



EAST MIDLANDS  
FUNDING ADVICE  
NETWORK (EMFAN)  
SURVEY : ANNEX A

This survey was distributed by One East Midlands to the EMFAN members and those listed on its database. The survey was created on 11 March and open for responses until 14 May. The target response was 50 but despite circulating the request several times over a period of , only 39 people responded but those who did respond were from a variety of roles and organisations from across the East Midlands and therefore their responses are helpful as part of the overall evaluation. The following are the responses to the questions with some interpretation.

## QUESTION 1

### What is your job title?

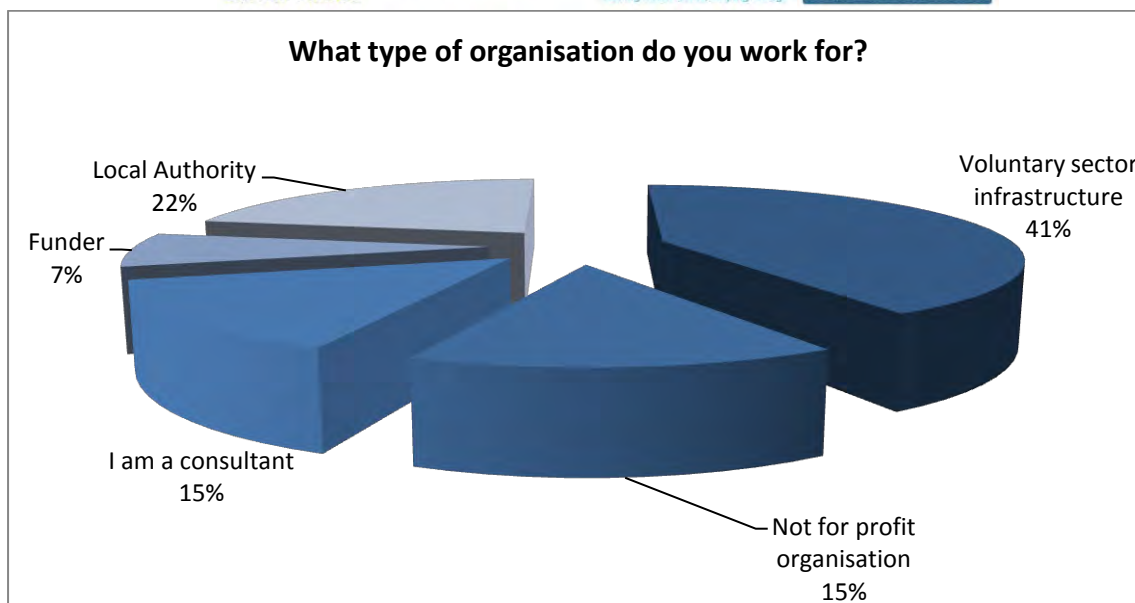
The online survey was completed by 39 people only six of whom had a job which explicitly involved funding advice. The majority of respondents were project officers, policy officers, business managers, community development workers etc from a mix of third and public sector organisations. Question two sets out the range of organisations that responded.

## Question 2

### What type of organisation do you work for?

The answers to this question would suggest that the project has been successful in reaching the target audiences identified at the initial stage and that although the primary beneficiaries have been people offering funding advice from within the Voluntary Sector Infrastructure there has also been a strong connection with front line groups, local authorities and funders as well as private consultants offering funding advice.

Answer Options	Response Percent	Response Count
Voluntary sector infrastructure	44.7%	17
Not for profit organisation	15.8%	6
I am a consultant	15.8%	6
Funder	7.9%	3
Local Authority	23.7%	9
Other (please specify)		2
<b><i>answered question</i></b>		<b>38</b>
<b><i>skipped question</i></b>		<b>1</b>



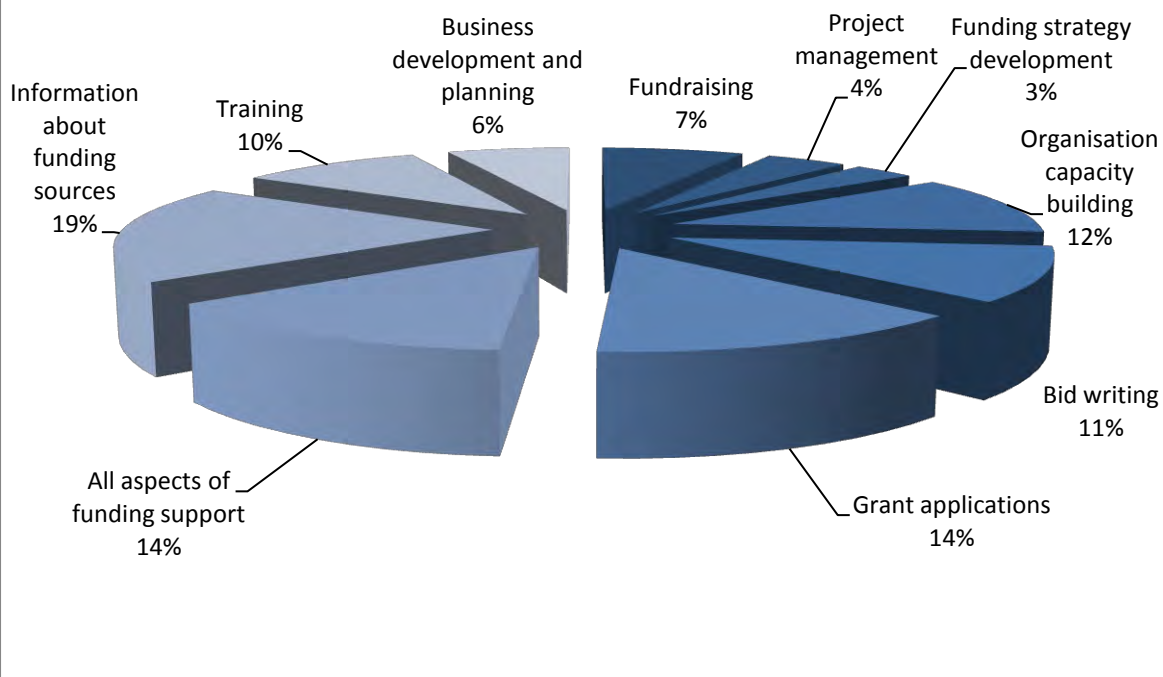
### Question 3

#### What sort of support/advice do you mainly provide? (tick the two most important that apply)

Two of those who answered 'other' are local authority/district council grant funders. Others were offering advice about specific issues (e.g. fundraising around a particular health issue or working with a particular target group), two were offering professional support round commissioning or project management.

Answer Options	Response Percent	Response Count
Fundraising	18.4%	7
Project management	10.5%	4
Funding strategy development	7.9%	3
Organisation capacity building	28.9%	11
Bid writing	26.3%	10
Grant applications	34.2%	13
All aspects of funding support	34.2%	13
Information about funding sources	47.4%	18
Training	23.7%	9
Business development and planning	15.8%	6
Other (please specify)		7
<b>answered question</b>		<b>38</b>
<b>skipped question</b>		<b>1</b>

### What sort of advice/support do you mainly provide?

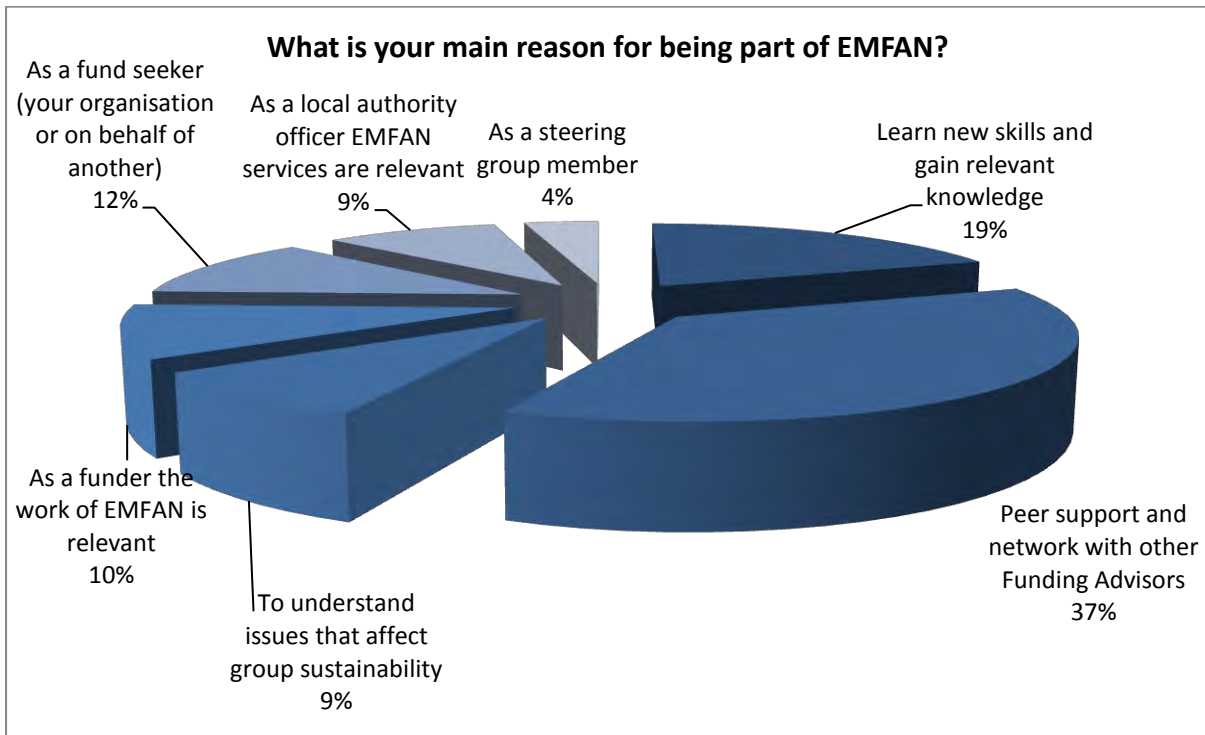


#### Question 4

#### What is your main reason for being part of EMFAN? (Please tick the two most important)

The answers to this question clearly show that for the majority peer support and networking is the most significant benefits arising from EMFAN. There is also a good spread of organisations which find the network useful – funders as well as fund seekers which suggests that the project has been successful in reaching its target group.

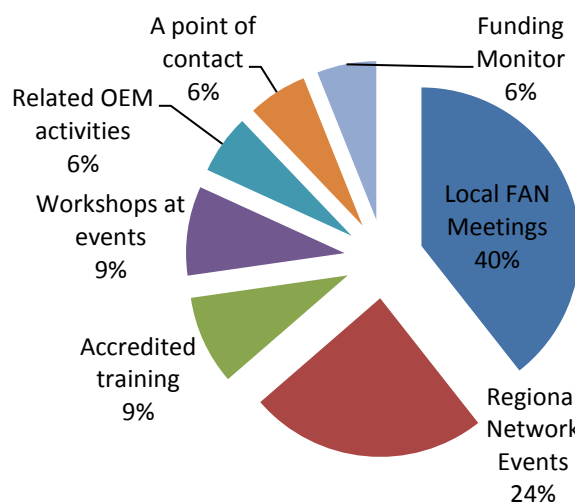
Answer Options	Response Percent	Response Count
Learn new skills and gain relevant knowledge	39.5%	15
Peer support and network with other Funding Advisors	76.3%	29
To understand issues that affect group sustainability	18.4%	7
As a funder the work of EMFAN is relevant	21.1%	8
As a fund seeker (your organisation or on behalf of another)	23.7%	9
As a local authority officer EMFAN services are relevant	18.4%	7
As a steering group member	7.9%	3
Other (please specify)		1
<b>answered question</b>		<b>38</b>
<b>skipped question</b>		<b>1</b>



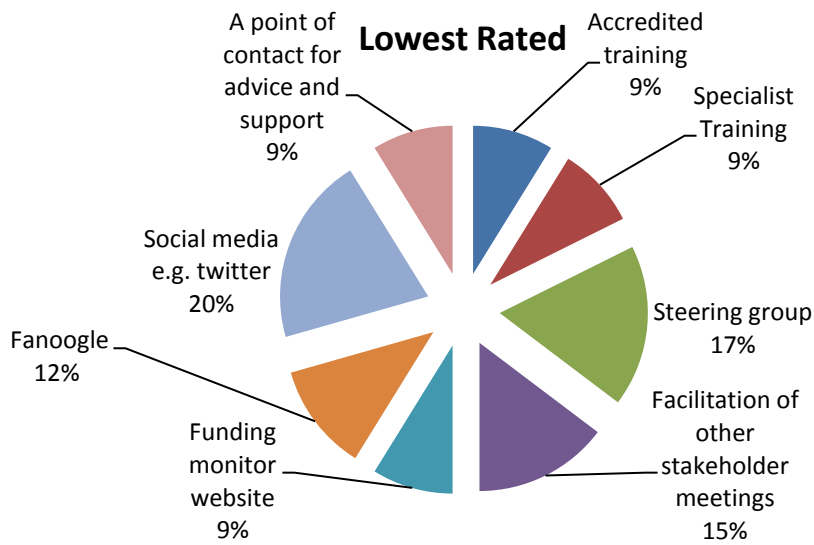
## Question 5

### Please rank EMFAN services in order of priority:

In this question, respondents were asked to rate 13 different services in order of priority including training and networking, events, EMFAN meetings, Funding Monitor, Fanoogle etc. The following pie chart sets out the order in which people ranked the choices first. Other options such as Fanoogle and social media were not rated highly by anyone.

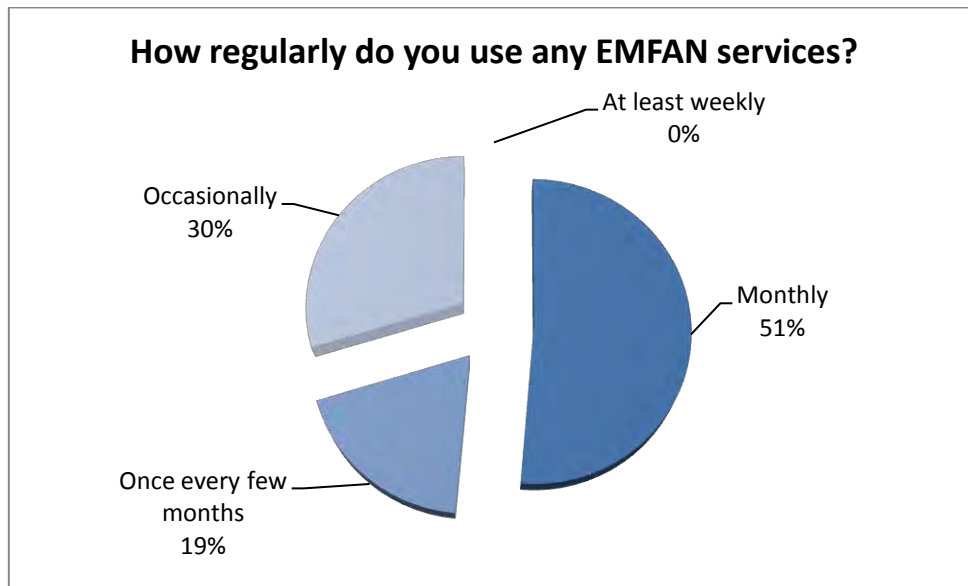


People ranked the following services least highly



### Question 6

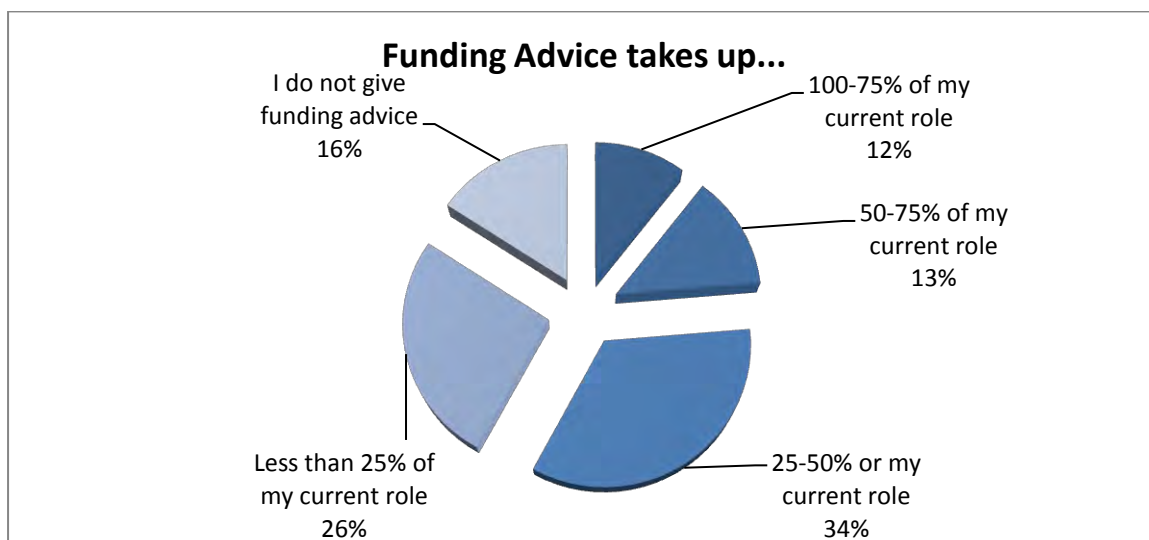
How regularly do you use any of these EMFAN services?



### Question 7

#### Funding advice takes up...

Answer Options	Response Percent	Response Count
100-75% of my current role	10.5%	4
50-75% of my current role	13.2%	5
25-50% or my current role	34.2%	13
Less than 25% of my current role	26.3%	10
I do not give funding advice	15.8%	6
<b>answered question</b>		<b>38</b>
<b>skipped question</b>		<b>1</b>



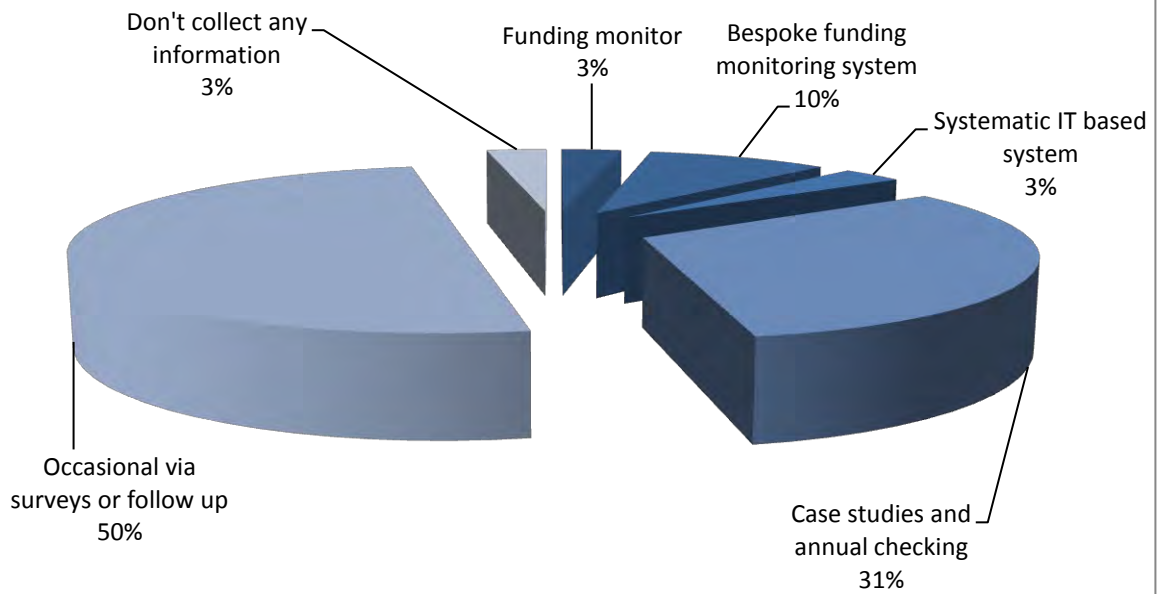
### Question 8

#### How do you track successful funding advice outcomes for beneficiaries? (tick any that apply)

It is worth noting that only 22 respondents answered this question suggesting that tracking advice outcomes is not something that the majority of respondents are acting on.

Answer Options	Response Percent	Response Count
Funding monitor	4.5%	1
Bespoke funding monitoring system	13.6%	3
Systematic IT based system	4.5%	1
Case studies and annual checking	45.5%	10
Occasional via surveys or follow up	72.7%	16
Don't collect any information	4.5%	1
<b>answered question</b>		<b>22</b>
<b>skipped question</b>		<b>17</b>

### How do you track successful funding advice outcomes for beneficiaries?



### Question 9

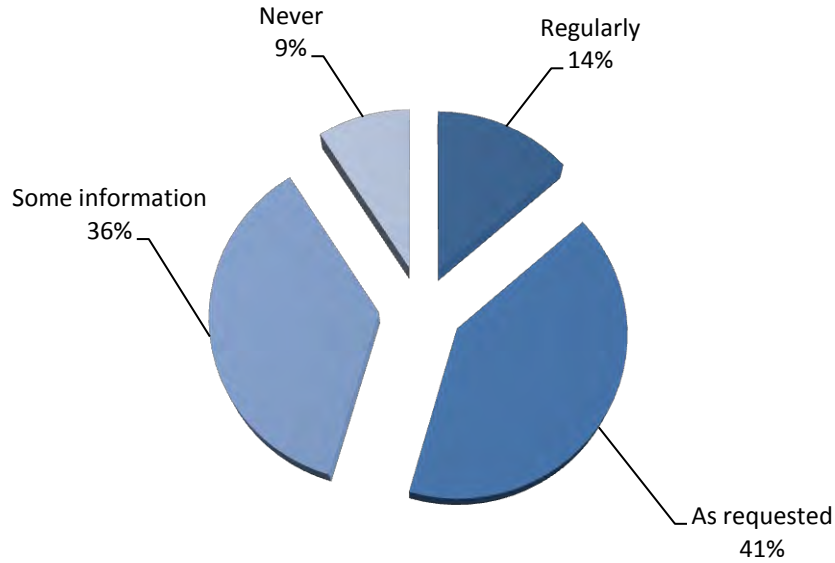
#### Do you share funding success information with other stakeholders including EMFAN?

Although only 22 people answered this question, it suggests that there is some information sharing taking place but that it is not systematic and that it is done on a reactive and not a proactive basis.

Answer Options	Response Percent	Response Count
Regularly	13.6%	3
As requested	40.9%	9
Some information	36.4%	8
Never	9.1%	2
<b><i>answered question</i></b>		<b>22</b>
<b><i>skipped question</i></b>		<b>17</b>



**Do you share funding success information with other stakeholders including EMFAN?**

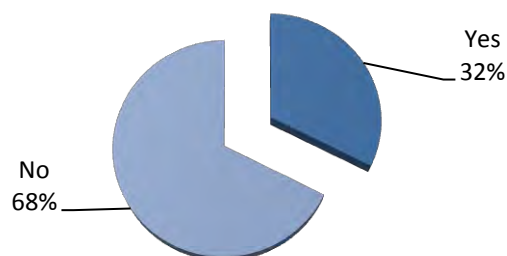


**Question 10**

**Have you attended EMFAN accredited training or other specific EMFAN training?**

Answer Options	Response Percent	Response Count
Yes	32.4%	12
No	67.6%	25
<i>answered question</i>		<b>37</b>
<i>skipped question</i>		<b>2</b>

**Have you attended EMFAN accredited training or other specific EMFAN training?**



## Question 11

**As a result of attending ANY EMFAN training you have... (tick only one comment that most applies):**

Although the response rate is low with only 12 of the respondents having attended training, the response tallies with the feedback from the course and event evaluations and show that the project has resulted in funding advisors acquiring knowledge and skills.

Answer Options	Response Percent	Response Count
Gained significant knowledge and/or skills	41.7%	5
Gained knowledge and skills in most areas important to me	33.3%	4
Gained knowledge and skills in some areas	25.0%	3
I did not really gain any knowledge and skills	0.0%	0
<b><i>answered question</i></b>		<b>12</b>
<b><i>skipped question</i></b>		<b>27</b>

## Question 12

**Your skills and knowledge gained have... (tick only one comment that most applies)**

Again, the response rate is relatively low but suggests that those who attend the training get a real benefit in terms of their effectiveness as funding advisors.

Answer Options	Response Percent	Response Count
made a real difference in the effectiveness of my role	27.3%	3
Made some difference	72.7%	8
Made hardly any difference	0.0%	0
Not made any difference at all	0.0%	0
<b><i>answered question</i></b>		<b>11</b>
<b><i>skipped question</i></b>		<b>28</b>

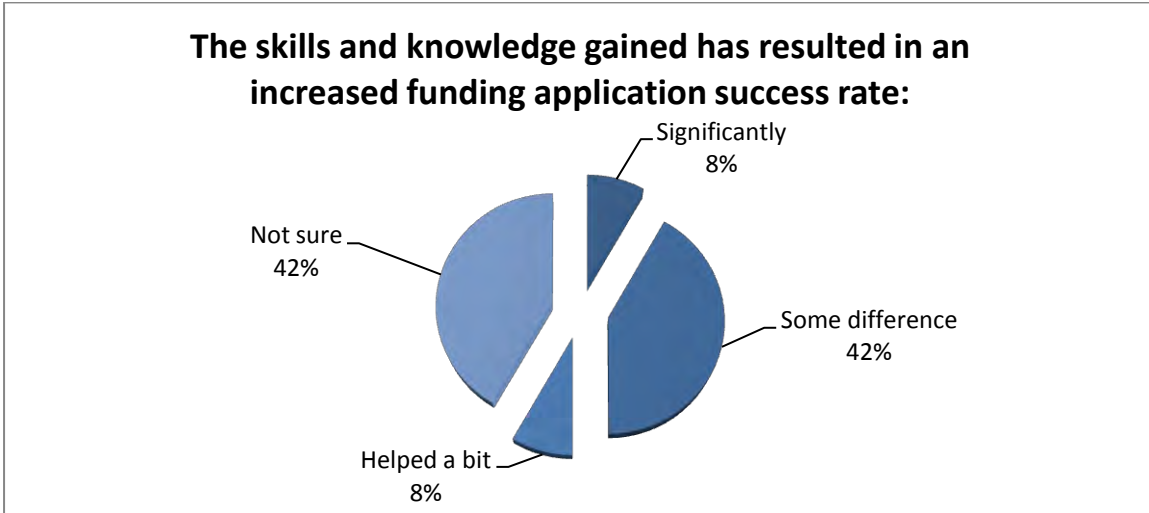
## Question 13

**The skills and knowledge gained has resulted in an increased funding application success rate:**

It is notable that half the respondents thought the skills and knowledge had made a difference to success rates but 41% were not sure, possibly because they are not tracking response rates.

Answer Options	Response Percent	Response Count
Significantly	8.3%	1
Some difference	41.7%	5
Helped a bit	8.3%	1
Not sure	41.7%	5
Not made any difference	0.0%	0

Not relevant to my role	0.0%	0
<b>answered question</b>		<b>12</b>
<b>skipped question</b>		<b>27</b>

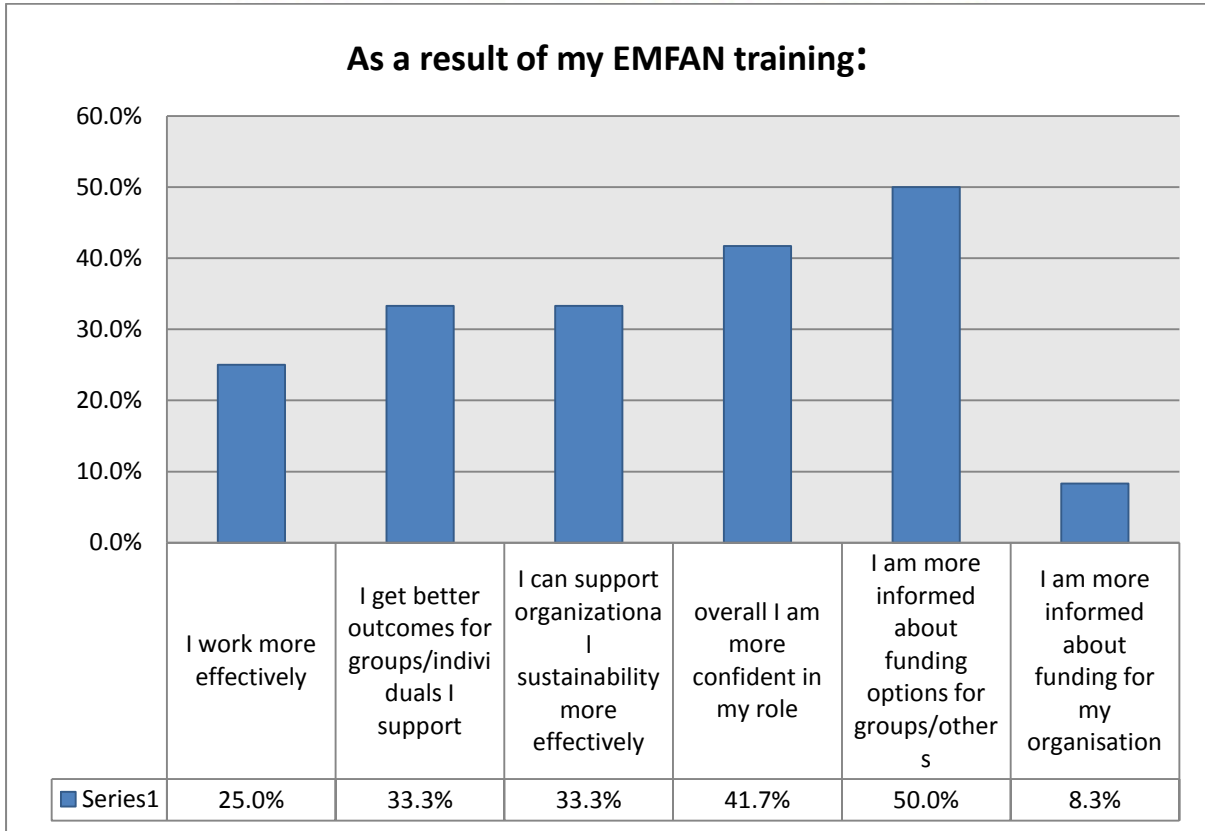


## Question 14

### As a result of my EMFAN training (tick any that apply):

Responses to this question suggest that the main benefit is that funding advisors feel more confident and have the information they need to advice groups, but that this leads to more effective working and better outcomes.

Answer Options	Response Percent	Response Count
I work more effectively	25.0%	3
I get better outcomes for groups/individuals I support	33.3%	4
I can support organizational sustainability more effectively	33.3%	4
overall I am more confident in my role	41.7%	5
I am more informed about funding options for groups/others	50.0%	6
I am more informed about funding for my organisation	8.3%	1
Other (please specify)		1
<b>answered question</b>		<b>12</b>
<b>skipped question</b>		<b>27</b>



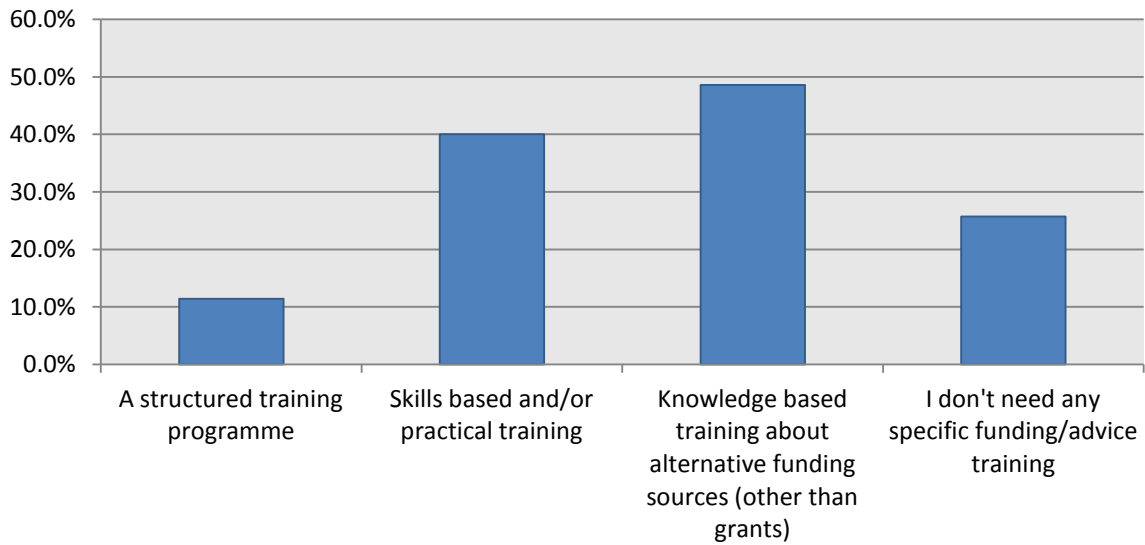
### Question 15

#### My future funding and/or funding advice training needs:

There was a larger response rate to this question and the feedback shows clearly that people would value knowledge based training or skills based training.

Answer Options	Response Percent	Response Count
A structured training programme	11.4%	4
Skills based and/or practical training	40.0%	14
Knowledge based training about alternative funding sources (other than grants)	48.6%	17
I don't need any specific funding/advice training	25.7%	9
<b>answered question</b>		<b>35</b>
<b>skipped question</b>		<b>4</b>

### My future funding and/or funding advice training needs:

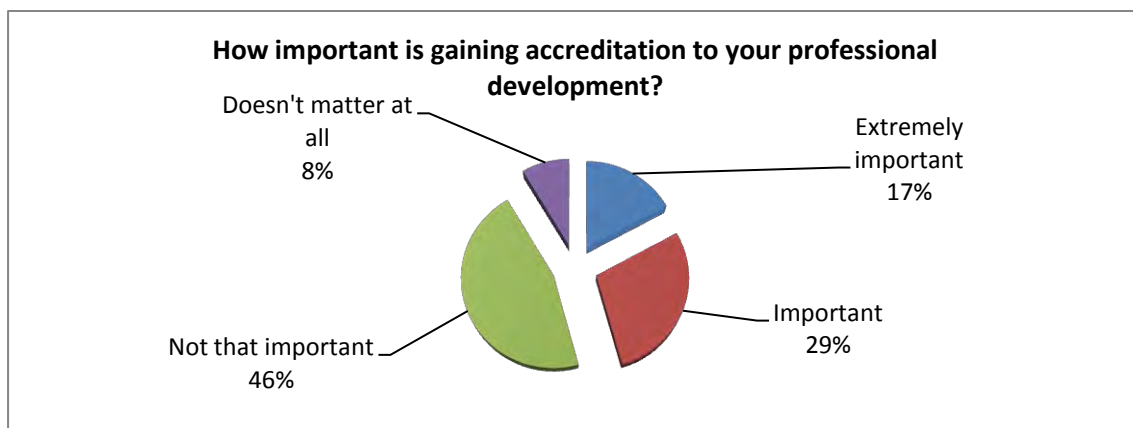


### Question 16

#### How important is gaining accreditation to your professional development?

There is a mixed response to the question of accredited training with half rating is as important or extremely important and half not attaching importance to this at all.

Answer Options	Response Percent	Response Count
Extremely important	17.1%	6
Important	28.6%	10
Not that important	45.7%	16
Doesn't matter at all	8.6%	3
<b>answered question</b>		<b>35</b>
<b>skipped question</b>		<b>4</b>



## Question 17

### Have you attended any EMFAN regional network events?

Answer Options	Response Percent	Response Count
Yes	61.1%	22
No	38.9%	14
<b><i>answered question</i></b>		<b>36</b>
<b><i>skipped question</i></b>		<b>3</b>

## Question 18

### Which of the following EMFAN regional network events have you attended?

Answer Options	Response Percent	Response Count
Jan 2010 - Improving Access to Funding	45.0%	9
July 2010 - Responding to Change	25.0%	5
Nov 2010 - Review, Reaction, Action	30.0%	6
Dec 2011 - Sustaining and Transforming	50.0%	10
Feb 2011 - Stepping up to enterprise, the real adviser's role	30.0%	6
July 2011 - Funding for Real	40.0%	8
July 2012 - European Funding - Building Access and Understanding	35.0%	7
Sept 2012 - Social Finance Fair	20.0%	4
Oct 2012 - The Big Sell Event	20.0%	4
Dec 2012 - Local Network Event - EMFAN/ERDF	30.0%	6
<b><i>answered question</i></b>		<b>20</b>
<b><i>skipped question</i></b>		<b>19</b>

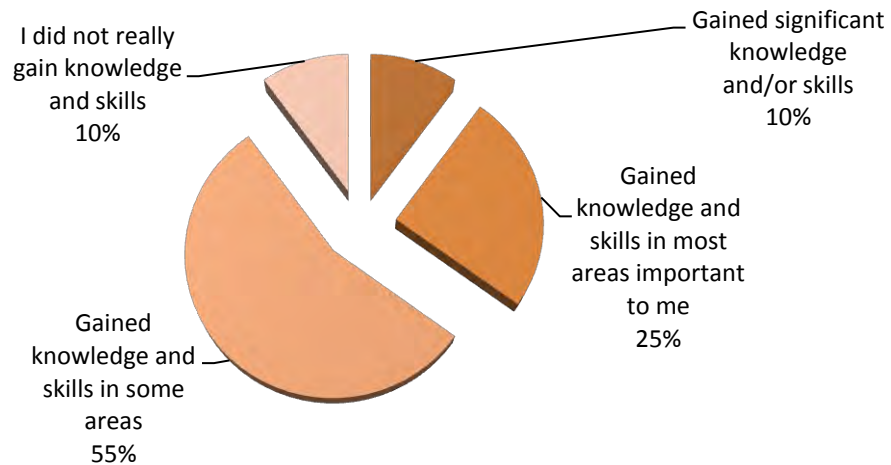
## Question 19

### As a result of attending any of the EMFAN regional network events in Q18 (tick one comment that most applies)

The responses to this question suggest that those who attend EMFAN regional events gain in knowledge and skills.

Answer Options	Response Percent	Response Count
Gained significant knowledge and/or skills	10.0%	2
Gained knowledge and skills in most areas important to me	25.0%	5
Gained knowledge and skills in some areas	55.0%	11
I did not really gain knowledge and skills	10.0%	2
<b><i>answered question</i></b>		<b>20</b>
<b><i>skipped question</i></b>		<b>19</b>

**As a result of attending any of the EMFAN regional network events**



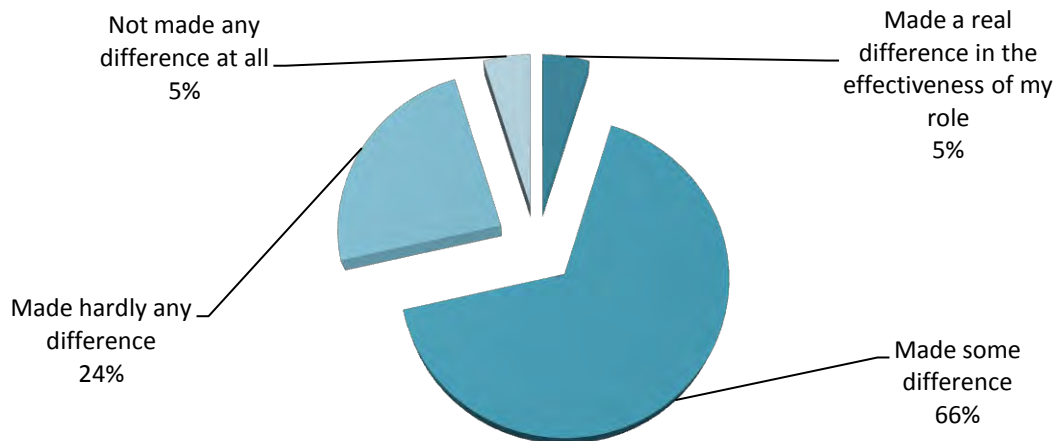
**Question 20**

The knowledge and skills gained were also felt by two thirds of participants to have made some difference to their effectiveness:

**Your skills and knowledge gained at EMFAN regional network events have:**

Answer Options	Response Percent	Response Count
Made a real difference in the effectiveness of my role	4.8%	1
Made some difference	66.7%	14
Made hardly any difference	23.8%	5
Not made any difference at all	4.8%	1
<b>answered question</b>		<b>21</b>
<b>skipped question</b>		<b>18</b>

**Your skills and knowledge gained at EMFAN regional network events have:**



## Question 21

### Have you attended any local Funding Advice Network Meetings (FANS)?

Answer Options	Response Percent	Response Count
Yes	60.0%	21
No	40.0%	14
<b><i>answered question</i></b>		<b>35</b>
<b><i>skipped question</i></b>		<b>4</b>

## Question 22

### Which local FAN do you attend on a regular basis?

Answer Options	Response Percent	Response Count
Leicestershire	8.7%	2
Lincolnshire	21.7%	5
Derbyshire	17.4%	4
Nottinghamshire	17.4%	4
Northamptonshire	34.8%	8
Other (please specify)		4
<b><i>answered question</i></b>		<b>23</b>
<b><i>skipped question</i></b>		<b>16</b>

## Question 23

### How important are the local FANS in supporting you in your role?

There is a mixed response to this question which perhaps reflects the variations in capacity and effectiveness of the different FANS.

Answer Options	Response Percent	Response Count
Very important	36.4%	8
Important	31.8%	7
Not that important	31.8%	7
Not at all important	0.0%	0
I attend for other reasons (please specify)		2
<b><i>answered question</i></b>		<b>22</b>
<b><i>skipped question</i></b>		<b>17</b>

## Question 24

The answers to this question tally with earlier comments that people value the information, networking and peer support that the FANS provide and which help people increase their funding knowledge and advice:



### I value local FANS because I have... (tick any that apply)

Answer Options	Response Percent	Response Count
Increased my contacts	76.2%	16
Built partnerships	38.1%	8
Increased funding advice knowledge/skills	66.7%	14
Gained good information	90.5%	19
Met people in a similar role	57.1%	12
Met other important stakeholders	28.6%	6
Not that valuable	4.8%	1
Other (please specify)		1
<b><i>answered question</i></b>		<b>21</b>
<b><i>skipped question</i></b>		<b>18</b>

### Question 25

#### Do you use funding monitor regularly?

Answer Options	Response Percent	Response Count
Yes	21.6%	8
No	78.4%	29
<b><i>answered question</i></b>		<b>37</b>
<b><i>skipped question</i></b>		<b>2</b>

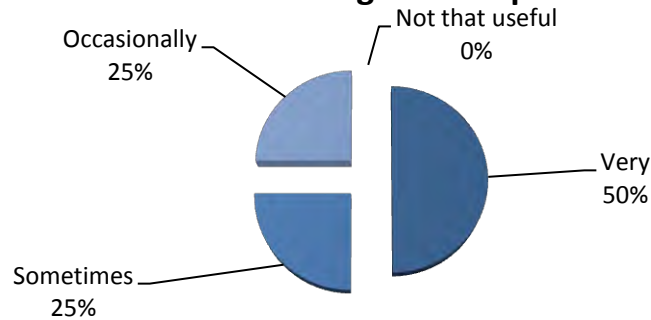
### Question 26

#### How useful is funding monitor as a source of information, tools and funding advice updates?

There was a very low response rate to this question suggesting that the majority of respondents do not know about or use Funding Monitor. However of those that do use the site, half find it very useful:

Answer Options	Response Percent	Response Count
Very	50.0%	4
Sometimes	25.0%	2
Occasionally	25.0%	2
Not that useful	0.0%	0
Other (please specify)		0
<b><i>answered question</i></b>		<b>8</b>
<b><i>skipped question</i></b>		<b>31</b>

**How useful is funding monitor as a source of information, tools and funding advice updates?**



**Question 27**

**How regularly do you use Fanoogle, the directory of funding advisors?**

The answer to this question suggests that more people have used Fanoogle than Funding Monitor but that it is not used regularly.

Answer Options	Response Percent	Response Count
All the time	2.7%	1
Sometimes	8.1%	3
Occasionally	8.1%	3
Not used recently	35.1%	13
Never	45.9%	17
<b>answered question</b>		<b>37</b>
<b>skipped question</b>		<b>2</b>

**Question 28**

**List up to three sources of information that you use regularly for funding advice information and funding updates, including any professional network, paid for services, periodicals etc.**

27 people answered this question and there was a very diverse range of answers. Funding Central and the Big Lottery were two sources of information mentioned regularly. Others use newsletters – either from OEM or other local infrastructure - County Council sources or search engines.

## Question 29

### List up to 3 issues that you think are relevant to the future of Funding Advice.

25 people answered this question and gave very diverse responses but the following were some key themes

**Information** –staying up to date and informed about changes affecting the sector such as Social Value and Social finance

Information. Getting information about funding opportunities – in particular new funding streams such as European Funding

**Commercial awareness** – business planning, charging for services, contracts and tendering, project management etc

Better use of **online opportunities** such as webinars, skype etc.

**Training and development** – support with issues such as governance, gift aid.

**Connecting** - meeting each other and funders to learn from each other

**Quality** –sharing information about what advice has been successful and what works

Impartial and independent **one-to-one support**