

Fund it! 2018 Workshops

Workshop 1: 10.35am – 11.35am	
A	Applying for funding through Quartet Community Foundation Andrew O’Sullivan, Quartet Community Foundation This workshop will give you information about the types of activities the Community Foundation can support, what groups should think about before they apply and when completing a grant application.
B	Assessing your income options Jenny Wildblood, Voscur There are plenty of different income-generation ideas out there, but which ones might be worth exploring for your organisation? This workshop will introduce tools you can use to assess your capacity and make informed choices about your options.
C	Views on raising finance and social investment Nick Houghton-Brown, Bristol and Bath Regional Capital (BBRC) Many VCSE organisations are seeking to increase resilience by diversifying income streams. This workshop will outline how social investment can enable revenue to support your social mission.
D	Trading for Charities and Social Enterprises Laura Chesham, Veale Wasbrough Vizards This workshop will provide an overview of the legal issues associated with trading carried out by charities and Social Enterprises. The workshop is aimed at helping participants to understand the legal position in respect of trading and be able to appropriately structure trading activities to avoid future issues for the organisation. This workshop will be interactive with participants also being given the opportunity to consider relevant case studies.

Workshop 2: 11.40am – 12.40pm

E	What does successful online fundraising look like? James Carlin & Lauren Swain, Localgiving Is your definition of online fundraising putting a donate button on your website and forgetting about it? Perhaps you've tried to attract fundraisers but they get snapped up by bigger charities? James and Lauren from Localgiving will give you practical tips based on four case studies of local charities in Bristol and Wales that have actually made online fundraising work. No sales pitch or hype, just real examples from small local organisations.
F	Reaching Further – Lloyds Bank Foundation's approach to Funding, Developing and Influencing Clare Rance, Lloyds Bank Foundation Introducing the Foundation's new Strategy, 'Reaching Further' - what we are funding and how we partner with small and local charities. The session will include a review of the 'Value of Small' research commissioned by the Foundation and reflections on our work to support income diversification.
G	Finding and building great relationships with Charitable Trusts and Foundations Isobel Michael, Institute of Fundraising Charitable trusts and foundations are a critical source of funding for many smaller and local charities. Funding cuts in other areas mean that trust fundraising is becoming ever more competitive. This session will look at: <ul style="list-style-type: none">• finding trusts and foundations• how GDPR affects researching and contacting new trusts and foundations• building relationships with trust and foundation supporters.

Workshop 3: 2.40pm – 3.40pm

H	Collaborating for success Mark Hubbard, Voscur Many organisations work in partnerships, consortia and collaborations. Explore top tips and a detailed case study of the long-term development and success of a consortium of small organisations.
I	Applying to Big Lottery Fund Tim Temple, Big Lottery Fund The Big Lottery Fund is now rolling out their new strategic framework, 'People in the Lead'. Bringing the strategic framework to life, this workshop will introduce the Fund's new community focus, letting people know what to expect and how to apply.
J	Finding and keeping individual donors Jenny Wildblood, Voscur Individual donors can be a very useful addition to your funding mix, not just giving unrestricted funding but also acting as ambassadors for your organisation. Finding and keeping them is a challenge but a planned, strategic approach pays dividends. This workshop is aimed at organisations that are thinking about approaching individuals but aren't sure where to start, or who have a small donor base they would like to develop.