

Funding Major Projects

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Six Steps to Success

1. Vision
2. Leadership
3. Need?
4. Preparation
5. Generosity
6. Community



'Where there is no vision, the people perish.'

Proverbs 29.18

The Fundraising Ideal

How will we pay for it?

“The *most* amount of money
from the *fewest* possible sources
in the *shortest* possible time.”

Where can I find funders?

- Google
- Diocesan funding newsletter:
<https://www.winchester.anglican.org/project-grants-and-funding/>
- Parish Resources:
<https://www.parishresources.org.uk/resources-for-treasurers/funding/>
- Heritage Funding Directory:
<http://www.theheritagealliance.org.uk/fundingdirectory/main>
- GrantsOnline: <https://www.grantsonline.org.uk/>
- Funding Central: <https://www.fundingcentral.org.uk>
- GrantFinder: <http://home.grantfinder.co.uk/>

Grants, Trusts & Foundations

Top 5 Funders for churches

- Heritage Lottery Fund: <https://www.hlf.org.uk/looking-funding>
- Garfield Weston Foundation: <https://garfieldweston.org/apply-to-us/>
- All Churches Trust: <https://www.allchurches.co.uk/grants>
- Wolfson Foundation: <http://www.wolfson.org.uk/funding/>
- Landfill Communities Funders: **use postcode checker**
 - Veolia: <https://www.veoliatrust.org/funding/>
 - Viridor: <http://www.viridor-credits.co.uk/>
 - Biffa: <https://www.biffa-award.org/>
 - Suez: <https://www.suezcommunitiestrust.org.uk/>
 - WREN: <http://www.wren.org.uk/>



Grants, Trusts & Foundations

Don't forget the VAT!:

- Listed Places of Worship Grants Scheme (VAT)

The Listed Places of Worship (LPW) Grant Scheme gives grants that cover the VAT incurred in making repairs to listed buildings in use as places of worship. The scheme covers repairs to the fabric of the building, along with associated professional fees, plus repairs to turret clocks, pews, bells and pipe organs:

<http://www.lpwscheme.org.uk/>

The Hook



The church or community setting

- ChurchCare: <http://www.churchcare.co.uk/churches/funding-and-grants/our-grants>
- Hampshire & the Islands Historic Churches Trust: <http://www.hiwcf.com/grants/>
- National Churches Trust: <https://www.nationalchurchestrust.org/our-grants>
- Landfill funders: Viridor/Veolia/Biffa/Wren/Sita
- Hampshire & Isle of Wight Community Foundation: <http://www.hiwcf.com/grants/>
- Awards for All: <https://www.biglotteryfund.org.uk/funding/programmes/national-lottery-awards-for-all-england>

The rural setting

- LEADER – Loddon & Test: <http://www.ruralfunding.co.uk/>
- LEADER – New Forest:
- Rural Community Buildings Loan Fund:
<http://www.acre.org.uk/our-work/rural-community-buildings-loan-fund>
- Rural Community Energy Fund:
<http://www.wrap.org.uk/content/rural-community-energy-fund>
- NFU Mutual Charitable Trust:
<https://www.nfumutual.co.uk/about-us/charitable-trust/applications-for-funding/>
- Landfill funders: Viridor/Veolia/Biffa/Wren/Sita
- The Prince's Countryside Fund:
<http://www.princescountrysidefund.org.uk/>

Case for Support

What are funders looking for?

- Each has their own Mem & Arts, trust deeds, etc which they will be governed by.
- What are their guiding principles?
- Do they have a team of assessors?
- Is there a management team?
- Do the trustees make the final decisions?
- Look at your project from their point of view



Case for Support

Key principles for writing your applications:

1. Identify the Need
 - Research, community surveys, ask people!
2. Explain your Solution
 - Describe your proposal with passion
 - **Reflect the funders' values**
3. What will the Outcome be?
 - Sell the benefits and outcomes – not the features
 - Convince them you can do it!

Evidence

Back up what you say!

“A lavatory is essential, as we need to be able to provide modern, clean facilities which meet health and safety standards if we are to be able to offer the building for use to the wider community.”

“After a twenty-minute drive to get to Church, it would be such a boon to have the availability of a proper toilet.”

RM, aged 83

Funders give to people, not buildings!



Outcomes

Outcomes – what are they?

“Currently the congregation meets for coffee...We are required to use the Village Hall where older members must drive... some members of the congregation do not socialise....

...this time is important for the giving and receiving of mutual support amongst members of the community, especially older members of congregation who don't have family nearby.

“The new kitchenette and toilet facilities would strengthen community support and help to alleviate loneliness among our elderly residents. “

Elementary rules:

- To the point. Never use a long word when a short one will do. If you can cut words out, then do so. Use bullet points, numbering.
- The suggested word count on the form should guide the size of your response to the question.
- Never use a foreign phrase, scientific word or jargon if there is a plain English equivalent.
- **Answer the question asked!**
- Proof-read – and get someone else to check it.
- Submit the application in time for the deadline!

Handy hints:

- CV – adapt and change for each application
- Research the Funder – don't try to fit a square peg into a round hole
- Don't assume anything – they don't know you or your local area
- Give details! – numbers must add up
- Remember: people and ideas win grants
- Why should they pick you? – make yours stand out!

Bid Writing

What to attach and why:

- **Everything they ask for!** Including:
- Budget (including the grant amounts requested)
- Church Accounts
- Quotes
- Letters

Not attaching something, is an invitation to put your application straight in the bin.

What's wrong with this picture?

Section 3: Your Project (continued)

| | |
|---|---|
| <p>How will the works benefit the mission and ministry of the church?</p> | <p>Sustainability of existing building for ongoing regular services and as a focal point for Special Theme, Seasonal Services and associated community / social events.</p> |
|---|---|



A clue!

What's wrong with this picture?

| Section 3: Your Project | |
|---|--|
| What work are you proposing to carry out? | To provide extensions to porch with a heater and movement sensor. This will stop cold air getting into the church thus keeping the temperature cosy. |
| When is the work expected to start? | Sept 2014 |
| When is the work expected to end? | Should take 2 weeks |
| What is the total cost of the project? | £30492 |
| How much are you requesting from us? | £5000 |
| How will the balance be funded? | Fund Raising |

What's wrong with this picture?

How much are you requesting from us?

As much as you can give us

- Be brave and be specific!
- What is the size range that the funder will give? £500-£2500 or £30,000-£250,000?
- If they don't say, look them up on the Charity Commission website, to see what they have awarded in the past. And to who!

