Trusts and Foundations

Why apply to Trusts and Foundations?

- There are around 10,000 charitable trusts and foundations in the UK, distributing over £2 billion in grants annually.

Challenges:

- Demonstrating that your project meets the charity's purpose
- Finding a good match in the first place

Sources of funding

- National funds – Arts Council England, Heritage Lottery Fund, large charitable organisations
- Industry specific funds – Association of Independent Museums
- Local charitiable trusts and foundations

Where to find them

Free online databases:

- Funding Central
- Grant Makers Online
- Grants Net
- Heritage Funding Directory

Where to find them

Online subscription databases:

- EU Money Service
- Funding Information
- Grant Tracker
- Grants Online
- Trust Funding

NB SHARED Enterprise does not endorse or recommend
any database services, fee-paying or otherwise

Research

- Use your networks – where have other museums in your area applied?
- Look at information held on the Charities Commission website
  - which organisations are they funding?
  - how much are they giving?
- Is yours similar to other projects they have funded?

Read the application guidelines!

- **Read the guidelines carefully** – does your project match their aims?
- What information do they want from you?
- When is the deadline for applications?
- How long does it take to get a decision?
- Will you need to raise any additional funds?

Your application

- What NEED does your project address?
- What will happen if you don't do it?
- Give EVIDENCE
- What are the intended OUTCOMES of your project?
- Tell the story CLEARLY
- Use POSITIVE language
- Check your facts and figures carefully!

Advice and feedback

- Talk to the charity about your proposal – do they think you are ready to apply?
- Ask someone else to read your application with a critical eye
- Ask the charity to give you some feedback – what do you need to do to improve your chances?

Key questions asked by funders

Besides, "How does your project meet our objectives?", these fall broadly into three categories:

- Questions about your project's design
- Questions about how you will implement your project
- Questions about your project's future

Project design

- Who will benefit from your project? How many people? Which groups?
- What need does your project address?
- What is the relationship between your organisation and the beneficiaries?
- Will your project involve other organisations?

Project implementation

- What are the aims and intended outcomes?
- What are the key activities and milestones?
- What is the timescale for the project?
- What is the budget for the project – how much money do you need?

Future

- How will you monitor progress?
- How will you evaluate the project's success?
- What will happen after the project ends?
- How will you report your results?