



T3SC Factsheet

Funding sources

Groups cannot keep going for long without funds. However, getting the required funds, at the right time, is not an easy task. Once your group has established what it needs by way of funding—you have done your budgeting and forecasting—you can then try to raise the funds knowing that once you have raised them you will be able to successfully deliver your project. But where to go for those all important yet elusive funds?

There are several possible sources of funding available to groups, and this factsheet will outline some of them.

The general public

You can appeal to the generosity of the general public in many ways, by standing on street corners shaking a tin (or not shaking the tin as the law dictates!); by running postal appeals; by inviting donations at events, running raffles etc.

The great **advantage** of this kind of fundraising is that it can generate lots of unrestricted funds for your group, that is, money that you can spend on anything at all, wages, rent, equipment, etc. So long as you are not specific in your appeals about what you want the money for, anything given generally to help your cause is considered unrestricted.

The **disadvantage** of this kind of appeal is that it often needs to be sustained over a long period of time, as it might only bring in small amounts of money at any one time. Also, running fundraising events is fraught with additional problems such as checking relevant licences, health and safety considerations etc. In particular, when doing street collections you will need permission from the council, see www.tameside.gov.uk/licensing/streetcollections for more details. To run lotteries or raffles, you may need to register with the gambling commission, www.gamblingcommission.gov.uk.

By doing your own fundraising, you also convince outside funders that you are serious and committed about your cause, and are prepared to work hard to make the project succeed.

Companies

It is often difficult to persuade companies to give money to charitable or community causes. They often receive a lot of unsolicited requests for help, and at the end of the day, they are not obliged to give anything away if they don't want to. Having said that, if there is a commercial advantage for them, then they may be more inclined to support you. For example, could they put their name on your uniforms or kits, or on display in your premises etc. Does your group work with people they might want to do business with, or in an area they operate in? If so, they may be more inclined to support your cause. One thing to bear in mind though is to check that the business is a good fit with your organisation – you probably wouldn't want Cadbury's to sponsor a healthy eating programme for example!

Shops may be more prepared to support you in kind, by supplying prizes for raffles etc. Some larger businesses, or branches of national companies may have a community support programme – check in the stores or on their websites for details. If you operate near to the business, or have contact with the business through people working there, then again you will stand a better chance of gaining support.

Charitable Trusts and Foundations

There are many hundreds of these, some very large, some very small and local. T3SC have lots of information about how to find which might be the most suitable for you to apply to. Trusts and Foundations usually give grants. These can be for one off projects, but sometimes they will support ongoing activity, but as each Trust is different, you need to research their criteria and preferences very carefully before completing an application. Grants are very specific in what they can be used for, so you do need to be clear about what you need the money for, and how much you need. Trusts and Foundations will see many applications in a year, so your project will need to be a very good match against their criteria to have any chance of success, and also your costings will need to be realistic – not too high or too low!

National Lottery

Very similar to Trusts and Foundations, in that they invite applications for funding via an application form, and have very clear criteria they ask applicants to meet. For larger amounts of money, the Lottery run particular programmes at particular times, so watch the regular funding bulletins for details of these. Smaller amounts of money for very general purposes are distributed through lottery funding. Groups can apply for up to £10,000 over a two year period.

Selling your services

There is increasing emphasis from government on groups providing a service, and charging for it. Often called commissioning, it involves contracting with another body to deliver a specific service, for a specific length of time, and for a specific price. Usually it will be the local authority or health service that pays a group to run a service on their behalf. The process of tendering for a service can be quite daunting, but once secured, the contract will secure funding for the length of the contract. Support can be obtained from T3SC. Tameside council will advertise all contracts available for tender on the TMBC website, www.tameside.gov.uk/procurement/tenders and also at www.nwce.gov.uk/the-chest/default.php. We also have recent tendering opportunities on our website: www.t3sc.org/tenders.htm

Ideally, a group will obtain funding from a variety of sources, and not rely too much on any one source.

T3SC

T3SC has access to both the GRANTfinder and Funder finder databases and also produce a monthly comprehensive funding bulletin: www.t3sc.org/funding2.htm

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