260	212	4,389	-18%	
	No. appeals won	*	118	2,730		
	No. appeals lost	*	26	689		
	Financial gain from MRs/appeals	£747,581	£440,136	£17,274,829	-41%	

Softer Outcomes							
		North Ayrshire		Scotland	N. Ayrshire		
Ref	Indicator	2017/18	2018/19	2018/19	%Change 2017/18 to 2018/19		
OC2	Number of service users self-reporting improved health and wellbeing as a direct result of getting advice/support from the service						
	l've been feeling more relaxed Agree Disagree	-	-	1,554 183			
	l've been feeling physically better Agree Disagree	-	-	304 5			
	l've been feeling better about myself Agree Disagree		-	329 7			
	l've been feeling more optimistic about the future Agree Disagree		-	324 12			
	l've been getting on better with others Agree Disagree	-	-	292 2			
OC3	Number of service users self-reporting improved capacity and ability to cope as a direct result of getting advice/support from the service						
	I am thinking more clearly Agree Disagree	-	-	347 14			
	I feel more in control of my life Agree Disagree		-	351 5			
	I am more able to make decisions Agree Disagree			1,644 76			
	l am more able to cope with day to day issues/problems Agree Disagree			346 12			
	I know when to seek support and where to get it Agree Disagree			356 4			

Softer Outcomes						
		North Ayrshire		Scotland	N. Ayrshire	
Ref	Indicator	2017/18	2018/19	2018/19	%Change 2017/18 to 2018/19	
	Number of service users self-reporting increased financial stability and resilience as a direct result of getting advice/support from the service					
OC4	l recognise when I need help to sort out my money Agree Disagree	-		356 2		
	I am confident that I am getting all the benefits/help to which I am legally entitled Agree Disagree	-	-	360 2		
	I know how much money I have to spend Agree Disagree	-	-	359 2		
	l can better manage my money Agree Disagree	-	-	1,393 156		
	l would be better able to cope if I had an unexpected expense Agree Disagree		-	339 12		