



Get Grants

Core Costs MASTERCLASS

John Ellery

GetGrants.org.uk

@Get_Grants

#GGFundraisersNetworking



Session Overview

Content
What are Core Costs
Finding Core Costs Funders
Applying for Core Costs
Core Costs in Budgets
Receiving Core Costs Grants



What are Core Costs?



What do we mean by Core Costs?

The Expenditure needed to keep an organisation going

- Overheads
- Operating costs
- Running costs
- Revenue
- Support costs
- Unrestricted



What is included in Core Costs?

- Management
- Administration
- Insurance
- Rent
- Utilities
- Marketing
- Fundraising
- Non-delivery staffing



What iSNT included in Core Costs?

- Delivery costs
- Equipment
- Capital developments

Core costs funding is however usually given on a very flexible basis



Funding Core Costs



Funding Core Costs

No simple answer to fully funding Core Costs

- Identify Core Costs Funders
- Develop Additional Core Cost Funder
- Include Core Costs in Project Applications
- Consider Unrestricted Project Grants



Finding Core Costs Funders



Grant Prospecting

- Existing knowledge
- Previous funders / Re-applications
- Online Databases
- Advice & Support
- Google search
- Newsletters
- Other organisation's funders



Core Costs Funders

Existing Knowledge / Online Databases:

- Garfield Weston Foundation
- Lloyds Bank Foundation
- Esmée Fairbairn Foundation
- Albert Hunt Trust
- The Fore
- Trusthouse Charitable Trust
- Yapp Charitable Trust
- The Allen Lane Foundation
- Woodward Charitable Trust



Core Costs Funders

Re-applications:

- Previous Core Costs Funders



Core Costs Funders

Re-applications:

- Previous Core Costs Funders
- Previous Project Funders



Core Costs Funders

Other Prospecting:

- Active Prospecting
- Newsletter
- Other organisation's funders



Core Costs Funders

Be flexible / Be open minded:

- Dig deep into guidelines
- Just because they don't say they fund core costs doesn't mean they won't
- Wider research
- Advice & Support
- Conversations with funders



Guidelines For Making A Grant Application

The Souter Charitable Trust supports projects engaged in the relief of human suffering in all its aspects in the UK and overseas – especially, but not exclusively, those with a Christian emphasis and ethos.

Grants are restricted to UK registered charities only. Current legislation does not permit the trustees to give direct grants to overseas organisations as they are unable to carry out the due diligence required of them.

Small grants may be awarded for gap year / short term projects which extend to at least one calendar year.

All projects for capital building and renovation works are specifically excluded from funding.

The personal health and educational needs of individuals are not normally funded.

Applications should be kept short, 2 sides of A4 is sufficient. The trustees are looking for a brief outline of the project aims and what the funding is required for a budget maybe included and a copy of your latest audited accounts should be included.

Whilst there are no minimum or maximum amounts given an average grant would be a small one off in the region of £1,000 - £3,000.

No application forms are required. To make an application, apply in writing to

Souter Charitable Trust, PO Box 7412, Perth, PH1 5YX or by e-mail to application@soutercharitabletrust.org.uk

Re-application for a grant is permitted, but only after one calendar year has elapsed.

The trustees generally meet once a month and all applications, whether successful or not, are acknowledged in due course.

All grants are made at the discretion of the Trustees and their decision is final

Core Costs Funders

Be flexible / Be open minded:

- Dig deep into guidelines
- Just because they don't say they fund core costs doesn't mean they won't
- Wider research
- Advice & Support
- Conversations with funders



Applying for Core Costs



Applying for Core Costs

What do we need to be aware of:

- It is different to applying for a Project
- More similar to Capital applications
- Funders are thinking of the longer-term
- Previous delivery/impact is more important
- Application forms will be designed to collect this information
- Proposals need to be tailored with this in mind



Typical Application Form

Project	Core
Organisation Background	Overview of Organisation
Project Title	
Overview of Project	Key Projects / Activities
Need	Need
Delivery Plan	Outcomes / Outputs
Outcomes / Outputs	Plans for the future
Project Budget	Organisation's Budget

Core Costs in your Project Applications



Core Costs in Project Budgets

Funders have different approaches:

- Some will not cover Core Costs at all
- Some will provide a percentage that they are able to cover
- Others will want to consider Full Cost Recovery
- Many are not clear



Full Cost Recovery

- “Securing funding for all the costs involved in running a project”
(National Lottery)
- “When we secure the full cost (including support costs) of the project”
(NCVO)



Simplifying Full cost Recovery

- What percentage of your organisation's delivery costs is this project?
- Allocate the same percentage of your core costs to this application



Project Budgets

- Trying to ensure all funders are contributing in some way towards Core Costs
- Where can we include Core Costs in a project budget?



Overview of Anticipated Project Budget		
Heading	Overview of Item or Activity	Total Cost
Salaries	Volunteer Coordinator – 0.25 FTE @ £20,000	£5,000
Salaries	Youth Workers – 4hr/week x 50 weeks x £15/hr	£3,000
Equipment	Sabre Storage Trolley - £434.75 15 x Employability workbooks -£89.85 15 x Basic Skills sets - £112.50 Pearsons Teamwork kits - £185	£822.10
Marketing	Social Media Executive - 1hr/week x 52 weeks x £12.5/hr	£650
Management Costs	Project Manager - 1hr/week x 52 weeks x £25/hr	£1,300
Administration	Administrator - 1hr/week x 52 weeks x £11.50/hr	£598
Other	Volunteer Expenses	£400
Total		£11,770.10

Receiving Core Cost Grants



Work with Finance / Accountant

- Ensure restricted Core Costs grants are spent/restricted correctly
- Remember to allocate Project grants to correct Core Cost budget lines
- Look out for Unrestricted grants



Overview



Core Costs Approach

- Identify Core Costs Funders
- Develop Additional Core Cost Funder
- Include Core Costs in Project Applications
- Consider Unrestricted Project Grants



Any Questions...



Upcoming Opportunities

Upcoming and On-Demand MASTERCLASSES:
<https://www.getgrants.org.uk/masterclasses/>

**Upcoming Fundraising Training Courses & FREE
Events:**
<https://www.getgrants.org.uk/upcoming/>



Thank you

Sign up to our newsletter!
getgrants.org.uk/newsletter/

Tell us your ideas
www.getgrants.org.uk/ideas-box

Get in touch:
info@getgrants.org.uk
[@Get Grants](#)

More information:
www.getgrants.org.uk

