Fundraising for Passion Plays
There are sources of funding such as Rotaries, Donations, Events, Subscriptions, Local Government Grants, National Lottery, Sponsorship, Individuals, Gift Aid, Government Grants and Contracts, Companies who do charity matching, collections at theatres etc., regular payments, life time giving. It is important to get as many people involved in fundraising as possible, all taking different roles. It is also good to have one person doing funding research to give the fundraisers the information.

Businesses and corporations
Is the smallest category for fundraising? They can often help with goods and services. Most of the largest companies organise their giving very well and have specific charities they donate to. Some have donations budgets but with strings attached.

Individuals
Are the best source. Look at the Sunday Times Rich List. Published annually. Can subscribe online. Local wealthy people may be willing to be involved.
Subscribe to Wessex Funding news. This is a good source of knowledge of who is giving and how they give. Can subscribe to a funding information service. East Sussex County Council sends funding resources out by monthly email. There may be similar schemes in other counties.

Government
Grants: still available but only small pots of money. Suggest build up a good relationship with councillors. Talk to members and officers to find out about any funding. You could try parish councils, town councils, district councils, county councils, and unitary government National and European sources.

Lottery Funding .
Awards for all website. 50% chance of success. There are 12 different pots and 12 criteria. They like projects. There is also funding for youth groups and heritage projects**.**
Reaching communities: Hard to get money from as is very competitive. Want to see organisations come together and make bids. Key thing is to always talk to people and keep evaluating and monitoring.

Trusts and Foundations .
Approach the big charities. Subscribe to NCVO funding central. Log on and become a member. County Community Foundation, www. Website Sussex giving.org. You have to really look for a match for your charity funding. There will be similar foundations in each county. Tudor trust is interested in the disadvantaged. Henry Smith Charity – Youth Projects, Esme Fairbairns – specialist trusts.

Planning
You have to be thinking six months ahead and don't expect to succeed the first time, just keep trying year after year. Funders are looking for: Monitoring and evaluation Outcomes Financial Presentation Evidence of need is important. Applications must be anecdotal, powerful and important. You must formulise it to show the difference you make. Put quotes in to build the narrative. Funders are interested in quality projects and the <u>outcome is vital.</u>

Financial Presentation
Set out your budget. Set out the costs of your project .Costs of the organization as a whole Income/expenditure over the year . Yearly cash flow forecast.