



# Treasurers & Grants

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# Part I

Understanding your project  
Understanding grant givers  
Buildings vs People  
(Outputs vs Outcomes)

# Your Project

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From our point of view, sitting in a parish : we just need ...

- to repair the roof...
- to install a toilet...
- ...upgrade the kitchen...
- to replace our light bulbs with LEDs...
- to install insulation to reduce our carbon emissions ...
- Or solar panels!

# vs Funders Criteria: Awards for All

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Vs what funders are looking for...

- bring people together to build strong relationships in and across communities
- improve the places and spaces that matter to communities
- help more people to reach their potential, by supporting them at the earliest possible stage
- support people, communities and organisations facing more demands and challenges because of the cost-of-living crisis

Awards for All (Lottery Grant)  
£300-£20,000

## vs Funders Criteria: National Churches Trust

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We want to see churches open and in regular use, available to all. In order to ensure our funding is focused to achieve the greatest impact, and that we are meeting our two key goals outlined in our current strategy, applicants should demonstrate how their project will address these. We also ask about environmental sustainability and community and social outcomes.

- Church buildings being well maintained, adaptable and in good repair, eg removed from at risk register, watertight for another 100 years, improved maintenance access etc.
- Church buildings being sustainable, open and welcoming, eg work will enable more users to access the building, address local demand or gaps in service, changes will diversify income, changes will open opportunities to welcome more and/or different people, changes will engage with more volunteers, form new partnerships etc.

National Churches Trust (NCT)  
Large grant programme up to £50,000

# Outputs and Outcomes

The need to repair the roof/kitchen/toilet... these are 'outputs'.

Funders are looking for 'outcomes' » re-focus on the activities going on under the roof, using the kitchen etc:

Activity	Output	Outcome
Warm spaces	Fix heating Repair windows	Somewhere warm and dry to meet, reducing isolation in the community, tackling fuel poverty
Summer Club	Upgrade kitchen	Reducing food poverty in children during school holidays
Third Age Lunch Club	Install toilet	Reducing loneliness, providing a support network

## Part II

Where to start?  
Case for Support  
Evidence  
How to find funders

# Case for Support

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Backbone of your application:

- Vision – be passionate, talk about the change it will make to people
- **Evidence of need** – research, community surveys, ask people!
- Planning – show that you have thought it through
- Delivery – reassure the funder that you can do this
- **Budget** – that you know exactly how to pay for it
- Timetable – and that you want to do it now

- How do you know that you need a kitchen/toilet/etc?
- Or a lunch club, job club, holiday club?
- Or LED lights?
- Have you asked?
- Who have you asked?
- What did they say?
- What does your neighbourhood plan say?
- What is the local government strategy?
- Online resources ...

National Churches Trust: [The House of Good](#)

*“In 2020, our ground-breaking report demonstrated that the total economic and social value that church buildings generate in the UK is at least £12.4 billion per year which averages around £300,000 per church. That is roughly equal to the total NHS spending on mental health in England in 2018.”*

*“But our latest 2021 research now shows that the annual social and economic value of church buildings to the UK is worth around £55 billion.”*

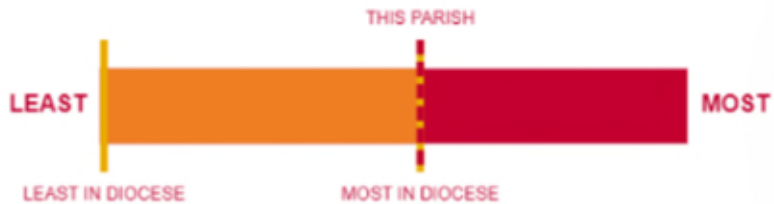
**Church buildings are the ‘key places’ where we will start to rebuild our communities.**

**We need to protect these vital life-changing buildings now and for future generations.**

# Other Evidence

## Poverty

### Child Poverty ?



### Pensioner Poverty ?

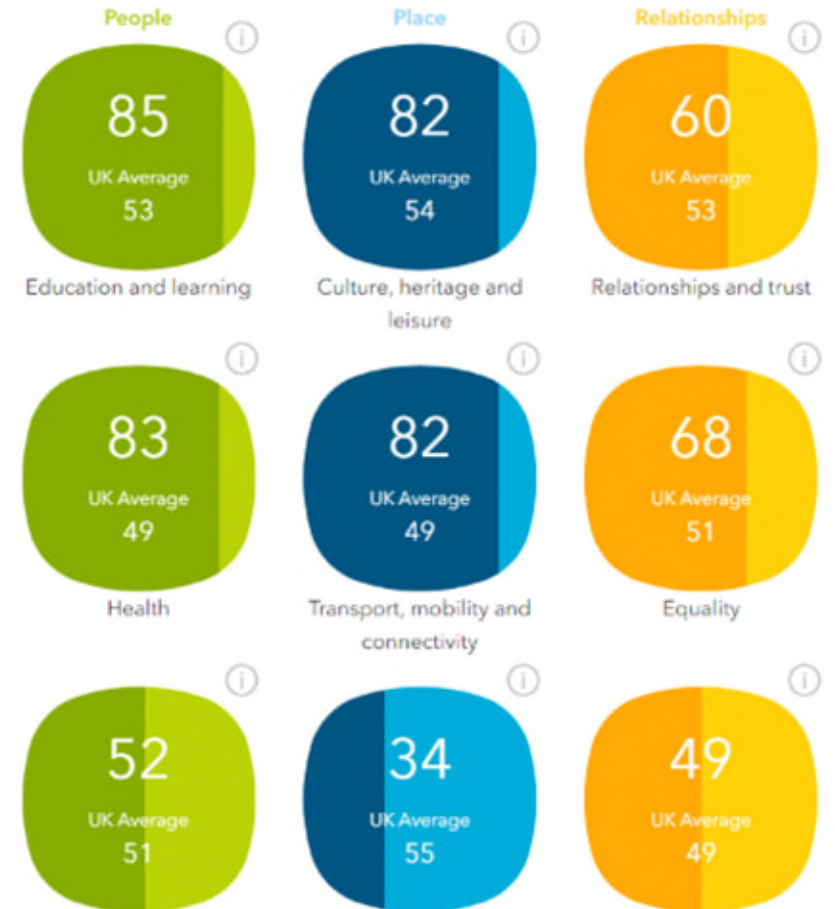


Your Community Wellbeing score is:



### Your highlights

Education and learning 85  
Health 83  
Transport, mobility and connectivity 82



Church Urban Fund Look Up tool: [CUF Look Up Tool - CUF](#)

Co-op Community Well Being: [Home | Wellbeing Index \(coop.co.uk\)](#)

# Budget

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- We have no money to put towards the project ...
- We have some money to put towards the project...
- We have £125,000 in unrestricted funds, a designated fund, reserves...
- Show where all of the money will come from
- Listed Places of Worship Grant scheme (VAT)
- Match funding

Total cost of new kitchen	£	30,000	
PCC funds			£ 10,000
Grants applied for:			
Listed places of worship			£ 2,500
HIHCT			£ 10,000
NCT			£ 7,500
	£	30,000	£ 30,000

# How to find funders?

GrantsOnline

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# Things to consider

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- Long list of funders to a short list
- Deadlines, deadlines, deadlines...
- Start dates
- Be brave and be specific:
  - What is the size range of the grants that the funder will give?  
£500-£2500 or £30,000-£250,000?
  - Look them up! [Charity Commission](#), see what they have awarded in the past.

# Part III

Applications  
Adapt!  
Sell your project!

# Applications

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- Use your case for support as the foundation of your application
- It is not a one size fits all, so ensure you fit the funder's criteria
- Show the need
- Explain your evidenced solution
- Identify project outcomes clearly that match with the funder's outcomes

## Back up what you say!

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“A lavatory is essential, as we need to be able to provide modern, clean facilities which meet health and safety standards if we are to be able to offer the building for use to the wider community.”

*“After a twenty-minute drive to get to Church, it would be such a boon to have the availability of a proper toilet.”*

RM, aged 83

**Funders give to people, not buildings!**

# Handy Hints

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- Like a CV – adapt and change for each application
- Research the Funder – they will tell you what they support
- Don't assume anything – they don't know you or your local area
- Presentation – make it easy on the eye
- Give details! – numbers must add up
- Why should they pick you above another project? – make yours stand out!

# Elementary Rules

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- To the point. Never use a long word when a short one will do. If you can cut words out, then do so. Use bullet points, numbering.
- Never use passive verbs where you can be active – *we will!*
- The suggested word count on the form should guide the size of your response to the question.
- Never use a phrase or jargon if there is a plain English equivalent.
- **Answer the question asked!**
- Proof read – and get someone else to check it.
- Submit the application in time for the deadline!

1. Quality wins over Quantity
2. Know your grant maker
3. Be confident in your application
4. Remember: People and ideas win grants
5. Have a strong income mix, work on other avenues of income, don't just rely on grants
  - Congregational giving
  - Community backing

# What to attach and why

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- **Everything they ask for!** Including:
  - Budget (including the grant amounts requested)
  - Church Accounts
  - Policies
  - Energy audit?
  - Permission / Faculty
  - Quotes
  - Letters of support

**Not attaching something, is an invitation to put your application straight in the bin**

# Other sources of funding

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- ✓ Trusts, foundations, lottery etc
- Statutory funders: government, councils, etc
- Corporates
- High net worth individuals
- Legacies!

# Funders #1



National Churches Trust: national grant body for large- or small-scale projects, including maintenance.



Hampshire & the Islands Historic Churches Trust: local grant body which seeks to support our local churches through donations received from the annual Ride & Stride event.



Benefact Trust: part of Ecclesiastical Insurance Group, and welcoming of all grant applications (awarding many grants but usually for small amounts, ie lower 000s).



Listed Places of Worship Scheme: gives grants that cover the VAT incurred in making repairs to listed buildings in use as places of worship; covers repairs to the fabric of the building, along with associated professional fees plus repairs to turret clocks, pews, bells and pipe organs.



# Funders #2



**National Lottery Heritage Fund**: From historic buildings, our industrial legacy and the natural environment, to collections, traditions, stories and more – **heritage can be anything from the past that you value and want to pass on to future generations.**



## **Landfill Funders:**

Projects must be within 10 miles of an Environment Agency registered landfill site and must match one of a number of objects which are defined within the regulations. These are as follows:

- the reclamation, remediation or restoration of land which cannot currently be used;
- the prevention of potential for pollution or the remediation of the effects of the pollution;
- the provision, maintenance or improvement of a public park or another public amenity;
- the conservation or promotion of biodiversity; and
- the restoration of a place of religious worship or of historic or architectural interest.



# Questions

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Thank you