



**Skillshare session with
Phyllis Martin from
TrufflePig Fundraising:
*Tips and Guidance for
successful community
led climate action bids***

- **Effective Community Led Climate Action needs properly resourced - people, premises and outreach events.**
- **What can be learnt from responses to the Pandemic to frame effective bids for tackling the Climate Emergency?**

SCCAN hosted a fundraising skillshare session on Wednesday 8th December 2021 with Phyllis Martin from [TrufflePig Fundraising](#). 32 participants from all across Scotland heard Phyllis share her extensive experience of fundraising with small groups. She provided many tips to help organisations navigate the often difficult tasks of fundraising.

You can [rewatch the video of the session here](#) and [access Phyllis's slides here](#).

After an introduction between the participants, Phyllis gave a small talk about small-scale community fundraising which was followed by a Q&A. Many of our participants had questions about sources for funding and ideas for applications which Phyllis was able to advise with! Phyllis also spoke about the impact of COP26 and Covid-19 on funding opportunities. She advised that at least five grant applications needed for one success!

We then discussed a few potential sources for funding before splitting up into breakout rooms. Each group discussed what projects they needed funding for, what they have done successfully in the past, and what they will take away from today's session.

Group 1 shared that using council statistics may be a great way to show funders the need for your project and Group 2 noted that being selective with your applications means you can find funders that are a great fit for your project.

After the breakout rooms, we all came together to share the ideas each group had discussed. Phyllis gave more advice on application strategy and a reminder to not be disheartened when applications are declined. Thank you to Phyllis for all the helpful advice she gave!

See [SCCAN's Funding Guidance](#), the original detailed [Funding Route Map](#) by Alan Caldwell in 2013 and a short [Funding Checklist](#) edited by Joana Avi-Lorie. See also the [funding.scot directory](#) and [Glasgow Council Voluntary Sector Funding pages](#).

The next two pages provide a snapshot of current Funding Opportunities. The following pages record the notes from each Breakout Group followed by evaluation of the session.

Reem Elsapagh, Joana Avi-Lorie, Jean-Matthieu Gaunand and David Somervell, SCCAN

December 2021 LIST OF FUNDS AND GRANTS (non-exhaustive):

Regional Community Climate Action Networks: SCCAN has received Scottish Government funding to invest in capacity building for ten regional climate action networks across Scotland over the period to March 2023. Funding for 10 part-time paid regional network Coordinators. SCCAN seeks Expressions of Interest from groups and existing networks across Scotland who would like to work with SCCAN. [Find out more here](#).

SCCAN Storytelling Mini-Grants: Are you a podcaster, writer, storyteller, videographer interested in sharing positive climate action stories? SCCAN offers 10 grants of £250 to climate action and climate justice projects from storytellers to be delivered by March 2022.

[Find out more here](#). We can fund:

- Podcast episodes – for [1000 Better Stories](#);
- short stories and creative non-fiction for the [1000 Better Stories blog](#);
- workshops on narrative-based skills and strategies for climate communication;
- other formats (short films, plays, games, mixed media, comic, etc.);

Awards for all: £10K to support what matters to people and communities. Applications should do at least one of the following: [Find out more here](#).

- bring people together and build strong relationships in and across communities
- improve the places and spaces that matter to communities
- help more people to reach their potential, by supporting them at an early stage.

Community Fridge Funding: Co-op is working with Hubbub to offer £4,000 funding to local groups for 100 Community Fridges across the UK. Closing: 01/02/22 [Find out more here](#).

Seed Fund for Community Climate Festivals: Keeping Scotland Beautiful offers £500 grants to help smaller charities and community-led groups to set up community climate festivals and events across Scotland. Closing: 15/12/2021. [Find out more here](#).

The Tree Council - Branching Out Fund: to assist schools and community groups proposing to undertake well-planned tree planting projects. They can fund trees, hedges and orchard trees and reasonable costs of supports and aids – stakes, ties, guards, fertiliser, mulch, soil amelioration. Closing 17/12/21. [Find out more here](#).

Platinum Jubilee Fund: National Lottery Community Fund offers grants of up to £50,000 to deliver community projects which support new opportunities and build better relationships across generations and with the natural world, in commemoration of Her Majesty the Queen's Platinum Jubilee. Closing: 15/12/2021. [Find out more here](#).

Community Benefits: A new website encourages links between businesses and good causes across Edinburgh, Lothians, Fife and Borders. Funded by £1.3bn Edinburgh & South East Scotland City Region Deal, the [portal](#) helps local charities make community benefit requests of businesses in the supply chain of City Region Deal projects. [Find out more here](#).

Bank of Scotland Our Reach Programme: Up to £25k per year for charities that can demonstrate they address disadvantage or social exclusion. This will ensure that our funding will reach the most vulnerable people across Scotland, to provide them with opportunity and equality and make positive, sustainable change. [Find out more](#).

SCCAN FUNDRAISING Workshop 3-5pm Wed 8 Dec '21 <https://bit.ly/funding8dec>

The Scottish Government's Investing in Communities Fund ([Presentation slides here](#)):

£10m / year from April 2023 to support community organisations based in the places they serve by delivering activity across the following four areas for action in our most disadvantaged communities across Scotland: [Find out more here](#).

- tackling poverty and inequality;
- sustaining place-based approaches;
- community-led regeneration;
- ensuring a just transition to net zero.

Lush Fund: Up to £10k to groups working on Animal Protection, Environment and Human Rights (incl. social justice, peace & equality). [Find out more here](#).

Paths for All: Invites application to their [Open Fund grant programme](#) for groups supporting people living with disabilities, to develop an inclusive active / sustainable travel project. Up to £50,000 for community, third and public sector organisations encouraging walking, cycling, wheeling / sustainable travel. [Find out more here](#).

COP26 Legacy Fund: Smarter Choices, Smarter Places COP26 Legacy Fund for travel behaviour change programmes with environmental outcomes - up to £50k. [Find out more](#).

Action Earth - Volunteer in Scotland: £500 grants for groups to develop projects to tackle climate change. [Find out more here](#).

Community Learning Exchange: An opportunity for communities to learn through the exchange of ideas and the sharing of common solutions. The aim is to encourage meeting new people with similar interests; gaining new insights and perspectives on shared challenges; and coming away armed with new ideas and approaches. Up to 100% of the costs of a Learning Exchange by members of one community to another community project - up to a limit of 13 hours at £35 per hour for planning and delivery. [Find out more here](#).

The National Lottery Community Fund (Scotland) - Community Led Activity: Support communities to bring real improvements to the places they live and the wellbeing of those in need. The work must achieve the following outcomes: [Find out more](#).

- Everyone in the community has the opportunity to influence and get involved in community-led activity.
- People in the community are better connected and work together to improve their wellbeing.

Firstport - The Catalyst Fund: Offers loans starting at £50,000 and is designed to support ambitious social enterprises to start and scale their business through social investment by offering a patient, revenue-based repayment model. [Find out more here](#).

The Circular Future Fund: The Million Pound Challenge: In partnership with Hubbub, the John Lewis Partnership is launching a £1 million fund to support trailblazing ideas and innovations that can accelerate the transition towards a more circular economy. Closing: 09/01/22 [Find out more here](#).

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Tesco Community Grants: Grants of up to £1,500 to support projects focused on supporting children and families or providing food. The scheme is open to registered charities and not-for-profit organisations. [Find out more here.](#)

Shift grant fund - Creating Cycling Communities: Cycling UK has launched a new programme designed to empower more people to cycle for everyday journeys with grants of up to £800. Any organisation that is currently delivering or intends to deliver activities which will support the aims of the programme can apply for a grant. [Find out more here.](#)

The Circular Future Fund: The Million Pound Challenge: In partnership with Hubbub, the John Lewis Partnership is launching a £1 million fund to support trailblazing ideas and innovations that can accelerate the transition towards a more circular economy.

Closing: 09/01/22 [Find out more here.](#)

Scottish Government - Business Ventilation Fund: To help businesses improve ventilation and air quality on their premises to help reduce the risk of coronavirus transmission. Support will initially target high-risk settings where people come into close contact, such as restaurants, bars and gyms. Closing 31/03/22. [Find out more here.](#)

Social Enterprise Net Zero Transition Fund (loans and small grants): to support social sector organisations in their journey to become carbon neutral, and to develop the circular economy. Through the fund, they are interested in supporting activities that will reduce carbon footprint. [Find out more here.](#)

People's Postcode Trust: to support smaller charities and good causes in Scotland to make a difference to their community for the benefit of people and the planet.

£500 'Magic Little Grants' are open. [Find out more here.](#)

Chance to Flourish: [Find out more here.](#)

Ideas collected from Breakout Room 1 Facilitator: Reem

1. Introduce yourselves to the other participants and share what you are seeking?

- Nichole looking for fundraising advice as a fundraising - Peebles CAN
- Cate, freelancer with community association in Aberdeen,
- Vanessa - Black Isle partnership
- Ruby personal interest in multi-generational community living. Looking to buy land. Tribal community and self-sustainable life.

2. What has worked for you / your group(s) so far + What are your next steps?

- Been successful in gaining Government COVID funding
- Government funds were rapid funds and an easy path
- Setting up a relationship with the funders
- Economy is designed on consumption - the questions that arise from applying to funding is what the funders can gain out of funding

- Wanting to move away from yearly grants to multi-year funding
 - Using the UN Sustainable Development Goals
 - SCCAN to add more links to UN Sustainable Development Goals and stats on volunteering and *why* people volunteer.
 - Too small-scale
 - Lack of understanding of where community groups of having the most impact
 - Networking Cafe - national events are not as good as regional / local
 - Mental health and wellbeing funding that is open at the moment.
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Ideas collected from Breakout Room 2 Facilitator: Jean-Matthieu

1. Introduce yourselves to the other participants and share what you are seeking?

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2. What has worked for you / your group(s) so far + What are your next steps?

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Ideas collected from Breakout Room 3 Facilitator: David

1. Introduce yourselves to the other participants and share what you are seeking?

- David S - former trustee of SHRUB Coop - forced to learn about funding to keep the show afloat with Zero Waste
- Filo - involved in both a local project and one in Malawi direct funded by Scot Gov
- David W: Church of Scotland, main area of interest is sustainability in buildings
- Shawki: Chair of United Yemeni Community, newly established, with over 100 members based in Glasgow.
- Eloise: new Operations Manager at Recycle Bike in Stirling
- Jen: Trustee for See the Change and Community Development Facilitator
- Asma: CEO Empower Women for Change in Glasgow, workshops, cycling groups, food security, volunteer run, looking for funding to continue work.

2. What has worked for you / your group(s) so far + What are your next steps?

- National Lottery, Awards for all, easy funding pot to get. Developing work of volunteers, training etc. It's not a one off, but you can apply for several projects under this fund
- Local authorities, Scottish Borders often have things we can look into
- Get relationships going with your potential funders, and saying "thank you" when you get the funding
- Just sending out the odd email to funding pots that you may not have hear of

- Be creative
 - Be clear of the impact you want to have, who you will help, how many. Be able to show that your project will meet their change process.
 - Some funding can be targeted at collaboration with other countries - partnerships
 - Be selective about which funds you are applying for, only those relevant to the project
 - Develop a page or two of sample wording
 - Collaborations between community groups is important
 - Governing document, and credibility of the group
 - Foundation Scotland is useful to connect with, especially if your community is based near wind farms
 - Landfill trusts
 - Wind Farm community benefit funds
 - Local Co-op
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Ideas collected from Breakout Room 4 Facilitator: Alison

1. Introduce yourselves to the other participants and share what you are seeking?

- Jackie - Glasgow Food Network - 2 years lottery funding - looking to gain funding for the network and especially around land ownership
- Mykke XR Scotland - documentary work in Palestine - fundraising for that
- Alison - NE ScotlandCAN - Aberdeen. Aberdeen Climate Action. Set up NESCAN Hub. Funded by the Scottish Government. New networks. Covers wider than Aberdeen.
- Emma - CCF funded - Fort William, Lochaber - now what funding after CCF funding comes to an end? Also got PFA funding. Bits and bobs otherwise!
- Tara - Also in NESCAN Hub - most members want help with fundraising.

2. What has worked for you / your group(s) so far + What are your next steps?

- Jackie - little bits of match funding. Looking to get skills. Issues around access to land, especially derelict land. Problems with red tape. Dealing with councils. Trying to get land for community growing spaces. Creating resilience in the system. Interested to hear others' experiences. Knowledge base. Complicated funding applications is just one part!
- Idea to build in the networking within the application plan
- Mykke - XR money from 2 sources - bigger donors and crowdfunding (lots of people). Crowdfunding - Mykke background in digital marketing - lots of cross over with running a social media campaign. Film making - crowdfunding plus grants - there are particular grants for filmmaking. Lots of potential sources from presentation plus social media / crowdfunding sources.
- Everything is about partnership/collaboration especially Investing in Communities Fund

- Collaboration will depend on how the anchor organisation behaves
 - Better overall if outcomes were state funded
 - Lush funding is easy
 - Paths for All is really supportive. Council 'Small Communities Fund'. Local authority. Sponsorship. Scottish Forestry and Land supportive. All about good relationships! About working with people and just asking
 - NESCAN hub - put in expression of interest. Successful as the organisation was known
 - Remember to answer the question that is asked! Provide evidence to back up
 - Crowdfunding. Crafting the message - what and why? Often easy to be vague - but better to be clear! Regular social media posts with regular reminders. Reminders on all newsletters. Make it multi-media across different platforms. Give a campaign a personality - individual faces - people - spaces - make it human and relatable. Why it's needed and how money will be spent. Good story
 - Imagery and stories. E.g. where there is a need for community response. Showing impacts through images.
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Notes from the Zoom Chat Log

At the start we invited people to say where they were from:

Reem (SCCAN): Hello everyone, if everyone could use the chat feature to introduce themselves and tell us what they hope to get out of today's event!

Jackie: Hi I'm from the Food & Climate Action Project (Glasgow Community Food Network). I'm here to learn fundraising tips that I can use to support community members and organisations to apply for funding. Also to develop my own skills.

Cate: Hi, I'm working freelance for a community association in Aberdeen, UK. Always good to hear what's happening funding-wise and hopefully get some new information & ideas (-:

Eloise - Recycle-a-bike: Hi everyone, I'm from Recycle-a-bike in Stirling. I am new to the charity so I am looking to get a better understanding of funding :)

Emma Lochaber Environmental Group: Hello, I work in Fort William in the Highlands on a CCF funded Active Travel project. We are looking to get funding post March for our projects so just looking for ideas!

Alison: @Emma – see Cycling Friendly and Social Housing development fund - Expression of interest at <https://www.tfaforms.com/4816763>

Vanessa: Vanessa from the Black Isle Partnership

Tara: Hi everyone I'm from Aberdeen in Scotland and I work for the NESCAN Hub (North East Scotland Climate Action Network)

Alison: Hey all, I'm also from Aberdeen Climate Action and North East Scotland Climate Action Hub. Just want to know more to be able to help our members more

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Tara: Hi everyone, from the Findhorn Foundation. Relatively new to the funding world and interested in any tips/best practice that other organisations can offer:)

Filo (2050 Climate Group): Hi everyone, I'm from 2050 Climate Group, Edinburgh. I'm also here to get ideas for our fundraising strategy for the coming year.

Joana (SCCAN): Hi I'm one of SCCAN's Story Weavers and on the events team. I'll be your tech support today so if you have any questions or trouble please send me a message!

Catherine: Hello from Tayside Biodiversity Partnership, working with local communities (and others) on a variety of environmental projects.

Megan: Hi everyone! I'm from the Circular Arts Network and joining today to get some ideas on funding, especially more sustainable ones.

Phyllis: @Megan do you mean sustainable funding in terms of where the money is generated from or how easy it is to maintain for the organisation?

Megan: In terms of maintaining funding!

Mykke he/him/they/them: Hey, I'm from Glasgow, have been involved in Extinction Rebellion Scotland for several years, and now working on a documentary project in Palestine

Ruby: I am from Edinburgh. Interested in learning fundraising.

David, SCCAN: Please open the Harvesting Document for session: <https://bit.ly/funding8dec> - we have listed two pages of current funding opportunities - followed by the notepad for each of the Breakout Rooms. We hope the facilitator in each room will nominate a Note Taker and a Rapporteur who can share the one or two key issues the group wish to share with the Plenary at 4.40pm.

Then after Phyllis's Presentation we had some feedback:

Alison Stuart: Can I ask how much it costs to have someone like you come in and help with fundraising like you did for SHRUB Coop?

[Phyllis's Answer: "Depends, but say between £2,000 to £10,000 for a year's support"]

Mykke: You talked about focusing on the project and showing passion. When writing the application, is it more important to illustrate how well your project fits the brief? Or to focus on expressing the 'Why?' of the project even if it isn't a perfect fit for the grant?

[See Phyllis's answer in the video.] Good answer, thank you

Alison: Lush funds anything!

Ruby: Are funding organisations the only ones to target? Are there other types of funding?

Alison: There is a book at the library with local 'old' trusts etc. too

Phyllis Martin, TrufflePig: Join SCVO for their <https://fundingscotland.com> service

Jessica: Do you have any websites / guidance / visuals for funding application structure?

Phyllis Martin, TrufflePig Fundraising: A good source of ideas / headings is Tudor Trust

Jean-Matthieu SCCAN: SCCAN has some useful resources on our website:

<https://scottishcommunitiescan.org.uk/resources-funding/>

Jean-Matthieu SCCAN Network Weaver: If you are not SCCAN member yet, groups and individuals can join the network here: <https://www.scottishcommunitiescan.org.uk/join-us/>

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Jean-Matthieu SCCAN network Weaver:

Check out page 2 of this document for a list of open funds:

Shawki - United Yemeni Community in Scotland: Could you please write the name of the easy one?

Eloise: I believe it was the **Awards for All** – from the National lottery :)

Asma, Empower Women for Change-Glasgow: Shawki - we will be very happy to collaborate with your organisation

Shawki: Thanks Asma, UYCS email: yemen.in.scotland@gmail.com

Eloise: Our local Co-op gave us £1,500 recently - was very straightforward

And on return from the Breakout Rooms conversations a bit more feedback:

Jean-Matthieu SCCAN network Weaver: Hope that you will be able to Join SCCAN's End of the Year Gathering: a **"Show & Tell" event on 14 December, 6-7:30pm**. Speakers will include Thurso Community Development Trust #ClimateActionFife, Fife Communities Climate Action Network & Greener Melrose. Come to share your achievements from 2021 & celebrate the power of community climate action: <https://sccan14dec.eventbrite.co.uk>

Emma, Lochaber Environmental Group: Scottish Index of Multiple Deprivation (SIMD) areas are a useful indicator when providing evidence of need

David, SCCAN he/him: "Letters of Support" and testimonials and surveys evidencing need are all ways to show there is a clear demand for your project idea - essential

Phyllis Martin, TrufflePig Fundraising: Try <https://www.postcodetrust.org.uk/apply-for-a-grant/> <https://bankofscotlandfoundation.org/funding-programmes/reach> <http://chancetoflourish.co.uk>

Phyllis Martin: If interested in next **Grant Writing Toolkit Course** - starts 26 January - contact siobhan.balie@brucetaitassociates.com for details and see Free Facebook group for deadline reminders "Truffle Pig Fundraising & Business Development Advice" <https://www.facebook.com/groups/266708250354182/> and / or Ongoing Mentoring from £120 per month - contact phyllis@trufflepig.org.uk

Eloise: If any groups think their communities and members could benefit from cycle training or having bikes provided to their members please email eloise@recyke-a-bike.co.uk.

We are looking for funding to help fund both of these projects for people from various backgrounds like New Scots, children, employability assistance with travel etc.

Reem: Join SCCAN as a Group or Individual: <https://scottishcommunitiescan.org.uk/join-us/>

See below for Feedback

Event Evaluation / YOUR Feedback

“What Went Well”

- Phyllis was just fantastic - I'd have preferred longer with her talking and less in groups.
- Phyllis went well. Very knowledgeable and engaging.
- Thank you, this was great.
- Thanks for all of this info, it's really helpful! I must leave now but thanks again :)
- Thank you, it's been so helpful!
- Thanks for the informative session, have another call at 4pm so got to head off
- That was fascinating and valuable! Sorry I must go now ... Thanks!
- Thanks so much - Phyllis you're fab :)
- Phyllis was excellent - would have liked more time from her
- That was great, thanks
- Cheers Phyllis, It's been a really useful session and very eloquently put
- Thank you so much everyone, a great session and so informative
- Thanks very much :-)
- Brilliant - Thank you
- Thank you for the informative session
- Excellent Phyllis!
- Phyllis this was amazing! Thank you so much!!
- Thanks everyone for coming today

What could be “Better Next Time”

- Less time in the break out room.
- Breakout was not too useful - blind leading the blind!
- A bit of focus on climate related projects would have been good