



Funding Guides



FUNDING GUIDE 11 : Applying to Charitable Trusts

There are thousands of Trusts in the UK who make grants to voluntary and community organisations every year. Trusts can be an important part of your fundraising strategy, but identifying and applying to Trusts can be a time consuming business. Here are some suggestions to help you.

Planning and Preparing:

- The golden rule is to plan ahead and start to identify Trusts, and apply in good time.
- Decide what project you want to do – get an outline and some costs together. See FG4 and FG5.
- Start to do some research on Trusts which fund the sort of work your group does. See FG9.
- There should be a Directory of Grant-Making Trusts at your local library but use of an internet based search facility may be easier; packages such as the Funderfinder, Trustfunding or Grantfinder can help you to narrow down your search for relevant Trusts. Check to see if your diocese, CVS, library or other community groups offer any of these packages.
- Find out as much information about the Trusts as you can. Visit their website and if a phone number is given, use it. You may also find information about the Trust on www.guidestar.org.uk. Many Trusts will only make grants to registered charities. Some Trusts change their priorities for funding, so get up to date guidelines before applying.

Some Trusts have application forms, and will talk to you about your project. Others ask you not to contact them informally, and require a written outline of your project. Make sure you follow their guidelines!

Making Applications (See FG10):

- Spell out clearly what your project is, and what you are asking the Trust to fund
- Spell out clearly what your organisation does
- Prepare a realistic and accurate budget
- Tailor your application to the guidelines or preferred areas of funding of the Trust
- Enclose a copy of your Annual Report and Accounts (if you have them)
- Keep records of everything you do
- If applying to a small Trust for funding for a large project, consider applying for a particular element within your project .

Remember: Trusts receive thousands of applications from groups like yours every year. Successful applicants are ones which fit the Trust's guidelines and priorities, and clearly demonstrate that a grant will help the group to develop its work, and/or meet a need in the wider community.

Finally, some DON'Ts:

- **DON'T** send a duplicated mail shot round to several Trusts – you can guarantee it's the quickest route to their litter bin.
- **DON'T** ask for an unrealistic amount. Many Trusts can only make small grants, so check out the guidelines! You can always apply to two or three different funders to make up the full costs of your project.

- **DON'T** apply retrospectively - trusts will not award grants once the work has started.
- **DON'T** assume the Trust knows anything about your group or the work you do. Explain it clearly and concisely.
- **DON'T** rely on Trusts as a major source of funding for your project
- **But DON'T** give up – rejections tend to be processed sooner than successful applications! Funding's a competitive business, but it's worth putting in some time and effort.

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These Funding Guides have been developed by a “Good Practice” group of the National Stewardship Committee of the Church of England and are intended to support your church's fundraising. They are available on-line at www.parishresources.org.uk/funding or at www.churchcare.org.uk/funding.php