



Tools and Resources for sustainable funding

Fundraising fundamentals

Graham.Collins@ncvo-vol.org.uk

020 7520 2549



The Sustainable Funding Project



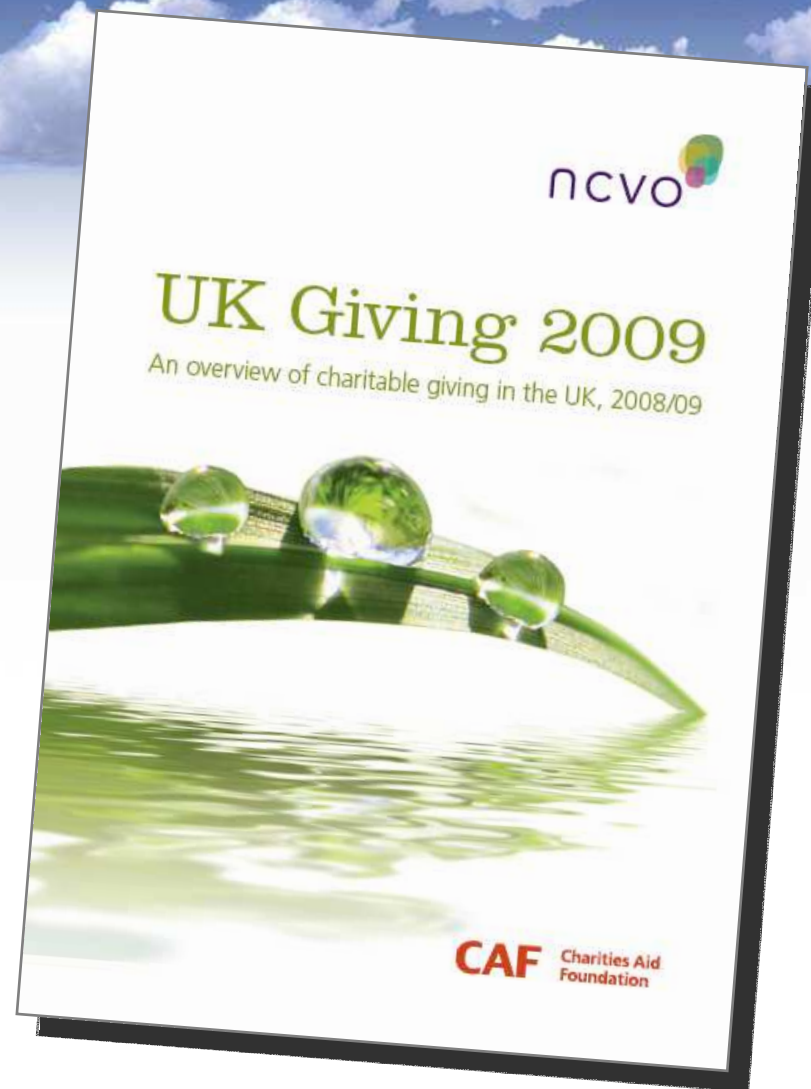
www.ncvo-vol.org.uk/sfp

The 'three Ss' of sustainable funding

- ✓ **Stable** – a diverse mix of funding sources
- ✓ **Suitable** – appropriate for the organisation
- ✓ **Sufficient** – costs are understood and covered

Challenging environment

- **54%** of adults donate in an average month, down from **56%**
- The median monthly donation is **£10 per month**
- **Cash** is still the most popular method for giving
- Individuals donated **£9.9 billion** to charity, **down 11%**



Funding streams and relationships

Donor



**Gift
Economy**

Funder



**Grant
Funding**

Purchaser



**Structured
Market**

Consumer



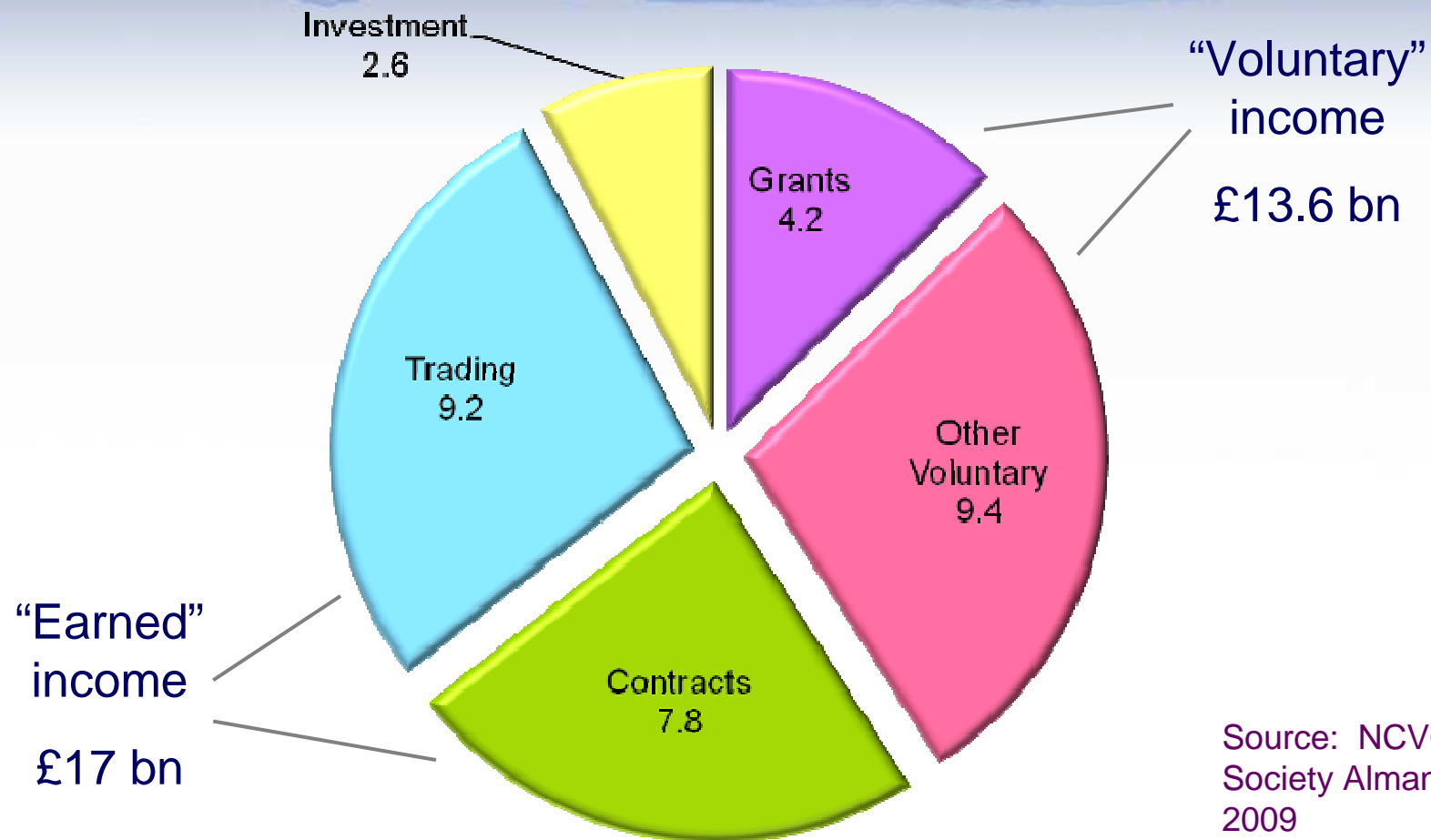
**Open
Market**

ASKING

EARNING



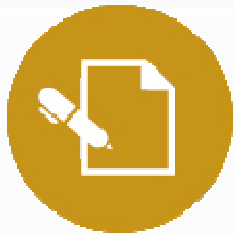
Sector's income



Source: NCVO Civil Society Almanac 2009

Contracts and grants

Contract



- agreement to provide good or service for payment
- legal obligations and recovery of losses
- payment usually after delivery
- VAT usually applies

Grant



- money to undertake beneficial activity
- not usually legal obligations to deliver
- payment may be in advance
- no VAT

How loans can help?

- Managing cash flow and income cycles
- Kick-starting new ventures or projects
- Organisation growth and development
- Purchasing equipment
- Purchasing assets



Funding Central

- Launched in June 2009
- Managed by NCVO, funded by the OTS
- Free website for the whole voluntary and voluntary sector, including social enterprise
- Access to thousands of funding and finance opportunities: grants, contracts & loan finance
- Wealth of tools and resources supporting organisations to develop sustainable income strategies appropriate to their needs

www.fundingcentral.org.uk

Funding Central

- Free and easy to register
- Complex searching made simple – guided and advanced search options
- Save searches to your online profile
- Weekly tailored e-funding alerts, deadlines, news, events and support
- Find a Partner & Funder Zone
- Opportunity to promote your funding programmes/case studies

www.fundingcentral.org.uk

FUNDING CENTRAL

The smart guide to over 4,000 grants, contracts and loans



Funded by:



CabinetOffice
Office of the **Third Sector**

SEARCH

SUPPORT & ADVICE

FIND A PARTNER

FUNDER ZONE

NEWS & EVENTS

Latest News

New Reso_



Welcome back **Sally Roberts**. (If you are not Sally Roberts, [click here to log off.](#))

Explore the benefits of Funding Central

Funding Central is a free smart website for all third sector organisations, including community groups, providing access to thousands of funding and finance opportunities, plus a wealth of tools and resources supporting organisations to develop sustainable income strategies appropriate to their needs.



Scroll over the circles to see what it can do for you:



Are you ready to search?



Search for grants, contracts & loans



Welcome back

Access your profile to amend your personal details, access any saved searches or individual funding information you have saved.

[▶ View profile](#)

Funding updates

17 SEPTEMBER 2009 **NEW**

[▶ Adoption Support Groups](#)

17 SEPTEMBER 2009 **NEW**

[▶ Art Valley](#)

17 SEPTEMBER 2009 **NEW**

[▶ Bread and Bakery Products](#)

[▶ More](#)

Funding deadlines

18 SEPT

[▶ Accommodation Cleaning Services](#)
West Midlands Fire Service

18 SEPT

[▶ Adult and Community Learning Service Grants](#)
Nottinghamshire County Council

FUNDING CENTRAL

The smart guide to over 4,000 grants, contracts and loans



Funded by:



CabinetOffice
Office of the **Third Sector**

SEARCH

SUPPORT & ADVICE

FIND A PARTNER

FUNDER ZONE

NEWS & EVENTS

Home > Search

- ▶ [Guided search](#)
- ▶ [Advanced search](#)
- ▶ [Site search](#)

Search

Funding Central recognises that seeking funding and finance can be both daunting and time-consuming.

To make this journey easier, Funding Central has developed two intuitive and supportive search pathways tailored to your individual fundraising experience and crafted to ensure that the best possible matches are returned.

Guided search

The **Guided search** is designed for those who are relatively new to fundraising.

- ▶ Answer a series of questions to return the most appropriate funding opportunities to suit your needs.
- ▶ Gather helpful advice along the way.
- ▶ Explore your top results along with relevant events, guidance material, and case studies

▶ [Search now](#)

Advanced search

The **Advanced search** is aimed at those who are more experienced in fundraising:

- ▶ Jump right in and search across the full spectrum of funding and finance for the voluntary and community sector, including social enterprises.
- ▶ Slice and sort your results in the way that suits you.
- ▶ Save your results to print or read later.

▶ [Search now](#)

Site search

Use the **site search** to search across the whole of Funding Central in one easy step:

- ▶ Simply enter any keyword or phrase
- ▶ Your search will return all matching funding, advice, case studies, tools and resources.

▶ [Search now](#)

NCVO Tips

Not sure where to start?

Read our support and advice pages to find guides, tools and information packs designed to help you become think about funding in a more sustainable way.

▶ [Support and advice](#)

FUNDING CENTRAL

The smart guide to over 4,000 grants, contracts and loans



Funded by:



CabinetOffice
Office of the **Third Sector**

SEARCH

SUPPORT & ADVICE

FIND A PARTNER

FUNDER ZONE

NEWS & EVENTS

Home > Find a partner

- ▶ [Find a partner](#)
- ▶ [What is collaborative working?](#)
- ▶ [Why collaborate?](#)
- ▶ [Types of collaborative working](#)
- ▶ [Potential benefits and risks of collaboration](#)
- ▶ [Find a partner user guide](#)

Email this Share

Find a partner

Are you looking for a partner to collaborate with? Do you want to establish or join a consortium?

Find a Partner enables you to search for potential partners in your local area or further afield. You can seek other organisations who want to work together on a project or who are looking to put in joint bids for funding and contract opportunities.

This free service brings together organisations who have registered their interest on **Funding Central** to explore collaborative working opportunities and share their experiences and expertise directly with each other. We also provide you with some support and advice around collaborative working, exploring the key concepts that you need to know.



[Search for a partner now](#)



Why collaborate?

Public profiles

If you have not already done so, you can create a public profile for your organisation at any time by following this link.

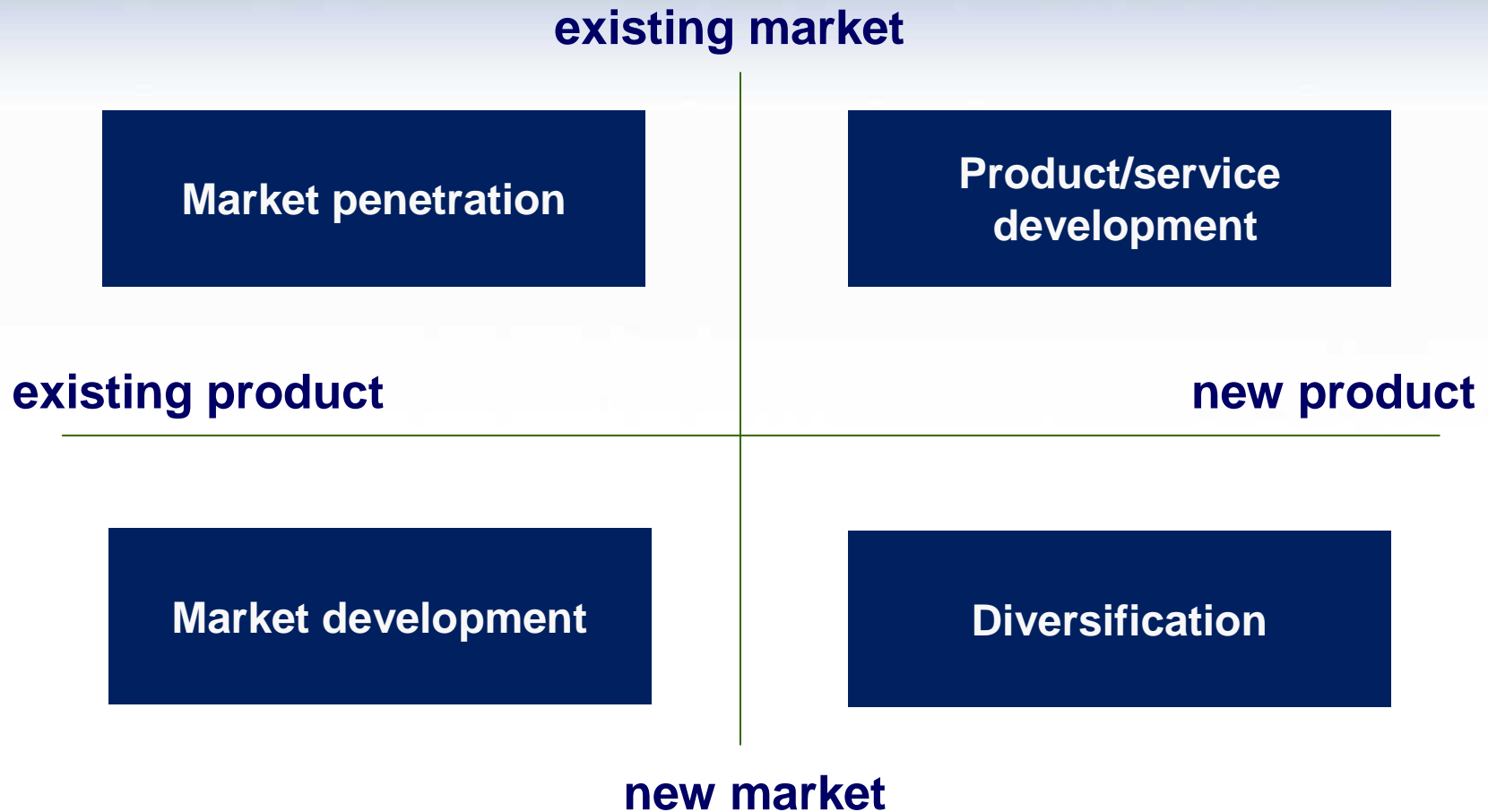
[Create a public profile](#)

Links

If you are considering to collaborate and want to know the best approach to take, contact NCVO's Collaborative Working Team:

- ▶ Visit: [Collaborative Working Team](#)
- ▶ Email:

Products and markets



Advice and support

Funding and Finance

Sustainable funding

Financial management

Income sources

Planning

Support for
infrastructure

Tools and resources

Public service delivery

Trustee and governance

The Compact

Campaigning and
influencing policy

Collaborative working

ICT (information and

Funding and Finance

NCVO's Sustainable Funding Project provides tools, resources and expertise to enable voluntary and community organisations to develop and implement a sustainable income strategy, including good financial management. As well as the information provided online we also deliver training courses, events, consultancy and a range of publications aimed at bringing together the best that NCVO and the sector can offer in a practical, accessible way.

Latest news from the Sustainable Funding Project



Financial Management Conference 2009

Booking is now open for our annual Financial Management Conference, taking place on December 2009. This year we will focus on the role of good financial management in organisations experiencing change. [You can read more about the conference and book online.](#)

**FUNDING
CENTRAL**

Funding Central launches its Partner Zone.

On 21 September Funding Central launched the new Partner Zone, which will help organisations to search for potential partners in order to learn from best practice and deliver services. Visit [Funding Central](#) for more information.

The Sustainable Funding Project



www.ncvo-vol.org.uk/sfp

graham.collins@ncvo-vol.org.uk