



# 'Introduction to Sustainable Funding' One Day Training Workshop



Thursday 25<sup>th</sup> February 2010  
9:30am - 4:00pm  
in Brierley Hill



**This workshop is being delivered by  
National Council of Voluntary Organisations (NCVO)  
Sustainable Funding Project**

## **What is NCVO's Sustainable Funding Project?**

The Sustainable Funding Project encourages and enables voluntary and community organisations to explore and exploit a full range of funding and financing options to develop a sustainable funding mix.

## **About the workshop:**

This one day workshop is aimed at frontline organisations and focuses on the early stages of the learning curve of developing a sustainable funding mix - it seeks to give people the awareness, understanding, enthusiasm and information to think further.

This workshop will not provide information on sources of funds. Instead it will encourage voluntary and community organisations to explore a diverse income mix. The workshop is designed as an overview of sustainable funding, with a particular emphasis on generating income from trading goods and services.

## **What the workshop will cover:**

- An introduction to the theme of sustainable funding
- An introduction to full-cost recovery
- An introduction to the principles of generating income through contractual work and trading goods and services
- An introduction to loan finance

## **What to expect:**

- A mix of presentations
- Small group work
- Open discussions

## **Who the workshop is for:**

Voluntary, community and faith based organisations interested in learning how to find out about different ways of sustaining their organisation.

**Please note that there will be a charge of £40 per person to help subsidise this course. This will help Dudley CVS to cover some of the costs of the trainers, venue and lunch. For details on how to book a place, please refer to the booking form.**

## Workshop Programme

### **9.30 Registration**

10.00 Introductions

Who Are We?

What is Sustainable Funding?

11.00 An introduction to Full Cost Recovery

### **11.30 Morning Tea**

11.45 An introduction to Earning - Trading

12.30 An introduction to Earning - Public Service Delivery

### **1.00 Lunch**

1.45 Warm Up to Afternoon

2.15 An introduction to the use of loans and other forms of finance

### **3.00 Tea**

3.15 Recap - Group Work

3.30 Making it happen - Next Steps

### **4.00 Home Time**

## **Here is what other organisations said about the workshop!**

This training was delivered to voluntary and community organisations in Bromley and Bedford during the summer 2009. Here is what some of the participants said about the workshop:

"The mix of group discussions was useful"

"I plan to discuss today's session with the Board of Trustees"

"I found the session on trading and new products and markets particularly helpful"

"I am now ready to review our current funding plan to incorporate new ideas, particularly around full cost recovery"

"I found the tools and group exercises particularly helpful, and the trainers were experienced"

## Booking Form

Please note that there is a cost of £40 per person to help subsidise this course. This will help Dudley CVS to cover some of the costs of the trainers, venue and lunch.

**Name of delegate/s**

**Name of organisation**

**Address**

**Post code**

**Tel No:**

**Email:**

**Dietary requirements:**

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### **Making payment:**

Please enclose a cheque for the full amount (**£40 per person**) made payable to Dudley CVS with your booking form.

*Please note that confirmation of your booking and details of the venue will be sent to you once your booking form and payment has been received.*

**Please return booking forms no later than Friday 18<sup>th</sup> December to Kate Green,  
Dudley CVS, 7 Albion Street, Brierley Hill, DY5 3EE.  
Tel: 01384 573381. Fax: 01384 484587.  
Email: [buildingblocks@dudleycvs.org.uk](mailto:buildingblocks@dudleycvs.org.uk).**