

Hello! I'm Jo...

Birmingham Community Matters support small voluntary and community groups and activity across Birmingham.

We bring people face to face with someone who has experience of doing similar things.

“Everyone has something to learn, everyone has something to teach.”



Preface



Let's learn together today



Beginning of a conversation and experiments / pilots / changes to messaging



“The impact may not be your intention”



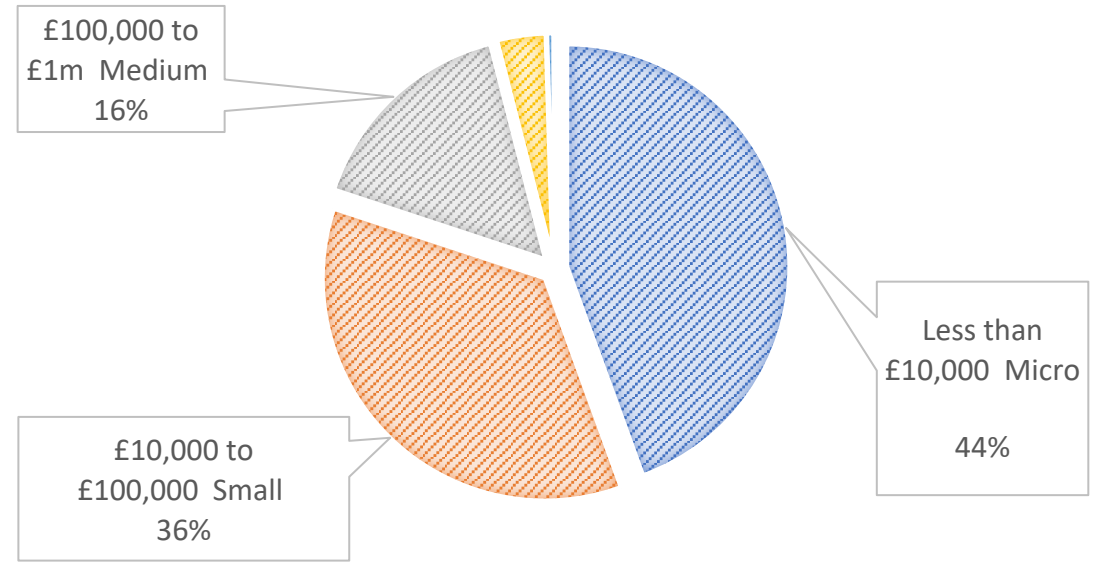
Equity, Diversity and Inclusion

- Power and privilege – structural and situational
- Allowances and adjustments
- Engagement and ‘working in the open’
- Proactive
- Collect the data and use it

Who are we talking about?



VOLUNTARY SECTOR BY SIZE/ANNUAL INCOME



Source: NCVO Almanac 2021 - data from 2018/2019



Fundraisers Survey

We sent a short survey to Fundraisers mainly within the Get Grants network.

This resulted in 81 replies.

Those replying were from across the sector with 17% micro organisations (under £10k income/year) and 28% larger organisations (over £500k income/year)

We would be happy to discuss this survey with any Funder, and are looking at a much larger scale research in the next 6-12 months)

MiFriendly Cities Social Innovation Network



Barriers to Funding Report:

experiences and perspectives from a collective of refugee and migrant led community organisations.

“We are here, we want to be changemakers ourselves, not just informers. Let us work together.”



Application phase

“We don’t always know ‘who we are talking to’ – and therefore it is hard to know what aspects of our work need explaining, in order to **build a common ground or common understanding.**”

MiFriendly Cities Social
Innovation Network





Preferred application processes

Application Style	Average Score
Single application form	7.94 (1 st)
Two stage application form	5.29 (4 th)
Telephone assessment	4.92 (5 th)
Face-to-face interview	5.49 (3 rd)
Video application	3.59 (6 th)
Appeal Letter (no application form)	6.41 (2 nd)

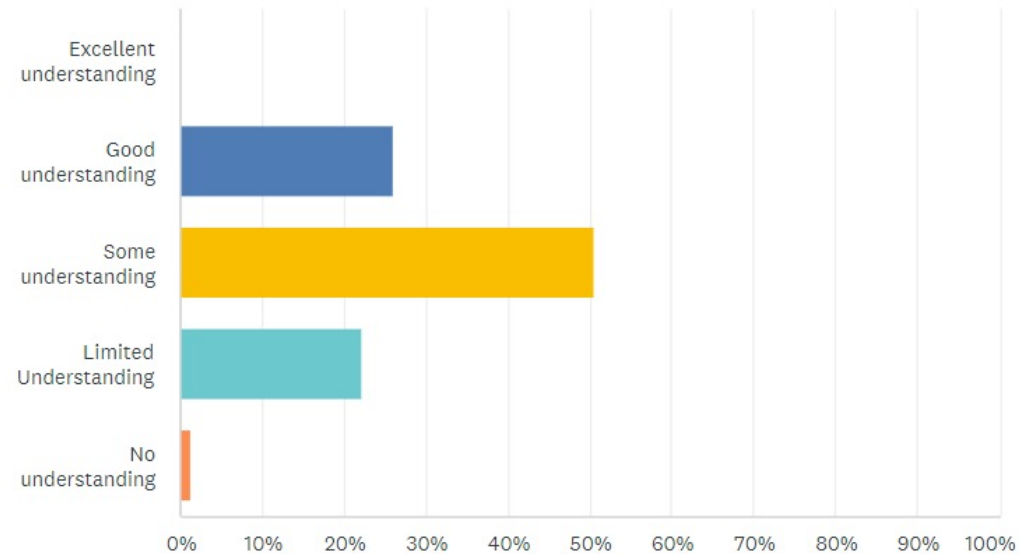
Preference appears to be with the traditional but perhaps simpler processes



Funders Understanding

How well in general do you think funders understand the social issue you are addressing with your work?

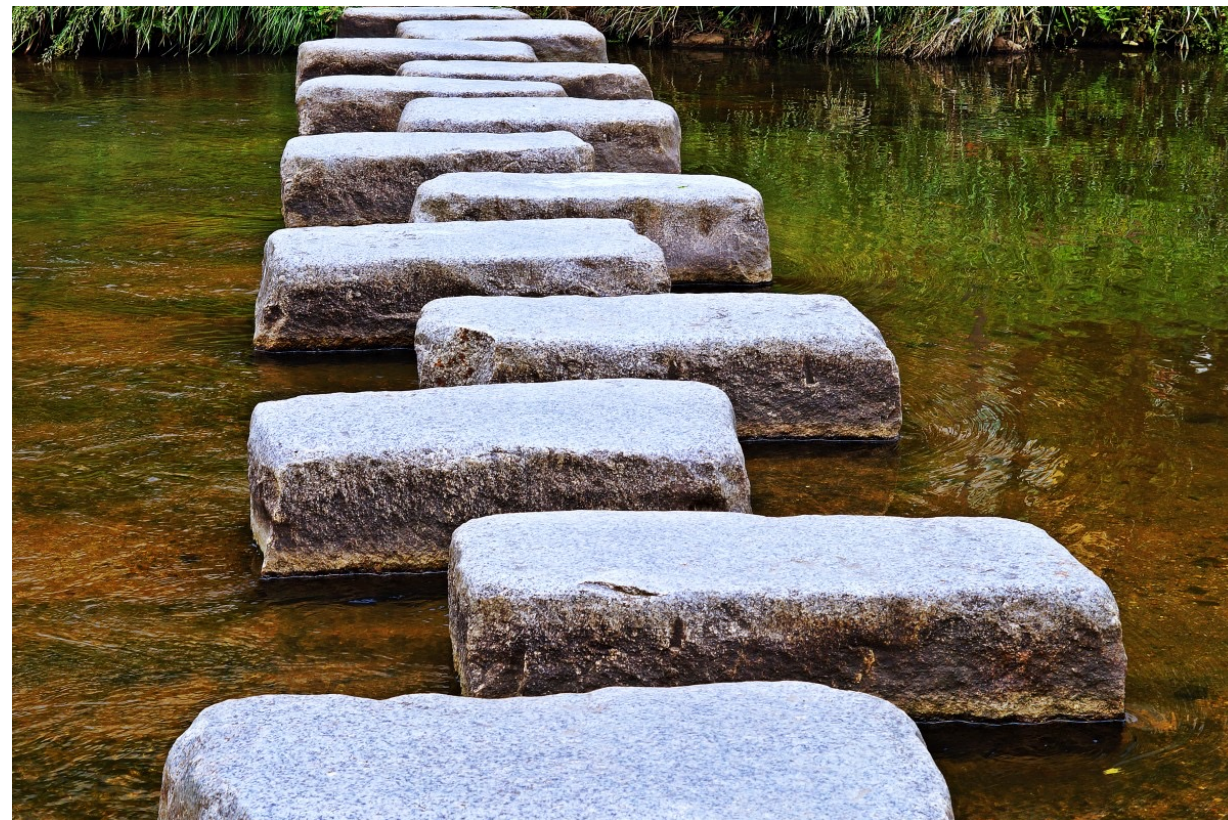
Answered: 81 Skipped: 0



Only 25% thought Funders had a Good understanding of their work

Application process

- The beginning of a relationship – set the tone.
- How can this be a learning process for applicants and grantmaker?
- Proportionality
- “Show not tell”
 - Process maps, diagrams, videos
 - Named people and definite timescales
- Language and terminology



Decision making

The phrase
"tough decisions"
doesn't explain very
much

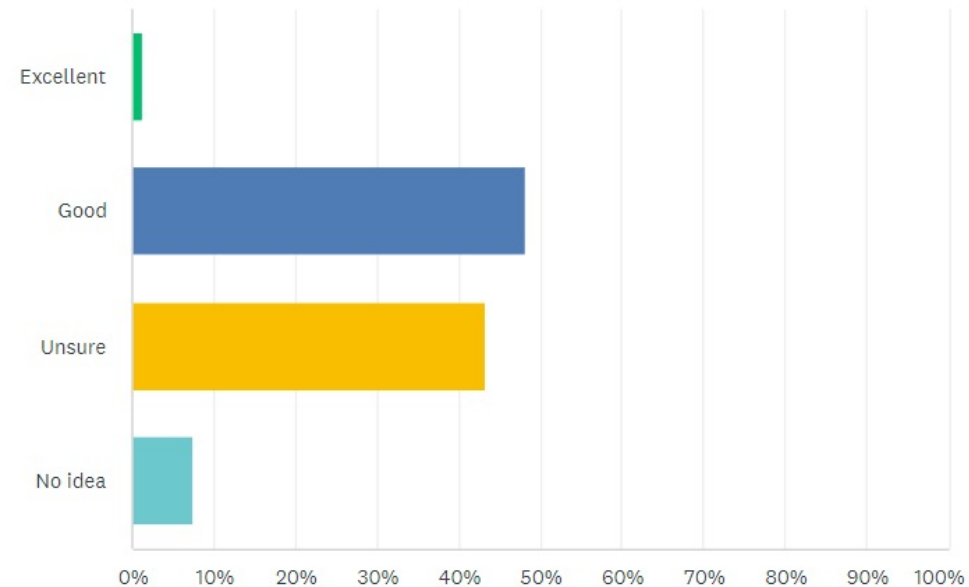




Decision making

How well do you feel you understand how decisions on your grant applications are made?

Answered: 81 Skipped: 0



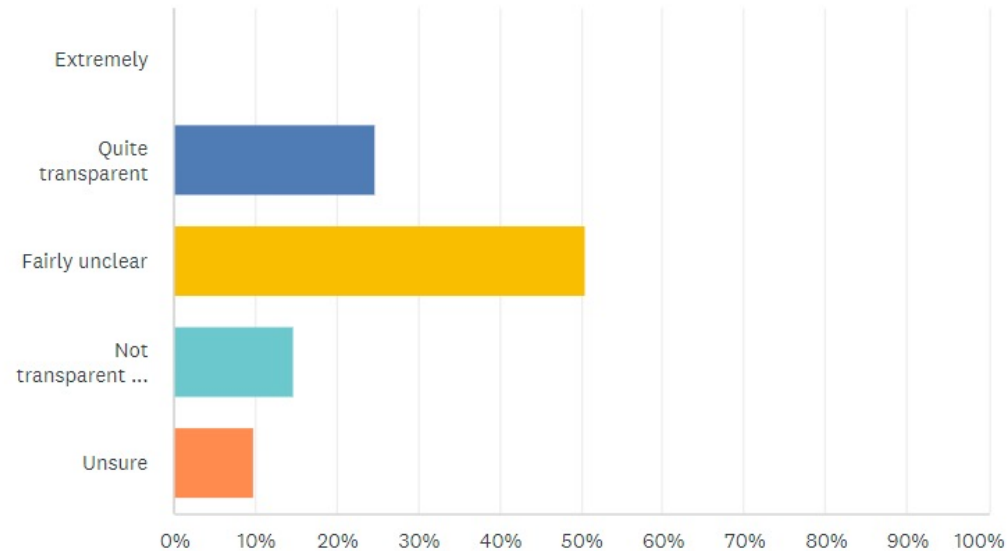
50% of Fundraisers are unsure or no idea how decisions are made. Almost 50% had a good understanding



Transparency of Decisions

How transparent do you think funders are with grant decisions they make?

Answered: 81 Skipped: 0



65% thought Funders were Fairly Unclear or Not at all transparent with how they communicated how decisions were made

Rejection

“Hard to know if it was genuinely case of over subscription, or not the right project, or if there was something tangible we could change or improve in application.”

“I think maybe it’s because of who I am.”
(A member of the Social Innovation Network)

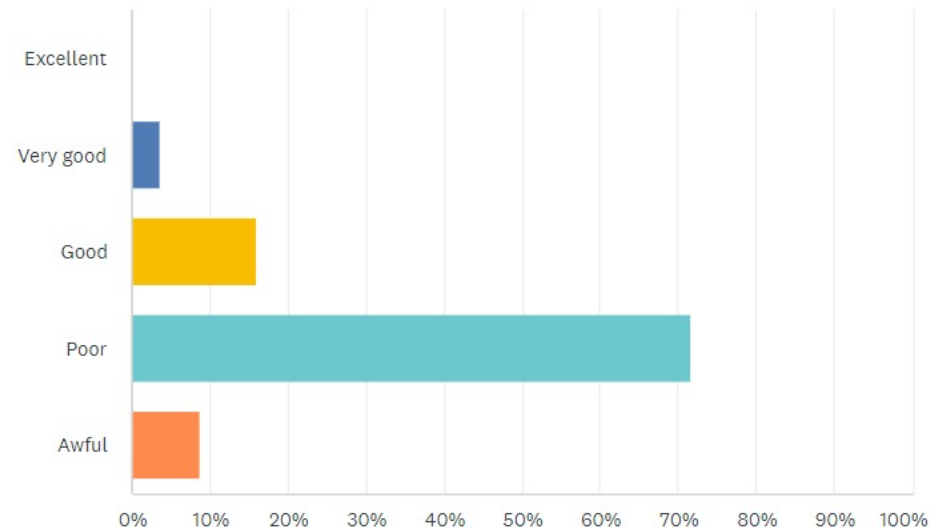




Rejection Experiences

How would you in general rate the quality of feedback given by a Funder following a rejection

Answered: 81 Skipped: 0



72% stated the quality of feedback they receive following a rejection is Poor



Preferred Rejection Feedback

Application Style	Average Score
Signposting to support	21%
No feedback at all	0%
Advice on reapplying	79%
Dates of reapplication cycle	53%
Signposting to alternative funders	53%
Advice on suitability of project	74%
Advice on quality of application	89%

Applicants would appreciate most type of feedback in a rejection, with advice on the quality of their application scoring highest.

Rejection

- Opportunity for learning and development of the groups
- Opportunity for maintaining relationships



Success!

- Help the group to celebrate
- Continuation and building of a relationship



Some food for thought..

- There was a sector-wide 'commitment' by funders to adopt good but not sure if or how it's been followed through?
- [Participatory grantmaking](#)
- Designing services - [15 principles of service design](#)

Get in touch

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