



FUNDING FACTSHEET 6

Sustainability

This factsheet is part of a series of ten. The other factsheets are **1: General Procedures; 2: Sources of Funding; 3: Making Applications; 4: Writing an Application Letter; 5: Applications to Trusts; 7: Do's and Don'ts; 8: Crisis Funding; 9: Funding Budgets explained; 10: Budget Planning.**

Eighteen months before your current funding ends you need to start preparing for the next three year funding period:

- **How is your project doing?** - get out your original plans/successful funding applications so you have something to judge it against.
- **Have things gone as expected?** If the answer is no - why?
- **Who are you helping?** - Think about other organisations/statutory services that benefit from your work as well as individuals. You should already be recording this information as part of your ongoing monitoring.
- **How is your work developing?** - Will it be complete by the time the funding runs out? If so you need to think about winding down.
- If your work is ongoing you should start to **develop a project plan**, including a budget, for the next three to six years. Make sure you consult with everyone involved as part of this process (this means those who benefit from your work as well as those delivering it and running it).

It is now time to consider who might fund you:

- Does your work have any capacity to **earn income** without affecting your aims?
- Is there any part of your work which ought to be paid for by the **statutory services** (e.g. PCT,

Social services, Probation)? If so then you should start talking to your contacts about this possibility. Make sure you have evidence which shows how your work benefits them, especially referral figures and success rates.

- **What about your current funders?**: is there any chance that they might be willing to consider giving you a further three years funding?
- **Research other possibilities:** talk to the Funding Officer at your local CVS; collect information about sources of funding.
- During the first three months of your last year of funding, start applying to the people most likely to support you. **This should be your priority!**
- **Don't put all your eggs in one basket:** you must apply to a variety of funding sources.

FURTHER HELP

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