



CHARITABLE TRUSTS

a funding information leaflet from *funderfinder*

What are they?

Charitable trusts and foundations are bodies set up (often by people now dead) to do good. Money - a capital endowment - is invested and the income is spent each year. Trustees are responsible for the money and for how it is given away. They will be guided by a Trust Deed which sets out the "objects" of the Trust (how it operates, what its purpose is) and are not bound by the policies of the Government of the day.

Charitable trusts in Britain give away something over £3 billion a year. They get tax concessions on their money because they are "charitable" - the Inland Revenue has to be satisfied that they use their income for purposes that are charitable in law. *In practice this means that many trusts will only give grants to registered charities.* Other bodies, like a Council for Voluntary Service or your local church may be able to help you get money from trusts if you are not yourself a registered charity.

Trusts vary greatly in size and scope and it is important to do your research thoroughly before sending any applications. Many trusts are limited as to the geographic area in which they can make grants. Others tend to give to certain types of organisation, others are interested only in funding certain areas of work eg. cancer research, and some just give very generally.

Many trusts give smallish amounts and often prefer to fund one-off items and capital, not revenue. Trusts may help you buy the sand-pit for the community centre, they're less likely to help you heat it or pay the salary of a worker. In general, trusts like to fund work with disadvantaged people or groups and will prefer short or medium-term funding to a long commitment over a number of years.

There are exceptions. Some trusts are more interested in funding running costs or salaries of projects or longer term funding. Others like to fund projects which are innovative and radical and they are not generally interested in people "re-inventing the wheel". They *are* often interested in projects where their money is 'multiplied' or 'stretched' so that their contribution goes a long way - either because it acts as a catalyst or levers money from other sources.



Trusts don't have to publicise what they do, what sort of things they give money for, how you apply - or even that they exist at all. Some are very open about what they do, some aren't.

Many trusts meet only once or twice a year and so it can sometimes take a long time to get a decision from them. You may need to get applications in well in advance of meetings. Many trusts receive a huge number of applications and so only write to successful applicants; if you want to hear from them it is worth enclosing a stamped addressed envelope when you apply.

Most trusts don't have application forms. You just write a letter. Make sure it looks as if you've written to them personally; if your letter looks like a circular it is likely to end up in the waste-paper basket.

Drawing up a list

It's important to do your research thoroughly when drawing up a list of trusts that it might be worth applying to. You can't write to hundreds of trusts and it wouldn't be productive.

There is a large number of resources to help you draw up your list of trusts. FunderFinder's *Groups in Need* (GIN) package contains information about over 4,000 charitable trusts. It is available in many libraries, CVS and other resource centres so you can probably use it for free somewhere. Contact FunderFinder on 0113 243 3008 to find out where. Alternatively an online version is available to which you can buy access for 24 hours at a cost of £10. Go to www.funderfindergin.org.uk to find out more.

There are many websites offering search engines - some are free - many are not. There are also printed directories of grant-making trusts, some general (like *A Guide to the Major Trusts* or *The Directory of Grant-Making Trusts*), some very specific (like *The Sports Funding Guide* or *The Directory of European Grantmakers*), and directories for Scotland, Wales and regions of England. For a fuller list of resources see FunderFinder's *Funding Resources* information sheet.

It's worth spending time making sure you've got information on the trusts you intend to approach which is as accurate, up-to-date and comprehensive as possible. It's a waste of your energy and effort writing the wrong letter to the wrong funders and trusts are understandably frustrated when they receive applications from projects which fall outside of their remit.

Getting help

Many Councils for Voluntary Service/Voluntary Action and charities advice agencies will have lists of local charitable trusts, directories or access to search engines. They will also help or give advice to groups about writing funding applications and costings and may run training sessions or have information about training courses in the local area.

Useful resources

There are many books written about fundraising and a huge amount of information on websites. Have a look at those listed below for a start:

Fundraising from Grantmakers by Ruth Tovim, Quick Guides series pub. Wiremill, £5 (from DSC), £8 (quick guides website), ISBN 978 1 905053 10 0, or download for £3.50 from www.quickguidesonline.com

Tiny essentials of raising money from foundations and trusts by Jo Habib, pub. White Lion Press, 2006, £9.95, ISBN 0 9518971 9 5, www.whitelionpress.com.

Writing Better Fundraising Applications, by Michael Norton & Mike Eastwood, pub. DSC, 3rd ed., 2002, £18.95, ISBN 978 1 903991 09 1, www.dsc.org.uk/Publications

FunderFinder produces a free piece of software called *Apply Yourself*, which helps groups write more effective fundraising applications. It is available free to download from: www.funderfinder.org.uk

The following websites have useful pages on applying to charitable trusts and foundations:

www.knowhownonprofit.org/funding/fundraising/trusts

www.sustainablefundingcymru.org.uk/fundingportal/funding-sources/charitable-trusts-and-foundations

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