

**South Yorkshire Funding Advice  
Bureau  
Sheffield Impact Report**

**2018/19**

**SYFAB, South Yorkshire Funding Advice Bureau, is a small, passionate team within South Yorkshire's Community Foundation which gives funding advice and support to community groups in South Yorkshire. Our aim is to increase fundraising knowledge, skills and confidence to allow groups to develop and fund services to vulnerable communities in the city. We aim to prioritise groups facing particular barriers to their fundraising.**

We received £41,265 from Sheffield Council. This was a reduction of £13,000 from the previous year. Due to careful planning and budgeting, we have been able to maintain the same level of service. The grant was to exclusively support groups in Sheffield, in partnership with Voluntary Action Sheffield (VAS). SYFAB are supporting groups on diversifying their income and sustainability. VAS are offering support on group development, impact measurement, and volunteering. We work closely together sharing information to offer groups a seamless support service

All the following figures are for groups who work in Sheffield, benefitting Sheffield residents. SYFAB offers services in other parts of South Yorkshire, but these are funded independently.

## **Key points of our work in the second year are:**



**395 groups accessed  
our online services or  
direct support**



**246 directly supported groups  
reported increased confidence,  
knowledge and skills**



**£320,731 was raised by the groups  
we supported, from 18 different  
funders**

**The amount raised represents new money coming into the city, allowing groups to deliver their services to Sheffield communities. It means SYFAB brought in over 7.5x as much as it cost**

**Activities funded thanks to our support include work with destitute asylum seekers and giving young people conflict resolution skills**

*“ SYFAB has played such an important part in this [grant of £161,699] – encouragement, information, practical advice on handling the process, and an excellent training course that I was able to attend. We feel very lucky to have access to such a brilliant resource. Thank you so much.”*

**Daphne Ingham, CRESST**

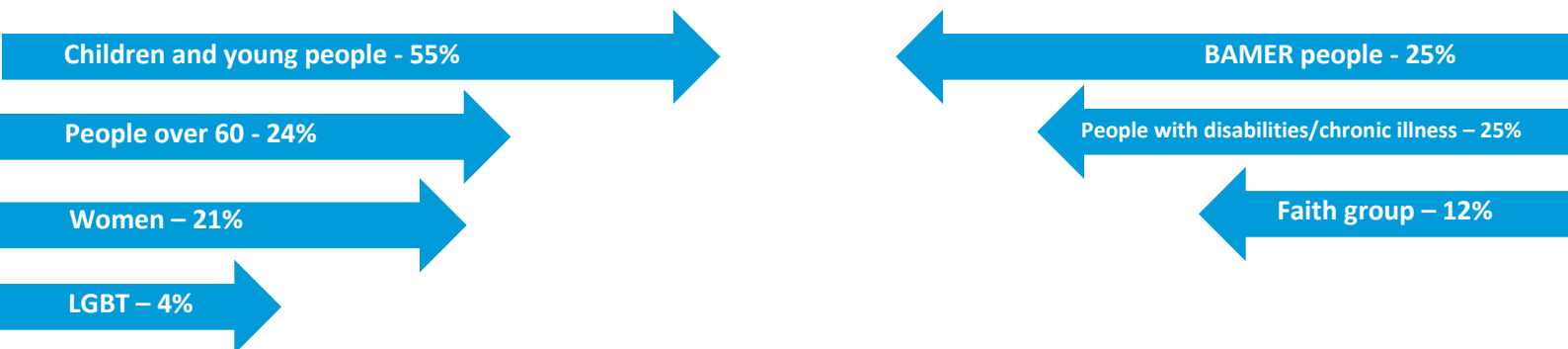
## Who we worked with?



**2,374** people in Sheffield received our weekly Funding News ebulletin, with details of new funds, upcoming deadlines, or event. While 250 joined in the year, GDPR implementation meant numbers dropped after removing out of date records.



**395** different groups used a specific SYFAB service or activity in the year- receiving advice, attending training or using the website. **48%** of these were entirely volunteer run, and **65%** had an income **below £50,000**. We asked them which communities were supported, and their response (often more than one) was:



## Where in the City?

We have a good representation of people from the more deprived areas using our services. Of the new people registering with us:

41 were in S1,	58 in S2, S3, S4, or S5
24 in S6,	18 in S8
14 in S9,	17 in S35, S36

## What we did?

### Individual support



We had **156 staff interactions** with groups, including **45 face-to-face meetings**. This is **three times as many meetings as last year**, as word spread about our services, and we ran three **outreach sessions** across the city. The workshops were run in community libraries in Ecclesfield, Stanington, and Greenhill, and allowed locally based groups the chance to meet with advisers in their home patch.

With smaller groups the meetings are opportunities to talking through possible sources of income for them and looking at possible grant funders, and ask all the questions they want. We then offer to look through draft applications and suggest improvements.

*“I would like to thank you for your time this afternoon, and also for the very much feeling at ease meeting, I felt very relaxed, and that I could be open with you, I will keep you informed of any progress we make re applications. Once again sincere thanks.”*

*A volunteer after a funding meeting*

## Training



**158 Sheffield group members** attended the training over the year. **23 training courses** were run at our offices, **half the courses (11 in total)** were reduced for Sheffield groups (half day sessions at £10 instead of £40, full day at £20 instead of £80). The discounted courses covered topics exploring different funding sources such as support from businesses, social media, individual donations, supporter engagement and putting together a funding strategy. The discounted courses aimed to encourage more local groups to access the training where cost may have been a barrier, and there has been an **increase of 19% of bookings** for this year.

The programme now offers a range of **11 fundraising themes**; covering beginner, intermediate to master class, with **progression opportunities** so learners can build upon their fundraising skills. The 2 new sessions, and 3 updated sessions, developed last year have all been delivered multiple times and well attended.

**Our series ‘Is it for me...?’** which are introductory sessions exploring different areas of funding, are working well to encourage groups to explore different areas of fundraising and help them reduce their dependency on traditional funding sources. After the successful Sheffield pilot; we also delivered **1 bite-sized e-learning course**.

**Social Investment event** - In October 2018, the **Think Differently** event, delivered in partnership between **SYFAB, Key Fund** and **Sheffield City Council**, focused on demystifying Social Investment. This event was aimed at **larger organisations** that have ideas but need the capital and support to make them happen. 17 people attended, **100%** of evaluation forms said they have a **better understanding of Social Investment**, what it is and how it works. An attendee said:

*“Excellent meeting – very informative – well paced and projected”*

## Website activity



There were **90 downloads** of resources from the website, and **1,489 funding searches** done on our database of possible funders.

## Quality of service



On our online survey, everyone said that the worker they had contact with was **easy to contact**, able to **help** them, and **clear about the support** on offer.

# What difference did we make?

## 1. We improved group's fundraising ability

Of the groups we have advised directly at training courses:

98%

Organisations have increased knowledge around funding

95%

Have increased confidence to develop their 'mixed economy of funding'

100%

Have increased funding skills

We asked groups we met "are you now more likely to submit a funding bid?"



yes, said 81%

*'What was the most important thing you got out of talking to us?'*



Will research more detail and possibilities around company giving, the one area we have never really attempted to focus on at all



Pointers to use social media better, de mystify jargon, key have time away from work to focus on this with other organisations



Bianca was fantastic, friendly, passionate, wisdom, and enlightening.



I was a complete novice but now feel confident that I could begin to put a bid together, thank you :)

*"As a former secondary school teacher of English Language and Literature (especially A Level English Literature), I was also really impressed by the way you made absolutely everyone in the group feel valued and fully involved, which clearly got the best out of each one of us, and created a very positive, good-humoured and constructive learning atmosphere. This is a very special skill which you don't always see on training courses! So thank you so much once again for all your hard work and insightful guidance.  
Making a good application course, Oct'18 attendee*

## 2. Disadvantaged groups in Sheffield benefitted from extra services

Increased confidence, skills and knowledge leads to more and better funding bids. This leads to **more money coming into the city from external funders**, and therefore **more services for Sheffield people**, particularly those from **disadvantaged communities**.

We know that groups we have supported have **raised £320,731**. The **total figure is likely to be higher**, but this relies on groups telling us when they have been successful.

**Below are some case studies of the services that groups are now delivering thanks to our support.**

**The first two groups, Mums in Need and PINC, had support both from VAS and ourselves, so benefitted from the partnership working that the contract was designed to deliver:**

### **Mums in Need**

Mums in Need supports mothers who are or have been subjected to domestic emotional abuse and violence. They provide practical guidance and emotional support to mums who have left abusive partners by empowering them with skills and confidence to move forward with their lives.

They had been operating for some years (since 2012) and when they approached us for support had experienced a sudden period of growth and recently registered as a CIO. They needed some help to manage this growth and change, and become financially secure

#### **How we helped them**

VAS worked through a diagnostic process with them, systematically reviewing key areas of the governance and management of the organisation in order to help to identify areas of strength and where work was needed. This formed the basis for a plan to address and prioritise areas that needed attention.

Financial sustainability was a concern. Their current grant funding, including funding for their CEO's post, was nearing its end. This is where SYFAB became involved, we supported them in planning how to present their work, identifying potential funders for that, and advised on funding applications to maximise their chances of success. They were bidding for salaries, which is always tricky. The key strategy is to outline the benefits that the worker will be able to deliver for the service users. Their bids to the Wesleyan Foundation for £7,400 in August 2018 and Awards for All , £10,000 in March 2019, were both successful. This removed the immediate pressure from the group in keeping going. The next stage is to help them look for longer term funding to give them a more secure future.

#### **Impact**

Mums in Need succeeded in securing over £17K to support the salary of their CEO.

They have been able to strengthen the governance of their organisation, better manage risks, be clear about and articulate their impact and plan for the future. Greater resilience made them better able to successfully manage a recent forced move to new premises.

They have been able to continue to provide an environment where women feel they can speak freely and share their experience in a safe forum where mutual and peer support is provided. They run monthly coffee mornings, peer group support, 1:1 sessions, stress management workshops, holistic therapies, legal and financial advice talks, and support for children. Telephone and face to face counselling are also available.

## **PINC (People in Need of Care)**

Their aim was to improve the health and wellbeing of young people, refugees and asylum seekers through providing activities and workshops to develop basic skills, build confidence and support their mental and physical health. They also wanted to provide free 'care bags' of basic personal hygiene and self-care items. PINC had a vision, but had not yet formed a group and so were not in a position to approach potential funders. Therefore SYFAB referred the group to VAS to set up the group to enable them to apply for funding.

### **How we helped them**

VAS helped PINC to work through the process of setting up a new group with a suitable structure including establishing need and ensuring that they wouldn't be duplicating the work of other groups. They brought together a management committee and VAS supported them to establish a constitution and develop an action plan for achieving their vision.

Having helped them to reach the point where they were ready to start fundraising, VAS referred the group back to SYFAB and we were then able to work with them to identify suitable funders and support them with funding applications. Because they were not used to writing funding bids, SYFAB had to give quite detailed supporting, helping them understand how to research and report on the need of their users, and how to set out the impact that their work would make. These are key requirements of funders, and areas where groups need help to think through. Simply describing the activity is no longer sufficient, and groups need to learn how to explain the difference they make.

### **Impact**

PINC were successful in securing £9,300 of grant funding which enabled them to begin delivering their planned activities.

They are working with a diverse age range from groups of 14-16 year olds to 45 year old and have delivered a range of workshops and training to their target beneficiaries. These have included:

- Mindfulness and yoga which has helped young people, including young mums, deal with anxiety and stress.
- First Aid - delivered by a doctor and concentrating on knife crime and its consequences which has given young people confidence to deliver first aid in general and to assist with first aid in situations resulting from knife crime.
- Health and beauty, which has resulted in 14 out of 15 young people who attended going on to further training or becoming self-employed.

Feedback the sessions is that they have improved confidence, helped deal with anxiety and depression, helped young people and others to improve their outlook on life and opened up employment opportunities. Looking to the future, PINC is exploring the hosting of counselling sessions.

## **CRESST**

We helped CRESST put together a bid to the Lottery's Reaching Communities programme, and they were awarded £161,699 in June 2018. They are helping children and young people learn how to resolve conflicts peacefully, certainly an extremely valuable skill in our current society. This is what they are now able to do:

“250-300 young people aged 11-18 are learning and practicing conflict resolution skills that will benefit themselves and those around them.”

“CRESST’s Youth Resolving Conflict programme has already helped young people aged 11-18 in Sheffield schools. One teenager who completed the training said “It helped me learn how to respect other people all the time and how to listen and not talk over people”. Another said “It helps me not to increase my stress levels” and a third said “The younger children who might not know how to resolve it themselves, they can always come to us and resolve the issue”.

## **ASSIST Sheffield**

In 2016/7, staff from Assist attended our training sessions on Reaching Communities, and we advised them on several issues as they developed their bid to support asylum seekers. They received £427,667 in 2017, and are now well on with their project:

“This provided a massive increase in services supporting destitute asylum seekers in Sheffield. The funding also supported our volunteers without whom we wouldn’t be able to do our work. It paid for travel for interpreters and our accompaniers for whom transport costs would be a barrier to their volunteering. It also included an away day for the volunteer interpreting team, whose work can be very emotionally challenging, to allow them some time to discuss the challenges in their role and offer each other peer support.

“Also, funding from South Yorkshire Community Foundation allowed us to continue running events that raised awareness of Asylum destitution bringing together the ASSIST community of volunteers, clients and supporters together. This included a multi faith Carol concert held in December 2017 at Victoria Hall which was attended by around 300 people. The event brought together supporter, volunteers, asylum seekers and members of the public. A performance of the nativity was included with contributions from a range of communities and faiths.

## **Conclusion**

The three year programme allows us in this middle year to show the benefit to Sheffield’s disadvantaged communities of the activities we have helped groups obtain. Again, we have been instrumental in bringing a substantial amount of money into the City from outside, a return on the investment in SYFAB of over 7.5x. In this year we have been able to deliver training sessions relating to different (and emerging) funding sources, branded ‘Is it for me?’ to encourage groups to broaden their funding mix, a key factor in becoming sustainable. Our outreach work has ensured we are reaching new groups, and promoting face to face contact with groups, especially those very unsure of how to start looking at funding, thus ensuring that those at most disadvantage are receiving the help they need.

We are now beginning to see the benefits of this work, with activities supporting disadvantaged communities across the city happening thanks to our support and encouragement.