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This booklet is also available in hard copy. Please email info@vascotland.org.uk to request one or more copies.

Please note: all the information in this booklet is correct as of October 2016. If you find any broken links, please get in touch to let us know.

Introduction

Hello

Across Scotland, thousands of voluntary-led groups bring a creative spark to their local communities. It could be through singing, knitting, writing, painting, acting – the list is endless.

These groups provide opportunities to have fun, learn new skills, socialise and gain an increased sense of wellbeing. But none of that happens without an investment of time, effort and money.

If you've picked up this booklet, chances are you're one of the people who make this activity happen – and are looking for ways to raise funds.

Voluntary Arts Scotland is here to help people just like you, by offering information and support via our online resources, newsletter and training events – as well as advocating on your behalf to policy-makers.

We're part of Voluntary Arts, the UK and Republic of Ireland development agency for creative cultural activity – and this booklet is just one of a range of free resources we have to offer.

If you'd like to get in touch to find out more or publicise what your group is doing, here's how to find us:

Voluntary Arts Scotland

The Creative Exchange
29 Constitution Street
Edinburgh
EH6 7BS

0131 561 7333
info@vascotland.org.uk
www.vascotland.org.uk

 [Voluntary Arts Scotland](https://www.facebook.com/VoluntaryArtsScotland)

 [@VAScotland](https://twitter.com/VAScotland)



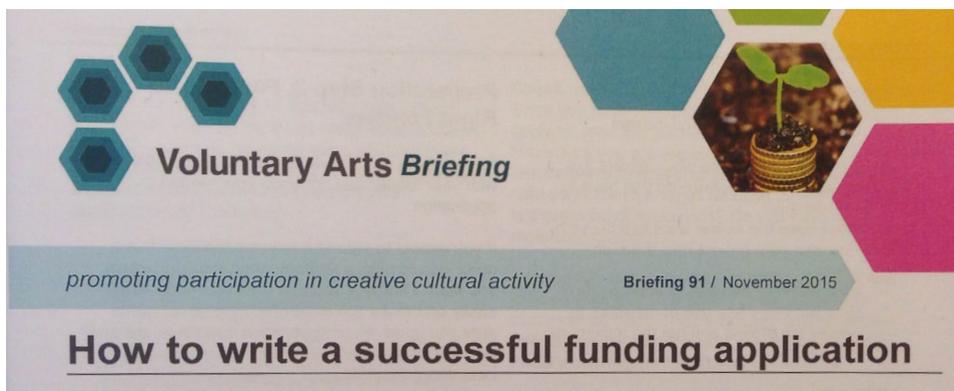
Voluntary Arts Scotland

Although Voluntary Arts Scotland is not a funder, we are able to signpost you to a wide range of opportunities. So if you're looking for funding, here's how we can help . . .

Information Briefings

Planning is a hugely important part of fundraising, so we recommend you read our '[How to write a successful funding application](#)' Briefing before doing anything else!

All our Briefings are known for being jargon-free and easy to use. You can download them for free, from www.voluntaryarts.org/resources



We have over 100 Briefings on a range of topics, to help you run your group more efficiently and effectively. Other funding-related Briefings include:

- [Applying to Trust Funds](#)
- [Accounting for Worth](#)
- [Gift Aid and tax-effective giving](#)
- [Online Gift Aid and the Gift Aid Small Donations Scheme](#)
- [Crowdfunding for Voluntary Arts and Cultural Groups](#)
- [Making the most of Corporate Social Responsibility](#)



Website and Newsletter

Along with arts news, jobs, volunteering opportunities and training, our free monthly newsletter features the latest funding streams on offer. It's also a way for you to publicise what you're doing – and extra publicity can lead to extra income!

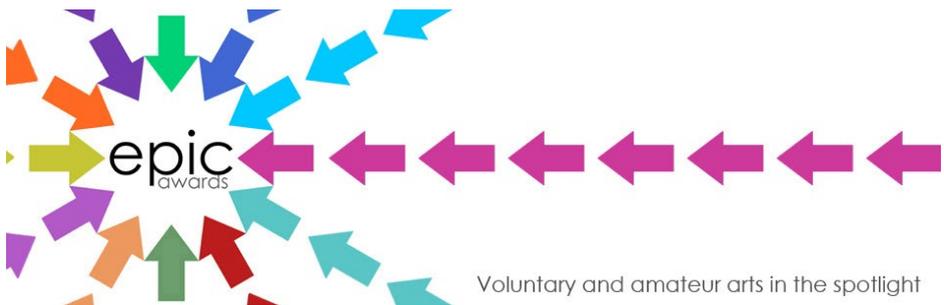
You can sign up for our newsletter at www.vascotland.org.uk where you'll also find a regularly updated section devoted entirely to funding opportunities.

The Voluntary Arts Epic Awards

Every year we put out a call for nominations to our annual Epic Awards. These shine a light on the voluntary arts sector, rewarding groups who have achieved something special in terms of Engagement, Participation, Innovation or Creative development.

Alongside the prize money and in-kind support gifted to winners and runners-up from each nation (England, Ireland/N.Ireland, Scotland, Wales), groups who have won, or been shortlisted, for an Epic Award find that mentioning it in future funding applications is a good way to prove their merit.

To nominate your group for an Epic Award, visit www.voluntaryarts.org/epicawards



Where to search for funders online

There are a growing number of funding databases online specifically aimed at the voluntary and community sector. Many of these are free to use and have search functionality so you can find funding that's most relevant to your group or project.

Here are a few of them . . .

Funding Scotland – This free online funding search engine, maintained by the Scottish Council for Voluntary Organisations (SCVO), provides information on over 1200 funds and includes grants, loans, prizes and other financial support. New funding search services will be launched in early 2017 which will include:

- **Funding Scotland Pro** – an advanced funding search platform designed to give professional fundraisers and organisations extra functionality for a small annual fee.
- **Funding Scotland Digital Platform** – an advanced online search platform designed for local authorities, public sector organisations and third sector intermediary bodies, which can be customised.



www.fundingscotland.com

The Scottish Government has a range of funding programmes that support community-led regeneration and community empowerment. Visit the website to see current opportunities and links to further information. www.gov.scot

The Community Toolkit Funder Finder database lists funding and grants, with an option to search for funding specifically relevant for projects concerned with 'arts, heritage and culture'. The Toolkit is owned and maintained by Skye and Lochalsh Council for Voluntary Organisations, and has been adopted by local voluntary sector support organisations across Scotland. www.community-toolkit.org.uk

Foundation Scotland distributes grants and funding to community organisations across Scotland. Search their funding database using the interactive map on their website or contact their grants team. www.foundationscotland.org.uk

Creative Scotland's Opportunities section lists funding opportunities for creative individuals, groups and projects. You can also sign up for weekly email updates. opportunities.creativescotland.com

Most **local authority websites** have their own searchable funding database, or a link to one, catering specifically for community groups and voluntary organisations.

For example:

[Edinburgh 4 Community](#)
[Glasgow First Funding Stop](#)
[Aberdeen 4 Community](#)
[EastLothian 4 Community](#)

and others.



Some councils also produce their own funding bulletin, such as, [Angus Funding News](#). Check your local authority website to see if yours does.

GCVS (Glasgow Council for the Voluntary Sector) sends out an excellent funding enewsletter, which you can subscribe to at www.gcvs.org.uk

The Directory for Social Change has developed a series of funding websites, each with a searchable database. There is an annual cost to subscribe, which starts at £378. www.dsc.org.uk/funding-websites

And of course, don't forget to look at the ['Funding' section](#) on the **Voluntary Arts Scotland** website and [sign up for our monthly newsletter](#) which always contains funding opportunities, training information and other resources.



Voluntary Arts Scotland
Ealain Saor-thoileach an Alba

www.vascotland.org.uk

Training

The **Scottish Council for Voluntary Organisations** (SCVO) is the membership organisation for Scotland's charities, voluntary organisations and social enterprises. Organisations with an income of under £50,000 per year can join for free.

The funding section of the SCVO website includes:

- Finding Funding – advice and guidance on what to consider when looking for and applying for funding.
- Funding blogposts – sharing funding news, top tips and opportunities.
- Fortnightly funding updates for SCVO members.
- Training events to help you find funds and fundraise for your charity/group.
- Funding Scotland – a comprehensive funding search engine.

www.scvo.org.uk/running-your-organisation/funding

Resourcing Scotland's Heritage is a capacity building programme for heritage organisations across Scotland, including voluntary and community groups.

Take their online quiz 'Are you ready to fundraise?' and find out about their training events at

www.resourcingscotlandsheritage.org



Other organisations offering training include:

- **Arts and Business Scotland** - www.aandbscotland.org.uk
- **Institute of Fundraising** - www.institute-of-fundraising.org.uk

Your local area

Most local authorities across Scotland have some kind of fund which community and voluntary groups can apply for, often through Community Planning Partnerships. On top of that, some Councils have bespoke funds linked to special events happening in their area.

In addition, on council websites you can often access a searchable funding database and/or contact details for members of staff willing to offer guidance on fundraising. Some councils also offer interest-free capital loans.



Here is a list of some of the grants currently available from the 32 local authorities across Scotland – find out more from their websites.

Aberdeen City Council: Community Planning Partnerships grants for each area – www.ouraberdeenshire.org.uk. In 2017 ‘[Silver City Stories’ grants](#) of £1k–£25k for community groups and cultural organisations to celebrate Aberdeen’s rich heritage – www.aberdeency.gov.uk

Aberdeenshire Council: [Small Grants Scheme](#) of up to £1.5k. www.aberdeenshire.gov.uk

Angus Council: [Community Grants Scheme](#) of up to £5k. www.angus.gov.uk

Argyll & Bute Council: [Third Sector Grants](#) of up to £5k. www.argyll-bute.gov.uk

Clackmannanshire Council: [Community Grants](#) of up to £500 to help fund one community celebration each year. www.clacksweb.org.uk

East Ayrshire Council: [Community, Sporting and Voluntary Organisations Grants](#) (four deadlines a year). www.east-ayrshire.gov.uk

East Dunbartonshire Arts Council: Grants of up to £500 for arts groups, and up to £100 for individuals. www.edartscouncil.org.uk

Your local area

East Lothian Council: [Common Good Funds](#).
www.eastlothian.gov.uk

East Renfrewshire Council: [Community Grants](#) of over £500 considered four times a year; under £500 on a rolling basis.
www.eastrenfrewshire.gov.uk

Edinburgh City Council: [Neighbourhood Partnership Community Grants Fund](#) of up to £5k. www.edinburghnp.org.uk

Dumfries & Galloway Council: Funding from [Area Committees](#) for community and voluntary groups (and individuals) of up to £3k or over £3k; [Common Good Fund](#); [Major Festivals and Events Fund](#).
www.dumgal.gov.uk

Dundee City Council: [Community Development Fund](#) (no upper limit); [Dundee Musicians' Award](#); [Hogmanay Celebrations Grants](#) of up to £3k. www.dundee.gov.uk

Falkirk Council: [Community Grants](#) up to £5k. www.falkirk.gov.uk

Fife Council: [Culture Grants](#) of £50–£150 for individuals; £100–£500 for groups. [Community Events Grants Scheme](#) up to £1k. [Community Organisation Grant Scheme](#) (running costs/equipment/projects) up to £500. [Community Capital Grants Scheme](#) has grants of up to £5k towards the building, refurbishment and development of community facilities. www.fifedirect.org.uk

Glasgow Council: Each [Area Partnership](#) (21 across the city) provides small grants to local community and voluntary organisations. Up to £2,500 available for '[Stalled Spaces](#)', to help communities utilise unused land.

[City Centre Mural Fund](#) to help create new installations in city centre locations.
www.glasgow.gov.uk



Highland Council: [Arts Promoters Grants](#) of up to £1,200; [Capital Discretionary Fund](#) of up to £10k; [Common Good Funds](#) of up to £10k; [Community Benefit funding](#) (for those near Beinn Tharsuinn windfarm); [Village Halls Grants](#) of up to £1k.
www.highland.gov.uk

Inverclyde Council: [The Grants to Voluntary Organisations Fund](#) has one-off grants, and grants of up to and over £5k for over three years. www.inverclyde.gov.uk

Midlothian Council: [Small Grant Fund](#) of up to £3k for community groups. www.midlothian.gov.uk

Moray Council: The Council administers various trusts, see website for details. www.moray.gov.uk

Na h-Eileanan Siar: [Sgioba na Gaidhlig for small Gaelic projects](#); [Ross and Cromarty Educational Trust Scheme](#) of up to £200; [Heritage Grants](#); [Village Halls grants for voluntary groups](#); [Community Capital Grant Scheme](#). www.cne-siar.gov.uk

North Ayrshire: [North Ayrshire Venture Trust](#) grants of up to £10k and £10k–£30k; [Nurturing Excellence in Communities Fund](#) grants of £250–£1k; [Nurturing Excellence in Arts & Culture Fund](#) (for ages 11-25); [Charitable Town Trust](#) grants; and [Common Good Fund](#).
www.north-ayrshire.gov.uk

North Lanarkshire Council: [Community Grants](#) of up to £1k.
www.northlanarkshire.gov.uk

Orkney Council: [Culture Fund](#) grants; [Community Development Fund](#) grants of up to £100k; and [LEADER funding](#) for grants over £1k. www.orkney.gov.uk

Perth & Kinross Council: [Common Good Fund](#); [Various trusts](#) administered by the Council up to £500. www.pkc.gov.uk

Renfrewshire Council: [Creative Renfrewshire Grant Fund](#) up to £5k and [Local Area Committee General Grant Fund](#) up to £10k.
www.renfrewshire.gov.uk

Scottish Borders Council: [Community Grants](#) of up to £5k.
www.scotborders.gov.uk

Your local area

South Ayrshire Council: [Small Grants Funding](#) of up to £1k; [South Ayrshire Wide Support Fund](#) grants of up to £3k.
www.south-ayrshire.gov.uk

South Lanarkshire Council: [Community Grants](#) of up to £1k.
www.southlanarkshire.gov.uk

Shetland Council: [Shetland Arts Fund](#) (for projects aimed at under 18s) up to £3k; [Community Development Fund](#) grants of £500–£3k.
www.shetland.gov.uk

Stirling Council: [Community Grants Scheme](#) and [Community Pride Fund](#), both from £100–£1.5k. www.stirling.gov.uk

West Dunbartonshire Council: [Interest free loans](#) for community groups up to £10k. [‘Your Community’ funding](#) has £25k for each area, which groups can bid for a piece of. [Common Good fund](#).
www.west-dunbarton.gov.uk

West Lothian Council: [Community Arts Grants](#) of up to £3k for groups and £1k for individuals. www.westlothian.gov.uk

Visual Artist and Craft Maker Awards – Established by Creative Scotland, this programme of small grant schemes supports visual artists and craft makers at all stages of their career. Awards of between £500 and £1,500 are available in:

- Aberdeen
- Aberdeenshire
- Edinburgh
- Dumfries & Galloway
- Dundee
- East Lothian
- Fife
- Glasgow
- Highlands
- Moray
- Na h-Eileanan Siar
- Orkney
- Shetland Islands
- South Ayrshire
- Scottish Borders



For more information and deadlines, visit www.creativescotland.com/funding

Major funders

There are a number of large funders across the UK – here are a few of the major ones.

Awards for All Scotland

Run by the Big Lottery, Awards for All offers grants of between £500 –£10k for projects that aim to bring local people together, help them learn, improve local spaces or get people more active. Open to not-for-profits, voluntary and community groups among others.

www.biglotteryfund.org.uk/awardsforallscotland

The Big Lottery Fund

The Big Lottery has several funding streams, most of which are open with no deadlines. You don't need to be a charity to apply, and funds range from £500–£1 million over 1–5 years. Current strands include 'Community-led activity', 'Improving lives' and 'Community Assets'.

www.biglotteryfund.org.uk



The Butterfly Project at the Prince and Princess of Wales Hospice in Glasgow, was awarded funding through the Big Lottery Fund for a project that used art, among other activities, to support children recovering from the loss of a loved one.

Major funders

Comic Relief

Comic Relief has small grants of up to £10k for UK projects that do one of the following:

- Invest in children and young people to be ready for the future
- Empower women and girls to be free to lead the lives they choose
- Improve the health and wellbeing of vulnerable and disadvantaged people
- Build stronger communities in areas of disadvantage, deprivation and poverty

www.comicrelief.com

Creative Scotland

Creative Scotland distributes funding for the arts, screen and creative industries. Their Open Project Funding delivers grants of £1k–£100k for, amongst other things, ‘projects which encourage more people to get involved in artistic and creative activity’. They also partner up with a range of organisations, such as the Youth Music Initiative, which distribute smaller funds – see their website for details.

www.creativescotland.com

Heritage Lottery Fund

Historic buildings, monuments, harbours, townscapes, bridges, woodlands and less tangible aspects of cultural history (stories, songs etc) all come under the domain of the Heritage Lottery Fund. They have small, medium and large grants from £3k–£100k upwards and you don’t have to be a charity – not-for-profit community groups can also apply. www.hlf.org.uk

Young people learning to play bells at a community church, funded by the Heritage Lottery Fund.



People's Postcode Lottery

A minimum of 30% of every Postcode Lottery ticket sold goes to charities and good causes, with over £148million donated so far. Each year, a different funding stream is launched, open to charities and voluntary groups across the UK. Visit the website for details of the 2017 programme.

www.postcodelottery.co.uk

Voluntary Action Fund

Voluntary Action Fund is an independent grant-making body which invests in voluntary organisations and community groups across Scotland. Programmes change each year, but usually have an emphasis on tackling inequality and disadvantage. See their website for the latest funding programmes.

www.voluntaryactionfund.org.uk

Glasgow Women's Library was awarded a grant from Voluntary Action Fund's 'Promoting Equality and Cohesion' programme.



LEADER

There are 21 LEADER programmes in Scotland, and each one is run by a Local Action Group which awards grants to projects run in rural areas. Any type of organisation can apply. To find out which Local Action Group your area comes under visit:

www.ruralnetwork.scot/funding/leader

Fèisean nan Gàidheal

Devolved from Creative Scotland, and managed by Fèisean nan Gàidheal, the Tasgadh fund provides support for traditional artists and organisations to create, perform, tour and showcase work.

www.feisean.org/tasgadh

Trusts and Foundations

There are many trusts and foundations across Scotland and the UK – here are a few of the larger ones. See the ‘Corporate Giving and Support’ section for more examples, and the ‘Where to search for funders online’ section (pages 6–7) for other places to look.

Clore Duffield Foundation

The majority of the Clore Duffield Foundation’s support is directed towards the cultural sector, and in particular cultural learning, museums, galleries, heritage and performing arts learning spaces. Grants range from £10k to over £1m.

www.cloreduffield.org.uk

Esmée Fairbairn Foundation

Under their ‘Arts’ strand, the Esmée Fairbairn Foundation funds:

- Organisations at a pivotal point, organisationally or artistically
- Development of emerging talent
- Art as an instrument for social change, community cohesion or participation

Grants range from £5k–£1.5m, with support offered over 1–5 years.

www.esmeefairbairn.org.uk

The Foyle Foundation

The Foyle Foundation supports the arts through two strands:

Main Grants (£10k–£50k) – Larger charities working in arts and learning

Small Grants (£1k–£10k) – Smaller charities working at grassroots or community level.

www.foylefoundation.org.uk

PRS For Music Foundation

The UK’s leading funder of new music across all genres, the PRS For Music Foundation has a range of funds and awards for musicians, songwriters, composers and music groups.

www.prsformusicfoundation.com

Foundation Scotland

Foundation Scotland administers a large number of funds on behalf of other organisations and individuals.

'Express Grants' of up to £2k are available, for which Foundation Scotland matches your application to funds available at the time. This will be based on which part of Scotland you're located in or what type of project you're running. They also manage a range of geographic 'Community Funds'.

www.foundationscotland.org.uk

Paul Hamlyn Foundation

The Paul Hamlyn Foundation's 'Access and Participation Fund' aims to widen access to, and deepen participation in, the arts. It's open to not-for-profit organisations of any size anywhere in the UK.

www.phf.org.uk

Robertson Trust

Grassroots charities based in Scotland who seek to reduce disadvantage can apply for the Robertson Trust's 'Open Grants'. Arts and culture can fit into any of their funding strands. Grants of between £500–£15k are available.

www.therobertsontrust.org.uk

Robertson Trust grant recipients, Barrowland Ballet youth dance group in Glasgow.



The Weir Charitable Trust

The Weir Charitable Trust supports Scottish-based community groups and small charities who carry out activities and services in sport, recreational facilities, animal welfare, health, and cultural projects. Grants of up to £25k are available.

www.weircharitabletrust.com

Trusts and Foundations

The Radcliffe Trust

The Radcliffe Trust has two areas of interest: classical music, heritage & crafts. In particular they favour music education for children and adults with special needs, youth orchestras and craft and conservation training. Grants of between £1k–£5k are available.

www.theradcliffetrust.org

Wellcome Trust

The Wellcome Trust is passionate about improving people's health. Their Small Arts Awards (up to £40k) are open to community groups and others creating artistic projects that explore health research.

www.wellcome.ac.uk

ScotRail Foundation

The ScotRail Foundation's 'Cultural and Arts Fund' supports groups and individuals running arts, community recreation and/or sports activities and projects in the vicinity of a train station, or with a travel or safety theme. Administered via www.foundationscotland.org.uk

Spirit of 2012

This independent trust works to recreate the spirit that radiated from the London 2012 Olympic and Paralympic Games. It funds partners that provide opportunities in sports, physical activity, arts and culture, volunteering and social action. New funding programmes, tied to major events in 2017, 2018 and 2019, are coming up.

www.spiritof2012trust.org.uk

Spirit of 2012 invested £4.5m in its 'Spirit of Glasgow' programme, creating a legacy for the Commonwealth Games through community projects.



Sponsorship & in-kind

From donating prizes and offering free venue hire, to contributing specialist services or volunteer time, there are lots of ways local businesses, organisations and venues can help you save and make money.

The benefits of receiving sponsorship and services in-kind are obvious to you – they provide the things you want and need. However, the benefits you offer to the business can vary.

For some, knowing they are helping a good cause is enough, but others may need something else in return. This can be as simple as a mention on your event poster, an advert in your programme or free tickets to your event.

Kelty Community Cinema approached their local car dealership and asked them to help fund their new film programme to the tune of £180. In return, Regal Motors had their name included on the poster.



It may be appropriate to have a written agreement with your sponsor, detailing what products/services/funds they are contributing and what is expected in return, signed by both parties. It's also worth keeping a record of donations, and their financial equivalent, in case you need them for evaluation or charity accounting purposes.

Doing some research into local businesses, organisations and venues is a good place to start, then decide the best approach (letter / phone call / email / in person) to ask for what you need, or find out what they can offer. Ask around your group / friends, to see if any of them are an employee of a local business, as an 'insider' is more likely to reap results.

There are also a number of national organisations and businesses that might be worth contacting – here are a few useful examples:

Materials and services

Re-painting your venue or purchasing materials for your latest project can be costly, but many organisations and businesses have surplus stock they are willing to donate to a good cause.

Sponsorship & in-kind

The B&Q Community Reuse scheme donates unsellable products and materials to educational institutions and community groups. For more information contact the duty manager at your local store.

www.diy.com/corporate/community

Community RePaint is a UK-wide scheme that collects unwanted, surplus and leftover paint from paint manufacturers, retailers, tradespeople and recycling centres and redistributes it to communities and charities in need. Search for your local Community Repaint at www.communityrepaint.org.uk

Reuseful UK is a network of scrapstores across the UK that gathers clean, reusable scrap waste materials from businesses. It's a great place to buy low-cost arts and craft materials. To find your nearest scrapstore, visit www.scrapstoresuk.org

Morvern Cunningham, Producer of LeithLate in Edinburgh, asked her local paint supplier to help with their first mural artwork:

“Johnstone’s Trade were happy to help and saved up surplus stock and half empty cans of paint for us that would have otherwise gone to waste. This saved us money on our materials budget and we now have a contact we can call on again for similar projects.”



Meeting space and venues

If you need to hire a room for a meeting or special event, it's worth bearing in mind that many businesses and organisations have spaces lying empty which they may offer you at a reduced rate, or even for free. Think pubs, cafes, department stores and/or public venues such as your local library or museum.

3Space works with property holders to make otherwise empty commercial spaces available to community groups free of charge for a limited period. Visit www.3space.org to search for available properties.

My Community Space is a resource created by Community Matters, where groups can search for low cost or free venues. The website also carries information on funding, managing and making improvements to premises. www.mycommunityspace.org.uk

Say it Ain't Sew runs free weekly hand sewing classes in pubs across Scotland. This is a win-win situation for both – the group gets a free meeting space, and the pub benefits from extra customers on an otherwise quiet evening.



When considering a new venue, it's important to think about insurance, accessibility and risk assessment. For guidance, download the Voluntary Arts Briefing '[Finding a new venue – some ideas](#)' from www.voluntaryarts.org/resources

Volunteers

When you're planning a big event or project, people power can be worth its weight in gold. If you're keen to recruit new volunteers, speak to your local Volunteer Centre (visit www.volunteerscotland.net to find the centre closest to you) and contact Voluntary Arts Scotland so we can help publicise your request.

Organisations in the private and public sectors can and do encourage their staff to either volunteer in their own time or allow staff to volunteer during work time. This is usually referred to as Employer Supported Volunteering or ESV for short.

ESV could involve staff taking part in a team challenge such as painting a community centre. Some organisations may set up more regular arrangements or partnerships with businesses that make use of their specialist skills.

See the 'Corporate giving and support' section of this booklet (pages 19–23) for more information, and download the Voluntary Arts Briefing, '[Micro Volunteering](#)' and the [Volunteering in the Arts toolkit](#) from www.voluntaryarts.org/resources

Corporate giving and support

Most businesses, large and small, are aware of the need to behave responsibly and ethically within their local community. Larger corporations such as banks, supermarkets and companies often have a Corporate Social Responsibility (CSR) strategy in place, which outlines what support and services they offer to charities, community groups and good causes.

CSR can range from employer supported volunteering to the donating of products, meeting/performance space and skills development. Many large corporations also have a charitable arm or foundation that administers funds.

If you know someone who works for a corporate organisation or independent business, ask them to flag up your group/project to see what support they can offer. Or find out who the best person to speak to is and approach them yourself.

Read on for some examples of national corporations offering support in a variety of ways:

Bank of Scotland Foundation

www.bankofscotlandfoundation.org

The Bank of Scotland Foundation has [small \(£1k–£10k\)](#), [medium \(£10k–£25k\)](#) and [large \(£50k–£100k\)](#) **grants** for charities that make a tangible difference to individuals and communities.

The [Matched Giving Programme](#), run by the Bank of Scotland Foundation, is open to all Lloyds Banking Group staff in Scotland, and invites staff to claim £1k for a charity of their choice (so if you know someone who works for the Lloyds Banking Group, ask them!).

The Village Storytelling Centre, a community arts organisation in Glasgow, was awarded £6,320 by the Bank of Scotland Foundation to deliver creative sessions to young people in residential care.



Corporate giving and support

Lloyds TSB Foundation for Scotland

Every year, Lloyds TSB Foundation for Scotland gives nearly £1 million to Scotland's grassroots charities through the [Henry Duncan Awards](#). Registered charities committed to improving the lives of people facing disadvantage are eligible to apply for a one-off award of up to £7k. www.ltsbfoundationforscotland.org.uk



Glasgow-based Indepen-dance, an inclusive dance company for people with disabilities and their carers, has successfully applied for funding both from the Bank of Scotland Foundation and the Lloyds TSB Foundation for Scotland, to help cover the cost of movement classes, training courses and community and professional dance productions.

Nationwide Building Society

[Community Match scheme](#) – Once a quarter, Nationwide customers vote for one of three local causes which have been nominated. The charity or community group with the most votes receives £500.

[Big Local](#) – Each month Nationwide online customers are invited to vote for a different regional charity (nominated by you) to win a £5k donation.

[Employer supported volunteering](#) – Nationwide employees across the UK donate their time and skills to good causes, including PR and marketing, IT support, team volunteering challenges and mentoring.

To nominate your charity or community project, and access the Nationwide Volunteer Request form, visit

your.nationwide.co.uk

Asda

Every Asda store has a Community Champion who works with local charities and organisations to improve people's lives. Activities range from tackling food poverty to delivering community projects and volunteering. See the 'Community Life' board in-store for details.

The **Asda Foundation** makes independent grants through the following programmes:

- **Chosen by you...given by us** – each month, three local good causes are selected from a list of nominations made by you. The public vote for their favourite in-store using the green tokens handed out by cashiers. At the end of the month, money from the Asda Foundation is distributed between the three groups.

To nominate a good cause for this scheme either complete a nomination form in your local store or visit the website of your local store, which you can find here - [storelocator.asda.com](https://www.asda.com/storelocator)

- **Significant local community projects** – Good causes can apply for capital costs (buildings, renovations, vehicles) and equipment costs, if you can demonstrate that these will be of benefit to the whole community. Visit the 'eligibility checker' on the Asda Foundation website, then contact your Community Champion to see if they can support your application.
- **Top-up funding grants** – Contact your Community Champion to see if they would be interested in fundraising for you. If so, they can apply to the Foundation for a 'top-up' donation.

For more information visit www.asdafoundation.org

John Lewis / Waitrose

Comprising 47 John Lewis stores and 350 branches of Waitrose, the John Lewis Partnership is committed to contributing to the wellbeing of its communities and does so in a number of ways:

Donations policy – If you have a cause worthy of support, let your local store know as they may be able to gift a monetary donation.

Community Matters – Every month, each Waitrose branch shares a £1k donation (£500 in convenience shops) between three local good causes. Charities, community organisations and schools can

Corporate giving and support

apply to take part by filling in a 'Community Matters' nomination form in-store. The three charities selected each month are then voted for by the public using a token system – the more tokens you get, the bigger the donation you receive.

Free meeting space – Some John Lewis stores provide free meeting rooms for local community groups and charities that can be booked via your local John Lewis Community Liaison Coordinator. Andy Street, Managing Director of John Lewis explains:

"When we have the available space in our shops, we should open our doors to charitable organisations which are crying out for the space. We'd like our shops to become a place where the community is happy to spend time."

Music Matters Fund – The John Lewis Partnership has been making grants for musical activities of all kinds for over 75 years. Each March, they invite applications for between £500–£3k for specific musical events or projects that make a contribution to the musical life of the communities they serve.

Flagship Volunteering Programme – Partnership employees can volunteer full or part-time with a UK registered charity for up to six months, on full pay. Since 2000, Partners have dedicated 297,000 hours to over 700 charities. These span causes such as youth education, care for people in need, environmental protection and the arts.

For more information about The John Lewis Partnership and its support for communities, speak to the Champion for Community Giving at your local Waitrose store or the Community Liaison Coordinator at your local John Lewis branch. or visit www.johnlewispartnership.co.uk/csr/our-communities/

Milngavie Music Club was awarded £1k from the John Lewis Partnership Music Matters Fund towards an exciting event marking its 75th anniversary.



Morrisons

Every Morrisons store has a Community Champion who facilitates a range of fundraising events both in-store and in the local community.



With the support of Angela, Morrisons Community Champion in Loanhead, Brass Roots held a fundraising afternoon of bag packing and collecting donations inbetween serenading shoppers at Morrisons Dalkeith.

Contact your local Morrisons Community Champion in-store to find out how they can help.

The Morrisons Foundation – Registered UK charities can apply to the Foundation at any time, and there is no limit on how much can be applied for. Fill out the online form at www.morrisonsfoundation.com

Tesco

Tesco has over 500 Community Champions, primarily in larger stores, responsible for supporting local charities, groups and not-for-profit organisations. Support includes:

- **Donations:** each Tesco UK store holds a community donation budget they can use to support local fundraising events.
- **Bag Packing fundraisers:** each Tesco manages its own bag packing bookings (excludes Express stores).

Contact your local Tesco Community Champion for more information or visit www.tescopl.com/tesco-and-society

Corporate giving and support

Collecting money/food in Tesco stores – Registered charities can request permission to collect money or food at the front of Tesco stores. This is managed by an independent agency called N20. Request a booking with your local store at www.tasteattesco.com/Charity.aspx

Food donations – Tesco offers surplus food to local charities and community groups through a programme called Community Food Connection, run in partnership with FareShare FoodCloud. Find out more at www.tesco.com/community-food-connection

Tesco Bags of Help grants programme – Money raised from the 5p bag charge is being used to support community participation in the development and use of open spaces.

Grants can be applied for to support volunteer training, physical improvements of open spaces, equipment, community events and activities.

Groundwork is administering the fund on Tesco's behalf, with Greenspace Scotland supporting successful projects in Scotland. Here's how it works:

- Each month, three local community projects are voted for in Tesco stores across 200 regions
- In each region, the project that receives the most votes is awarded a grant of up to £5k
- The second placed project receives up to £2k, third placed up to £1k

Funding can be applied for at any time. For more information visit www.groundwork.org.uk/tescocommunityscheme

Sainsbury's

Sainsbury's stores across the UK select a Local Charity of the Year to raise awareness of and fundraise for in-store.

A longlist of local charities is put forward by each store, who are then invited to a 'meet and greet' to present their work. Three charities are shortlisted and the public votes for the winner.

To be considered, speak to your local store manager or visit www.sainsburyslocalcharity.co.uk

Other corporate organisations that offer support, resources and/or grant schemes include:

Scotmid Community Grants are awarded to groups or individuals acting for the benefit of their local community. One of the fund's categories is 'Arts and Culture'. You don't have to be a registered charity and you can apply for up to £500.

www.scotmid.coop/community-and-charity



The Greggs Foundation – Greggs' Local Community Projects Fund makes small grants of up to £2k to help organisations deliver activities within their community that they wouldn't otherwise be able to. www.greggsfoundation.org.uk

Yorkshire & Clydesdale Bank Foundation runs the 'Spirit of the Community Awards' each year, with £75k divided between 15 organisations. www.cbonline.co.uk

Warburtons offer community grants across the country of up to £250 and project grants of £1k-£10k within 15 miles of a Warburtons bakery or depot. www.warburtons.co.uk/corporate/responsibility

Marks & Spencer's '[Spark Something Good](http://www.neighbourly.com)' initiative encourages M&S employees and customers to donate time to their local community, run in conjunction with 'Neighbourly'. Visit www.neighbourly.com to find out more.

For more information and advice, download the Voluntary Arts Briefing, '[Making the most of Corporate Social Responsibility](http://www.voluntaryarts.org/resources)' at www.voluntaryarts.org/resources

Membership & supporter schemes

Becoming a member to save money

The benefits of joining an umbrella organisation (such as [Making Music](#), [The Quilters' Guild of the British Isles](#), [National Operatic and Dramatic Association](#), [Embroiderers' Guild](#) etc) can be many and varied.

Large membership organisations sometimes offer preferential insurance rates (DD8 Music in Kirriemuir found its annual insurance bill reduced by £1,500 when they joined Making Music) or discounts on materials (the Quilters' Guild and Embroiderers' Guild have both negotiated reduced rates for members at various shops and online outlets). Many also help with disclosure checks, legal advice, health and safety etc. all of which can save you time and money.

Recruit members to generate money

Boost attendance, and your coffers, by running a membership scheme. Music Nairn, one of the best attended music societies in Scotland, charges an annual fee of £16 (individuals) or £26 (couples) for which members receive discounted tickets, email updates and invites to special 'members evenings'.

Friends and Supporters schemes

How lucrative your 'Friends' scheme is will depend on how deep your friend's pockets are! Building a long-term relationship with an individual passionate about your cause, who may be willing to support you financially and leave behind a legacy, has obvious benefits. On a smaller scale, all friends are welcome!

The Swallow Theatre in Whithorn (one of Scotland's smallest theatres) encourages visitors to become friends for £15 (couple) and £11 (individual), which gives them priority booking, a printed brochure and invites to VIP events.

Cove Burgh Village Hall in Argyll & Bute has a friends scheme for £10 a year – but if you become a 'Gold Friend' for £100, you get free entry to all 12 live performances that year.

Membership & supporter schemes

Dunfermline Dramatic Society has an annual friends scheme for both individuals (£30) and businesses (£60–£300), who receive a range of benefits including free tickets to performances and invitations to special events, with businesses also getting a half or full page advert in the programme.



Gift Aid

If you are a registered charity, remember to ask your members to sign a **Gift Aid** declaration to increase the amount you raise from fees. Find out more by downloading the free Voluntary Arts information Briefing, '[Gift Aid and tax-effective giving](#)' and '[Online Gift Aid](#)' from www.voluntaryarts.org/resources

Raise money as you shop

easyfundraising is the UK's number one charity cashback platform. Over 3,000 shops are registered with the site, and each time one of your supporters buys something online via their website, you get a donation. It only raises pennies at a time, but they all add up!

www.easyfundraising.org.uk

The Quilters' Guild of the British Isles raised £1,596.45 in less than two years through the easyfundraising website.



Crowdfunding

From a few hundred pounds to many thousands, crowdfunding is a way of raising money by getting your community involved. This could be people from your local area or a 'community of interest' – like-minded individuals keen to see your project flourish.

Crowdfunding is a relatively straightforward process which involves coming up with 'rewards' for the people who pledge to support you – such as a free ticket to a show, a knitted creation right up to a plaque on the wall.

There are a number of crowdfunding websites available, on which you create a page explaining what you're fundraising for and encouraging people to support you. Then you promote it far and wide!

WHALE Arts in Wester Hailes, Edinburgh used crowdfunding for its weekly sewing group.

What did you crowdfund for?

WHALE Arts' textile group Stitch 'n' Time wanted to grow their group, and hoped to raise money for a monthly social event, to purchase another sewing machine and to foster links with women in other parts of the world through the purchase of hand-made fabrics.

How long did you crowdfund for?

The group used Crowdfunder and ran the campaign for 56 days.

How much money did you hope to raise – and how much did you actually raise?

Stitch 'n' Time hoped to raise £450 and raised £452 from 11 backers.

What did you offer people as an incentive to donate?

For £5 the group invited backers to come in for a visit, have a tea/coffee and chat – and if they wanted to join, even better! For £10 they offered a ticket for an open day where you tried your hand at stitching, embroidery and sewing. And a pledge of £20 gave the backer a Harris Tweed iPhone cover.

What information did you put on the crowdfunding site to encourage donations?

The group created a video which featured participants explaining in their own words what the money would be used for and how important this fundraising was to them.

How did you publicise your crowdfunding bid?

Through the WHALE Arts website and the network of local community groups in Wester Hailes. The group also tapped into WHALE's Facebook and Twitter following.

What advice would you give to other groups thinking of crowdfunding to raise money?

Crowdfunding is a lot of effort, but the benefits can be huge. It's important your fundraising project is well thought-out prior to launch and we recommend planning for several 'pushes' during the length of your campaign to keep up interest and reach your fundraising target. Be creative and think about what you can offer investors.



Crowdfunding

On a larger scale, Kirriemuir-based music group **DD8** successfully crowdfunded over £50,000 for a new statue in the town. Here's how they did it.

What did you crowdfund for?

The cost of producing a life-sized bronze memorial sculpture of AC/DC rock legend Bon Scott. He was originally from Kirriemuir, and every year the town holds the 'Bonfest' music festival in his honour.

How long did you crowdfund for?

We actually ran three campaigns: the first one, done through Kickstarter, was unsuccessful. We then ran a campaign ourselves using our own webpage, social media and Paypal. Finally we ran a 35 day campaign through Crowdfunder.

How much money were you hoping to raise – and how much did you actually raise?

Our target was £45,000, but in the end we raised a total of £50,679.

How did you choose which crowdfunding website to use?

We were approached by Angus Council to become one of the launch projects for their Crowdfunder platform. Initially we were a little sceptical, but the support we got from both Angus Council and Crowdfunder encouraged us to give it a shot.

What did you offer people as an incentive to donate?

We had a wide range of rewards for our donors, ranging from small items like badges and postcards, to free passes to our music festival and limited edition miniature reproductions of the statue.

What information did you put on your crowdfunding page to encourage donations?

Details of the project, along with regular updates as the campaign ran. We also had photos of the progress of the sculpture and a video of the clay prototype.

How did you publicise your campaign?

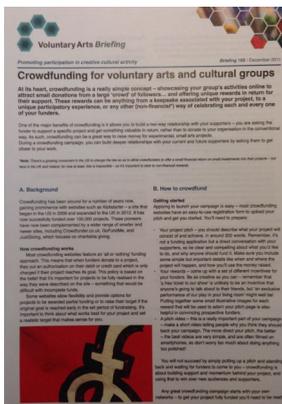
We sent out press releases on a local, national and international level, to newspapers, magazines, websites, radio and TV stations, particularly focusing on rock music content providers. We also made a big push through Facebook and Twitter, including targeted Facebook ad campaigns.

What advice would you give to other groups thinking of crowdfunding to raise money?

The real work is done before the campaign even launches – you've got to know your audience, and think about rewards that are going to appeal to them.

We were very fortunate to have a ready made worldwide audience (AC/DC fans) to tap into, but every campaign, whether local, national or international, has a crowd out there somewhere!

It also helps to have a few big sponsors in place before you launch the campaign, so when they pledge on day one there is instantly some momentum behind your campaign which encourages other donors to get on board.



Download the Voluntary Arts Briefing, **[‘Crowdfunding for voluntary arts and cultural groups’](#)** for more information and links to crowdfunding websites.

www.voluntaryarts.org/resources

Community Shares

Morven Campbell, Programme Officer at **Community Shares Scotland**, tells us all about community shares and how they could help you raise funds, and engage the community, in your creative activity.



What are community shares?

The sale of shares in enterprises which serve a community purpose. So, just as with ordinary shares, people invest in an organisation, building or initiative, except that Community Shares are only used for enterprises which provide goods and services that meet a local need.

How do shareholders get involved?

Each community shareholder has an equal say in major decisions, irrespective of the size of their shareholding. But investment should be seen by shareholders as primarily for social return – financial return on investment is not a guarantee and if it comes, is modest.

Can shareholders sell their shares?

No, community shares cannot increase in value or be sold on to anyone else. However they can be withdrawn.

What type of activity can community shares help fund?

Any enterprise that benefits and engages a community, and has a viable business proposition at its heart. The 'community' can either be in the same local area, or people with a shared interest. So far, community shares have been used to finance shops, community hubs, arts enterprises and heritage projects amongst others.

Who is eligible to use Community Shares?

Groups who register as either a 'Community Benefit Society' or a 'Bona Fide Cooperative'. They should also evidence a viable business plan and a community engagement strategy.

Have creative groups used community shares?

Yes, many! Here are two examples:



The Pink Lane Jazz Co-op in Newcastle used community shares to support the rehearsal, performance and promotion of jazz, poetry and dance, and became the first community cooperative in the UK to own a music venue and education centre.

Unity Works in Wakefield gave a listed building a new lease of life using community shares, transforming it into a multi-purpose arts and music venue.



How can people find out more?

You can watch our short animation, which is a nifty explanation of community shares and how they work, at www.communitysharescotland.org.uk

Soups

'Soups' have successfully got off the ground in Edinburgh, Glasgow, Inverness, Aberdeen and Stirling. Could your group benefit from one, or could you start a Soup in your area? Find out more from [Edinburgh Soup](#) founders, Rob and Phil . . .

So, what's Soup all about?

Soup is designed first and foremost to be a great night out. For £5, audiences get a bowl of fresh, locally made soup, bread, a wee slice of cake and music from three top acts from around Edinburgh. The centrepiece of the night is the pitches from local community groups, each getting five minutes to tell people about projects that need funding. The audience then votes for the one they like best, and the winner gets the pot of donations taken on the door (usually around £1,000).

Have arts groups pitched for funding?

Yes, Edinburgh Soup has welcomed speakers from various arts and cultural groups, including Raised Voices creative writing and drama group, art therapy charity the Teapot Trust, the Ally Bally Bee project which uses children's literature to help explain dementia to youngsters, and Citadel Arts Group which creates theatre based on the living memories of local people in Leith.

How did you secure in-kind support from soup/bread/cake makers?

We've been very lucky in the support we've received from local businesses. By calling on all the contacts we have (including friends of friends of friends!) we've reached out to companies and simply asked if they would donate. Once they hear the idea, they're usually very happy to help. Rabbie's, the small tour company, has contributed to the pot of funding each time.

Union of Genius kindly provides soup, the Wee Boulangerie supplies delicious bread, and a new partner, All About Patisserie now provides cake. Vegware has helped with napkins and soup cups, and we're always very grateful to Assembly Roxy for the use of the space.

What advice would you give to people hoping to start a Soup in their area?

Soups are springing up everywhere! All it takes is a little energy and inclination to get things rolling, and hopefully a few friends to lend a hand and help spread the word. Social media has helped things to snowball. We're both happy to pass on the knowledge and experience we've gained, so if anyone wants to get in touch with us to have a chat, we'd be very glad to: edinburghsoup@gmail.com



Edinburgh Soup in action – and winners on the night, Garvald Edinburgh, which offers creative opportunities and support for people with learning disabilities.

Current 'Soups' across Scotland (could yours be next?)

- **Edinburgh Soup** - www.facebook.com/edinburghsoup
- **Glasgow Soup** - www.glasgowsoup.com
- **Stirling Soup** - www.facebook.com/StirlingSoup
- **Inverness Soup** - www.facebook.com/invernesssoup
- **Aberdeen Soup** - www.facebook.com/aberdeensoup

Fundraising in action

Raising money at a local level is a good way to show funders how resourceful you are and demonstrate commitment to your project – it can also be a lot of fun!

Aside from the traditional bake sales, raffles and sponsored endeavours, think about how you can tie in fundraising with the creative activity you do (such as a printed calendar of your artworks or a themed quiz night).

You could also tap into the skills available in your local area by asking for an in-kind donation of time (web advice, DIY expertise, a music lesson etc), then hold a fun auction to sell them off.

If you go back to the well too often, people will tire of helping, so try to think of events or prizes which people will enjoy. Here's what a few Scottish groups have been up to . . .

As well as selling tickets to their shows for £12 each, **Lanark Amateur Musical Society** fundraises throughout the year in a variety of ways:

Adverts – Space is sold in their show programmes, ranging from £40 for a ¼ page up to £85 for the back cover.

Pub Quiz – Including a special round devoted to their current show. Tickets are sold for £5 (£3) which includes a round of bingo and nibbles.

Christmas Post – Over one weekend in December, the Society invites people to drop off their Christmas cards to be posted in the Lanark area for 35p (cheaper than a stamp). During the card drop-off they also run a tombola and raffle.

Halloween party – Tickets are priced £7 (£3) for a bar, disco, snack shop and prizes for best costume.

Come Dine With Us – Held in a local café, this event finds volunteer chefs each preparing a course, which is then voted for by the diners, who are charged £15 for three courses.

Race Night – A night of 'camel racing' (pictured) and live music with tickets costing £5 (£3).



Deeside Knitwits, in Aberdeenshire, create knitted installations and outdoor trails which are displayed during the Braemar Creative Arts Festival each October. They sell maps of the trail, and the knitted creations – all donated for free – are sold after the festival at the Braemarket (pictured). In three years they raised over £4,500 for local charities.



Kircudbright Art and Crafts Trail has taken place each July since 2002, and the organisers independently fundraise to cover costs.

Participation in the Trail is free for all artists, but everyone is required to paint/decorate a 20cm square canvas which is then sold during the trail for £20 each (pictured).

Adverts are sold in the trail brochure (10,000 copies distributed) and during the year, KACT holds silent auctions of fine art, and takes 30% of the sale price.



Running a fundraising event? Don't forget to Gift Aid it!

Since 2013, the 'Small Donations Scheme' has allowed UK charities to claim Gift Aid on cash donations of £20 or less, without the need to collect Gift Aid declarations. Donations from multiple donors of £20 or less can be aggregated into a single claim of up to £1k.

Download the Voluntary Arts Briefing '[Online Gift Aid](https://www.voluntaryarts.org/resources)' from www.voluntaryarts.org/resources to find out more.

Q&A with Fundraiser

Epic Award winner Guy Haslam (right hand side) is the volunteer fundraiser for Aberdeenshire community group POOT. Their show *alter:nativity* won the Voluntary Arts 2016 Scotland Epic Award.

He shares some hints and tips on applying for funding . . .



How do you go about fundraising for a project?

First I write a 2-3 page summary of the project which outlines its history (including the benefits already delivered), a summary of the proposed advantages the project will deliver (including support for the project), the timescale, how the project will be delivered and who by. Also, the cost (both capital and operating expenditure), where we think the money will come from, how much the organisation can contribute and how much we are asking of the funders.

The document acts as a sense check to confirm that the project works and is viable, and is a source of information for all the applications.

Which organisations have you applied to in the past?

A variety, from larger applications ranging from £30k–£200k from the Big Lottery Fund/Heritage Lottery and European funding, down to smaller charities and local grant-making bodies (£250 from council funds, local firms etc.).

How long do you spend on an application form? Do you get input from others?

This depends on the size of the application and the amount of money being requested. Once I have the baseline information agreed in the project summary, then probably a couple of hours, maximum a full day. I then send it to the project manager for the final review, then send it in.

I do believe that you can over-complicate applications. The way I see it, the pitch is often very simple: we want to do this, we need this much money and if we get the money we will be able to deliver this.

Have you tried to fundraise in other ways (aside from funding bodies and sponsors)?

Yes – I think it's very important that the organisation shows its commitment to the project by raising some of the money itself as opposed to just going to funders. This can be from sponsored activities, funding from local people/firms or from time in lieu from volunteers. I have a personal rule of thumb that the project itself should, if possible, generate 20% of the sum being requested.

What words of wisdom would you pass on to anybody fundraising for their group?

Don't be frightened of the process – the grant-giving bodies have money to give away, you just need to make sure that they send some of it to your projects. I have found people in the funding bodies very helpful.

Keep it simple – funders have a lot of applications to review and don't appreciate overly complicated proposals. Ensure you identify the benefits: how many people, for how long etc?

It's always hard to know how much money to ask for but as long as you have a good plan, then funders will either fund you or not and the amount is a secondary consideration.

Finally, persevere! There is money out there – you just need to find it.



The 2016 Scotland Epic Award winning project, *alter:nativity*.

If your group has created something special or gone the extra mile, find out how to nominate yourself for a Voluntary Arts Epic Award at www.voluntaryarts.org/epicawards



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Plain text and other formats are available on request.

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