**Fundraising and Income Generation**

Key Challenges/Barriers

* Lack of experience with accessing funding, completing grant applications
* Competition for funding
* Cost of support
* Fundraising/legal jargon
* Communication and awareness of funds
  + Digital exclusion
  + Notice of fund Vs deadline
  + The frequency of which communication goes out
  + Channels used
  + How visible is the communication
* Pressure from short deadlines
* Needing to adapt and compromise to fit into an application
* Limited core funding
* Capacity of the groups, they often need to make sacrifices where applications are long/need to be completed quickly
* Complexity of the application Vs funds available
* Lack of co-creation (*I have a feeling this more around funders speaking with groups about how applications could look, like a video submission? So maybe this could be moved into another section?*

This section is a mix of solutions and ideas

* Could there be alternatives e.g. tenders, wealth funds, endowments
* Central oversight, or a way for neighbourhoods to feed centrally – *[Stronger Communities Partnership Board - SCPB would a key role bringing the learning to the orgs on both a borough and neighbourhood level].*
* When looking at the neighbourhood model, could there by a hybrid model – services delivered at both borough-wide and Neighbourhood [*some services would still be Borough wide and we would ensure the same level of service is available in each neighbourhood].*
* Fundraising themes – LEAN are currently doing something similar with their work experience model
* Dynamic collaborations
* Measuring social impact – training for groups on how to do this for both quantitative and qualitative
* How does local work fit into wider spaces
* Longevity and experience – looking at what groups have already done - is the amount of funding equal to the experience groups are bringing
* Ways to capture and share data, case studies, learning
* Networking opportunities – there is a lot of value in supporting more of these.
  + Place based networking across sectors – lead to strengthened bids, shared knowledge, working together, accessibility of services, making connections
* Are there opportunities to marry up - e.g. creative and infrastructure. Creatives are being funded less, could there be collaborations instead of pigeon holing, we need to think more broadly
* Quicker routes to funding
* Flow of funding
* Look at the times of year when funding is available – try not to have open applications during holidays etc
* There seems to be a lack of respect for partnerships and the time they take to create and build trust, very quickly broken down and this has an effect on service users. *[How can Lewisham support this – e.g. monitoring, ethical code of conduct, communication channels]*
* Strategically funding gaps *[Southwark is recruiting to the role of VCS Support Officer to undertake some of the coordination elements e.g. networking and training ]*
* Ensure work isn’t undervalued