



## BME Funding Expo 20 July 2010

The regional BME Network's first funding expo took place on 20 July 2010, in Nottingham's Albert Hall and welcomed more than 75 delegates, representing over 50 groups across the East Midlands.

Workshops were delivered on the following themes and the presentations and/or fact sheets & information can be found on the One East Midlands website [www.oneeastmidlands.org.uk](http://www.oneeastmidlands.org.uk)

**Mergers and Collaborations** with Rachel Quinn, Chief Executive, One East Midlands. Exploring options for doing more with less, from working with partners to merging with other organisations.

To contact Rachel

email: [office@one-em.org.uk](mailto:office@one-em.org.uk) or Tel: 01159 348471

**Trends in Funding and Fundraising** with Jonny Gutteridge, East Midlands Funding Advice Network Manager. An overview of current developments across a range of funding sources including the impact of new government policies.

To contact Jonny

email: [jgutteridge@one-em.org.uk](mailto:jgutteridge@one-em.org.uk) or Tel: 01159 348471

**First Steps in Funding** with James Kirkpatrick, independent funding advisor, Funding Support. Understanding the types of funding available, where to look for funding and support, and tips on how to be successful in grant applications.

To contact James

email: [james@fundingsupport.co.uk](mailto:james@fundingsupport.co.uk)

**Grants for larger projects** with Matthew Rowe, Regional Policy & Partnerships Officer, Big Lottery Fund. A look at the process of applying for 'large' grants: typically those in excess of £10,000, often delivered over more than a year or paying for new buildings or building improvements.

To contact Matthew

Email: [Matthew.rowe@biglotteryfund.org.uk](mailto:Matthew.rowe@biglotteryfund.org.uk) or tel: 01159 8722968



**Fundraising and Social Media** with Andrew Regan, Regional Communications Manager, Big Lottery Fund. Using social media to develop online relationships with people who give you money or fundraise for you.

To contact Andrew

email: [andrew.regan@biglotteryfund.org.uk](mailto:andrew.regan@biglotteryfund.org.uk) or tel: 01159 8722961

## Exhibitors



### Lloyds TSB Foundation for England and Wales

#### **Lloyds TSB Foundation**

Contact: Gary Beharrell [gary.bharrell@lloydstsbfoundations.org.uk](mailto:gary.bharrell@lloydstsbfoundations.org.uk)

The Lloyds TSB Foundation funds local, regional and national charities working to tackle disadvantage across England and Wales. Our focus is on supporting small and medium underfunded charities that can make a significant difference to the lives of disadvantaged people by helping them to play a fuller role in the community



### Prince's Trust

The Prince's Trust

Contact: Lisa Capell [lisa.capell@prices-trust.org.uk](mailto:lisa.capell@prices-trust.org.uk)

The Prince's Trust is the UK's leading youth charity and can help individual young people and groups with funding to help them get back into education, training and employment. The Trust can fund business start ups and projects to benefit the community.



#### **Charity Bank**

Contact: Tom Ely [tely@charitybank.org](mailto:tely@charitybank.org)

Charity Bank is a bank that's also a charity. That means it has a mission: to help charitable organisations transform people's lives – and to do this by harnessing the nation's wealth and using it to create a social return.



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### **ProHelp**

Contact: Lezli Hall [lezli.hall@bitc.org.uk](mailto:lezli.hall@bitc.org.uk) or Tel: 01159 247404

ProHelp is a group of professional firms who have formed to provide free professional services to voluntary and community organisations in their local area.



Nottingham City Council – Single Gateway Unit

Contact: [single.gateway@nottinghamcity.gov.uk](mailto:single.gateway@nottinghamcity.gov.uk) or Tel: 01158 762179

The Single Gateway team manages a variety of grants and funding schemes available to voluntary and community groups working within Nottingham city.



### **Social Investment Business**

Contact: Sharon O'Brien  
& Paul Wiltshire

[enquiries@thesocialinvestmentbusiness.org](mailto:enquiries@thesocialinvestmentbusiness.org)  
or Tel: 0191 261 5200

We are the fastest growing social investor in the UK. We exist to help the third sector do more of what it does best – supporting people and communities most in need. We help the sector prosper through better access to finance, business support and long term strategic thinking



### **East Midlands Funding Advice Network**

Contact: Jonny Gutteridge [jgutteridge@one-em.org.uk](mailto:jgutteridge@one-em.org.uk)

East Midlands Funding Advice Network exists to make sure voluntary and community groups get the best possible funding advice, to encourage investment in civil society in the East Midlands.



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### Heritage Lottery Fund

Contact: Lesley Owen-Jones [lesleyo@hlf.org.uk](mailto:lesleyo@hlf.org.uk)

The Heritage Lottery Fund (HLF) would like to hear from groups in the East Midlands who wish to explore their heritage, as an increase in Lottery ticket sales means they have more money available for grant applications. For more information about HLF's grant programmes, including useful case studies and to submit a pre-application enquiry form, visit [www.hlf.org.uk](http://www.hlf.org.uk)



### One East Midlands

Contact: Rachel Quinn [office@one-em.org.uk](mailto:office@one-em.org.uk) or Tel : 01159 348471

One East Midlands works to ensure that the voluntary and community sector is actively engaged with key regional bodies and other partners, from across the public, statutory, business and social enterprise sectors. We bring together organisations that support voluntary and community groups across the region to influence and shape policy, improve services and provide a point of contact at a regional level. **One East Midlands host the Regional BME Network**

The event was a success if assessed on attendance by groups and funding organisations that networked enthusiastically and effectively throughout the day, but it also highlighted challenges that we can't ignore like:

- the time required to find out what's out there and write grant applications,
- the mismatch between who and what mainstream funders sometimes want to fund and the work BME groups want to do,
- and barriers to access like language differences.

It also raised the issue of how public funding cuts and new government policy are changing the context for fundraising, with reductions to the size of some grant funds and growing importance of contracting and commissioning to deliver public services, enterprise activities and fundraising from the public.



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Groups who attended were asked to give us their feedback about their experiences of accessing funding and the result was really interesting, especially when considered as 'word clouds'. The bigger the word, the more times that response was given by the delegates when replying to the feedback question.

### What funding advice have you received in the past?



What is your biggest challenge in getting funding?

A word cloud where the size of each word represents its frequency in responses. The most prominent words are 'bid writing', 'grant', 'right', 'capacity', 'knowledge', 'competition', 'status', 'criterion', 'recession', 'success', and 'time'.

bid writing  
grant  
right  
capacity  
knowledge  
competition  
status  
criterion  
recession  
success  
time

What is your biggest need for funding right now?

A word cloud where the size of each word represents its frequency in responses. The most prominent words are 'service delivery', 'premises', 'core funding', 'staff costs', 'sustainability', 'marketing', 'capital costs', 'equipment', and 'cover funding cuts'.

service delivery  
premises  
core funding  
staff costs  
sustainability  
marketing  
capital costs  
equipment  
cover funding cuts

## What support would you like in the future?



### Next steps

The Regional BME network has been approached by a number of organisations to deliver a similar event in other locations across the East Midlands. Following consideration of budget and other implications we hope to deliver a further two events in the autumn. If your organisation would like to be involved in supporting the delivery of a future event, please get in touch, you can email us at [office@one-em.org.uk](mailto:office@one-em.org.uk)

The feedback gathered will be shared with the funding advice workers within the East Midlands Funding Advice Network and may help them to improve the way they deliver funding advice in the future to BME groups. The feedback will also be passed to the East Midlands Funders Forum for their consideration and dissemination and shared on the One East Midlands website [www.oneeastmidlands.org.uk](http://www.oneeastmidlands.org.uk). We will continue to promote available funding sources and any available fundraising training through the website and the regular BME network e-bulletin, please let us know if there are events or resources you are aware of and think would be useful for a wider audience.



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## **Current Funding news available on the One EM website**

(click each heading for more info)

- Blueprint being drawn up for Big Society Bank
- Heritage Lottery Fund seeking applications in East Midlands
- Consultation on the change of direction for the Big Lottery Fund
- Government plans £40m fund to support charities working against poverty
- BSVC Chief Executive circulates letter on dealing with funding cuts
- Prince's Trust provides practical and financial support to young people
- Voluntary sector asked for their ideas on how to do more for less
- Zurich offers cheaper public liability insurance to community groups
- Big Lottery Fund announces areas that can apply for Big Local money
- Grants available from the Leche Trust
- Percy Bilton Charity offers grants to registered charities
- Communitybuilders resumes distribution of funds
- Cracking the Code bursary scheme to improve governance
- Dragon's foundation supports education, health and charitable causes
- Moto grants to benefit their surrounding communities
- The Prince's Trust distributes £1million of RBS community grants
- Biffaward awards grants of up to £50,000 to community and environmental projects
- Communitybuilders offers feasibility grants of up to £75,000
- Clothworkers' Foundation offers one-off grants for capital costs
- Next funding round of Young Person's Volunteering Fund announced
- 2011 IMPACT awards offer funding and training for health charities

### **Did we get it right?**

We welcome comments on the report and in particular on the future work you would like to see take place; please send any further comments to

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