

From Asking to Earning - Generating income from across the spectrum

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1. Welcome

Happy New Year! Welcome to January's Income Generation & Funding Bulletin.



New Year means New Year resolutions ...It's also the time to draw up budgets - and source the income for them. Our latest bulletin draws together a range of opportunities, from grants to crowdfunding, aimed at helping your organisation consolidate and diversify its income streams. There are also training opportunities for you to develop new skills and a round-up of the latest news as it impacts on the sector's purse strings.

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:

[Fundraising Made Easy](#) - 12th January *This course is fully booked but you can add your name to the waiting list by clicking on the link and scrolling down to the Eventbrite booking form

A free workshop looking at all things fundraising: jargon used, mapping fundraising needs in relation to the 'spectrum of income generation' and key information needed to complete successful grant applications.

[Governance Made Easy](#) – 24th January *This course is fully booked but you can add your name to the waiting list by clicking on the link and scrolling down to the Eventbrite booking form.

A free half day workshop that will enable you to get up to date with the roles and responsibilities of those in governance/trustee positions. Ideal for those new to trusteeship or looking for a refresher.

[Demonstrating Impact Made Easy: Theory of Change](#) – 7th February 10 – 1pm

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. The session will define Theory of Change; identify when to use it, what the process looks like and the benefits and challenges of it.

[Income Generation Module Training \(4 days\)](#) - starts 9th February

Ideal for anybody working in the voluntary and community sector (including social enterprises) looking to create a more sustainable income generation strategy for their fundraising activities.

And places are already booking up on **[Finance Made Easy](#) - 28th February 2017:**

This one day course is ideal for anybody working in the voluntary and community sector (including social enterprises) looking to improve their understanding of finances. It will explore the components of good financial management, including financial controls; budgets; cash flow; management accounts and annual reporting requirements.

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](#)**

2.2 News from / for the sector:

A updated version of United St Saviour's guide to funding for Southwark-based groups is available to download [here](#)

[Replication and Social Franchising course](#): A six day course from the School of Social Entrepreneurs that will guide you through the steps that you need to take to replicate and grow your organisation. **Starting on 21 February 2017.**

The Charity Finance Group has produced an edition of its magazine, which is packed with [advice to small charities on financial matters](#)

[£80m 'Life Chance' \(social investment\) fund open to applications](#) (Civil Society, 5th January 2017)

[What can charities expect from 2107? A round-up of the key issues likely to face charities in the coming year](#) (Civil Society, 4th January 2017_

[Commission opens Consultation on 2017 annual returns](#) (Civil Society, 16th December 2016)

[Programme announced to help small charities to get in to the public service supply chain](#) (Community Southwark website, 14th December 2016)

['Less than half of local charities confident of five year survival'](#) (Civil Society, 16th December 2016)

[Commission extends warning notice in new guidance](#) (Civil Society, 16th December 2016)

['If we really value small charities, government must give them more grant'](#) (Civil Society, 15th December 2016)

[Forcing Charities to disclose admin costs would undermine trust](#) (Civil Society, 13th December 2016)

[Social Value Act is an 'afterthought', Lords Charities Committee told](#) (Civil Society, 6th December 2016)

[Social Investor goes bust due to lack of interest in social investment bonds](#) (Civil Society 5th December 2016)

[£15m Tampon Tax now open for applications](#) (Civil Society 2nd December 2016)

[Big Lottery Chief sees 'more insecurity and instability in sector'](#) (Civil Society, 30th November 2016)

3. Grants

3.1 January 2017

Co-op Local Community Fund

The Co-op are looking for 3 projects (grants of up to in each of around 1,500 local communities across the UK, led by small, locally based organisations that are registered charities (or registered community amateur sports club, or guide/scouts group) and:

- benefit the local community centred around Co-op food stores and funeral homes
- have the greatest possible benefit to their community
- make maximum use of the amount of funding available.

Deadline: 25th January 2016

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

Warm and Well in Winter Programme 2016/17 Small Grants

Small grants available for local organisations and groups (including Tenants and Residents Associations, local businesses and faith groups) towards the cost of one activity or event they would like to host in the community to reach vulnerable older people who live in Southwark this winter.

Deadline: 31st January 2017

3.2 February 2017

Trust for London

Funding of up to £125,000 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: 06 February 2017

The Building Communities Fund – Team London Bridge

The Building Communities Fund (previously the Small Grants Fund) is delivered via the Team London Bridge BID levy and is dedicated to supporting 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 and work in accordance with Team London Bridge's aims of supporting and promoting sustainable community places.

Deadline: 06 February 2017

Team London

Grants from £5 - £12k are available to support organisations who are either aiming to recruit more volunteers in the 59+-69+ age-group, or for organisations that work with older people to be able to recruit more volunteers so that more services can be provided. The grants will be for between £5k and £10k for a 12 month project.

Deadline: 08 February 2017

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

Newcomen Collett Foundation

Grants of between £1,000 and £100,000 are available for voluntary and community organisations and schools in Southwark undertaking educational projects for young people under the age of 25.

Deadline: 10 February 2017

Post Code Local Trust

In 2017 Postcode Local Trust will fund projects that are of local importance across Great Britain which support wildlife areas, sustainability initiatives, local indoor and outdoor spaces and citizenship (local volunteering projects). Grants are available from £500 – to £20,000.

Deadline: 10 February 2017 (for expressions of interest)

Royal Victoria Hall Foundation

Funding of between £250 and £2,000 to encourage and assist projects in the Greater London area with the performance and/or development of professional dramatic work.

Deadline: 24 February 2017 (5.30pm)

3.2 March 2017

Arts Council England Small Capital Grants Fund

This Capital expenditure fund aims to support organisations to be more resilient by having the right buildings and equipment to deliver their work, enabling them to develop innovation and increasing their environmental performance by reducing carbon emissions. Total fund £32.5 m. *Capital expenditure is defined as money spent on the purchase, improvement, restoration, construction or creation of an asset, including expenses or costs that are directly attributable to delivering the capital project. Grants will not fund total cost of project – match funding is required.

Deadline: 09 March 2017

London Community Foundation - Peabody Community Fund

Grants of between £500 and £5000 are available to local charities, not-for-profit groups and community organisations for projects and activities that benefit the residents of Peabody estate and housing areas which are located throughout London.

Deadline: 24 March 2017

Rose Foundation

The Building Grant offers between £5,000 and £10,000, which is available for registered charities active in London. The funding is intended to support registered charities undertaking small scale refurbishment and construction projects that cannot afford the kinds of resources and professional advice that larger projects use.

Deadline: 31 March 2017

3.3 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.

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

[Bermondsey Square Community Fund](#)

The Bermondsey Square Community Fund expects to spend around £40,000 each year. There is no maximum or minimum size of grant but prefer applications between £500 and £2,500.

[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

Guy's and St Thomas' NHS Foundation Trust !Southwark opportunity!

Contracting opportunities for third sector organisations (TSOs) to provide products or deliver services to, or on behalf of, Guy's and St Thomas' NHS Foundation Trust. For more information contact the Guy's and St Thomas' NHS Foundation Trust directly.

Imperial College London

Contracting opportunities for third sector organisations (TSOs) to provide products or deliver services to, or on behalf of, Imperial College London. For further information, contact Imperial College London directly.

London South Bank University !Southwark opportunity!

Contracting opportunities for third sector organisations (TSOs) to provide products or deliver services to, or on behalf of, London South Bank University.

Metropolitan Police

Contracting opportunities for VCSE organisations to provide products or deliver services to, or on behalf of, Metropolitan Police. For more information contact Metropolitan Police directly.

[Middlesex University](#)

Contracting opportunities for third sector organisations (TSOs) to provide products or deliver services to, or on behalf of, Middlesex University, which spends £50m every year on goods and services.

[NHS Southwark](#) **!Southwark opportunity!**

Contracting opportunities for third sector organisations (TSOs) to provide products or deliver services to, or on behalf of, NHS Southwark (formerly Southwark Primary Care Trust/PCT). As a first step to supplying the NHS, organisations can register their details on the NHS Supplier Information Database. NHS-sid is the only NHS endorsed, online database for supplier information. Suppliers may submit and update their organisation's information on the site to save both time and resources and increase efficiency when tendering for future contracts which require pre-qualification information. **Contact 020 7525 0400**

[Southwark Council](#) **!Southwark opportunity!**

Contracting opportunities for third sector organisations (TSOs) to provide products or deliver services to, or on behalf of, the London Borough of Southwark Council. Contact Southwark Council directly.

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

[Greggs Foundation](#)

Grants of between £2,500 and £10,000 to small, locally led community organisations, funded by the 5p levy on plastic bags.

[Wragge Lawrence Graham & Co LLP](#)

Wragge Lawrence Graham & Co provides pro bono advice to charities and community groups. They provide commercial, employment, intellectual property, data protection, real estate, tax, banking and dispute resolution advice. They are unable to advise individuals and they do not advise on matters such as welfare, family, criminal or immigration law. Please email laura.charles@wragge-law.com with any enquires.

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

[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.

[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.

['Life chances' Fund](#)

Organisations working on projects to support young people and early years development can now apply for top-up funding from an £80m fund to support social impact bonds and payment-by-results. The 'Life Chances' Fund was launched in July 2016, and will support local public sector organisations to commission social impact bonds and other payment-by-results contracts involving "socially-minded investors". **Closing date for Expressions of interest: 28 February 2017.**

[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.

[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 1-5 year 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/

7. 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/

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 , 02073587020

