



# Finding Alternative Sources of Funding



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Strategic SENCo Conference 2018

# Aims

- Raise awareness of additional funding streams to support SEND and vulnerable groups
- Provide key pointers of making successful applications for additional funding



# What is already in school?

2017-18 Formula Budget Determination (calculations are up to 10 decimal places)

Pupil Entitlement Funding	School Phase	Amount Per Pupil	Pupil Numbers on Roll	Funded Growth Places (see Page 2 Growth)	Pupil Entitlement	Allocation	Memorandum Item	
							Notional SEN %	Notional SEN Amount
	Primary	£ 3,071	224	18	£ 741,632			
	Secondary	4,243	0	0	0			
Total Pupil Entitlement Funding					741,632		5%	37,082
<b>Deprivation Funding</b>								
Free School Meals Ever 6 (FSMEG) See Page 3 Pupil Led Elements					183,867		50%	91,934
Income Deprivation Affecting Children Index (IDAC) See Page 3 Pupil Led Elements					23,133		50%	11,567
<b>High Incidence Low Cost Funding</b>								
Low Prior Attainment See Page 3 Pupil Led Elements					160,637		100%	160,637
<b>Other Pupil Led Funding</b>								
English as an Additional Language (EAL) See Page 3 Pupil Led Elements					3,950		0%	0
Looked After Children (LAC) See Page 3 Pupil Led Elements					3,871		0%	0
Pupil Mobility See Page 3 Pupil Led Elements					564		0%	0
<b>Other Factors</b>								
Lump Sum					150,000		0%	0
Split Site					47,357		0%	0
Private Finance Initiative (PFI) "Top Up"					0		0%	0
Rates					17,052		0%	0
<b>2017/18 Primary &amp; Secondary Funding Formula Determination</b>					<b>1,332,063</b>			<b>301,219</b>
Minimum Funding Guarantee (MFG) See Page 5 MFG or CAP					0			
Funding CAP on Gains See Page 5 MFG or CAP					(37,091)			
<b>Total Primary &amp; Secondary Funding</b>					<b>1,294,972</b>			
Funding De-Delegated to be Managed Centrally See Page 4 De-Delegations					(5,600)			
<b>Total Funding After De-Delegation</b>					<b>1,289,372</b>			
<b>Other Delegated Funding</b>								
Early Years Single Funding Formula Allocation See Page 7 Early Years					0			
-Indicative Nursery Class Funding					0			
Sixth Form Funding See Page 8 Post 16					0			
Place Funding for Resource Base See Page 6 Resource Base					0			
<b>Total Delegated Budget 2017/18</b>					<b>1,289,372</b>			
<b>Other Funding</b>								
Illustrative Pupil Premium 2017/18 - (The DFE will not confirm allocations until June or December 2017)					0			
LA Indicative Devolved "Top Up" funding for Pupils in the Resource Base See Page 6 Resource Base					0			
Provisional Devolved Formula Capital Allocation see note					6,340			
<b>Total Funding Available 2017/18</b>					<b>1,295,712</b>			
<b>NOTES</b>								
Notional SEN - The Notional SEN budget determined for your school is £ 301,219								
This budget is NOT additional funding but forms part of the school budget share. Schools have responsibility for supporting all pupils with low levels of SEN and up to £6,000 of the additional support required for high needs pupils. High Needs Pupils, with funding determined by CRISP in excess of £6,000, will have "Top Up" funding allocated by the LA (The CRISP amount less £6k)								

## Memorandum Item

Notional SEN %

Notional SEN Amount

£

5% 37,082

50% 91,934

50% 11,567

100% 160,637

0% 0

0% 0

0% 0

0% 0

0% 0

0% 0

0% 0

**301,219**



# What else is out there?

Type of funding method	Description	Best used
Fundraising	<p>Includes:</p> <ul style="list-style-type: none"><li>• Sponsored events</li><li>• Sales of goods</li><li>• Discos</li><li>• Non-uniform days</li></ul>	<ul style="list-style-type: none"><li>• Small scale funding needs</li><li>• Short term</li></ul>
Social Enterprise	<ul style="list-style-type: none"><li>• Usually follows a business model but aims on developing funding for further development rather than profit</li><li>• Requires external funding for set up, often a loan</li></ul>	<ul style="list-style-type: none"><li>• Ongoing production</li><li>• To build small ideas into bigger ones</li></ul>
Grants	<ul style="list-style-type: none"><li>• External funding provided by bigger organisations/charities</li><li>• Requires a bid to be submitted</li><li>• Relies on meeting set criteria</li></ul>	<ul style="list-style-type: none"><li>• Larger scale projects</li><li>• Short or longer term</li><li>• Focused projects</li></ul>



# Pros and Cons

Spend a couple minutes in your groups considering what may be the pros and cons of each of these funding streams



# Grants

Grants are:

- non-repayable funds or products
- disbursed or gifted by one party, often a government department, corporation, foundation or trust,
- often given to a non-profit entity, educational institution, business or an individual
- Have to be applied for
- Aim to address a specific need or area of need
- Not easy to get!



# To Bid Or Not To Bid?

Shortlist the right programmes by considering:

- Are you eligible? (location, legal status, partners and project purpose)
- Will it support your “business plan”?
- How well do your outcomes meet the funder’s needs and values?
- Can you demonstrate you can deliver them well?
- What is the real cost?



# Common Reasons for Failure

- 48% lack of budget
- 30% concerns about organisation viability
- 28% poor standards of presentation
- 25% ineligible organisation
- 21% ineligible activities
- 21% application incomplete
- 17% match funding concerns
- 15% request exceeds grant maximum
- 6% received too late



Figures taken from Idox Bid Writing Workshop presentation notes



Pupil and School Support

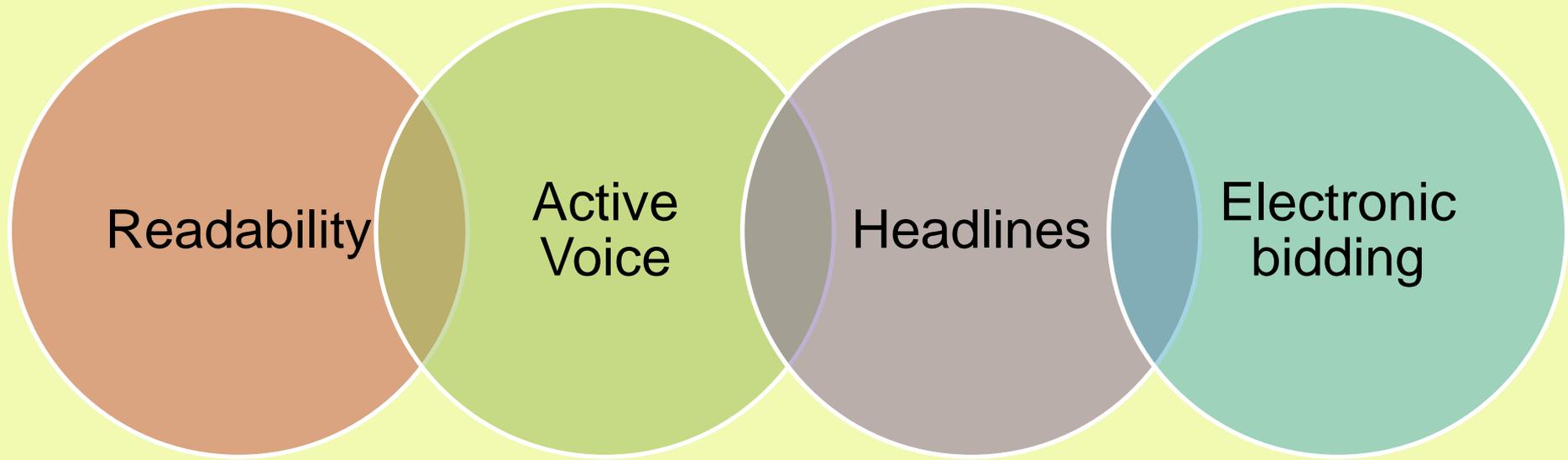
# Making a Successful Application

Key principles of making a successful application or bid are:

- Communicate effectively
- Be persuasive
- Show an evidence for need
- Show an evidence for demand
- Describe outcomes and impact
- Bring the proposal to life
- Consider the budget



# Effective communication – writing styles



# Effective writing – elementary rules

- Never use a long word where a short one will do
- If it is possible to cut a word out, always cut it out
- Never use the passive where you can use the active
- Never use a foreign phrase, a scientific word or a jargon word if you can think of an everyday English equivalent
- Never use a metaphor, simile or figure of speech which you are used to seeing in print



# Be Persuasive

- What is the need or problem?



- What's your solution?



- Is this solution wanted?



# Evidence of Need and Demand

- User feedback
- School/departmental improvement plan
- Local strategy
- National policy/strategy



# Outcomes and Impact

- What will change?
- How will you know it has changed?
- How will you measure this change?
- What are the short and long term effects of this change?



# Bring the Proposal to Life

- Give it a catchy name
- Include pen portraits
- Use infographics



- Consider various types of media



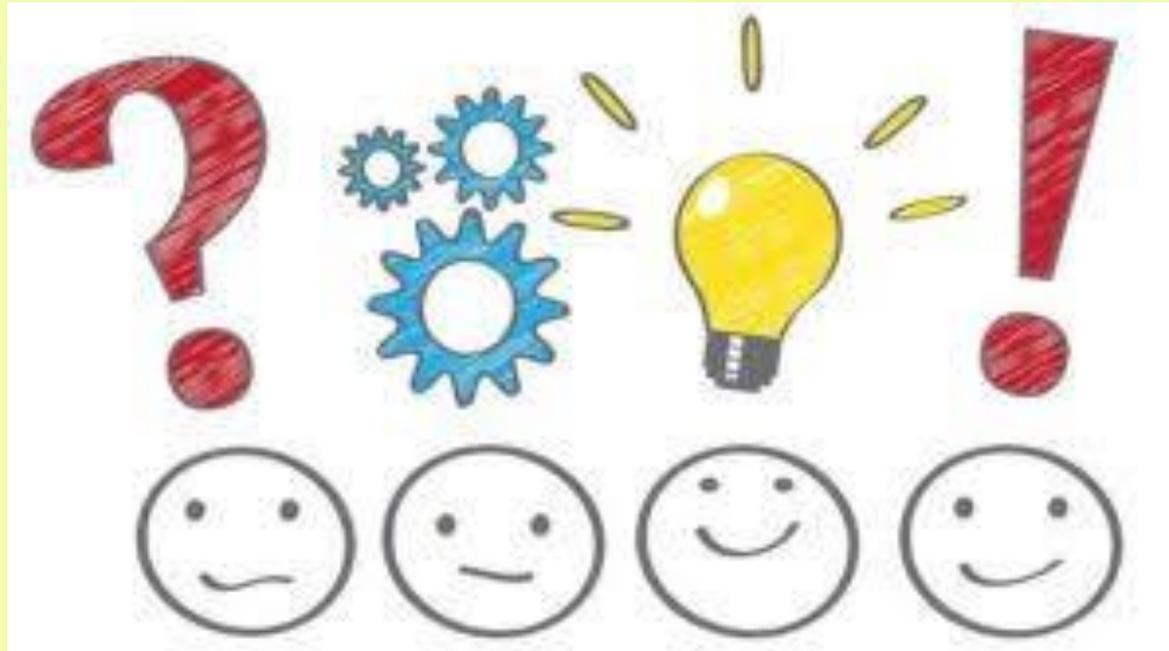
# Consider the Budget

- Be realistic
- Budget on the basis of full cost recovery
- Get quotes from suppliers
- Allow for inflation and pay rises
- Keep clear records of how the costs were calculated





# Pupil and School Support



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Partners on the pathway to a positive future of children and young people