

**South Yorkshire Funding Advice
Bureau**

Sheffield Impact Report

2018/19

SYFAB

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 received £52,627 from Sheffield Council specifically to 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. This year's grant includes front loading for a lot of development work which will be rolled out in future years on lower funding.

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 first year are:

- **443 groups working with Sheffield residents have accessed our services**
- **We have increased the confidence, skills and knowledge around funding for over 200 groups we have directly supported**
- **Those groups have raised at least £877,953, bringing these funds into the city, to allow them to deliver their services to Sheffield communities**



443 groups accessed our services



**Increased confidence, knowledge
and skills of over 200 groups**



£877,953 raised by the groups

“The most important things we got from SYFAB were structure for approaching fundraising; energy, impetus and moral support; access to sources of advice and information”

- Response to online survey

Who we worked with?



2505 people in Sheffield received our weekly Funding News ebulletin, with details of new funds, upcoming deadlines, or event.

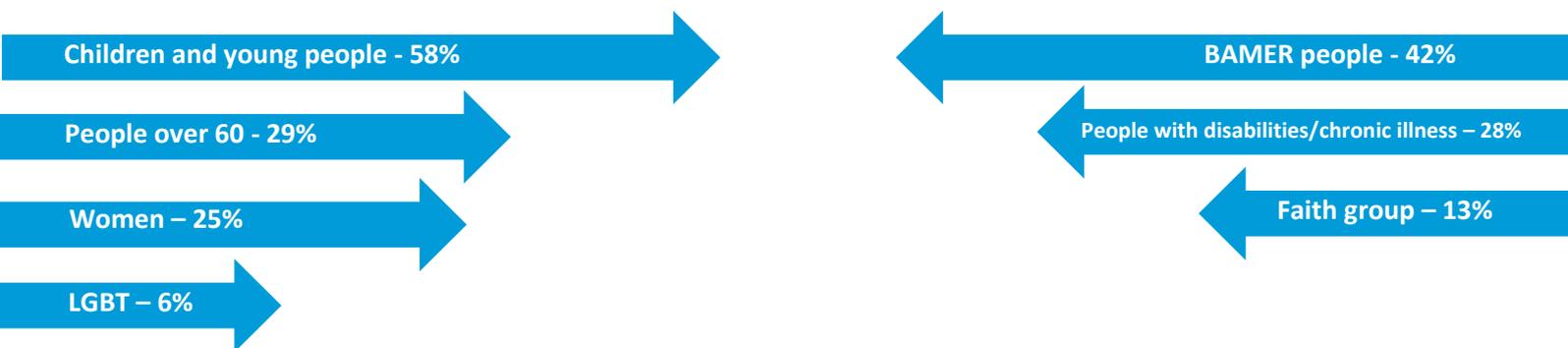


443 different groups used a specific SYFAB service or activity in the year- receiving advice, attending training or using the website.



42% of these were entirely volunteer run, and **70%** had an income **below £50,000**.

We asked them which communities were supported, and their response (often more than one) was:



What we did?

Individual support



103 staff interactions with groups, including **16 face-to-face meetings**. With smaller groups this is often talking through possible sources of income for them and looking at possible grant funders. We then offer to look through draft applications and suggest improvements.

Shaping Fathers is a new group set up with original aims of working with vulnerable Dads affected by family breakdown. They have a committee, are in the process of adopting constitution and opening a bank account, through support from the VAS Development Team. They met with SYFAB and talked through plans - want to run advice sessions for fathers after family break up, to give advice/support on a range of issues, e.g. being able to accompany them to family court sessions to explain what is happening. Agreed to look at South Yorkshire's Community Foundation first and use Awards for All for later bigger schemes. They will have a go at the application form, then we will support them to develop it ready for submission.

Sparkle Sheffield is a group run entirely by volunteers. They provide an amazing range of services to families with children or young people on the autism spectrum – events, advice, support. They realise they are now ready to move onto the next stage of their development and have spoken to VAS about more appropriate structures for a bigger organisation, and how to produce a development plan. In the meantime, there was an imminent need for funding to carry on their existing work. We advised them on a suitable funder – South Yorkshire's Community Foundation and gave them feedback on an application drafted by their volunteer fundraiser.

Training



133 people attended the training over the year. **16 training courses** were run at our offices, 6 at reduced cost for Sheffield groups (half day sessions at £10 instead of £40). The discounted courses covered topics exploring different funding sources such as support from businesses, social media, or individual donations.

We designed and piloted 2 new training sessions and updated 3 existing ones. We also created a new training series created called 'Is it for me...?' which are introductory sessions exploring different areas of funding. It is a key element of the work that we help groups reduce their dependency on traditional funding sources.

We also created and piloted to a small group of 10 Sheffield groups a bite-sized online training course, Exploring Funding Sources. This was our first try at a new medium of support which would be accessible to people who may not be able to come to our traditional courses, through access problems or family or time commitments. 80% of learners said they identified new sources of funding, others felt their current knowledge was clarified.

Two local workshops were delivered in partnership with VAS, with the aim of ensuring that groups in different parts of the City learned what support was available to them. One was at Norfolk Park, one in Burngreave. With VAS, we attended a networking meeting for groups in the Eastern Area Partnership and ran a funding workshop for migrant groups at the City of Sanctuary base.

Website activity



There were **120 downloads** of resources from the website, and 1565 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.

From 22 respondents, 18 of them rated the service as very good, and 4 as good

What difference did we make?

Of the groups we have advised directly, either by phone, email, a meeting, or at a training course:

267

Organisations have increased knowledge around funding

226

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

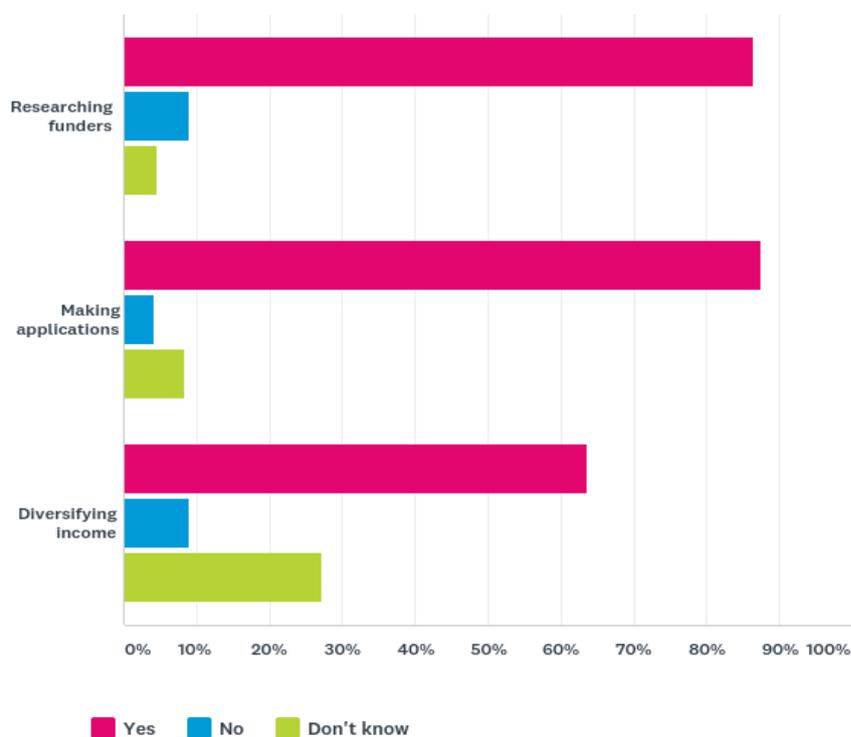
215

Have increased funding skills

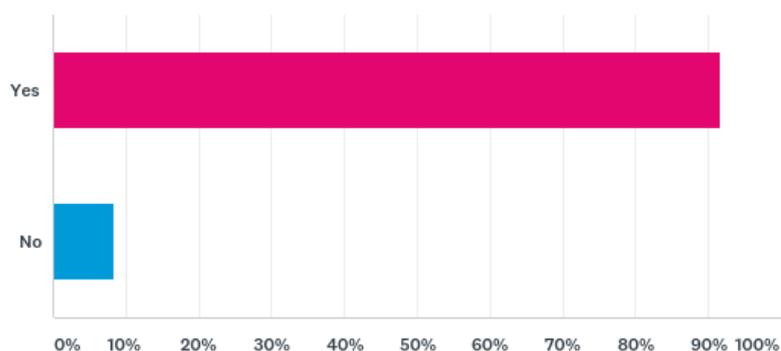
We know this through a website survey, evaluations from training and events, and an online survey of groups directly supported.

Two key results from the last survey are very positive:

What do you think you are now better at?



Are you now more likely to submit a funding bid?



Feedback

Below is a selection of answers to the question:

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

- ✓ Checking that what I was doing or planning was on the right track
- ✓ Confidence in seeking funding for properly and corrected planned projects that serve to benefit the user and not the organisation or individual
- ✓ To know that there is help to be had and that the people at SYFAB are very knowledgeable in their field
- ✓ Help and advice on the right funders for particular projects and support with applications
- ✓ The knowledge about funders and the do's and don'ts when applying for funding.
- ✓ Detailed comments on an application but especially an overall perspective on what's important from someone experienced. Also moral support :-)
- ✓ You are always happy to help whether face to face, e-mail or phone and it is good to know that help is always available.

Comments from training attendees

“I would like to say how much I and Zoe enjoyed attending your training. My objective for us attending was to raise our awareness of "what" makes a good application and benefit from your worthwhile do's and don'ts. Both objective thanks to your training have been fully achieved and we feel equipped to commence making meaning bids for financial support”.

Making a good Application Course, Mar '18

“Just wanted to follow up to say a big thank you for the training session the other week. Really useful and well delivered and I'm looking forward to starting our application in the New Year!”

Awards for All Course, Dec '17

So what?

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

Funds raised

Some of the groups we have supported have raised £877,953. The total figure is likely to be higher, but this relies on groups telling us! Here is some of the work that groups will now be able to do thanks to our support:

Case Studies

Southey Development Forum use our website for funding searches and contact us for advice on particular topics. They have received £2,342 from South Yorkshire's Community Foundation to put on Line Dancing sessions:

“Line Dancing is very friendly orientated activity still encouraging the exercise but in a far better and fun way, lots of laughs and you can sing to the music if that way inclined. We know this reduces loneliness, isolation, make new friends suits all age groups and you don't need a partner. This would be new to our area and has been requested many times and we fully support and of course we would join in”

Full Life Christian Centre asked us to comment on a draft application to the Viridor Credits scheme. They received a £50,000 grant to help transform a derelict building in Handsworth to a hub for the whole community.

“The new LIFE Community Hub will mean that the amenity will predominantly meet the needs of the local people, of all ages and backgrounds, within its immediate vicinity thus also addressing issues related to parking and pollution”.

ASSIST Sheffield attended our training on Reaching Communities and were successful with a £427,667 grant. This will provide a massive increase in services supporting destitute asylum seekers in Sheffield: the project will improve the resilience and wellbeing of asylum seekers and with the support of volunteers, they will better understand the asylum process. They will also offer wider engagement in activities that improve physical and mental health and create community connections so that people can develop their future prospects while rebuilding their lives. The project will offer a weekly help desk at Sheffield's multi-agency drop in for practical support, advice and information.

Conclusion

We are very excited to have the opportunity to develop and expand our range of services within a three year programme. In this year we have been able to pilot an online course, develop new training sessions relating to different (and emerging) funding sources, helping groups move away from dependency on their 'traditional' funders. Our new contacts from events across the city have 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, has ensured that those at most disadvantage are receiving the help they need.

