

Tips for Trusts and Grants Fundraising

FareShare is not a grant-making organisation and cannot help groups with funding directly. However, we hope that this guide might help your organisation find funding partners to bolster your amazing services. Diversifying your income as an organisation and finding suitable funding partners could help you access more food through FareShare and grow your services sustainably. Grants could help with transport costs, cool bags, fridges and freezers for storing chilled and frozen items, and help stretch your budget further.

Finding available grants, knowing what to look for, how to apply and how to maintain a funder's interest, however, is a daunting prospect. We hope that this guide breaks down the details of this task in a simple way, with useful tips and tricks to bear in mind when starting your Trusts and Grants fundraising journey.

Key tips

1. Applying for grants from organisations that have similar aims to your own is key to streamlining your work and increasing the likelihood of an application being accepted.
2. Don't be shy when seeking out grants and making applications – funders *want* to find groups that meet their eligibility criteria, and it could be that your application fits exactly to their aims.
3. Be proud of your achievements – Funders want to know what you've managed to achieve with their grant so be sure to emphasise the impact that you have had. A combination of measurable information, like statistics, and more emotive content, like testimonials and stories, is worth considering.
4. Try to emphasise what makes your charity unique in the work that you are doing.
5. Lots of funders will ask you to describe your organisation, your work and your impact so it's a good idea to write descriptions of these key topics in advance.
6. If you are successful in receiving a grant, you will be expected to provide an official receipt of funds
7. Don't let rejections get you down! It really is a difficult environment, and you may hear more "no" than "yes". But those yeses will be so rewarding when they come. Don't forget, you can always ask the organisation who gave you a 'no' for feedback on why that was the case, and if they have any alternative suggestions for funding opportunities.

Where can funding opportunities be found?

There are over eight thousand grant-making charities that give nearly £8billion each year in grants to organisations across the country.

Grant-making charities are trusts, foundations or community associations that have distinct goals and support charities and community organisations whose own aims reflect these.

You can find funding opportunities by seeking out these grant-making organisations. For charities in England and Wales the place to search for grant-making charities is the Charity Commission website for England and Wales. For Scottish and Northern Irish charities, there are the OSCR and the Charity Commission for Northern Ireland.

In this guide we run through the approach to finding charities specifically on the Charity Commission for England and Wales website. However, you can trace the steps below to find grant-making charities on the OSCR and Charity Commission for Northern Ireland.

Charity Commission for England and Wales: <https://www.gov.uk/government/organisations/charity-commission>

OSCR: <https://www.oscr.org.uk/>

Charity Commission for Northern Ireland: <https://www.charitycommissionni.org.uk/>

Finding a suitable organisation on the Charity Commission website

- When on the Charity Commission website, head to **Find a charity** and from here click on **Advanced Search**.
- This will bring up a variety of options but the key part to look for is under **Classifications – how the charity helps**. The first box to tick here is ‘Makes Grants to Organisations’.
- After this, head to the bottom of the **Classifications** subtitle, and tick the standalone box ‘Main way of carrying out purposes is grant-making’.

How the charity helps

<input type="checkbox"/>	Makes Grants To Individuals (34824)
<input checked="" type="checkbox"/>	Makes Grants To Organisations (49364)
<input type="checkbox"/>	Provides Other Finance (11977)
<input type="checkbox"/>	Provides Human Resources (26913)
<input type="checkbox"/>	
<input checked="" type="checkbox"/>	Main way of carrying out purposes is grant making

You can further refine your search to find specific nations, regions, and counties within the UK, allowing you to engage with grant-making charities that might only want to release funding within a specific local area.

You can also tick any boxes in the subsections, *What the Charity does* and *Who the charity helps*, both of which are also under the classifications section. This way you can tailor your search to find grant-making bodies that might have missions similar to your own; crucial to ensuring that your application is both suitable and resonant.

A similar search can be done on the OSCR and Charity Commission for Northern Ireland websites by heading to their website’s version of the detailed charity search and ticking the relevant additional filters to display grant-making charities.

When you have completed adding any filters, pressed search and found a potentially suitable charity’s account, it is first important to see if they have a website, which can be found under

‘contact details’. A Charity’s website could direct you straight away to a grant application process. If so, simply fill in the relevant information to apply for the grant!

If there is no such option, or website at all for that matter, it is worth returning to the charity commission website as the charity may still have funding opportunities - the document that will help determine this is the ‘charity’s accounts’.

95% of the account’s contents do not need to be examined, so searching for specific pieces of information is key. Some charity accounts list all charities they have supported, and grant amounts paid throughout the financial year. This information can help you understand their grant making preferences, in particular:

- Any regional focus, if not already clear.
- Typical grant amounts.
- Whether they typically renew funding year on year.
- How many charities were new to receiving funding (compared previous years)
- Whether any causes receive more funding than others (some accounts break this down by category e.g. children and young people, poverty, etc).
- Whether they fund national charities.

Below are some key words that you can also search for (using ctrl F as a short-cut) in this document that will give insight about the charity’s grant application process:

- **‘Eligibility/eligible’ or ‘objectives’** – This can highlight if they have included any eligibility criteria for applicants.
- **‘Meet/deadline’** – This can tell you when Trustees meet, which is usually the deadline for applications.
- **‘Unsolicited’** – This can tell you whether funders accept unsolicited applications, as some do not.
- **‘Restricted/capital/project’** – This can show whether a funder prefers to fund restricted projects rather than core running costs.

Proposals

When you have found a suitable organisation that will accept applications for available grants, you will then have to write a proposal to this organisation. A proposal highlights your work, details the amount of funding that you are seeking and explains the impact that the grant would have.

When writing a proposal, it is important to make your organisation stands out from the crowd. Below are some key points to remember:

- *Emphasise the need and how your organisation helps tackle the problem.*
What is the issue? Describing the challenges faced by your service users and then outlining your organisation’s track record, experience, access, insight, and expertise in this area will highlight your organisation’s importance in helping address the problem.

- *Where will the grant go?*
If you are seeking funding for a specific project, make sure to outline the details of the project. If the funding will go towards your day-to-day services be sure to provide a detailed breakdown of how you expect to spend the money.
- *What impact will the grant have?*
Explain how accessing money from a grant will have a positive impact on your organisation's ability to achieve its project goals/meet its running costs. Advise how you will measure this – with numerical data and personal feedback from service users.
- *Writing tips*
Combine head and heart, stats and storytelling - you might be filling in a form but it's a person reading it, not a list of tick boxes. Quotes from service users and personal stories resonate with readers deeply.
- *Have in mind who you are writing to*
Echo the funder's own language, including what they want to achieve. Look at their own mission statement and values and explain how this aligns with your own work.

What reporting requirements may there be?

If your proposal is a success and you receive confirmation that you will receive a grant, it is important to thank the funder and provide an **official receipt of the funds** when they arrive.

Once you have confirmed receiving the funds, the funding organisation will then likely produce a grant letter which can have certain terms – outlining what the purpose of the grant is to be put towards, and the exact amount determined. You may also need to sign a grant contract.

A funder will also request a full report detailing how the grant has been administered, exactly what project for example, has been supported by their contribution, or how your operation has developed with the assistance of their funding. This information is for their own records.

It's worth adding to this report:

- Key organisational info and Performance Indicators (if you have them)
- Facts and figures about your organisation's impact
- Case studies about the people that you support
- Groundwork to make the next ask for future funding.

How can you develop a relationship with a funder?

From this point onwards, a funder may appreciate updates on your charity's work in the local community. If a funder would like regular updates, it is worthwhile harnessing this interest as this could help nurture your relationship and provide a possibility for future collaboration on projects.

Maintaining professionalism throughout the whole process is also key to maximising engagement with funding charities, but it is also vital to stay true to your roots and show who you are with passion and pride.