A piece of paper with writing on it

AI-generated content may be incorrect.

**Fundraising**

**What resources or support:**

* Case work = money, long-term funding
* Constantly on funding – lots coming to an end at the same time
* Less funding and more applications = AI leading to more applications
* Lewisham groups not as strong using AI comparatively to other
* Identifying funding types - core vs project – lots of restricted funding – project based but core funding is vital but [rare]
* Just being supported to do what you do is important to continue – rather than everything being ‘new’
* Hard to plan further ahead – constant battle that diminished resilience
* Lack of staff makes it hard to have capacity to raise funding
* Understanding how to use your resources better
* How applications are worded – very hard and not proportionate to the amount you are applying for – in Southwark, they use video apps. Deadlines too tight, causes grass-roots organisations stresses.

**Resources/strategies that have been successful:**

* Good conversations with funders at the start.
* Visits by funders seeing it in practice so they understand what you do
* EOIs in advance
* Training in bid writing is about quality not quantity – fewer but stronger bids are better – funders want innovations or new, so time to focus on quality
* Lots of groups are too scared to put in applications – too small to get to the stage that they are ready to apply – size makes a difference – lots of small CICs don’t have the history or the accounts
* Some orgs set up before they have taken advice about setting up
* If you have the time to build the relationship – especially through visiting, work can be done prefunding apps – cross over here with capacity building – USP – few quality rather than quantity
* Be ready for due diligence

**What training would help?**

* Demystifying:
  + it can be scary because of the language – lots of fear
  + helping people to develop the confidence to actually do it
* People are focussed on delivery – some people treat fundraising like a bad word
* People find the monitoring and fundraising like a barrier rather than a part of the process
* Possibly accessing a free programme to help to train
* Alternative to just funding – corporates, income generation etc. What can you sell?
* Empowering people to work with different forms of social enterprise
* The pots are diminishing, trusts are changing their funding focus
* High value donors
* If organisations have a broader range of focus, you are more resilient
* Encouraging organisations to think more innovatively
* Partnerships can help to bring innovation – complementary but different to help with innovation – it’s tricky but good to do

**What non-financial support could the council offer?**

* Premises:
  + people are begging for space, utilise for free
  + [suggest a] “Premises Access Person”
  + Reasonable or no cost
* Kitemark from council so even if you don’t get money, you get support
* Brokering relationships between corporates or the premises staff – who do we go to?
* LBL brokering with developers or contractors in the borough.
* More joint events between Development Workers and FDMs
* Meet the buyer event (part of Spike’s team) to have a community arm to it (so community groups know about premises)
* Libraries or hubs to have a letter box facility for community groups

A piece of paper with many sticky notes on it

AI-generated content may be incorrect.

* Coaching from corporates on project managers – professional business strategists to help community with marketing and project management – ‘IMPACT\_A\_THON’
* In-person services – [e.g.] applications for freedom passes – tales so long **\*fits in with** **Neighbourhood Front Door**
* Social value is a very important part of social responsibility (CSR). Need to support their relationships in the first place.
* Council needs to make the corporates invest. Give them opportunities to get together – contracts with the council have VCS stuff built into these contracts. Some are already happening, but community groups are not accessing [their offer?]
* The council needs to be better linked up – i.e. Community Enterprise and grant awareness raising – free support.

**Capacity Building**

**What Resources or support would help you to become more resilient?**

* More staff
* HR support
* Finance support
* Governance
* HR Staffing
* Mission and vision building
* Set-up and start up
* Business planning and strategizing
* Financial sustainability
* Comms – no capacity to do the comms and social [media] and the time – there are lots of very capable people but it’s the time
* Offering volunteer roles
* Banking and sharing time
* Policies and procedures
* Facilitating groups to help shape road map to success
* How can people be more successful – people respond better to the word success
* Staff wellbeing and preventing burnout
* Run more seminars (webinars)
* Made simple guides
* Evaluation, reporting/monitoring – “dummies guide to” online videos etc - watching it back later
* A timeline for little grants
* Signposting to national funds
* Digital

**What platforms and methods?**

* Collaboratives events
* Peer networks for grassroots – they came up with it themselves
* Online summaries to help people find the term [?]
* Finding out how people want to access info – accessibility is everything
* Conferences go down well
* Themed events/conferences by type of group or theme
* Maintained connections with organistions that share similar membership