

Brave New World Notes

Fundraising Workshop

Ann Headley Speaker: Institute of Fundraising

- Overview of regional and special interest groups
- Nationwide networking event
- Events in the north west training available
- Useful website information

Questions

You advise people on fundraising?

Answer : advisory body –not actual fundraisers

“Fundraising clinic dates?”

Answer : all on website

Lucy Edwards: The Feds

- Overview of organisation –care village
- **(mental health/care support /children`s centre /carehomes,hospice)** also run a volunteer project Jewish community focus.

Tips for approaching fundraising

- Research
- Avoid information overload , keep it brief
- Identify potential trust /individuals
- Fundraising applications
- Don`t assume prior knowledge
- Measure impact /social value

Questions

Full cost of recovery on percentages ?

Answer: All cost factors in our overheads, not trying to make a big profit but need to factor in percentages for costs.

Issue re-non reply to applications for funding ?

Answer

Places don't have capacity to send responses to all applicants, little or no administration in many organisations lack of feedback to applicants

Discussion: Lots of bids being done, but the lack of feedback if unsuccessful is not helpful to bid writers. De motivating for people applying. Need to know if bid writing is good or bad etc. Issues some fundraising is aimed at "new" projects not for existing Capital funding

What events are used to raise funds?

Answer

Dinners, comedy events .Finding out what people wants to go to and how much they want to pay for the tickets.

John Lightfoot- Barton AC

- Overview of sport date
- Background to how club raised funds £3/4 million target to raise.
- Involve local community Raffles /gala dinner/legacy giving

Question

Do you get support from Salford Reds?

Answers

No! Business focused.

Discussion- Should partnerships with Salford Reds benefit whole community.

Kalima Patel—Salford4good

- Fundraising under an umbrella brand, lack of identity for some local groups.
- Aim to encourage giving encourage giving for grass root work ,
- sponsored run
- Support available for groups

Question

How are donations overseen?

Answer: Still looking at processes to administer

How it is doing?

Answer: Employees payroll gift aid.

Collaboration and Consortia's- Workshop

Tess Wiley –Big Lottery

- Overview of funding and framework
- Encourage partnership and collaboration
- Overview of work on –going in Salford /Great Manchester

Anna Hynes –Better Futures Tameside

- Overview of organisation –long history of partnership working.
- Only other GM, consortium other than Salford.
- New/different models of service delivery for children and families .Support for families .Support for families who need services not available
- Challenge of working in partnership

Keith Hatton-CALLplus

- Overview of CALLplus –Support for people living with cancer and other life limiting illness
- Overview of collaborative working –NHS/local authority and other third sector

Marie Wilson –S3SC

- Overview of consortium –partners
- Issues of bids and tender

Questions

How do you make sure not just some organisations get funding? (To the big lottery)

Answer

Big lottery facilitates identifying who is best to deliver within the sector .Big lottery will access capacity /infrastructure to see if it is fit for purpose. Big lottery funds both partnerships and individuals organisations must be VCS led.

Issues of GM, foot print when bidding for large pots of money EU etc excludes organisations from bidding.

Question What are lessons learnt from consortium bidding? (for Tameside)

Answer: Issue around quality of providers, peer programmes, peer review to scrutinise quality .hub plus spoke model at Tameside under their legal structure .Marie Wilson
“Issues re turnaround time for tenders/bids”

Social Value Workshop

Anna Lythgoe –Social Audit Network

- Explaining what social value is
- Health Inequalities in Salford/child poverty issues
- Community resilience /cohesion
- Case studies showing how social value can be measured. Benefits.
- Social values to be embedded in policies/strategic plans.

Francesca Archer Todd-Big life/Being well Salford

- Overview of services , learning programmes
- History of doing impact reports but more explicit evaluation of “social value” needed.
- How to capture social value data .Different types of reports /outcomes/evidence.
- Project planning to set stages to capture data case studies good evidence.

Elaine Samms-City West Housing Trust

- Eight activities identified to go into social accounts
- Social accounts published and audited
- Selected activities not required to do as housing trust –doing because a socially responsible organisation.
- Range of themes e.g young people /employability
- Evaluation –what was invested ,what was impact/return of investment .Difference made

Louise Murray-Salford CVS

- Training dates for social accounting ,CVS offers mentor support

Questions

- How to get involved in volunteering?

Answers

Structured approach –fixed number of hours for volunteering (city west)

Salford for good offers team challenges,

Question

What waiting gives bids /tender if social value included?

Answer

Seen as a quality measure within the contract .Scoring varies .Range of evaluation for social value is it relevant to contract?

A lot of discussion taking place around how scored- don't want to be prescriptive. Keep it clear /supply evidence

Question

How did the housing trust respond to the bedroom tax?

Answer

Able to identify who would be affected .Look at housing swaps.

Strength in knowing clients` well. Help them to respond.