

## Writing winning proposals – bringing in grant and contract funding

We are all looking for additional funding to support our beneficiaries. The Covid-19 crisis meant that many of our usual fundraising routes such as charity shops, and events like the London Marathon, vanished temporarily but we are rebuilding. Applying for grant and contract funding is a great idea but remember, everyone else thinks so too. Give your charity a fighting chance of winning. Check this list!

<i>Key things to know</i>	<i>Have you...</i>	
DSC, Small Charities Coalition, and others provide regular alerts; there are also paid-for subscription services which will regularly drop opportunities into your mailbox.	<b>Made a diary note to regularly check for funding opportunities?</b>	<input type="checkbox"/>
If the deadline has passed, you have missed your chance. Be aware many grant-funders have 'windows' during the year – if you have just missed one, find out when the next one is.	<b>Found an opportunity? Check the submission deadline first</b>	<input type="checkbox"/>
99.9% of funders including trusts and statutory funders (e.g. local authorities, NHS, DWP) will ring-fence their funding to support specific beneficiaries i.e. ex-offenders, homeless, young people, older people.	<b>Checked whether or not the funder wants to fund the work you do and with the beneficiaries you support?</b>	<input type="checkbox"/>
Funders often specify what type of organisation they will support e.g. only charities; income below £100k/above £100k/above £1m etc.; in a specific geography; no more than 3 months operating reserves and so on.	<b>Read all the funder's forms and checked their rules and can you meet them all?</b>	<input type="checkbox"/>
Don't start working on your proposal without reading through all the questions first – if you miss anything out, you will lose valuable points or may even be instantly excluded from the competition.	<b>Checked all the questions you need to answer; can you provide the information they want?</b>	<input type="checkbox"/>

# TOP TIPS

Key things to know	Have you...
<p>Do not bid for something you can't really do – if a funder wants to work with care leavers in Gwent and you work with young offenders in Hull, they won't be interested in your proposal and you will waste your time.</p>	<p><b>Made sure you understand fully what the funder wants by reading their specification and any other information provided?</b> <input type="checkbox"/></p>
<p>Always get someone else to read through your answers. Has your narrative addressed what they want? Is your prose, clear and unambiguous, grammatically correct and spelled right? Checking your own work does not guarantee the above – you know what you mean!</p>	<p><b>Answered every question fully and told the funder what they want to know?</b> <input type="checkbox"/></p>
<p>Always, always work on your proposal with the deadline in mind – funders will not make an exception if your bid is late for WHATEVER reason as that would be unfair to everyone else.</p>	<p><b>Submitted everything the funder wants before their deadline?</b> <input type="checkbox"/></p>

## Sources of further support

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 AND GOOD HUNTING!**