



Gathering the threads...

Tailored support for local homelessness action

Scottish Churches
Housing Action



no room for homelessness!

Sustainable funding

Bringing in funds is an ongoing process for voluntary organisations. This training outlines a successful funding strategy – one that sustains momentum beyond the initial months.

Successful fundraising is sustainable fundraising

It looks at setting budgets; tracking income and expenditure; where funds might come from; generating your own money, that isn't tied to funders' demands; presenting your services as good value. It demands that you look at your supporters and what they can deliver, and it also looks at presenting a convincing case to outsiders such as trusts, local authorities and the private sector.

By the end of the session, we hope you will

- **Know the importance of financial planning and monitoring, and be able to assess your organisation's approach**
- **Have a set of tools for budget-setting, financial control and income generation**
- **Be able to develop a plan for your organisation to survive and flourish**

The *Threads* programme starts where you are, and tailors learning to your needs. It encourages participation, and relates learning directly to the workplace. The *Sustainable Funding* session is particularly relevant to management staff, and committee members with financial and fundraising responsibilities.

Programme outline

1. Motivation

Different sources of funds: why will people and organisations support our work; what do we need to offer them; will they give again?

2. Mechanics

Working out what we need to spend; and where the money will come from. Getting 'in kind' support. Keeping track of your resources.

3. Bridging the gap

There is always more you might be doing...but how can you pay for it? Raising funds from supporters; from trusts; and from earnings.

4. Presenting your case

Others will fund you only if they believe in what you're doing. Sum up the enthusiasm you feel...and pass it on to those who can help.

5. Developing your plan

It's easy to get distracted, but a clear plan will keep you on course. We get you started here and now.

Scottish Churches Housing Action...

has developed its own funding plan with success over the past 11 years – and advises many other bodies.

To book or discuss, contact

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