



January 2018 Income Generation & Funding E-bulletin

From Asking to Earning - Generating income from across the spectrum

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1. Welcome

Welcome to January's Income Generation & Funding Bulletin.



Hapy New Year to all! To start 2018 there is a new pot of £3 m for local groups that need 'an extra boost' to set up or grow a community business' in England via the [Community Share Booster Programme](#).

It offers successful applicants a business development support grant of up to £10,000 in advance of launching their community share offer. After that, their organisation could have access to up to £100,000 match funding when the share offer goes live. Match funding will be in the form of equity held on equal terms with other community shareholders. And for groups

based in SE1, SE16 or SE17 **Team London Bridge's** [Building Communities Fund](#) has just opened, with grants of between £500 - £2,000 for local projects and events.

And ...once again we are hosting our very popular ['Meet the Funders'](#) event on 14th February! This is a chance to discuss potential projects with funders on a 1:1 basis. The event is free, but booking is essential (to book, click on the link and scroll down to the Eventbrite form).

Plus, we have a packed training programme of free events – see below.

Remember, you can also find out about local funding in between bulletins through [the Funding section](#) under 'News & Jobs' section of Community Southwark website. This bulletin cannot cover everything, but we can help you to do a [Funding Central](#) search based on your criteria, so do get in contact if you would like to do this.

If you would like any further support with development or income generation please contact the **Development Team** at development@communitysouthwark.org

Enjoy!

Notices

2.1 Upcoming training and events at Community Southwark:

Value of Volunteering - how to demonstrate its impact: 11 January 2018, 10am – 4pm

The workshop will help you to understand what Impact is and the language associated with it, increase your awareness of the different methods to identify outcomes and outputs and start you on the journey of assessing your volunteering impact.

Fundraising Made Easy: 18 January 2018, 10am – 4.30pm

The workshop will introduce participants to the key aspects of fundraising. It will support participants to understand the jargon used, to map their fundraising needs in relation to the 'spectrum of income generation' and think about what key information is needed to complete successful grant applications.

Finance Made Easy: 13 February 2018, 10am – 4.30pm

The workshop will explore the key components of good financial management, including the role of financial controls; budgets; cash flow; and management accounts.

Meet the Funders: 14 February 2018 11 am - 1pm or 2pm - 4 pm

This is an opportunity to meet a range of funders and discuss on a 1:1 basis project ideas. Come prepared with a draft project proposal and draft budget ... The event is free but booking is essential.

Shaping Your Organisation's Future: develop practical plans & design winnable strategies: 22 February 2018; 10am – 4.30pm

The workshop provides an overview to the fundamentals of the business planning process to improve your confidence in managing the business planning process. By the end of the course, you will be able to develop and implement a robust business plan with clarity and confidence.

Demonstrating Impact Made Easy: Theory of Change: 8 March 2018; 10am – 3pm

This workshop will introduce you to the concept of Theory of Change, and will explain the different ways it can be used to help your organisation. At the end of the workshop you should be able to explain what theory of change is, understand its uses, and start to think about applying the technique at their organisation.

Fundraising & Beyond: diversify and grow your income – 15 March 2018, 10am – 4.30pm

This is an introductory two-part workshop covering the key elements of developing an Income Generation Strategy. What do I need to know in order to have a strategy? What income is available? Can I trade?

Create easy infographics for impact: 20 March 2018; 10am – 4.30pm

Want to make your organisation's data stand out from the crowd but don't have the money or know-how to make it happen? Say goodbye to mountains of text and hello to visually exciting data

with this new course from [Superhighways](#). At the end of the course you will be able to choose the right visuals for your monitoring information and create infographics using free online tools.

**[Become More Enterprising - earn & prosper through social enterprise](#): 27 March 2018:
10am - 4.30pm**

This interactive one-day workshop will help you to with your trading idea to get it up and running – and earning. Key topics covered include budget and pricing strategy, legal issues and organisational structure developing the right products, and marketing your products.

Please note that new resources are added regularly on [Income Generation](#) and [Managing your finances](#) amongst others.

See more funding news and resources on the Community Southwark website at [Income Generation Bulletin](#) and at [News & Jobs - Funding](#)

News from / for the sector:

[Government clarifies effect of income taxes on Gift Aid](#): Civil Society, 4 January 2018

[Government to spend £330m raised and dormant bank and building society accounts to help good causes](#): The Independent, 4 January 2018

[Charity Commission makes changes to annual returns but charities still have concerns](#): Civil Society, 3 January 2018

[ICO publishes GDPR guide for charities](#): Civil Society, 2 January 2018

[What Can Charities expect from 2018?](#): Civil Society, 2 January 2018

[Government responds to Lord's Committee on Charities](#): Civil Society, 19 December 2017

[City Bridge Trust unveils new £100m Five year Strategy](#): Civil Society, 8 December 2017

[‘The role of funders has never been more important’](#): Civil Society, 8 December 2017

[Voluntary Action: A Way Forward \(report\)](#): Civil Society, 6 December 2017

[‘Charities want to be more honest with funders’](#): Civil Society, 5 December 2017

[‘Charities overspending on Finance functions’](#): Civil Society, 5 December 2017

[How to grow good ideas in the Charity sector](#): Civil Society, 1 December 2017

[‘Digital giving platforms are a ‘terrifically inefficient’ means of fundraising](#), Civil Society, 1 December 2017

3. Grants

3.1 January 2018

Community Share Booster Programme

Local groups that need 'an extra boost' to set up or grow a community business in England can seek support from this £3 m programme which runs until 2020. It is provided by Power to Change and run by the Community Shares Unit. The programme aims to help disadvantaged and under-represented communities to develop successful community businesses, and financed through community share offers. It offers successful applicants a business development support grant of up to £10,000 in advance of launching their community share offer. After that, their organisation could have access to up to £100,000 match funding when the share offer goes live. Match funding will be in the form of equity held on equal terms with other community shareholders.

Deadline: December 2020

Grow Wild - Kew

Grow Wild is awarding funding of £2,000 or £4,000 to groups and projects that stand out from the crowd and focus on UK native wildflowers, plants and/or fungi, highlighting the importance of these species. It needs to engage one of the following groups:

- Young people aged 12-18
- Students and young people aged 18-25
- People living in urban areas
- People experiencing hardship and reduced access to services
- Adults that are less engaged with their community and environmental activities.

Deadline: 12pm on 15 January 2018

BBC Children in Need: Main Grants

The Fund support projects working with children and young people of 18 years and under experiencing disadvantage through: i) Illness, distress, abuse or neglect, ii) Any kind of disability, iii) Behavioural or psychological difficulties, iv) Living in poverty or situations of deprivation. Grants of over £10,000 per year for up to three years is available under this programme.

Deadline: 16 January 2018

London Theatres Small Grants Scheme

The London Small Theatres Grants Scheme is a capital fund that awards up to £5,000 to small theatres in London which are undertaking building projects.

Deadline: 25 January 2018

The Span Trust

The Span Trust seeks to fund projects by awarding grants between £5,000 and £20,000 that will alleviate poverty, disability, age or ill health, and advance urban regeneration through the improvement of the built environment. We offer grants to both registered and exempt charities.

Deadline: 29 January 2018

Ford Britain Trust

Registered charities and community organisations can apply for up to £3,000 for projects that i) work with children/young people, ii) special education needs, iii) people with disabilities, iv) work

that has clear benefits to the local community / environment. Contributions can be made towards capital projects or expenditure items, including refurbishments, furniture and equipment.

Deadline: 31 January 2018

Community Led Buildings

The Community-led buildings grant programme offers two strands of funding support:

Pre-feasibility Grant: When you have identified a possible community-led building project and are assessing the way forward – looking at costs, how you will manage the project, legal concerns and more.

Project Support Grant: To help you pay for the advice you need to progress your community-led building project to the point of submitting a Community Right to Build Order.

Grants of between £5,000 - £40,000 are available to help you pay for the help you need to progress your community-led building project to the point of submitting a Community Right to Build Order.

Deadline: 31 January 2018

3.4 February 2018

Masonic Charitable Foundation

The Foundation offers small grants (up to £5,000) and large grants (£5,000 and above) to charities that deliver services /activities in four key areas of need: Financial Hardship, Social Exclusion & Disadvantage, Health & Disability, Education & Employability.

Deadline: 2 February 2018 (Large grants);

Friends Provident Foundation: Building Resilient Economies programme

The programme supports projects that develop local economic resilience and community solutions through two outcomes: 'systems change' and 'local economic resilience'. Local economic resilience includes activities that create community assets or new approaches to local finance. The systems change outcome include projects that develop and demonstrate methods that will effectively change policy and corporate behaviours in pursuit of wider social objectives. There is no minimum amount and you can apply for up to £200,000.

Deadline 5 February 2018

DM Thomas Foundation for Young People - Central Grants Programme

The Foundation prioritises the areas of education or health with focus in one of the following three groups: Children and young people with disabilities, Children and young people who are sick in hospital, Children and young people who are life limited (requiring palliative care). You can apply for funding under three grant categories: up to £5000, up to £10,000 and over £10,000, and maximum award is £30,000 per year, and for up to two years.

Deadline: 6 February 2018

Trust for London

Grants are available for up to £150,000 for work that develops new and imaginative ways of addressing the root causes of London's social problems, especially work which has the potential to influence and change policy, practice and public attitudes.

Deadline: 1pm on 6 February 2018

[The Polden-Puckham Charitable Foundation](#)

The Foundation's priority is to address systemic threats by seeking to change policy and attitudes at a national or European level. Funding is available for projects in the UK that aim to influence values and attitudes, promote equity and social justice, and develop radical alternatives to current economic and social structures. It offers grants of between £5,000 and £15,000 per year, for up to three years, for projects that address the following subject: i) Peace and Security and developing ways of resolving violent conflicts peacefully, and of addressing their underlying causes, ii) Environmental Sustainability including work that addresses the pressures and conditions that risk global environmental breakdown.

Deadline: 9 February 2018

[Building Communities Fund](#)

The Building Communities Fund (previously named the Small Grants Fund) is delivered via the Team London Bridge BID levy. Grants of between £500 - £2,000 are available for local events, youth projects, residents' activities and general community programmes. There are no set criteria in terms of beneficiaries' age groups, though the majority of participants must live in SE1, SE16 or SE17. Funded projects must also work in accordance with Team London Bridge's aim of supporting and promoting sustainable community places.

Deadline: 12 pm on 12 February 2018

[Masonic Charitable Foundation](#)

The Foundation offers small grants (up to £5,000) and large grants (£5,000 and above) to charities that deliver services /activities in four key areas of need: Financial Hardship, Social Exclusion & Disadvantage, Health & Disability, Education & Employability.

Deadline: 23 February 2018 (Small grants).

3.4 Other rolling programmes

You can see a list of funders with rolling programme below:

[Addington Fund Trustees' Discretionary Fund](#)

Grants of up to £50,000 for short term financial aid to farmers and farm businesses, when that emergency situation has or will create unforeseen additional expenditure.

[Allen Lane Foundation](#)

Funds groups working with Asylum-seekers and refugees (but not groups working with a single nationality), Gay, lesbian, bi-sexual or transgender people, Gypsies and Travellers, Migrant workers, Offenders and ex-offenders, Older people, People experiencing mental health problems, People experiencing violence or abuse.

[ASDA Foundation UK \(inc. Northern Ireland\)](#)

The ASDA Foundation is ASDA's charitable trust which was set up in 1988 to support local good causes chosen by their colleagues, and is funded by profits from the midweek national lottery.

[Awards for All - England](#)

Awards for All England is a simple small grants scheme making awards of between 300 and 10,000.

City Bridge Trust

The Trust is undertaking free audits for charities aimed at making specific and measurable reductions in carbon and waste. This follows a successful pilot. They will be promoting other environmental benefits. The Trust will cover the costs of an eco-audit, training or consultancy provided by their approved consultants. Complete an online request form [here](#) or phone: 020 7332 3710.

Clothworkers' Foundation - UK

The Clothworkers Foundation aims through its funding to improve the quality of life, particularly for people and communities facing disadvantage.

Fidelity UK Foundation

Seeks to support strategic initiatives that enable charitable organisations to reach new levels of achievement. Grants are intended to strengthen charities and encourage the highest standards of management and long-term sustainability. Grants will not normally cover the entire cost of a project. Average 50k.

Freemasons' Grand Charity - Non-Masonic Grants (England & Wales)

The charities and projects supported by The Freemasons' Grand Charity are chosen because they deliver important services, complement the work of other charities or tackle issues that are less popular with other funders. The Charity supports people in need and funds the work of charities helping the wider community.

Galaxy Hot Chocolate Fund

GALAXY Hot Chocolate is looking to help small, local community groups and charities across the UK, with the launch of an exciting new charitable fund.

Garfield Weston Foundation

The Garfield Weston Foundation helps small local community organisations and are prepared to consider applications covering a wide range of charitable activity. Areas funded include: education, arts, health, general, environment, community, youth, religion and welfare Up to 50k

Henry Smith's Charity

The Henry Smith Charity is a large grant making charity. They make grants totalling approximately 25 million each year to up to 1,000 organisations and charities for initiatives and projects that address social inequality and economic disadvantage.

Ibrahim Foundation

This Foundation makes grants to organisations which aim to improve the quality of life for people and communities in the UK, both now and in the future. They like to consider work which others may find hard to fund, perhaps because it breaks new ground, appears too risky, requires core funding, or needs a more unusual form of financial help such as a loan.

Jill Franklin Charitable Trust

Grants support refugees, self-help mental health groups, churches for restoration, respite holidays prisoners education 500 to 1000

Laing Family Trusts

The Laing Family Trusts are a group of four grant-making trusts (Beatrice Laing Trust, Kirby Laing Foundation, Maurice & Hilda Laing Charitable Trust and Martin Laing Foundation) sharing a single administration.

London Housing Foundation - London

This trust supports homelessness charities and agencies in London through grant funding and initiatives. In terms of the former, the Foundation will be looking for evidence that agencies are contemplating marked changes that enhance their capabilities, either in scale or scope of their programmes; or the direction of their work.

Lloyds Enable Programme

Enable grants are up to a total of £15,000 over one or two years, and can reinvigorate charities through funding organisational improvements, development of areas such as leadership and governance, improved systems and demonstrating outcomes.

Macmillan - Supporting You to Help Others Grant

Macmillan supports groups and individuals who support people affected by cancer or campaign to improve cancer care with training, grants and resources, to help them develop.

Merchant Taylors' Consolidated Charities for the Infirm

Grants are available for charitable organisations providing services to people living with significant disabilities or health concerns in South East London. Funding is at the discretion of the Trustees. Most awards are between £5,000 and £15,000. The mean amount is around £7,000.

Reaching Communities

This Big Lottery programme is for projects that help people and communities most in need. Grant size is for £10,00 and upwards and projects can run up to 5 years. It can also include building projects.

Santander Foundation

The Santander Foundation funds programmes to support disadvantaged people through one or both of these charitable priorities, education and training or financial capability

Screwfix Foundation

The Screwfix Foundation is a new charity set up by Screwfix in 2013. It has a clear purpose of raising funds to support projects that will fix, repair, maintain and improve properties and community facilities specifically for those in need in the UK.

Sir John Cass's Foundation - Grants to Schools and Organisations

Grants of between £10,000 and £30,000 are available for schools and organisations to support education and rehabilitation projects in inner London boroughs.

Sport England - Small Grant Scheme

Grants of between 300 and 10,000 are available for revenue and small capital projects. The total project costs must not exceed 50,000.

The Rufford Foundation

The Rufford Foundation is an independent grant-making trust. The Rufford Foundation's main remit is to support nature conservation projects in developing countries undertaken by small to medium-sized organisations.

The Torch Trophy Trust

The Torch Trophy Trust is a charitable organisation, whose main aim is to encourage voluntary work in sport and other related outdoor activities within local communities across the U.K.

[Trust for London](#)

Funding of up to £100,000 is available for work that develops new and imaginative ways of addressing the root causes of London's social problems, especially work which has the potential to influence and change policy, practice and public attitudes. Themes: Employment; Advice; Social Justice; Violence and Small Groups. The maximum grant given under the small groups theme is usually in the region of £30,000.

[Wakefield and Tetley Trust - Fast Track Grants](#) **!Southwark opportunity!**

Grants of between £100 and £2,500 are available for charitable organisations working to improve the lives of people in the London boroughs of Tower Hamlets, Southwark and the City of London who face significant disadvantage and have limited opportunities.

[Woodland Trust - Free Trees](#)

Free trees for school, community and youth groups. The Woodland Trust have 4000 free tree packs to give away to school, community and youth groups this autumn.

[Worshipful Company of Weavers](#)

The Worshipful Company of Weavers funds projects working with young people in need or at risk, rehabilitation and resettlement of young prisoners and ex-prisoners. Up to 15k

[Zurich Community Trust \(UK\) Ltd](#)

Zurich Community Trust has a dynamic grant-making programme which supports more than 600 charities every year, touching the lives of over 100,000 disadvantaged people. Main areas are Wiltshire, Gloucester and Hampshire although small funding across UK.

!Make sure you read the guidance before filling out an application form!

4. Contracts

Please note there are also a number of opportunities currently showing pre-procurement information – please contact development@communitysouthwark to undertake a search on www.fundingcentral.org.uk

[Government invites bids for new Mental Health Care funding](#)

The Government is committing another £15 million to improve mental health at the local level. The new fund follows on from the £15 million Improving Places of Safety scheme (2015-2017) that aimed to reduce the number of people who end up in a police cell following detention under the Mental Health Act. The new capital grants scheme is focused on improving urgent and emergency mental health care (including conditions such as psychosis, bipolar disorder, and personality disorders that could cause people to be a risk to themselves or others) by investing in facilities and infrastructure in local area.

The funding is focused on:

- Preventing people from reaching crisis point in the first place.
- Helping to develop new approaches to support people who experience a mental health crisis. The scheme, which is for people of all ages from children to older people, will disperse capital funding, either as Public Dividend Capital to the NHS or as grants to other providers. The minimum grant is £5,000. There is no maximum award.

Deadline: 23.59 on 21st January 2018

5. Corporate Social Responsibility (CSR) and other offers

[Involve - Corporate support through practical Team Challenges](#)

The Involve programme at Community Southwark aims to drive practical corporate support to charities, social enterprises, community organisations and schools in Southwark, helping them to improve both their indoor and outdoor spaces. With teams of between 10 and 50 corporate volunteers we can complete those large projects that are usually not taken on due to lack of resources in just 1 or 2 days. The Involve Team both organises and facilitates the volunteer Team Challenges and liaises directly with the corporate partner who will fund all tools and materials for each project so the service is FREE to our community partners. If your organisation matches the above description and could benefit from practical support, please contact matthew@communitysouthwark.org

6. Loans

[Bright Ideas Trust \(London\)](#)

Intended specifically to help London-based young entrepreneurs, the Trust will address the issue of first-time businesses failing soon after setting up, due to a lack of experience. Maximum employees is 50 and the loans are between £1,000 and £25,000

[Big Issue Invest – London Housing Fund](#)

The London Housing Fund was set up by Big Issue Invest in 2016 to celebrate its tenth anniversary. The £10 million fund, with support from the Greater London Authority, will provide loans to community organisations, social enterprises, charities and smaller housing associations to renovate empty homes or buildings and convert them into good quality affordable housing for Londoners to rent or part buy.

Loans of between £50,000 and £2 million are available with competitive rates and flexible terms. Exact loan terms will vary slightly with each proposition, but in practice, Big Issue Invest will aim to offer a fixed interest rate.

[Big Issue Invest - Social Enterprise Invest Fund](#)

Financial assistance is available in the form of loans to social enterprises and registered charities based in the UK. Loans of between £50,000 - £1.5 million can be provided. Grants are not provided.

[Big Society Capital](#)

Investments are available to Social Investment Finance Intermediaries (SIFIs) based and working within the UK for projects tackling major social issues within the UK. Loan investment of between £500,000 and £15 million.

[CAN Early Intervention Fund](#)

The Fund supports early intervention projects and aims to accelerate positive early intervention impact on communities and individuals in London.

[Charity Bank - Loan Finance](#)

Affordable loan finance and advice to registered charities, as well as to community associations, voluntary organisations, community businesses, social enterprises or a social landlord, as long as the purpose of the loan is charitable and to help them to grow. It often lends where banks or building societies either will not make a loan at all, or will only do so on unaffordable terms.

Community Investment Fund

Loans and equity investments are available to community based, locally led charities and social enterprises in England that are providing essential health, social care, education and training services to improve the well-being of local residents. Loans and investments of between £250,000 and £1 million are available. Most investments are expected to be secured against the investee's assets.

Fredericks Foundation

Provision of loans to small businesses and start-ups in Berkshire, East Sussex, Northamptonshire, Bristol & Bath, Gloucestershire, Oxfordshire, Buckinghamshire, Hampshire, Somerset, Cambridgeshire, Isle of Wight, Surrey, Cornwall, Kent, West Sussex, Derbyshire, Lincolnshire, Wiltshire, Devon and London. Loans are available from £500 to £10,000 per business, over terms from six months to five years at competitive interest rates. Loans of up to £20,000 may be available for established businesses with a financial track record of at least three years in some areas.

London Energy Efficiency Fund (LEEF)

The London Energy Efficiency Fund (LEEF) focuses on investing in energy efficiency retrofit to public sector buildings, including:

- The adaptation and/or refurbishment of existing public and/or voluntary sector buildings (e.g. Local Authorities, universities, hospitals, schools) to make them more energy efficient, sustainable and environmentally friendly; and/or,
- Improvements to existing social housing properties to make them more energy efficient (with a cap of c. £11m).

LEEF provides loans which have the following advantages over other potential sources of finance:

- Price – LEEF financing may be cheaper than other sources of finance and thus offers excellent value for money for the public and private sectors. LEEF will lend up to £20m per project and has £70m+ to invest just in London.
- Term – There are no maximum or minimum terms for LEEF money, or fixed payback periods. LEEF will look at 10-12 year money or short term development finance. There are also no early repayment fees.
- Flexibility – LEEF can offer sculpted repayment profiles which allow the borrower to match payments to revenue savings – as a result projects can be at worst revenue neutral or cash positive for the borrower.

Start Up Loans

This is a government-backed personal loan scheme which offers an affordable source of finance and is available to individuals looking to start or grow a business in the UK. Applicants can borrow from £500 to £25,000, with a fixed interest rate of just 6% per annum and a 1-5year repayment term. Loan recipients are also offered up to 12 months of mentoring support and access to a range of special business offers.

7. Crowdfunding

Crowdfunding is a form of microfinance where large numbers of individuals make small donations towards new projects or start-up enterprises.

You can find out more about starting and running a crowdfunding project in our factsheet here:

[Community Southwark Factsheet – Crowdfunding for Community Groups](#)

Here are some useful sites to try:

Abundance Generation	https://www.abundancegeneration.com/
BuzzBnk	https://www.buzzbnk.org/
rowd Cube	http://www.crowdcube.com/
CrowdingIn	http://crowdingin.com/
Funding Tree	https://www.fundingtree.co.uk/
GlobalGiving	http://www.globalgiving.org/
Indiegogo	https://www.indiegogo.com/
RocketHub	http://www.rockethub.com/

8. Online Fundraising

As well as Crowdfunding (above) there are now so many ways to fundraise online – but which sites will work for your organisation and what do they all do?

[Making the most of digital donations: A practical guide to selecting and using online giving platforms](#) (PDF) offers organisations a strategic approach when choosing a provider and will be a valuable resource for all charities that are looking at how they can maximise their fundraising presence online by working with online giving platforms. The guide will also be particularly useful for smaller charities that may be less sure about how online giving platforms work or what they need to do when working with different partners. (Charity Finance Group)

The amount your charity gets can vary vastly depending on which website you pick - this site-by-site guide helps you decide where to set your fundraising page up. [Money Saving Expert](#) has a useful comparison tool to help you choose.

Here are some popular sites:

Kindlink	https://www.kindlink.com/
Easyfundraising	http://www.easyfundraising.org.uk/
Everyclick	http://charities.everyclick.com/
Local Giving	http://localgiving.com/
Virgin Money Giving	http://uk.virginmoneygiving.com/giving/
BT My Donate	http://www.btplc.com/mydonate/ (it is worth noting that BT MyDonate do not charge any fees)

For Further support and information contact the **Development Team at Community Southwark** . We can:

Help you to identify sources of funding; Help you to complete an application form; Help you think about how to develop your group (project planning, business planning, collaboration); Help you to develop good governance in your organisation (trustee advice and training); Link you in with other organisations and projects in the borough and much more!

Contact the development team: Development@casouthwark.org.uk Tel: 020 7358 7020

Thanks to: Funding Central, SSE Newsletter, Civil Society, Third Sector