

## When funders collaborate

### Presentation to London Funders' Good Practice in Grantmaking Project Group on 4 June 2009

Victor Willmott of London Catalyst talked about *Health and Belief*, a grants programme run jointly by his own organisation and Church Urban Fund. These were very different organisations in size, style and origin though with similar aims. CUF had experience of "mustard seed" grants up to £5,000 for church social action, while London Catalyst sought to target funds at health projects in poor areas of London. They believed there would be mutual benefit in linking up to make grants and ran a pilot programme which resulted in five grants – and a commitment to run the scheme again. Both funders found their profile raised by the programme and were pleased to be in touch with a wider range of relevant organisations than they had been reaching. They believed that the impact of the work funded was higher than they might otherwise have expected from relatively small grants.

They did have to work out which one of them took the lead and a high level of trust was needed between the officers involved. There was a higher demand than they expected, and some of their own plans about how to roll out the programme had to be modified in the pilot phase. It was a real learning opportunity and Victor shared the points below which he sees as vital to good collaboration.

#### Ten points to consider for collaboration

1. Keep it simple e.g. use it to try a streamlined application process. Agree clear guidance and timescale from the start
2. Recognise there will be differences but be open and flexible e.g. in processes such as monitoring, decide on which to adopt
3. Build on common ground e.g. if it fits it'll work.
4. Share the idea with colleagues e.g. insurance against some one leaving, people share in the organisation and word is passed
5. Get early endorsement from the trustees on the principal and factor in flexibility for the process, avoid continuous review, sustain momentum
6. Dovetail with existing grant making programmes. This will ensure a good secondary outcome for some applicants, if possible, when you can cross fund. It also helps to raise the profile of your other programmes and extends public awareness.
7. Use both charities networks and contacts; talk about it to others, ask the trustees to promote, share and pass on.
8. Keep initial application requirements down to the essentials but provide opportunity and time to grow an idea e.g. through emails, discussion at a later date and adopting a competitive interview process
9. Accept you will need to have the capacity or find space to adopt the role of adviser/broker, be open to discussion with applicants
10. Involve a trustee from each funder in the final scrutiny and interview process.

#### Five positives

- Promotes own charitable purpose
- Raises profile
- Demonstrates public benefit
- Increases impact of your grantmaking; value for money
- Learning opportunity introduces new ways of thinking into culture

#### Five negatives

- You will cede some control
- One partner will take a lead in some or all aspects
- There will be compromise during the process and outcomes may vary from the original expectations
- It does depend on individuals and a trusted relationship
- It brings more work

The following page sets out the Fund's purpose and the application process.

See also "Believing in Your Local Community: Wildlife and Green Spaces" - material presented by GrantScape at the same meeting (see [publications section](#) on [www.londonfunders.org.uk](http://www.londonfunders.org.uk))

**HEALTH & BELIEF 2009**

**A grant programme funded jointly by London Catalyst and the Church Urban Fund to support faith-based community projects in tackling poverty and health inequalities.**

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**TARGET GROUPS:**

- social action groups, voluntary and community organisations
- based in London
- with annual income of less than £150,000

**PROJECTS WILL DEMONSTRATE:**

- a link with a faith or belief group and/or a church or other place of worship
- plans to consult/work with a relevant health agency
- they are tackling the effects of poverty and addressing health inequalities
- either a new approach to a new situation or a thoughtful development in response to ongoing needs

**GRANT DETAILS:**

- grants up to £10,000
- for one year from 1<sup>st</sup> October 2009
- applications **to be received by the 30 June 2009**

**THE APPLICATION PROCESS:****[i] YOU MUST PROVIDE:**

1. Details of the project in writing on no more than 2 sides of A4 paper
2. A referee (and contact details) of sufficient standing and expertise to support the application
3. A copy of your organisation's current financial records/accounts

**[ii] HOW:**

- By post or email to **ONE** of the contacts below
- You are welcome to contact us to discuss your proposal before you send it in or if you wish to find out more about the programme

**[iii] TO:****EITHER:**

Victor Willmott, Director,  
London Catalyst,  
45 Westminster Bridge Road,  
London SE1 8JF  
E: [victor.willmott@peabody.org.uk](mailto:victor.willmott@peabody.org.uk)  
T: 020 7021 4631

**OR:**

Nick Waters, Project Support Officer  
Church Urban Fund  
Church House, Great Smith Street ,  
London SW1P 3AZ  
E: [nick.waters@cuf.org.uk](mailto:nick.waters@cuf.org.uk)  
T: 020 7898 1645  
F: 020 7898 1601

**[iv] THE NEXT STAGE:**

- A short list of applicants will be drawn up from which representatives will be invited to present their proposal in September
  - After which a final decision will be made
  - Successful applicants will be expected to be actively involved in the monitoring and evaluation of the grant programme
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