

Getting the best from your funders – creating a win-win environment

Remember, your funder has the same aim as you do – to help your beneficiaries. Building a relationship with them from the start will reap benefits for your organisation, your beneficiaries and will help you win more funding from them and others. Give your organisation a fighting chance of sustainable success. Check this list!

| <i>Key things to know</i> | <i>Have you...</i> | |
|---|--|--------------------------|
| Congratulations on a successful application. Now you need to make sure you deliver what you said you would do in your bid. | Checked with your new fund manager what reports they want, when and how they want them? | <input type="checkbox"/> |
| You will need to develop or update your project plan to include the outputs, outcomes and impact you agreed to provide. | Looked at the original funding opportunity or funder's requirements and included their outputs/outcomes and impacts in your plan? | <input type="checkbox"/> |
| Getting a project or programme implemented can take time especially if you have to recruit new staff, find premises etc. You will most likely have a timetable to meet and sometimes recruitment etc. can take longer than your plan. | Talked to your fund manager, explaining the progress you are making and discussed any issues which may delay you? | <input type="checkbox"/> |
| Your funders have goals they need to meet – get to understand what they are or might be; you might be able to help them. | Started building a relationship with your funders? | <input type="checkbox"/> |
| So, your project is up and running but you find it is falling behind schedule and isn't meeting the agreed outputs etc. The unexpected can and does happen – none of us expected a pandemic and its unseen ramifications. Funders do not like unexpected, late surprises. | Told your funder what is happening and your concerns? | <input type="checkbox"/> |

Key things to know

Have you...

You will have an awful lot going on – don't you always – and so will your funder. Ask them how often they want to talk or receive information from you and stick to it.

Diarised regular catch-up calls or emails?

Grants and contracts have fixed (well usually outside a pandemic!) end dates. If you need to look for more funding, plan this ahead well in advance – many applications can take 6 months from start to award. It's also important to keep an eye on what other opportunities are around – never rely on one funder or one funding stream.

Kept looking for new funders and applying for opportunities?

Sources of further support

Practical Project Management for voluntary organisations (easy to follow guide)

<https://www.dsc.org.uk/publication/practical-project-management-for-voluntary-organisations/>

Project Management in the Voluntary Sector (Online Training)

https://booking.ncvo.org.uk/training/event_series/online-training-project-management-in-the-voluntary-sector-2-days

Programme Development by Ruth Dwight Consulting <https://www.ruthdwright.org>

Looking for new funding opportunities

Subscription services include (but there are others):

DSC's <https://fundsonline.org.uk> finding funding from grant-making charities, companies and statutory sources (including central and local government) *NB I am a trustee for DSC*

Contracts Advance <https://contractsadvance.co.uk> finding public sector tender opportunities matching your specific keywords

Other major funding streams include:

<https://www.lotterygoodcauses.org.uk/funding>

Check your local authority for opportunities – many will be advertised through sites such as

<https://procontract.due-north.com> and <https://www.sesharedservices.org.uk/esourcing>

Google can be a brilliant if you have time to research (google 'charity funds' as a starting point)

Government contracts <https://www.gov.uk/contracts-finder>

GOOD LUCK!