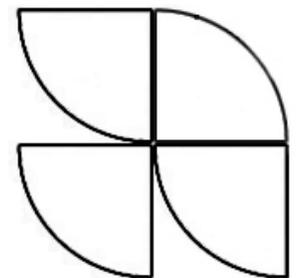


Sustaining and transforming the future of funding advice

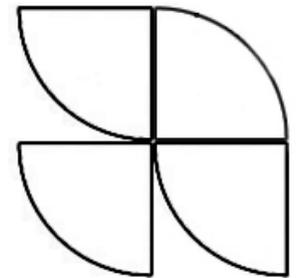
Welcome

We start at 10.30



Jonny Gutteridge

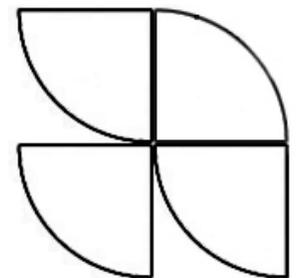
Funding Advice Network Manager



From our 2011 learning needs analysis survey

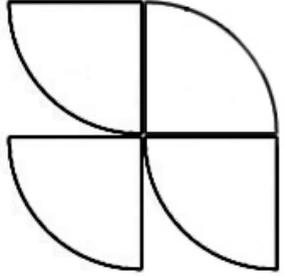
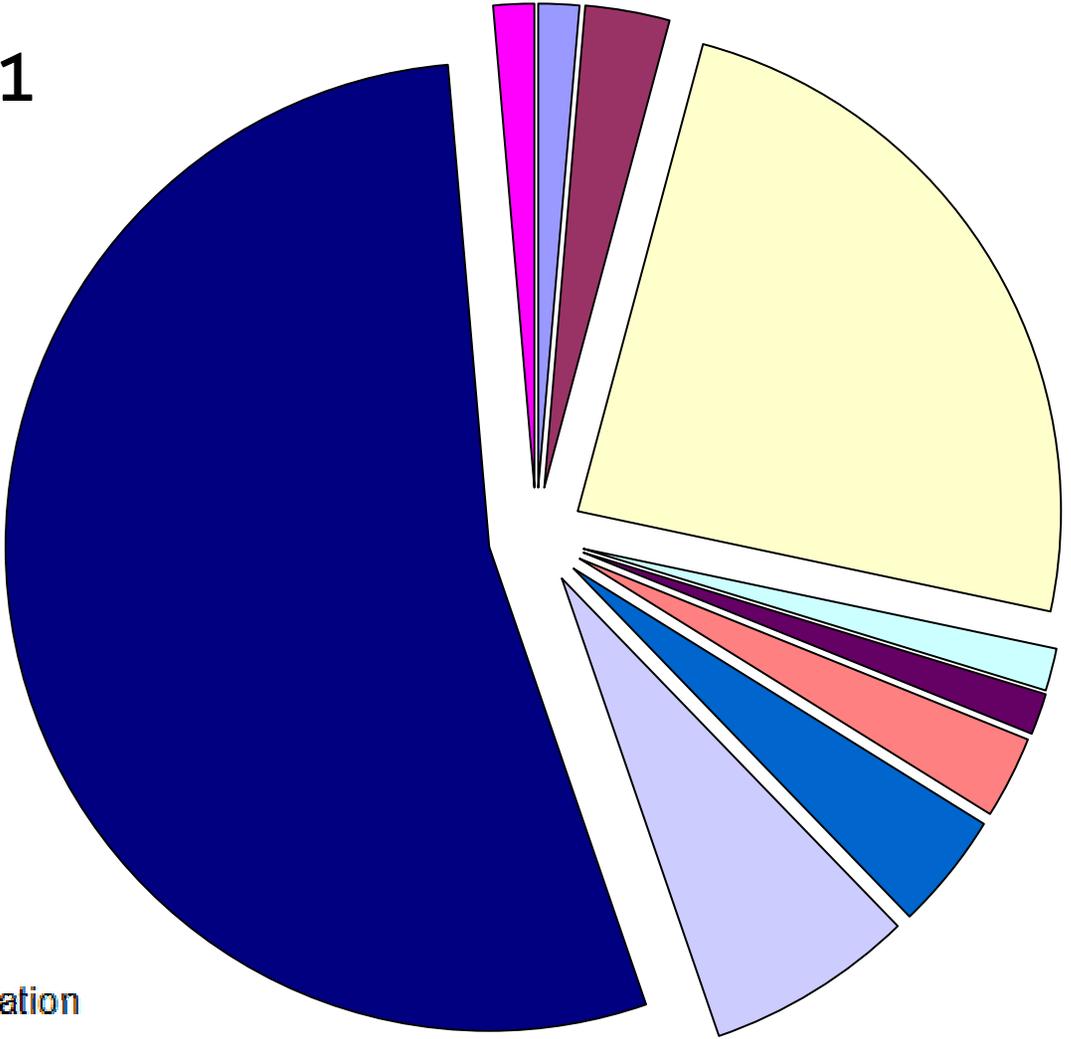
Four types of qualifications by subject:

1. Funding advice
2. Business advice
3. Community development
4. Fundraising

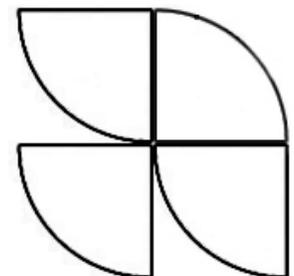
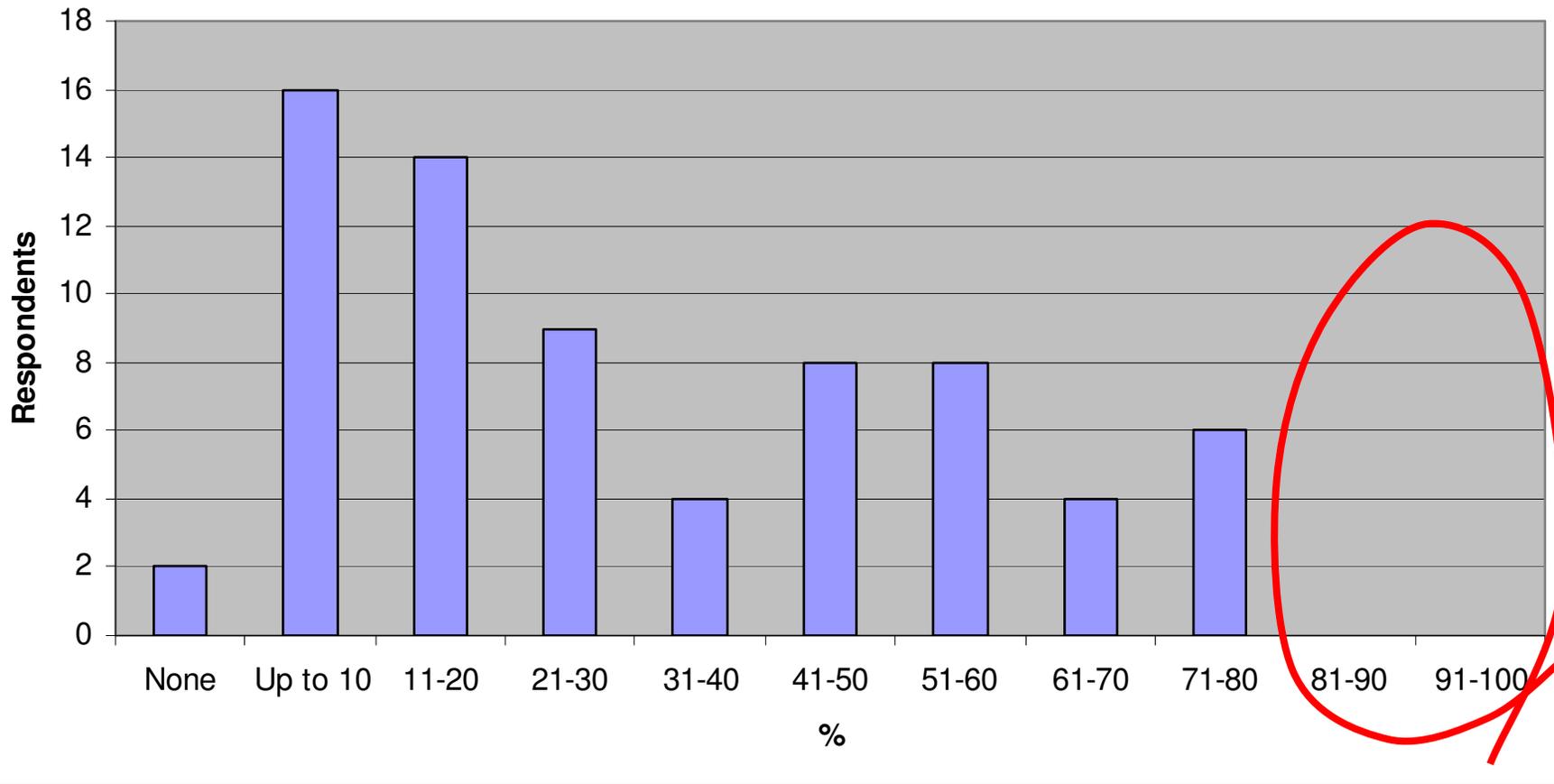


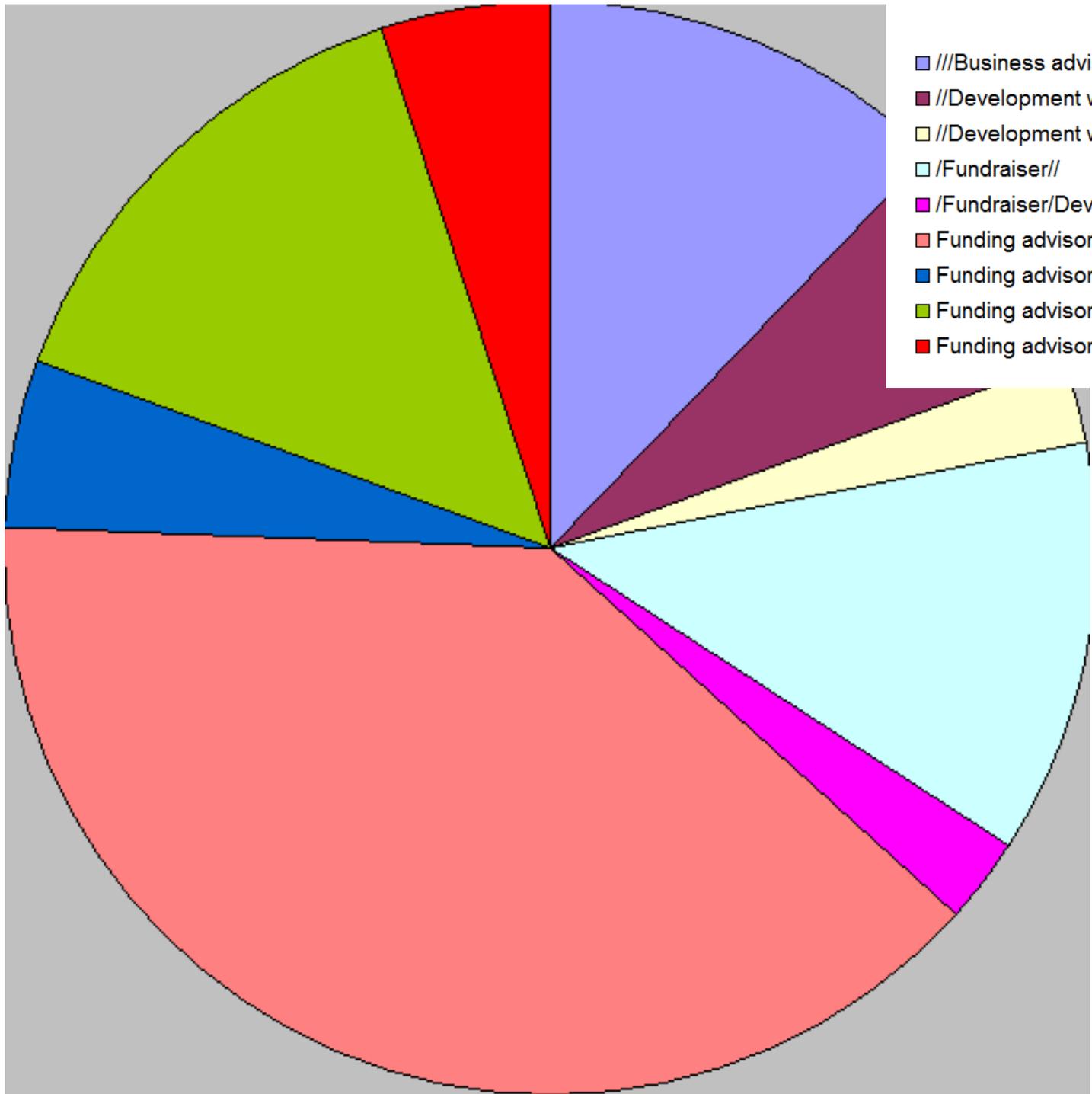
Funding advisors 2011

- Other
- Self employed
- Local authority
- National Charity
- Other business
- Other funder
- Other public sector organisation
- Trust or foundation
- Voluntary and community sector organisation
- Business with primarily social objectives

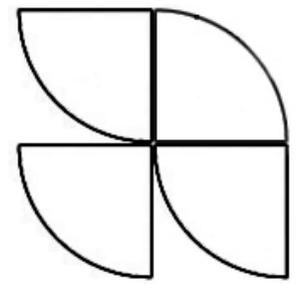


Percentage of time spent delivering funding advice in the last year

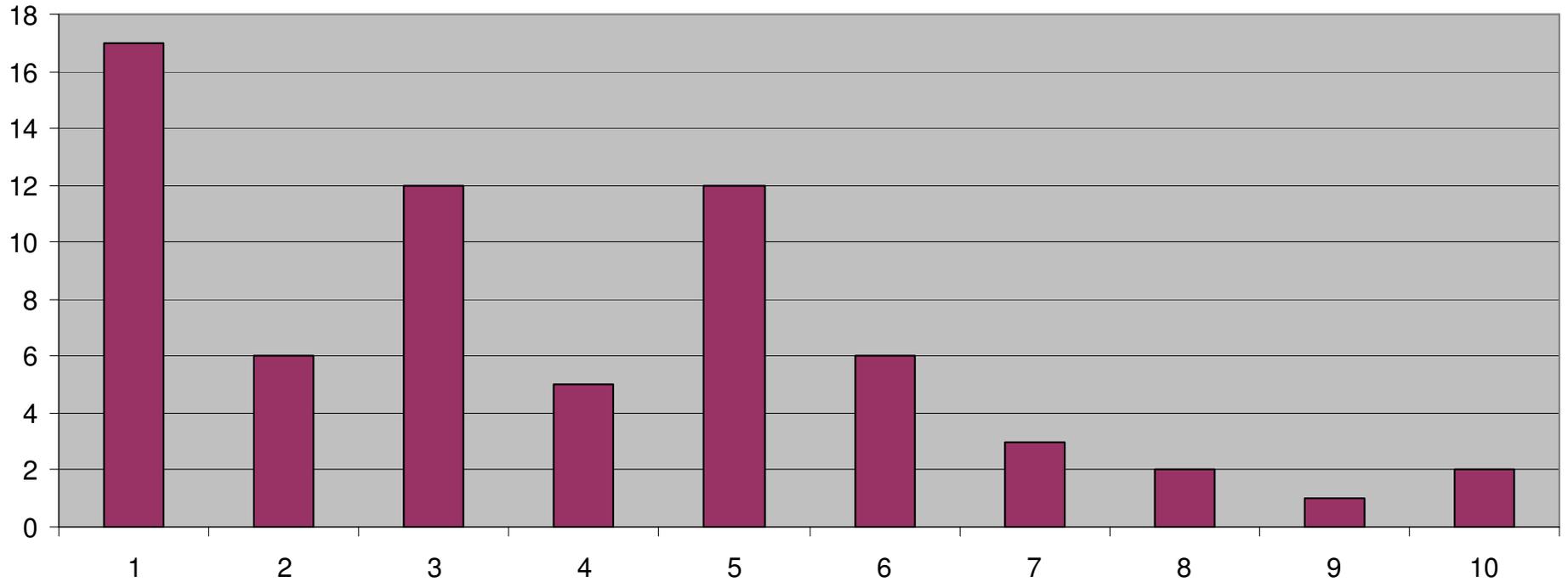




- ///Business advisor
- //Development worker/
- //Development worker/Business advisor
- /Fundraiser//
- /Fundraiser/Development worker/Business advisor
- Funding advisor///
- Funding advisor///Business advisor
- Funding advisor//Development worker/
- Funding advisor/Fundraiser//

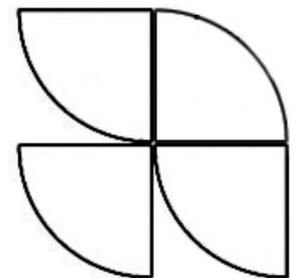


The value of training



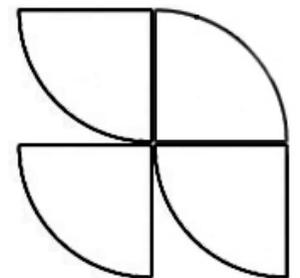
Practical skills
and knowledge

Recognised qual.



Rachel Quinn

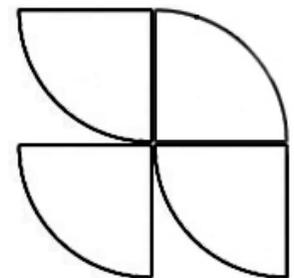
Chief Executive



Drivers for change

Pressures for funding advice to evolve:

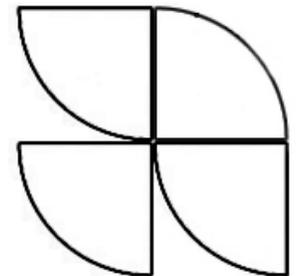
1. Loss of funding streams
2. Commissioning and contracting
3. Loss of staff and resources
4. New markets
5. 'Big Society' philanthropy
6. Growth of 'investment'



Making the adjustments

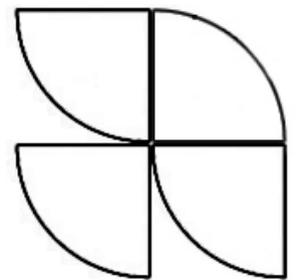
Approaches that should help:

1. Know the landscape
2. Coordinate better
3. Focus on skills
4. Share the good stuff
5. Tap the untapped



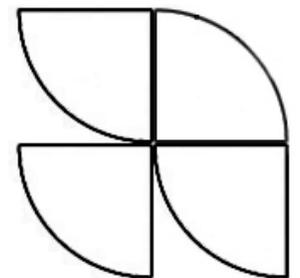
Debate

This house believes that free local support on the whole range of grant and non-grant income is the future of funding advice



Working groups

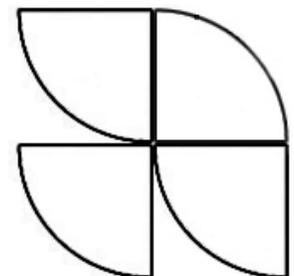
- **Marketing funding advice:** to groups and funders, making sure they know we're the best
- **No time for guesswork:** getting fit for purpose, with the right skills
- **Doctor cure thyself:** the entrepreneurial approach to sustaining our services
- **Untapped resources:** possibilities for specialisation and collaboration



Lunch

Served in the café area

Workshops start promptly at 2pm

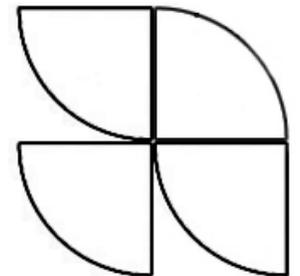


Workshops

Trends in grant funding

Accessing support from the business community

Developing a business plan that sells



Actions to **sustain and transform** funding advice

Our vision of the future of funding advice

How far have we progressed along the road?

What next?

