



July 2017 Income Generation & Funding E-bulletin

From Asking to Earning - Generating income from across the spectrum

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1. Welcome

Welcome to July's Income Generation & Funding Bulletin.



Welcome to the summer holidays (nearly) ... As usual, our latest income generation and funding bulletin contains new funding opportunities for every size of organisation to help you consolidate and diversify your income streams. Our training opportunities for this month include a highly topical workshop on Cybersecurity ('How to be a digitally savvy organisation'), and 'Top Digital Tools for Capturing Impact', as well as courses on business planning and fundraising ...

You may feel that you need some help in developing your business plan and your fundraising strategy. If that's the case, why not contact us to find out how we can help you?

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!

2. Notices

2.1 Upcoming training and events at Community Southwark:

[Top Digital Tools for Capturing Impact - by SuperHighways – 13th Jul 2017](#)

Does your funder need to see that you are making an impact? Would you like to improve your service or know the difference it makes in people's lives? Funders, commissioners and individual supporters are increasingly asking for demonstrable results. Come to this half-day workshop to learn more! Call 020 7358 7020 if you encounter any problem registering for the workshop.

[Volunteer Managers' Network Meeting – 13th July 10 am – 12 pm](#)

An opportunity for anyone recruiting, managing or supervising volunteers to come together and find support from others doing the same thing in Southwark.

[Shaping Your Organisation's Future, develop practical plans and design winnable strategies – 20th July 10 am – 4 pm](#)

Ideal for anybody working in the voluntary and community sector (including social enterprises), this course provides an overview to the fundamentals of the business planning process – enabling you to plan your future services and determine the resources required to deliver them.

[Cyber Safe Southwark: How to be a digitally – savvy organization 1st August 11 am – 3 pm](#)

Find out how to protect sensitive data, understand the requirements of the current and future Data Protection legislation and discuss practical controls to help you manage your digital facilities.

[Fundraising Made Easy – 3rd August 2017](#)

This full-day 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.

[Managing Volunteers Made Easy – 6th August 2017](#)

This course is aimed at Volunteer Managers looking to get the most out of a team of volunteers. It will highlight the role of a **solid induction, setting expectations, supervision and retention through recognition and rewards**, and tips on how to manage 'difficult' volunteers.

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:

[DFID launches small charities fund – expected to be worth £4m](#) Civil Society, 30th June 2017

[What does the Queen’s Speech mean for charities?](#) NCVO 29th June 2017

[‘The only rule for Chairs and CEOs is to have an adult relationship’](#) Civil Society 28th June 2017

[Volunteering Platform ‘Do it’ transferred to new provider](#) Civil Society, 23rd June 2017

[Free Advice Line for small charities opens](#) Civil Society, 22nd June 2017

[Charities Aid Foundation makes 15 recommendations about how charities can be put at the heart of policy making](#) Civil Society 21st June 2017

[Charity Commission pilots closer working agreements with local authorities](#), Civil Society, 20th June 2017

[Tracy Crouch is new Minister for Civil Society](#) Third Sector, 15th June 2017

3. Grants

3.1 July 2017

[UK Social Enterprise Awards 2017](#)

The Awards recognise the achievements of social enterprises and supporters in 12 categories, including Social Enterprise of the Year, Women’s Champion. It is also an insight into the amazing work being done in the UK social enterprise sector. Applications are now open for the 2017 Awards event. To apply involves completing an online application form.

Deadline: 7th July 2017

[The Co-op Foundation](#)

The Co-op Foundation, working in partnership with the #iwill campaign are inviting applications from charitable organisations working with young people aged 10-20. Organisations will be able to apply for up to £35,000 to deliver activities that engage young people in social action and tackle youth loneliness. They are looking to fund one organisation in each English region, and are targeting specific locations within those regions based on deprivation levels and existing opportunities for youth social action, including L B Southwark.

Deadline for Expressions of Interest: 7th July 2017: Deadline for completed applications: 14th July 2017

[The Wakefield & Tetley Trust](#)

The Trust is interested in projects that make a positive difference to the lives of people who face significant disadvantage and have limited choices and opportunities. Average grants of £7,000 are available under the main programme. Your turnover must be less than £500,000.

Deadline: 11 July 2017 (2pm)

[Deutsche Bank Small Grants Fund](#)

The Funder's aim is to support projects that help society's most disadvantaged and communities on the ground by reducing social isolation and improving wellbeing. See guidelines for areas and range of funded activities. Projects can apply for grants of up to £5,000.

Deadline: 14th July 2017 (5pm)

[The Steel Charitable Trust](#)

The Trust supports projects in five areas: Arts and Heritage; Health; Education; Social or Economic disadvantage; Environment. Grants of £2,500 - £25,000 available.

Deadline: (aim to submit applications by mid-July 2017)

****Local funding Opportunity!****

[Peter Minet Trust](#)

Grants of up to £1,000 are available for registered charities that run social welfare, health, cultural and community projects in the London Boroughs of Lambeth and Southwark

Deadline: 20th July 2017

[The Henry Smith Charity Holiday Grants for Children](#)

The Charity is offering grants of between £500 - £2500 for recreational trips and holidays for groups of children aged 13 and under who experience disadvantage and or have disabilities. The Charity will fund a maximum of two-thirds of the total cost of a holiday or trip. Trips should be between 1 July to 31 August 2017.

Deadline: 21th July 2017

[London Marathon Charitable Trust - Major Capital Project Grants](#)

Grants of between £20,000 and £150,000 are available for capital projects which provide, renovate or modernise facilities for recreation or leisure in the areas of London, Surrey, Aylesbury Vale and South Northamptonshire.

Deadline: 24th July 2017

[London Marathon Charitable Trust - Small Capital Projects](#)

Grants of between £5,000 and £20,000 are available for capital projects which provide or improve facilities for recreation or leisure in London, Surrey, Aylesbury Vale and South Northamptonshire

Deadline: 24th July 2017

[DM Thomas Foundation Central Grants Programme](#)

The Foundation is interested in projects working in the areas of education or health targeting the following 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). Grants of up to £30,000 per year for up to 2 years can be awarded.

Deadline: 25th July 2017

Ernest Cook Trust: Large Grants

The programme supports educational projects focused on environment & countryside and literacy, numeracy and science. Most awards are in the range of £4,000 – £12,000. There are no application forms and applicants are asked to post a covering letter on official headed paper and also include a simple budget and up to two additional sheets of A4 describing the organisation, outlining the project and specifying its educational elements and the way in which it fits in with the interests of the Funder. Check other conditions.

Deadline: 31st July 2017

The Woodward Charitable Trust

The Trust's areas of interest include: Children and young people who are isolated or at risk of exclusion; Prisoners and ex-offenders; Disadvantaged women; Disability projects; Arts outreach work by local groups and projects that promote integration and community cohesion amongst minority groups. Small grants of up to £5,000, and large grants of over £5,000 available.

Deadline: 31st July 2017

The Ironmongers' Company

The Trust aims to support projects that provide opportunities for disadvantaged children and young people aged 25 and under to fulfil their potential. Grants of up to £10,000 is available.

Deadline: 31st July 2017

3.2 August 2017

Heritage Lottery Fund - Grants for Places of Worship

The grants programme will fund urgent structural repairs to listed places of worship. It will also fund improvements to facilities and work that helps more people get involved with the buildings. You can apply for between £10,000 - £250,000.

Deadline: 14th August 2017

Youth Music Grants Programme

The Fund A strand of the programme offers small grants for high quality music-making projects that benefit children and young people. Funding of between £2,000 - £30,000 is available for projects that last from 6 – 24months. Matched funding of 10% is required.

Deadline: 18th August 2017

People's Postcode Lottery

Community groups and charities can apply for grants ranging from £500 - £20,000 for projects that aim to enhance local areas and make a positive impact on the planet: both environmentally and by enhancing a community's cultural heritage and, thus, pride in their local area. Organisations that are not formally registered as a charity can apply for £500 - £2,000 in funding. There is a two-stage application process.

Expression of Interest Deadline: 18th August 2017

London Theatres Small Grants Scheme

Grants of up to £5,000 are available to help small theatres with urgent building repairs, improve operational viability, introduce environmental improvements, and enhance physical accessibility in London and Greater London.

Deadline: 22nd August 2017

[Greater London - Royal Victoria Hall Foundation](#)

Funding to encourage and assist projects in the Greater London area with the performance and/or development of professional dramatic work. Grants awarded will normally be in the range of £250 to £2,000.

Deadline: 25th August 2017

[Newcomen Foundation](#)

Grants available to support extra curricula activities (school trips, after school clubs, holiday clubs, uniformed organisations) for children and young people; organisations which provide educational opportunities to schools and colleges in the Borough of Southwark (e.g. visiting theatre companies and musicians). We are unable to guarantee continuing support to projects, and for this reason, are unwilling to take responsibility for funding the cost of salaries and administration. The Foundation does not usually fully fund a project.

Deadline: 25th August 2017

[Libor Fund](#)

HM Treasury has launched the Libor Fund for 2017 and is inviting applications from registered charities, CICs, and Armed Forces unit with a UIN that are based and working within the UK.

Deadline: 25th August 2017

3.3 Beyond August

[Trust for London](#)

Trust for London has launched a new 2018-2022 funding strategy to which it has committed nearly £40m. The new programme will focus on seven areas: Good Homes and Neighbourhoods; Better Work; Decent Living Standards; Shared Wealth; Pathways to Settlement; Stronger Voices; Connected Communities. Potential applicants should read the funding guidelines to see if their projects are eligible for funding.

Deadline: 1pm, 5th October 2017. Successful grants from this round will go to the February 2018 Grants Committee.

[London Legal Support Trust:](#)

Grants of up to £5,000 are available for organisations who provide or facilitate the provision of free, specialist legal advice to those who are based in London or the Home Counties.

Deadline: 15th October 2017

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 **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

[Southwark Council: Integrated Health Service](#)

Southwark Council is inviting applications for the provision of an Integrated Health Service for Young People (Sexual Health and Substance Misuse) located in Southwark. The contract service is expected to commence on 1 December 2017 and continue for an initial period of three years and four months before concluding on 1 April 2021. The Council may choose to extend the contract by a further period of one year. Applicants must contact Dionne Cameron directly to submit an expression of interest - Dionne.Cameron@Southwark.gov.uk; 2075257101

Deadline for expressions of interest: 30 June 2017.

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

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
Indiegogo
RocketHub

<http://www.globalgiving.org/>
<https://www.indiegogo.com/>
<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:

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