

From Asking to Earning - Generating income from across the spectrum

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1. Welcome

Welcome to March's Income Generation & Funding Bulletin.



Our latest income generation and funding bulletin contains new funding opportunities for all organisations regardless of size, that can help 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.

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:

Demonstrating Impact Made Easy: Identifying Need 14 March 2017

This practical course will consider 'Identifying need' as the start point of any project and help you to explore ways to identify and analyse the need for your project, as well as the key points for carrying out a needs assessment.

Charity communication in the digital era: KindLink 21 Mar 2017

A short and **FREE** course that will focus on how even small organisations can benefit from presence on social media and online fundraising through the use of [KindLink](#), at no cost to them.

Elephant and Castle Community Fund workshop 23 March 2017, 6 pm – 8pm

A workshop to help those interested in applying to Fund. The workshop will be run by Community Southwark, and to book a place please fill in the Eventbrite ticket booking on the above link.

Demonstrating Impact Made Easy: Creating Effective Outcomes Frameworks 6 April 2017

Come and find out how a clear outcomes framework can help you to demonstrate how your project will change lives and deliver value for money. Using a mix of theory and practical work, this course will help you to understand the concepts involved in evaluation and show you how to create an effective evaluation framework for your project.

Governance Made Easy 20 April 2017

A half day course to bring you up to date with the roles and responsibilities of those in governance/trustee positions. Using games, exercises, peer learning and lectures, we provide the key information and space to think about Trustees' roles and responsibilities, duties and liabilities, the Code of Good Governance and where to get quick support.

Voting is open for Southwark Stars!

We're really excited that this year Southwark Stars is taking place at a brand new venue: Tate Exchange at The Tate Modern! **on** Tuesday 2 May 2017.

The closing date for all nominations is **Wednesday 22 March**, after which applications will be shortlisted by a panel. We will aim to notify all winners by Monday 3 April. Click [here](#) for nominations criteria!

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](#)

2.2 News from / for the sector:

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

Seminar: 'Being a small charity Trustee' 4pm – 6 pm on 13 March 2017 run by New Philanthropy Capital (NPC), this course costs £45.

[FREE Introduction to Bid Writing for Charities & Community Groups workshop](#)

on 20 March 2017, 1:00 pm - 3:30 pm.

[Fundraising for Schools - A beginners guide to budgeting & bid writing for arts projects in schools](#) 9, 16, 23 March 2017, 10:00 pm - 4:15 pm: cost: £70

[Navca finds increase in demand for local infrastructure](#) Civil Society 2 February 2017

[Charities will be exempt from new digital filing rules](#) Civil Society 2 February 2017

[New Acevo chief says “Charities afraid to stand up for themselves”](#) Civil Society 9 February 2017

[Ministers announce review of Social Value Act](#) Civil Society 10 February 2017

[How Charities can make the most of the Cloud](#) Civil Society 15 February 2017

[Government produces guidance on volunteering in public services](#) Civil Society 16 February 2017

[NCVO report warns of hard times ahead for voluntary sector](#) Civil Society 22 February 2017

[‘Charities need to return the roots that differentiate us’](#) Civil Society 24 February 2017

[‘Almost one in five charities struggling to survive’](#) Civil Society 28 February 2017

[‘Complex grant applications cost charities £100m a year in staff time’](#) Civil Society 28 February 2017

3. Grants

3.1 March 2017

[Deptford Challenge Trust](#)

The Trust aims to improve the quality of life for people who live and work in the DCT area of Lewisham that covers Deptford and parts of New Cross. Grants of between £1,000 and £30,000 is available for activities covering the following themes: Education and skills; Community cohesion and social inclusion; Health & wellbeing and Strengthening the DCT area. Please read the guidelines for more details on each of the themes.

Deadline: 10 March 2017 (5pm)

[The Dan Maskell Tennis Trust](#)

The Trust's focus is creating opportunities and supporting disabled people who want to play tennis and ensuring that tennis is highly accessible to disabled people. It provides specialist wheelchairs, equipment and grants to achieve this aim.

Deadline: 10 March 2017

[The Childhood Trust/Summertime Give](#)

The Summer Give is an online match funding campaign run by the Big Give in partnership with The Childhood Trust, London's child poverty charity. The campaign is focused on alleviating the impact of child poverty during the summer holidays when children are particularly vulnerable. Match funding is provided by The Childhood Trust to support charities working in this area.

Deadline: 13 March 2017.

[Comic Relief Tech vs Abuse](#)

This grant programme aims to build on research results and inspire innovation in the design and delivery of services for people affected by domestic abuse, both online and offline. Grants of between £20,000 and £50,000 over one year are available for projects starting from August 2017 to August 2018. Projects should focus on one of five design challenges developed from the research.

Deadline: 13 March 2017

[The Ulverscroft Foundation](#)

The Foundation supports projects that will have a positive effect on the quality of life of visually impaired people (blind and partially sighted) or people with a print disability. Grants of up to £50,000 is available. Applications should be made in writing and proposals should be as detailed as possible.

Deadline 15 March 2017

[Henry Smith Charity Holiday Grants for children](#)

The aim of the programme is to provide access to recreational trips or holidays for groups of children who experience disadvantage or who have disabilities. Applications are currently been accepted for trips taking place in 1 February to 30 April 2017.

Deadline: 17 March 2017

[MOPAC Victims Fund](#)

The aim of the Fund is to maximise the potential of voluntary, community and social enterprise (VCSE) organisations to help ensure the continued and improved provision of vital services to support victims of crime and help them cope and recover. Grants of between £10,000 and £35,000 (£5,000 of the grant is for capacity building such as in-house training, purchasing of software etc.) is available to organisations providing support to victims of crime to help them cope and recover from their experience. Partnerships of three or more organisations applying together can receive up to £100,000.

Deadline: 17 March 2017 (5pm)

[Southwark High Street Challenge – Round 6](#)

Grants are available from £1,000 to £25,000 to develop an innovative project that will help shops and businesses to thrive and bring long term benefits to Southwark's high streets and town centres.

Deadline: 21 March 2017

[Alec Dickson Trust](#)

Awards of up to £500 is available to support young people who, through volunteering or community service, aim to enhance the lives of others. The Trust is interested in youth volunteering projects that help to improve communities, especially 'new and exciting' approaches that try to do things a bit differently, such as using social media creatively or using existing resources in new ways.

Deadline: 22 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

[London Community Foundation – Prudential Skill for Life fund](#)

Grants are available (up to £12,500) to support projects that focus on lifelong learning and employment readiness with vulnerable and disadvantaged children and young people in London aged between eight and 25 years.

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

[The Margaret Dobson Further Education Trust](#)

The Trust awards grants to support people with a learning disability after they reach normal school leaving age, to learn skills to help them live more independent lives.

Deadline: 31 March 2017

3.2 April 2017

[The Elephant Trust](#)

The Trust supports artists and those presenting their work to undertake and complete projects where lack of funds is a stumbling block. Average grant is in the region of £2000, although there are a few large grants of up to £5000. Priority is given to artists in the fine arts and small organisations and galleries. Check for conditions and exclusions.

Deadline: 10 April 2017

[Elephant and Castle Community Fund](#)

Grants of between £500 to £5,000 are available for projects that support residents of the Elephant and Castle Opportunity Area. London Community Foundation are Community Southwark and we will be running a funding workshop on 23rd March at 6pm to provide help to groups who wish to apply. Places are limited, so please book early to avoid disappointment – email development@communitysouthwark.org for more information.

Deadline: 12 pm on 18 April 2017

[The Concertina Charitable Trust](#)

The Trust provides grants of up to £250 to charitable organisations which provide musical entertainment and related activities for the elderly. You must include your accounts or financial statements with the application to be considered.

Deadline: 30 April 2017

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

Bermondsey Square Community Fund

Grants are available for voluntary organisations, community groups and schools delivering educational projects to young people up to age of 25. Average grant: £1,000. and £2,500.

Deadline: 19 May 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.

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 5years. 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 1-5year 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.rokethub.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/

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: Fit4Funding, Funding Central, SSE Newsletter and Vol Resource.