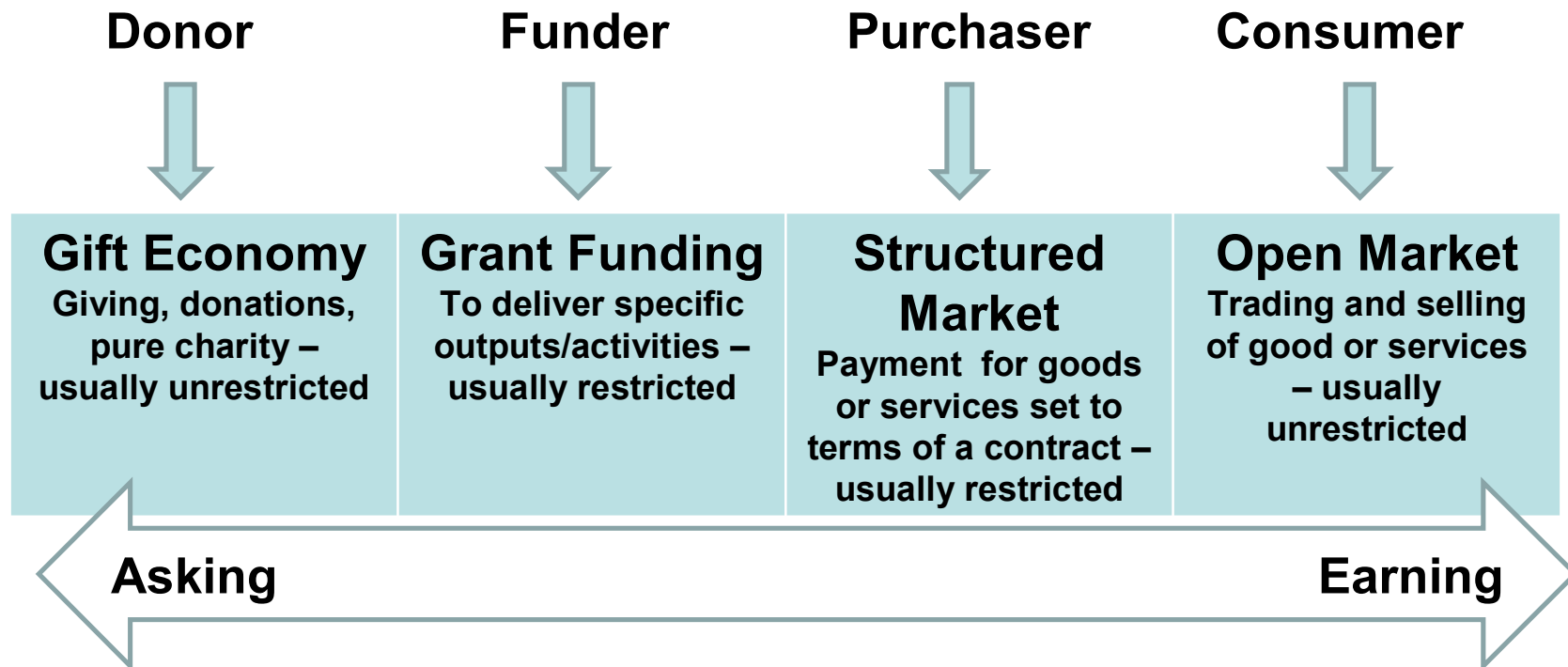


First Steps in Finding Funding

James Kirkpatrick
Funding Support

Funding Support

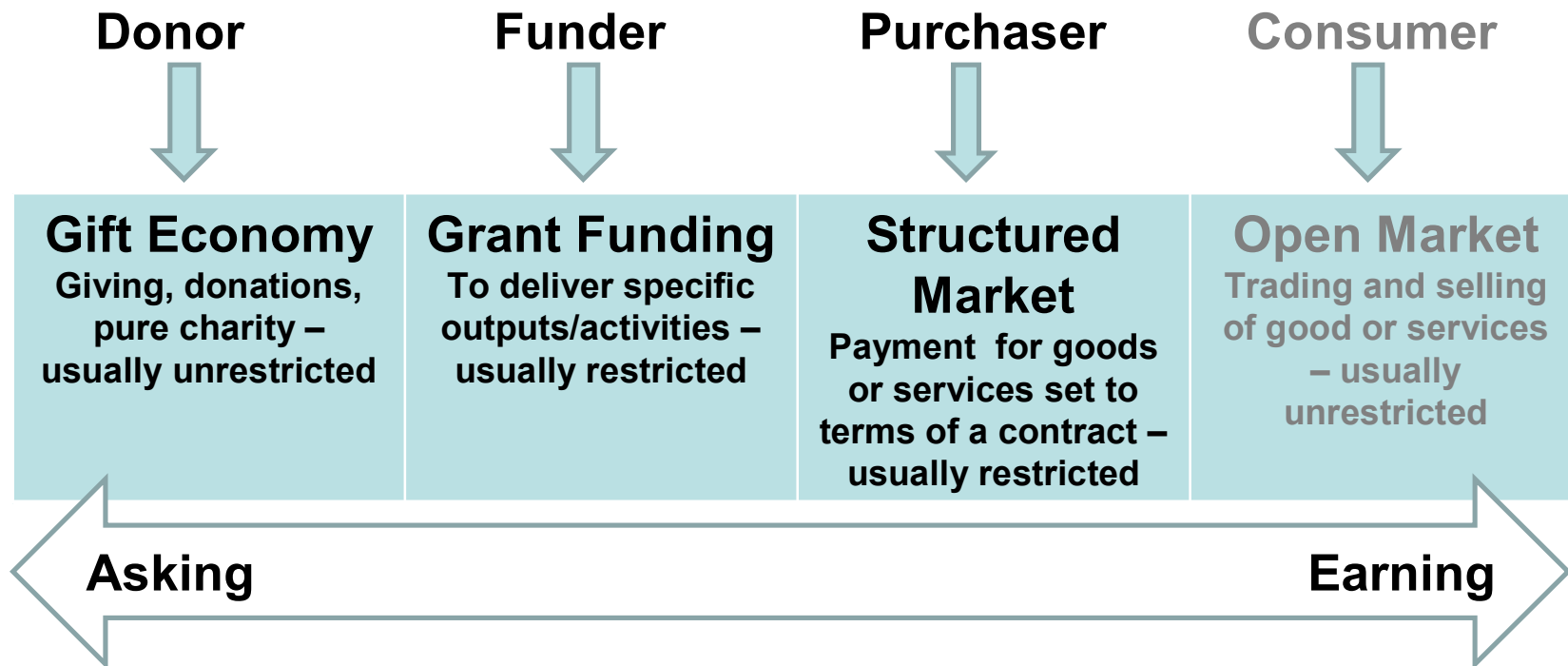
Overview of Funding



Source: NCVO Sustainable Funding project

Funding Support

Overview of Funding



Source: NCVO Sustainable Funding project

Funding Support

Where would you go for Funding?

Funding Support

Overview of Funding and Investment Sources

- Local Authorities – all levels
- Other Statutory Agencies
- Loan Finance
- Community Foundations
- Charitable Trusts and Foundations
- Company Funds/Trusts
- Lottery distributors
- Local businesses
- National Campaigns

Searching for Funding

- Funding Index – www.fundingindex.co.uk
- Funding Central – www.fundingcentral.org.uk
- Funding Toolkit – www.fundingtoolkit.org
- Lottery Funding – www.lotteryfunding.org.uk

- E-bulletins
- Newsletters

Funding Support

Further Support

- Council for Voluntary Service or Voluntary Action
- Local Authority
- Rural Community Council
- Business Champions – mentors
- Business in the Community – professional volunteer
- Consultant/Freelance worker
- Training and support from funders/investors

Funding Support

What do funders and investors want to know?

- That there is a real need for the project
- That it fits the criteria they have given (don't shoe horn in, they can tell)
- That the planning for the project is robust and it will work
- That your organisation is working the way it should, and all the appropriate checks and balances are in place
- That financially your organisation is sound and well managed
- That there is a workable exit strategy

Funding Support

Why is your project needed?

- Identify community needs and consider
 - What difficulties do people in the community face?
 - Why do they face these difficulties?
 - What needs to change to address this issue?
- The need for your project should be justified and explained
- Consultation – important for an organisation to demonstrate they have considered the community

Funding Support

**What would you use to evidence
the need for your project?**

Funding Support

Evidencing the need

- Strategies - generic and specialist
- Statistics and area or community profile
- Research (reports, surveys etc)
- Consultation and Engagement
- Other existing services/current provision
- Evaluation of your existing services
- Letters of support
- Anecdotal evidence

Funding Support

Why Applications Fail

- Eligibility
- Evidence of Need
- Inadequate planning/management of projects
- Costing & lack of financial controls
- Timescales
- Involvement
- Insufficient Funds

The Grantmaking process

Development and Promotions

- Development of grant programme, priorities and criteria
- Production of application materials, guidance notes, etc
- Launch – size depends upon desired impact
- Local support and application development – dependent upon remit of the grantmaker/funder

The Grantmaking process

The Assessment – Stage 1/Initial

- 2 stages processes
- 1st stage - eligibility and criteria check
 - organisation
 - project budget
 - meeting the basic criteria

The Grantmaking process

The Assessment – Stage 2/Full

- Date and time will be set
- Ensure you have application materials – and your notes
- Assessor will be after the facts
- Looking to answer their questions
- No need to use jargon
- May want to have several of you present
- Good opportunity for you to provide stories

Funding Support

Any Questions?

Funding Support

James Kirkpatrick

Funding Support

Supporting both fundraising and funders

Tel: 0115 849 1519

Mobile: 07739 835909

Email: james@fundingsupport.co.uk

Website: www.fundingsupport.co.uk