



Growing
Independent
Organisations



JULY 2011

GIO NEWS

A VERY SUCCESSFUL FUNDING FAIR

On the 17th May 2011 the Gio Project hosted our second Funding Fair. 162 people from 129 different VCS organisations attended the event. Next year we'll have to find a bigger venue as we turned people away in the last few days.

Attendees heard from keynote speakers Fiona Shiel from NCVO (on diversifying funding streams), Wil Woan from the Big Lottery (getting funding and planning successful projects), Alan Eagle from the Santander Foundation (how to apply) and our own Frances Tagoe from the Gio Project. Highlights from their talks are included in this month's Gio News - go take a peek.

As well as the talks, attendees had the opportunity to speak to 9 separate funders (including Children In Need, Manchester Airport, Arts Council, Lloyds/TSB Foundation, GM Community Foundation, United Utilities Trust Fund and the Heritage Lottery Fund), and liaise with 10 'helper' organisations that all have a 'reducing costs' aspect to their work (e.g. the Marketplace - competitive quotes from approved suppliers in IT, HR, office supplies, printing, water coolers and insurance), Business in the Community, Manchester Community Central, GM Police and GMFCYP.



"This was one of the best run funding events that I have been to in 12 years. Very happy to come back next year. I've had about 45 applications from organisations who were at the event as far as I can tell. At least two look like being successful to date."

- Alan Eagle, Santander Foundation



SNIPPETS FROM SPEAKERS CORNER

ALAN EAGLE, SANTANDER FOUNDATION ON 'HOW TO APPLY'

Alan gave an amusing and informative outline of his work at the Santander Foundation. He described his daily routine of receiving some 60+ applications per day, 1 or 2 of which is likely to receive funding. He reminded applicants to read the guidelines beforehand, and to follow them exactly. For example, the Santander Foundation asks for a simple letter outlining how much you want, what this will buy, how this meets their priorities and what long term difference it will make. They specifically request no annual reports or accounts...but a surprising number of applicants still include them.

The funding priorities are education and training (defined broadly to include informal learning such as independent living skills, anger management, art & crafts, reminiscence work with older people) and financial capability (money management, credit union, debt management advice, helping people understand their benefit entitlements). All funding must directly help disadvantaged people.

You can apply for up to £10,000 and the funding is offered as a one-off but will cover revenue and capital costs.

Alan made us laugh out loud, with his anecdotes and experiences, and brought the funder perspective home to applicants.

Contact details: alan.eagle@santander.co.uk, www.santanderfoundation.org.uk



FIONA SHEIL, NCVO, KEYNOTE SPEAKER ON 'MANAGING CHANGE AND DIVERSITY IN PUBLIC SECTOR CONTRACTS'

The first point Fiona made is that statutory funding into the VCS is not new, but has been rising in its financial value to the sector (£8 billion in 2000/01 to £12.8 billion in 2010). The kind of contracts being offered now are moving towards 'payment by results'. This is particularly the case for the NHS and PCT's, where contracts are also offered with a pre-set tariff for a piece of work (e.g. £59 for minor A&E attendance, £5,640 for a hip operation or £8,226 for a coronary artery bypass). Payment by results means the successful bidder has to financially front load the service and be prepared for not being paid if the outputs are not met. This kind of risk will restrict the type of VCS organisation that can go for this funding.

VCS organisations will need to ensure they are financially resilient and have costed their services accurately so as not to lose out. They will also have to consider joining up into larger consortia, sub-contracting pieces of work and collaborating together more. This would share the risk, and enable smaller specialist or local providers to participate in larger value contracts.

For further information: visit www.ncvo-vol.org.uk/sfp or www.fundingcentral.org.uk

Contact details: fiona.sheil@ncvo-vol.org.uk (NCVO Public Services Team) or laura.smith@ncvo-vol.org.uk (NCVO Sustainable Funding Project)

WIL WOAN, BIG LOTTERY FUND ON 'GETTING FUNDING AND PLANNING SUCCESSFUL PROJECTS'

Wil proved there is a human face to lottery funding. His friendly smile and approachable manner gave people hope and encouragement, despite their past rejections or current misconceptions about BIG. He outlined the process of scoring applications and warned against the common mistakes of not showing the need for the project, and not meeting one of the four programme outcomes.

He focussed on project outcomes, and explained a new resource on the www.biglearningzone.org.uk, 'Getting Funding and Planning Successful Projects: BIG's Guide to Outcomes' available free and recommended reading to all potential applicants.

There have been some improvements to the Reaching Communities programme and now applicants get a response within 20 days to their project outline submission, and if successful at this stage (15% - 20% success rate) – then have a further 4 months to submit the full application. This means if you get to full application stage, there is a slightly better chance of being funded. Full feedback is available at project outline stage, whether successful or not. There is also an easier application form for projects requesting less than £200k in total, with a 10 week turnaround time (instead of 16 weeks) and a 60 – 80% success rate.

Wil is interested in finding out which organisations have been encouraged to apply since the Funding Fair, and we will be contacting all attendees in early September, and then again in December to see if you've submitted one. Don't forget, the Gio Project is more than happy to look over BIG applications prior to their submission. <http://www.biglotteryfund.org.uk/>

UPDATE: After the Funding fair in spring 2011, we're pleased to hear that two groups have been successful from Awards For All and one group has been invited through to Stage Two of the Reaching Communities programme. Wil Woan from the Manchester office said this was great news but he was hoping to see more applications coming in as he was so impressed with the level of enthusiasm and great ideas from the day.

If you've got a success story with a funder that you met at the Funders Fair, we'd really like to know and we can include the details in our next newsletter.

YOUR FEEDBACK

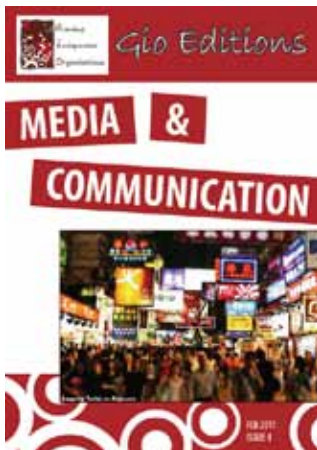
We really value our feedback and hope to use it to improve our events. One of the questions we asked on our evaluation forms was for you to tell us one thing that you will be taking away from the day. These are some of the answers:

- Skills/knowledge/ideas
- Lots of information
- A more balanced and realistic view of what is likely to receive funding and who to apply to
- Network contacts and valuable learning of funding applications
- Knowledge about writing bids
- Loads of useful information
- Clear expectations from funders
- How to use a collaborative approach to funding applications
- A focus on using evidence to show need

WHAT KEEPS THE GIO PROJECT GOING

At the Funding Fair, our Development Adviser, Frances Tagoe, gave a presentation that outlined the services the Gio Project offer. Most importantly she outlined our successes of the past 3 years. Here's a snippet of what she covered:

Our successful achievements in the last three years include...



...production of 29 publications, 24 online newsletters and 22 on line funding monthly reports, which have been distributed to more than 550 individuals



...the delivery of 197 in-depth pieces of work for groups



...delivery of 59 training sessions to 745 people



...supported 20 organisations in successfully achieving more than £1.5 million worth of funding.



DOES FULL COST RECOVERY STILL MATTER OR IS IT TOO LITTLE TOO LATE ?

I recently attended an event where someone said “ full cost recovery (FCR) is dead before it even started.” Being a full cost recovery trainer, I cringed at the misguided and obvious lack of understanding the speaker had on the subject of Full Cost Recovery. So as would be expected, I quickly raised my hand in protest and did my best to shed some light on how vital and critical FCR remains.

So what is FCR all about?

FCR is about securing funding for all the costs involved in running a project. This means that you can request funding for direct project costs and for a proportionate share of your organisation’s overheads. FCR should not be perceived as a luxury, but a matter of absolute necessity when costing your project.

The first time you share out your indirect / overheads costs, using the principles of FRC, may take some time. One must always remember the exercise is not just for the benefit of your funders i.e. accurately calculating reasonable estimates that are explainable and acceptable to funders; FCR helps your organisation to make informed choices/decisions.

How does it help organisations?

When you accurately calculate and know the true cost of delivering a service, (not just the direct costs but also the overheads and intangible costs) you can decide if you should continue delivering a service at a loss or not.

Delivering projects and services at a loss could cripple your organisation financially and your reputation too. Especially if you carry on indefinitely with shrinking or no reserves. Therefore FCR ultimately helps to eliminates/minimises core cost shortfalls of your projects.

What are the direct and overheads costs of a project?

A project is a specific and distinct piece of work that you would like to fund.

Direct project costs are the costs that relate clearly and directly to a project (e.g. salaries for project workers, volunteer expenses and a dedicated project laptop)

Overheads are costs that partly support the project, but also support other projects or activities that your organisation provides (e.g. a proportion of salaries of core staff such as administrators, rent and utilities costs, audit fees etc).

For more information or training on FCR, please do not hesitate to contact Frances at the Gio Project.



VOLUNTEERING WITH A CRIMINAL RECORD

A booklet of success stories and tips for volunteering with a criminal record has been published by the Manchester-based charity, Back on Track. The publication also contains useful contact information for anyone involved in supporting volunteering by ex-offenders. It is aimed at those who advise and support ex-offenders, organisations that involve volunteers, and potential volunteers.

Volunteering with a Criminal Record: Success Stories from Greater Manchester can be downloaded from: www.backontrackmanchester.org.uk/publications/



EVENTS



DATE	EVENT	DESCRIPTION	VENUE	TIME
19TH JUL	FULL COST RECOVERY (GIO PROJECT)	By the end of the session, participants will have a knowledge of the principles of full cost analysis, know how to apply a full cost analysis and know how full cost recovery applies in reality when making a funding application. To book or find out more contact francesc@gioproject.org.uk	LGF	ALL DAY
29TH SEP	ACEVO NORTH CONFERENCE	This conference focuses on managing and leading change in a financially challenging environment. * Working with the voluntary sector to respond to cuts in Manchester * Responding to a changing environment * Working with local authorities through change a local authority perspective in the North West * Leading third sector organisations through change and building resilience * Accessing support and resource for change management * The voluntary sector in Scotland and Northern Ireland in response to recent cuts * for more info contact events@acevo.org.uk	TBC, Manchester	ALL DAY
1ST & 2ND NOV	LOCALITY '11: COMMUNITIES AMBITIOUS FOR CHANGE	The very first national convention from Locality, the UK's leading network of communities ambitious for change. This will be an opportunity to discuss the latest issues affecting communities across the UK; network with like-minded individuals; and find out more about how Locality is promoting community enterprise support, asset ownership and development, social action, local community engagement, community organising, community-led planning and much more. For info contact locality@eesolutions.co.uk	Palace Hotel	ALL DAY

We would love to hear from any organisation wishing to contribute or advertise in The Gio Projects newsletter or website. If you have something you would like to share with other community organisations then please email hannah@gioproject.org.uk



HITTING THE ICEBURG: HOW TO MANAGE A FUNDING CRISIS

Managing a funding crisis can be extremely stressful, but it can also provide an important opportunity to review and restructure your organisation, making it stronger for the future. Manchester Community Central have put together guidance for organisations confronted by a major reduction in income. Visit www.manchestercommunitycentral.org for more info.

FUNDING OPPORTUNITIES

BT Community Connections Scheme

Details: The awards scheme is intended to provide voluntary groups and charitable organisations working to benefit the community in the UK with IT equipment and internet access. Successful applicants to the programme will receive a laptop and a year's free broadband internet connection.

Who for: Voluntary groups and charitable organisations. In particular, the scheme is keen to target areas of deprivation which normally receive little or no funding and would otherwise have no IT provision.

Grant amount: Laptop and a year's free broadband internet connection.

Deadline: 15th September 2011

Further information: For further details visit www.btcommunityconnections.com

Digital Research & Development Fund

Details: The Digital Research & Development Fund for Arts and Culture is looking to support arts and cultural organisations across England wishing to work with digital technologies to:

- expand their audience reach and engagement; and/or
- explore new business models

Specifically, arts and cultural organisations are invited to submit projects that test digital propositions that are of interest to the arts and cultural sector. As such, the projects need to produce research/data that other arts and cultural organisations value highly and, possibly, new products/services that can be used by other organisations.

The fund themes are:

- User generated content and social media
- Distribution
- Mobile, location and games
- Data and archives
- Resources
- Education & learning

Who for: Arts and cultural organisations in the UK

Grant amount: Will consider small and large applications however, no one project should exceed £100,000

Deadline: 2 September 2011

Further information: visit: www.nesta.org.uk/areas_of_work/creative_economy/digital_rnd, or contact 020 7438 2647, or email: angela.pugh@nesta.org.uk

Community Waste Fund

Details: Greater Manchester Waste Disposal Authority's (GMWDA) 2011-12 Community Waste Fund offers over £100,000 to community groups and organisations, for the chance to kick start waste prevention and recycling projects in Greater Manchester. The fund supports Recycle for Greater Manchester's aim of encouraging residents and community groups to reduce, re-use and recycle more Greater Manchester's waste.

Our aim is to get local groups such as tenants and residents groups and community groups to think of innovative ways to help residents to recycle right and to recycle more in Greater Manchester.

Who for: Local groups such as tenants and residents groups and community groups.

Grant amount:

Deadline: The second funding round for this year will open on 5th December 2011 and close on the 20th January 2012.

Further information: Applicants will be able to access the guidance for applicants on line and will need to complete an initial on line expression of interest form. Both documents are available at www.gmwda.gov.uk/communitywastefund or email: communitywastefund@gmwda.gov.uk, tel: 0161 770 1723.

Places People Play – Sport England

Details: Sport England has launched the Places People Play programme to create a legacy of participation for the 2012 London Olympic and Paralympic Games, investing £10 million of National Lottery funding in community sports projects over three years from 2011-2014.

The Protecting Playing Fields (PPF) scheme will fund capital projects to establish, develop and improve playing fields for community and sporting use.

Who for: Eligible organisations are those entitled to receive public funding, including the following:

- Voluntary or community organisations
- Local authorities
- Sports clubs
- Playing field associations
- Charities
- Education establishments

Grant amount: £20,000 to £50,000 is available and match funding is required for all applications

Deadline: Round 1 closed in July. Round 2 will open on 24 October 2011 and close on 12 December 2011

Further information: For further information and to apply, visit: www.sportengland.org/funding/protecting_playing_fields.aspx, or contact 0845 8508 508, or email: funding@sportengland.org.

If you would like a friendly critical eye to have a read through a funding application before you submit it to the funder then The Gio Project are willing and happy to work with you.

hello@gioproject.org.uk



**Summer Flowers.
Smile!**

BE PART OF GIO NEWS

Gio News will be published bi-monthly and distributed to over 400 voluntary and community organisations across the City of Manchester as well as to public bodies in the City. Organisations can arrange to have information/publicity flyers put into Gio News. This must be agreed in advance with the editor, Hannah Taylor, and 400 copies of the flyer must be delivered to Gio by the distribution date.

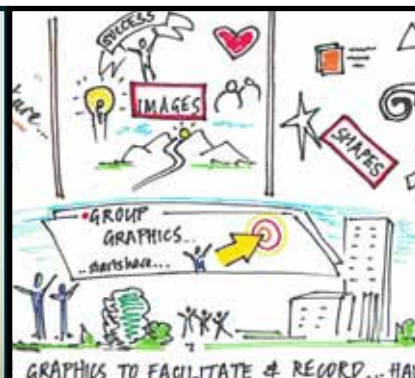
The cost of including flyers in Gio News will be:

- Commercial Organisations - £70
- Statutory Bodies - £60
- VCS Organisation outside of Manchester - £40
- Manchester-based VCS Organisations - £30



WISHING BARBARA GOOD LUCK!

One of our development advisers, Barbara Bailey, has moved on to pursue her passion as a personal fitness trainer. We wish her good luck but are comforted in the knowledge that we'll see her again as she will still be delivering our Gio Project 2 day accredited Outcomes training. If you're interested in Outcomes drop us an email at hello@gioproject.org.uk



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LOTTERY FUNDED

