



Grants fundraising in the time of COVID (and beyond)

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**helping you
to help others**

I'll talk about:

- What's happened
- What's changed so far
- What it might mean
- What you can do

Some of the impacts...

Charities set to lose £4bn over 12 weeks due to Covid-19 pandemic

20 Mar 2020 News

- Grantees in crisis – threat to vital services
- Spikes in beneficiary need, number, demand
- Plunging asset values (pipeline for future)
- Balancing immediate and longer-term need

Coronavirus leaves one in 10 UK charities facing bankruptcy this year

Study reveals sector struggling with £10bn funding shortfall as demand for services rises

Response - foundations

- Data mixed and still emerging
- At least 150 UK grant-makers so far; £170m+?
- 385 signatories to London Funders statement:
 - Adapting activities; flexible schedules
 - But what's the experience of grantees?

- National Emergencies Trust →
Community Foundations



UK COMMUNITY
FOUNDATIONS
GIVING FOR LOCAL GOOD

Response - lottery



- Late March NLCF redirection of strategy
- £300m / 6 months → COVID-related grants
 - ‘disproportionate challenge and difficulty’
- But what about previous projects in pipeline?
- £200m Coronavirus Community Support Fund

Response – central government

- 8 April: £750m ‘emergency’ package announced
- End May/June – central dept grant schemes open, inc £200m for hospices
- May-Aug CCSF open
- August - £85m Community Match Challenge...?



Response - companies

Some notable examples:



Barclays' 100x100 UK
COVID-19 Community
Relief Programme

**Coronavirus: John Lewis Partnership
launches £1m community support fund**

What might all this mean?

- Some new £ is entering the system...
....how much really new, or just redirected?
....is it enough to meet the need?
- Grant-makers rethinking process/programmes
- Near-term flexibility – Widespread? Lasting?
- Likely more future competition
- Greater emphasis on impact?
- Recession will hit demand and supply
- Any more help from government?

What can you do?

- Stay engaged & informed – what's new?
- Build your networks for information
- Communicate with current/past relationships
- Think outside the 'fundraising team' - intel
- Do research and target – quality over quantity
- ...but rethink your eligibility – criteria changing
- Impact – build your evidence base

Wider issues to consider...

- Lottery independence – under threat?
- Community Wealth Fund - £2bn stranded financial assets
- National Fund - £500m+ endowment
- UK Shared Prosperity Fund – coming April?
- Kruger Review – giving and philanthropy?
- www.nmn.org.uk #NeverMoreNeeded

Thank you

