

# An introduction to grant fundraising

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What does it  
sometimes feel  
like?

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How does it  
all fit  
together?

Why do we get  
into difficulties?



# What do Trusts and Foundations fund?

- ❖ Capital
- ❖ Revenue
- ❖ Core
- ❖ Project

Project Team –  
who should you  
include?



## Before applying

- ❖ Identify the need
- ❖ Evidence of impact
- ❖ Understand your project costs
- ❖ Demonstrate how beneficiaries/congregation are involved
- ❖ Date funding is needed

# Research the Funders





# Where can you find information?

- ❖ Databases e.g. [www.fundingcentral.org](http://www.fundingcentral.org)
- ❖ Charity Commission website
- ❖ Funding books
- ❖ Newsletters
- ❖ Other organisations' accounts

# Project Monitoring and Evaluation



**What**

**When**

**How**

# Congregation and community involvement

- ❖ Volunteers
- ❖ Board representation
- ❖ Steering groups
- ❖ Focus groups

# Assessment visit

- ❖ Make sure that the appropriate people are available
- ❖ Try to **show** your project or service at its best
- ❖ Be very well prepared – know the info you sent and be aware of the maths
- ❖ Have chocolate biscuits available!

# If unsuccessful

- ❖ Try to find out why your application failed
- ❖ Don't be too disappointed
- ❖ Ask when you can re-apply
- ❖ Ask for any hints or tips

## Essentials

- ❖ Read the guidance notes
- ❖ Answer the questions being asked
- ❖ Make sure the budget adds up



TOP TIPS

Get someone who does not know your project to read your application

- ❖ Does my application make sense?
- ❖ Have I answered the questions?



TOP TIPS

## Understand your service/project

- ❖ Be clear why you are the best organisation to deliver this piece of work



TOP TIPS



## Understand the funder

- ❖ What are their criteria
- ❖ Application process and deadlines
- ❖ Which projects are popular right now
- ❖ How much do they give
- ❖ What information they require
- ❖ How long it will take for a decision



TOP TIPS

Understand where the money is

- Regularly review the websites
- Subscribe to email news groups
- Review published materials, magazines
- Build yourself a network



TOP TIPS

Thank You!

Remember....



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