

# External Funding and Income Generation for Schools

Proposal for Support to Schools

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Children, Young People and Education

Finance Information Groups – October 2017

# Context

- Pressures on education budgets everywhere continue to increase

**BUT**

- External funding sources offering funding to schools continue to be available
- New ways of raising funds are becoming accessible

# Grant Awarding Bodies Offering Grants to Schools – October 2017



The True Colours Trust



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# Crowdfunding Case Study

“In February 2017, our small rural school launched its first-ever crowdfunding campaign. Our aim was to raise £3,000 to replace one of five fast-failing whiteboards with the latest state-of-the-art Sahara Clevertouch Plus screen.....

Our campaign ran for just one month, by which time we had raised a phenomenal £7,720 – enough to buy two boards and one adjustable stand”

Camelsdale Primary School, Surrey

(Taken from Fund-Ed Magazine – Summer 2017)

# Income Generation for Schools

## Possible Support Packages



1. Getting Started:  
Developing an  
Income  
Generation  
Approach



2. Writing  
Successful  
Bids



3. Delivering  
Successful  
Projects



# 1. Getting Started: Developing an Income Generation Approach

## Workshop

- Different income generation opportunities for schools
- Developing a fundraising strategy
- Top tips for identifying projects for funding
- Different ways to raise funds
- Different funding opportunities
- The role of Governors
- Speakers

## Telephone Support

Talk through and develop possible project ideas and identify possible funding sources.

## Consultancy

Talk through and develop possible project ideas and identify possible funding sources.

Develop a fundraising strategy for your school



## 2. Writing Successful Bids

### Workshop

- Golden rules for bid writing
- Different types and sources of funding
- Practical sessions to start writing text for applications (school context, local data, links to strategies, etc.)
- Setting up your school financial systems

### Telephone / Email Support

Review drafts of bids written by school before submission.

### Consultancy

Bespoke workshop for school helping them to collate and complete an application for funding for an identified project and funding stream.





## 3. Delivering Successful Projects

### Workshop

- Project management of externally funded projects
- Establishing recording systems
- Finance and auditing requirements
- Dealing with changes within projects
- Developing a relationship with your funder
- Managing risks

### Consultancy

Work with schools to set up required recording and reporting systems to meet the needs of the funder

### Consultancy

Support to pull together financial and activity reports for claims to the funder.

# Questions

- Is there a need for such support and training?
- Does the suggested content and offer need to be amended in any way?
- Is this something that you think your school could be interested in?
- If an email subscription service was developed alerting you of funding opportunities available to schools, could this be of interest to you?

# Contact Details

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