South Yorkshire Funding Advice Bureau
South Yorkshire Funding Advice Bureau (SYFAB) helps voluntary and community groups to develop their fundraising knowledge, confidence and skills by offering advice, information and support. A lot of our services are online but we also help people through individual contact.

Our vision is for a funding environment where organisations, funders and policy makers build a thriving voluntary and community sector.

SYFAB aims to promote more effective working of groups in South Yorkshire and beyond and enables them to achieve their objectives by:

1. Through accessing SYFAB services, members of the voluntary sector and community organisations gain the knowledge, skills and confidence to fundraise successfully

2. The fundraising environment is positively influenced by SYFAB on behalf of voluntary and community organisations

In 2013 SYFAB became a highly valued part of South Yorkshire’s Community Foundation (SYCF) and we are now helping them to support local community groups to achieve their charitable aims and to build stronger, more resilient communities across South Yorkshire.

Peter Foyle joined SYFAB in 2011 for the second time, having earlier worked for them in Rotherham advising local groups. In between, he worked for a number of different voluntary organisations, so has a lot of experience in the sector. He now offers support to groups in picking the right funder and putting bids together. He enjoys walking, and is involved in community groups where he lives.
OUR SERVICES

High quality funding information underpins all of SYFAB’s work. At the core of this is our Information Service, which continually researches and produces easily accessible information about funding: new funding streams, changes to funding priorities, upcoming deadlines, and changes that affect the funding environment.

Our work happens online and offline to suit everyone’s needs.

SYFAB ONLINE

We offer a number of services through our online platform. Groups in South Yorkshire can register for free. Those from elsewhere pay a small fee. Our website allows users to:

- Access ‘Funding Search’ which enables groups to carry out their own search of the most relevant and popular funders, and print off the results
- Receive ‘Funding News’ on the website or by weekly or daily email bulletin. Providing up to date news on available funding and SYFAB training sessions
- Access ‘KnowHow’ resources — a range of guidelines on funding and fundraising related topics, available to download from our website
- A full range of online training courses are currently being piloted and if successful, will be available in 2017

SYFAB OFFLINE

We also offer a range of face to face services to support local groups

- One-to-one support for groups through consultancy, application checks and advice by email and phone
- Meet the Funder, Funding Forums and networking events – we delivered a total of 12 of these events*
- Training and Workshops to help attendees improve the skills involved in finding and applying for the variety of funding available

Bianca King-Smith joined SYFAB in 2008 after working in Community Arts. In 2015 she completed a PGCE in Lifelong Learning. She delivers the vast majority of our training so you are likely to meet her at our sessions. She’s knowledgeable, engaging and passionate, so you know you will be good hands. Bianca enjoys the arts, reading and spending time with her family.

For every £1 it costs to run SYFAB’s services we helped groups to raise £23

*All data taken from the period between 1st Aug 2015 to 1st Aug 2016
SYFAB IN NUMBERS

We have had some great achievements this year. We helped a number of organisations across South Yorkshire to find funding they needed, through our database of funders and our specialised training, which helped them improve their funding bids.

Between 1st of August 2015 and 1st of August 2016:

We helped 1063 groups secure funding.

We helped groups to secure £1,152,707 in funding.

Our ‘Funding Search’ tool was used 4283 times by our registered users. The tool directs users to available funding specific to their activities.

We posted 608 different Funding News updates on our website, helping organisations find what they need.

Our KnowHow documents have been downloaded 282 times.

We delivered 23 training sessions for organisations from South Yorkshire and beyond to 145 attendees.

We have over 1500 twitter followers who are being regularly updated about available funding, training and fundraising opportunities.

Our news reached 2950 organisations in the last year, that’s nearly three thousand organisations which are benefiting from funding information and advice to help them find the income they need.

Our training sessions attracted an average of 8 people per session. Providing a unanimous improvement in trainee confidence towards applying for funding.

Case Study

Thorncliffe Bowling Club is a crown green bowling club based in High Green, Sheffield. They were struggling to raise the funds necessary for the development of an indoor facility to continue operation in the winter. They met with SYFAB at a Funders Fair and were helped to apply for funding with advice and training. The group later succeeded in finding over £14,000 in funding for their project, and a further £9,500 later on, facilitating the group membership to nearly double from 55 to 104.

“You get very good information from them and there is lots of advice and guidance on the website. Sometimes I get a bit overwhelmed by what’s out there – but SYFAB helps me make sense of it all. If we are stuck I know they are always there at the end of the phone or via email. I’d recommend them to anyone who needs to apply for funding.” - Dennis Anderson, Thorncliffe Bowling Club
Our online ‘Funding Search’ tool enables users to find funding pots specific to their activity. It is very simple to navigate and can be used an unlimited number of times. We have information on 200 funders, both national and local to South Yorkshire.

Registered users can filter out available funding based on:

- The area of work
- Location
- Status
- Grant size
- Type of cost

In the last 12 months alone (1/08/2015 – 1/08/2016), 4283 funding searches have been generated from our website by users. With the majority of searches for amounts of £1,000-£5,000 and £5,000-£10,000.

Funding searches by size of grant in 2015-2016 are presented in the graph below.

“...I definitely feel more confident in my approach to funding after the advice that I have received.”

Michelle Critchlow, Doncaster Housing for Young People

*All data taken from the period between 1st Aug 2015 to 1st Aug 2016*
KNOWHOW

‘Knowhow’ is a collection of resources, news items and links which cover the underpinning knowledge users need to obtain funding.

All documents are funding and fundraising related and are available to download from our website.

SYFAB KnowHow downloads in the last 12 months: 282

All resources we provide are in the format of downloadable information sheets easy to print, share and save on your computer for future reference.

We often come across comprehensive research reports around particular issues, which groups can quote in their application bids as evidence of need in their local area. Reports can be around topics such as the benefits of exercise on health or the financial value of social activities, all of which make fantastic supporting documents for groups’ funding applications. We always try and make sure that the research is up to date, relevant and ready to use.

Our ‘KnowHow’ service also includes reports from other networks working together in our communities. We regularly promote publications from websites such as “Locality” and “Advising Communities” to inform community groups about matters around assets management and governance.

The KnowHow section of SYFAB’s website has 191 News Items, 29 Documents and 12 Links. The data for this can be found in the chart to the left.
FUNDING NEWS

We track around 600 different sources of online and offline information to make sure that we only share the most up to date information available and we always make sure that it is written in plain English and easy to understand.

We share information about funding opportunities, upcoming events, advice and articles, and news about SYFAB.

Registered users can also receive regular ‘Funding News’ via email either weekly or daily to make sure they stay informed and to maximise their chances of obtaining funding.

Total number of News Posts in the last 12 months: 608

Number of groups receiving our funding news via email:

- **2950**
- **20.5%** of our email subscribers cover Barnsley
- **23.4%** cover Doncaster
- **22.7%** cover Rotherham
- **52%** cover Sheffield
- Several cover more than one area

The exact numbers are shown in the graph below.

*All data taken from the period between 1st Aug 2015 to 1st Aug 2016*

"SYFAB helps keep you up to date with funding opportunities so you know what’s around."

Nick Rosseau,
Hillside Harvest
“The training was extremely useful. The insights and information provided were unique and priceless and helped us to craft a much more powerful bid.”

 TRAINING

Between 1/08/2015 and 1/08/2016 we delivered 23 training sessions attended by 145 participants. All sessions are delivered by our SYFAB team members with years of experience in facilitating workshops.

Every year we deliver the following training sessions:

1) Aims, outcomes and impact
2) Diversify your income
3) Finding funders
4) Individual donations
5) Introduction to fundraising
6) Making a good application to charitable trusts and foundations
7) Making the ask; making the move
8) Preparing Awards for All applications
9) Reaching Communities masterclass
10) Using social media

We strive to be inclusive to everybody so our sessions are categorised by difficulty level: beginners, intermediate and advanced.

100%
Of people attending our courses reported an increase in confidence

98%
Of people attending our courses reported an increase in skills

96%
Of people attending our courses reported an increase in knowledge

All our training sessions are delivered by highly qualified, trained and knowledgeable members of the SYFAB team.
We hold regular free and open meetings in Sheffield called the “Funding Forum”. We also organise “Meet the funder” events where groups can meet funders face to face. At SYFAB we find that groups really value the opportunity to hear directly from funders about the details of their schemes, how to apply, and what they will fund. It breaks down barriers, and puts a human face to the slightly scary vision of ‘a funder’, and makes groups more likely to ask questions before submitting a bid, which is likely to then improve their chances of success.

These events also provide a valuable opportunity to hear about what other groups are doing, to network informally and gain support from knowing that others share their worries and concerns.

Between August 2015 and August 2016 we organised two, well attended Meet the Funder events. One attended by a representative from the Big Lottery Fund, one from Power to Change.

We also held further two generic Funding Forums around specific topics: property management run by the Ethical Property Company and basics of funding. Over the year we also did one Big Lottery ‘Surgery’ and two People’s Health Trust sessions to inform the applicants about their funding processes.

In 2014 we also held our first Grants and Beyond Conference attended by a number of different funders and over 200 attendees.

*All data taken from the period between 1st Aug 2015 to 1st Aug 2016*
OTHER SERVICES WE PROVIDE

Our dedicated SYFAB team also offers one-to-one sessions to disadvantaged Sheffield groups to help them understand how funding ‘works’, what they need to have in place prior to seeking funding and how to get started. Groups wanting modest amounts of money can obtain grants quite readily, provided they know who to apply to and what they need to say. Our one-to-one sessions help with this.

We also offer consultancy. Consultancy work is mostly charged for, and will fit with each group’s specific needs. This can be identifying a funding strategy for a specific project, or working through a major application. Much of this work involves application checking for Big Lottery Fund’s ‘Reaching Communities’ programme, where we have a lot of experience and expertise.

Some local authorities contract us to deliver this type of work to groups in their area. Part of our work with Barnsley Council involves funding workshops and support with applications for smaller groups, e.g. Awards for All or South Yorkshire’s Community Foundation. The mechanism is the same – groups send their draft bid to us, then we advise on ways to improve it – highlighting missing information, need to emphasise different areas, or expand answers to the key questions.

Our one-to-one and consultancy is proven to be an effective tool for groups to maximise their chances of success with funding bids.

“SYFAB’s help was invaluable. We would not have secured our £500,000 without their assistance. The combination of expertise, friendliness and focus was brilliant.”

Jack Scott, CEO of Home Start South Yorkshire

Sheffield based organisation - Home Start attended our Reaching Communities Masterclass training session and then asked us to work through their bid with them, which in the end secured them a £500,000 grant.
Every year we encourage all SYFAB website users to take part in a survey which enables us to measure satisfaction levels with our products and improve our services. This year 297 people took part. Below is the summary of the results.

<table>
<thead>
<tr>
<th>What do you think of our ‘Funding News’?</th>
<th>What do you think of our ‘Funding Search’?</th>
</tr>
</thead>
<tbody>
<tr>
<td>54% It’s great!</td>
<td>37% It’s great!</td>
</tr>
<tr>
<td>35% It’s OK</td>
<td>40% It’s OK</td>
</tr>
<tr>
<td>7% I haven’t used it</td>
<td>22% I haven’t used it</td>
</tr>
<tr>
<td>3% I don’t like it</td>
<td>1% I don’t like it</td>
</tr>
<tr>
<td>1% Other</td>
<td></td>
</tr>
</tbody>
</table>

At SYFAB, we always try and make sure that our services are in line with the needs of the groups which we support. Although, 89% of our Funding News receivers and 77% of our Funding Search users believe that these services are ‘great’ or ‘OK’, we will commit ourselves to carry our a separate piece of research to find out how we can further improve it.

“SYFAB shine a light on the sometimes dark corners of funding so you can see the whole room before making a decision.”

Aaron King, 150th (Wadsley Church) Scout Group