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- How we can help
- Project Planning
- Identification of Funding Sources
- Applications

Resources

- Funder Finder
- Grant Finder
- Trust Funding
- Grant Net
- Various books & publications
- Details of funding schemes
- One to one support

What's the Big Idea

- What ?
- Why?
- Who ?
- How?
- How many / much ?
- How long ?

What ?

- Summarise the project in one sentence
- Try using the format “ We will.....”
- “We will help older people excluded from their communities and activities”

Why ?

- What is driving the project ?
- How have you identified the need ?
 - Local research / Community appraisals
 - National Statistics
 - Reports on particular problems

Who ?

- Who ?
- Identify the target group of beneficiaries
- Can the target group be more closely defined to improve the focus of the project ?

How ?

- How will you achieve what you have said you will do ?
- e.g. “ We will help older people who are excluded **by** running a volunteer placement scheme in care homes and a programme of self-development and life skills

How many/much ?

- Size of the project
- Monitoring and Evaluation
- What is required ?
- What is achievable ?
 - Can we do it alone ?
 - Do we need partners ?

How long ?

- How long do you need to achieve results ?
- Project term might be decided by the funding agency
- If project is time limited then allow for orderly closure

Aims & Objectives

- Working through these topics will give you the aims and objectives of the project
- Ensure that they are “SMART”
 - **Specific**
 - **Measurable**
 - **Achievable**
 - **Realistic**
 - **Time bound**

OUTCOMES

- Funders are increasingly looking at outcomes
- Outcomes are the changes, benefits, learning or other effects that actually occur as a result of your activities

Planning Triangle

WHAT

Overall

Aim

Specific aims

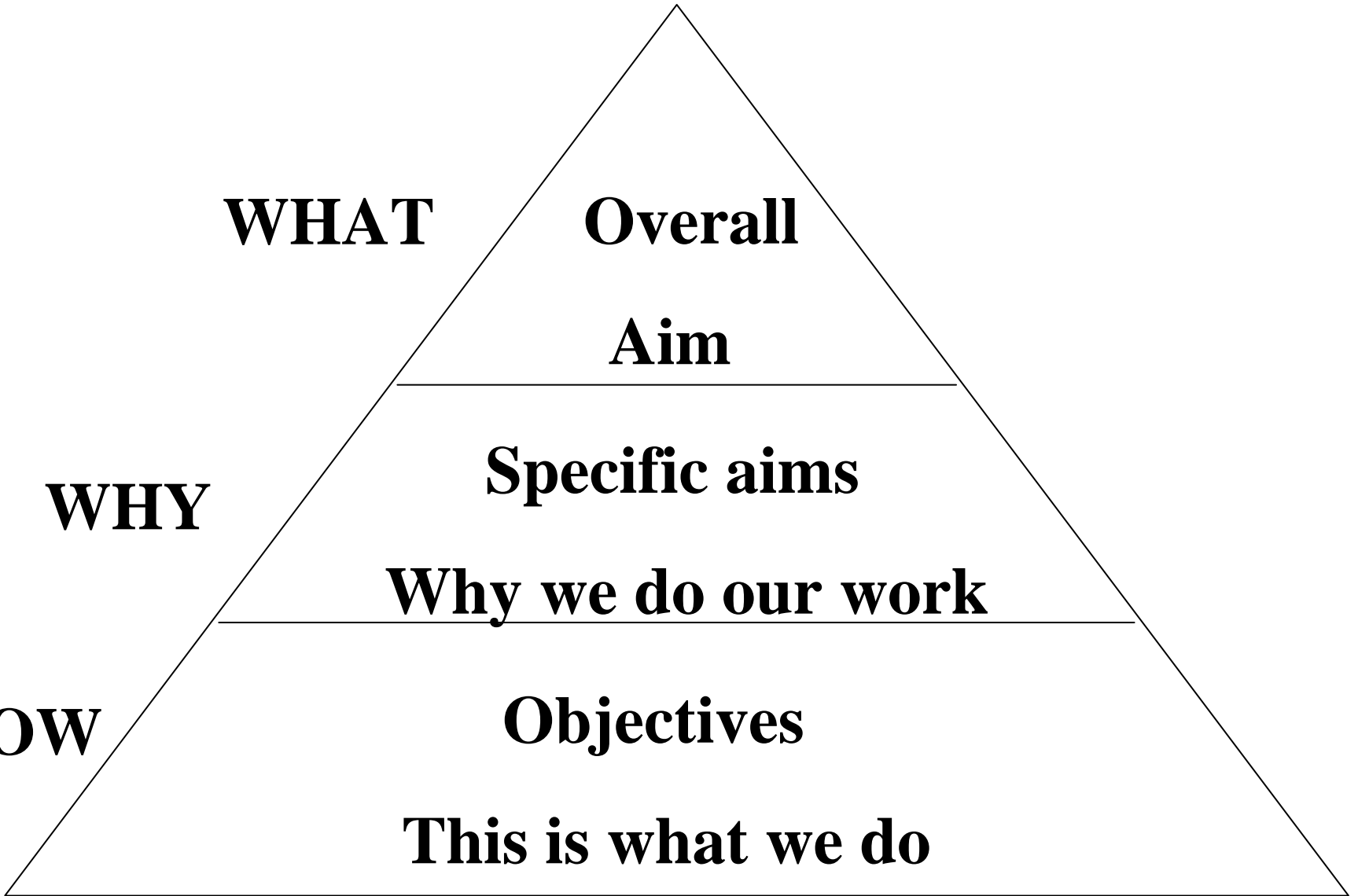
WHY

Why we do our work

HOW

Objectives

This is what we do



Planning Triangle Funding Advice

WHAT

To improve
sustainability of
VCS in Bucks

WHY

To improve ability of VCS to access funding
To improve ability of VCS to self govern and budget

Provide information on funding sources and help with applications.

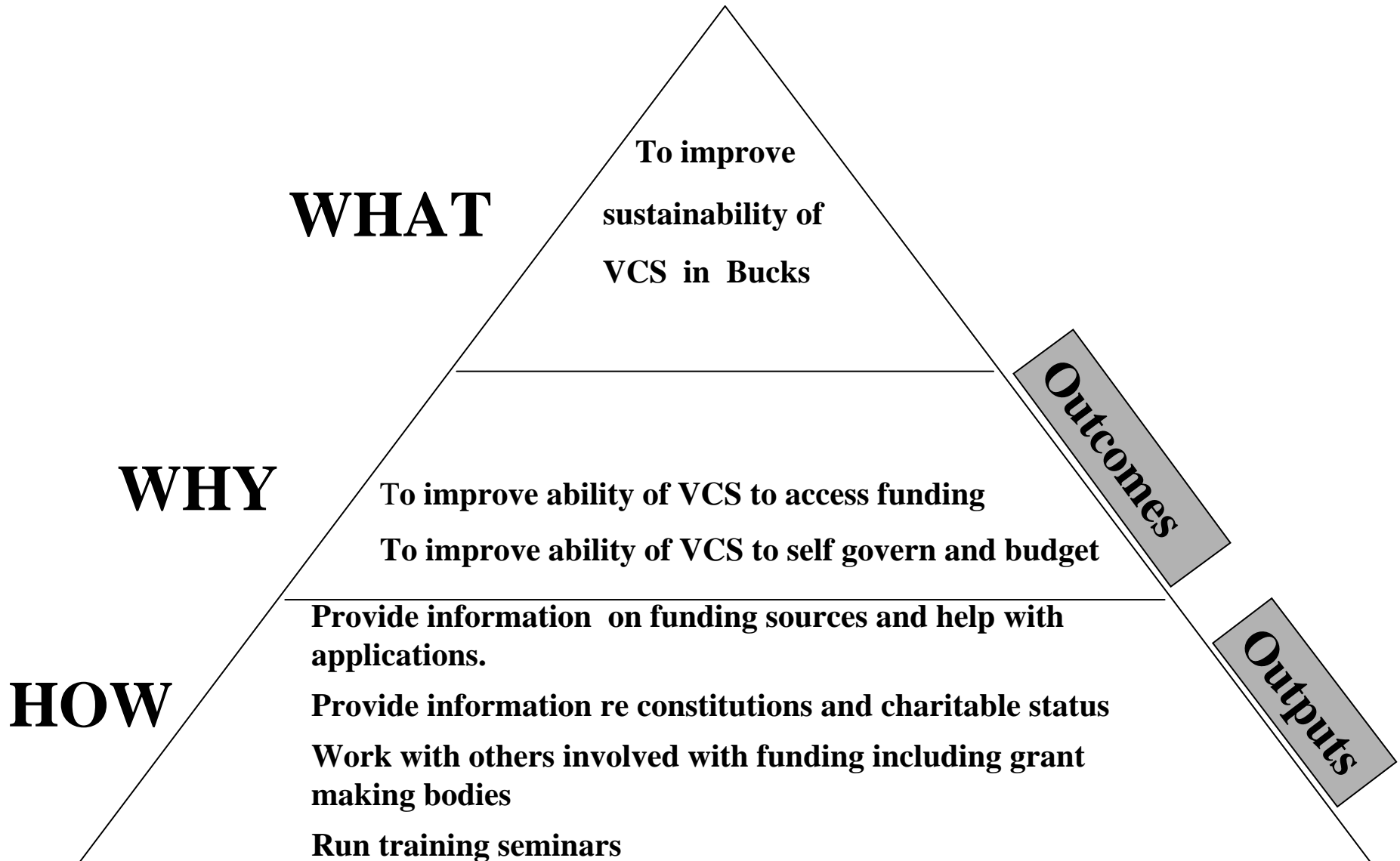
Provide information re constitutions and charitable status

Work with others involved with funding including grant making bodies

Run training seminars

HOW

Planning Triangle Funding Advice 2



What is it going to cost ?

- Ensure that all likely costs are included
- If possible use full cost recovery
- Revenue costs
 - Staff, Rent, Postage, Stationery etc
- Capital costs
 - Computers, equipment etc

Usual Sources of Information

- **FunderFinder / Grantfinder / Trustfunding / Grant Net**
 - subscription search engines - some internet based
- **Directories**
 - Directory of Grant Making Trusts
 - Guides to Major Trusts
 - Directory of Local Trusts
- **Internet**
 - Variety of search sites some of which are free -others require a subscription
- **Local Knowledge**
 - Localised funding from Councils, Government Agencies, Companies

Research

- Boring
- Time consuming
- **Vital**
- Make sure that you read and understand a funders requirements
- Check the “exclusions” clause.
 - Can they fund your type of organisation
 - Will they fund your type of project
- Do not “chase the funds”

Applications

- Might be an application form or a letter
- Obtain
 - Application form
 - Guidance notes
 - Funding prospectus if available
 - Funding priorities
 - Details of scoring or assessment criteria

Application Forms

- **Answer the questions**
 - make sure you understand what information is required
 - keep the answers simple and factual
 - try to link your answers to the scoring criteria
 - if you think that you have already given an answer to a question then you have probably misunderstood it or an earlier question.
- **Ensure that forms are complete and all supporting materials are attached**

Application Letters

- No more than two sides of A4 plus budgets and other supporting documents
- Avoid jargon
- Use the information from your project planning
 - What? Why? Who? How? etc
- Include key “selling” points to arouse interest in your project

Conclusion

- Fund raising can be fun and rewarding
- Give yourselves the best chance of success by:
 - Developing good projects
 - Researching the right funders
 - Submitting high quality bids and applications