

FUNDING FOR ALL

England & Wales · Charity number 1150204

Details

Status	Registered
Legal form	Charitable company
Company number	08263265
Registered	2012-12-17
Register	View on the Charity Commission register

Contact

Address	Maidstone Community Support Centre 39-48 Marsham Street Maidstone ME14 1HH
Phone	01622 230742
Email	info@fundingforall.org.uk
Website	www.fundingforall.org.uk

Activities

Objects: THE CHARITY'S OBJECTS (THE OBJECTS) ARE: TO PROMOTE THE VOLUNTARY SECTOR FOR PUBLIC BENEFIT BY PROVIDING SERVICES DESIGNED TO INCREASE THE AMOUNT OF EFFECTIVE RESOURCES AVAILABLE TO VOLUNTARY SECTOR ORGANISATIONS PRINCIPALLY BUT NOT EXCLUSIVELY IN THE LOCAL GOVERNMENT AREA OF KENT, MEDWAY AND ITS ENVIRONS (HEREINAFTER CALLED THE "AREA OF BENEFIT") (2) FOR THE PURPOSES OF THIS ARTICLE 4: (A) "VOLUNTARY SECTOR" MEANS CHARITIES, VOLUNTARY ORGANISATIONS AND SOCIAL ENTERPRISES. (B) "CHARITIES" ARE ORGANISATIONS WHICH ARE ESTABLISHED FOR EXCLUSIVELY CHARITABLE PURPOSES IN ACCORDANCE WITH THE LAW OF ENGLAND AND WALES. (C) "VOLUNTARY ORGANISATIONS AND SOCIAL ENTERPRISES" ARE INDEPENDENT ORGANISATIONS, WHICH ARE ESTABLISHED FOR PURPOSES THAT ADD VALUE TO THE COMMUNITY AS A WHOLE, OR A SIGNIFICANT SECTION OF THE COMMUNITY, AND WHICH ARE NOT PERMITTED BY THEIR CONSTITUTION TO MAKE A PROFIT FOR PRIVATE DISTRIBUTION. VOLUNTARY ORGANISATIONS AND SOCIAL ENTERPRISES DO NOT INCLUDE LOCAL GOVERNMENT OR OTHER STATUTORY AUTHORITIES.

Activities: Funding for All aims to inspire and empower VCSEs to build fundraising capacity to ensure sustainability. It provides free mentoring that aims to grow the confidence of those supporting the sector when bid writing, generating income and fundraising. It also provides face-to-face training and webinars,

funding advice sessions accessible online and in person, and fund information on its website.

Classification

- **How:** Provides Advocacy/advice/information
- **What:** Education/training
- **Who:** Other Charities Or Voluntary Bodies, Other Defined Groups

Geography

- Kent
- Medway

Finances

Period end	Income	Expenditure	Assets	Employees
2025-10-31	£143,663	£141,604	-	-
2024-10-31	£86,106	£155,701	-	-
2023-10-31	£192,930	£141,280	-	-
2022-10-31	£141,319	£119,509	-	-
2021-10-31	£137,198	£63,558	-	-
2020-10-31	£49,418	£57,461	-	-

Trustees

Name	Role	Appointed
Bethan Tomlinson		2021-11-11
EMMA VICTORIA TANNER		2024-04-23
John Gordon		2022-11-10
Nigel Turley		2023-11-23

FUNDING FOR ALL

England & Wales - Charity number 1150204

Accounts



Funding **FOR ALL**

UNAUDITED

REPORT OF THE TRUSTEES AND

FINANCIAL STATEMENTS

FOR THE YEAR ENDED

31ST OCTOBER 2025

Charity No. 1150204
Company No. 08263265

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Report of the trustees

The trustees, who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity, Funding for All, for the year ended 31st October 2025. The trustees confirm that the annual report and financial statements comply with the current statutory requirements, the requirements of the company's governing document and in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102 SORP).

Administrative details

Registered Charity Number:	1150204
Registered Company Number:	8263265
Registered Office:	Maidstone Community Support Centre 39-48 Marsham Street, Maidstone Kent ME14 1HH
Trustees and directors:	Bethan Tomlinson John Gordon Nigel Turley Erika Collinson Emma Tanner appointed 22nd November 2024 resigned 21st May 2026
Staff:	Kerry Donati (Charity Chief Officer) Katherine Jary (Operations Manager and Charity Secretary) Charlotte Coombes (Events and Marketing Co-ordinator) Mike Chen (Affiliation Co-ordinator)
Independent Examiner:	Xeinadin Audit Limited Trinity House 3 Bullace Lane Dartford Kent DA1 1BB
Website:	www.fundingforall.org.uk
Facebook:	@fundingforall.org.uk
X/Twitter:	@FundingforAll
Instagram:	@fundingforallkent
LinkedIn:	Funding for All

Governance

The charity is a company limited by guarantee with no share capital (registration no. 8263265) and a registered charity (registration no. 1150204). In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The charity's Memorandum and Articles of Association is the primary governing document of the charity.

Funding for All was registered with the Charity Commission on 17th December 2012. The Memorandum and Articles of Association was incorporated on 22nd October 2012 as amended by special resolution registered at Companies House on 13th December 2012.

The Funding for All Board of Trustees meets quarterly and holds an AGM in late spring each year.

The Operations Manager and the Charity Manager, in tandem with the Board of Trustees, continue to review the charity's policies and procedures annually and develop new policies as necessary.

The charity's Board recognises the need to periodically consider any gaps in knowledge, skills, and experience within the Board and to bring innovative ideas to the organisation. Following ongoing trustee recruitment, new trustees, with suitable and selected skills, have been successfully recruited to Board.

All new trustees receive a full induction to the organisation, are provided with 'The Essential Trustee' Charity Commission guidance and they complete an NCVO online e-learning course on: 'Roles and duties of trustees'.

The directors consider the board of directors, who are the charity's trustees, and the Charity Manager as the key management personnel of the charity in charge of directing and controlling, running, and operating the charity on a day-to-day basis. All trustees give their time freely and no trustee received remuneration in the year. Staff pay is reviewed annually by the trustees and is benchmarked against pay levels in other local charities of a similar size.

Vision

Funding for All is a registered charity and company limited by guarantee that was established in October 2012 to respond to a recognised charitable need in Kent following the closure of the extremely successful 'Funding Buddies' project.

The vision of Funding for All is to inspire and empower community organisations in Kent and Medway to build their fundraising capacity to ensure sustainable projects.

Objectives and activities

Charitable objectives

The purposes of the charity as set out in its governing document are:

To promote the voluntary sector for public benefit by providing services designed to increase the amount of effective resources available to voluntary sector organisations principally but not exclusively in the local government area of Kent, Medway, and its environs.

Public benefit

The charity's trustees have complied with their duties under the Charities Act 2011 to have due regard to public benefit guidance published by the Charity Commission. Funding for All's public benefit activities are outlined in the sections below, illustrating the commitment of the charity to strengthening the community organisations of Kent and Medway.

Chair's report

Welcome to Funding For All's Annual Report for the year ended 31 October 2025.

We are proud to share the work we have carried out with our direct beneficiaries; providing free, expert fundraising support to small charities, voluntary organisations, community groups and social enterprises across Kent & Medway, helping them turn passion into sustainable impact.

We are operating in a period of continued challenge. As there are fewer statutory funds available, fundraising remains ever more competitive. Grant makers, Trusts and Foundations are transparent that they can regularly meet less than 5% of applications. Against this picture for income, many costs have risen. Although official inflation levels were almost 4% in the year, specific expenditure rose significantly – especially in utilities, transport, housing and food costs. Increased demand on Kent's charities led to a palpable sense of overwhelm for their fundraisers. Many of our beneficiaries expressed how grateful they were to have a facilitated space for connection and noted the genuine interest our team showed for their cause and their wellbeing.

Thanks to the commitment of our staff team, mentors, partners and trustees, we supported organisations in all 12 Kent districts and Medway. Over the year we mentored 111 VCFSEs, welcomed 177 different VCFSEs to our webinar programme, provided 1-2-1 advice through both Funding Advice Days and local Funding Surgeries, bringing 195 attendees from 149 VCFSEs together at our conferences. Feedback shows our work consistently meets our core metric to increase confidence: 97% of event respondents and 96% of mentored groups reported improved confidence in fundraising or funding.

Our support helped secure real resources for communities. In the first 12 months of our current National Lottery Reaching Communities programme (Dec 2024 to Nov 2025), our work contributed to £1,412,008 of additional funding secured by VCFSEs across the region. This is an estimated 1:17 return on investment in the first year. We are deeply grateful to National Lottery players, Kent County Council and to all our funders who make this work possible.

As we look to 2026 we can build on the essential training we have offered Mentors to manage the impact of AI in the sector. We will build on the new work we have carried out in connecting groups working on LGBTQIA+ and Environmental projects and look forward to mentoring new groups and partnerships in these areas. We have welcomed a new team member who is dedicated outreach and affiliation, we have already seen great benefits in the additional time we now have to spend in growing and supporting our community.

On behalf of the Board, my thanks go to our staff team, our mentors, our partners, and the VCFSEs who place their trust in us. I also thank all our trustees for their time and oversight of the organisation. We are pleased to report a strong financial position, with income of £143,663 and closing funds of £135,736 at year end. These funds include unrestricted reserves in line with our reserves policy. We remain confident in our ability to continue supporting the sector through the years ahead.



Bethan Tomlinson (Chair of Trustees)



Funding
FOR ALL

FUNDING FOR ALL MANIFESTO

For the people who show up, even when it's hard.
For the ones trying to do good, without always knowing how. We believe
in the power of small. Small charities, small groups,
small beginnings, led by people with big hearts and bold hopes.
We believe change doesn't start in boardrooms. It starts in community
halls, kitchens, WhatsApp groups, and late-night
planning calls by people who care enough to act. We know what it's like
to be overwhelmed. To feel like you're supposed
to know the answer, fill in the form, find the funder, fix the problem.

All while keeping everything else going.
That's why we're here. We are not consultants. We are mentors. Listeners.
Guides. We roll up our sleeves, walk beside you,
and build your skills with you, so you don't just survive, you thrive.
We specialise in one thing: funding. Because getting the money to do your
work shouldn't be the thing that holds you back.
You've got the passion. We'll help you build the power. We believe support
should be free, expert, and human.

We share what we know. We don't gatekeep. And we never talk down,
we lift up. We believe that when one community
group thrives, a whole community does too. This isn't short-term help.

This is long-term confidence.
One for all and all for one. We are Funding for All.



Funding
FOR ALL

Financial review

The financial results for Funding for All for the financial year were pleasing, with income of £143,663 in the year (2024: £86,106) and closing funds of £135,736 at 31st October 2024 (2024: £133,677). The closing funds include £97,649 of unrestricted funds (2024: £75,531), equivalent to at least six months' current staff and core overhead costs in accordance with the charity's reserves policy. As a result and having secured funding encompassing a significant proportion of the charity's activity until 2028, the trustees are confident that the charity remains a going concern. Funding for the period thereafter will be sought by the trustees in due course and unrestricted reserves will be retained at current levels until then.

The trustees regularly review the charity's finances and consider the risks relevant to the charity's operation, implementing policies and procedures to minimise risk and manage impact should those risks materialise.

In the financial year the charity did not actively fundraise from the public or undertake similar fundraising activities. The trustees were pleased to receive donations from supporters.

Meeting the funding needs of the voluntary sector in our region

Funding For All offers free, expert fundraising support to ensure small to medium Voluntary, Community, Faith and Social Enterprises (VCFSEs) secure a sustainable future. We currently provide this support through free fundraising mentoring, surgeries, webinars, conferences, one-to-one (1-2-1) events and fundraising strategy days, as well as through our newsletters and bulletins and by listing funding opportunities on our website.

Delivery context

Funding for All covers the geographic county of Kent, which includes the Kent County Council (KCC) area and all its twelve districts, and the borough, city, and parish councils within, and the Medway unitary council area. These administrative areas include an extensive rural population, many coastal communities, as well as significant urban areas. Within this mosaic are many seen and unseen areas suffering high indices of deprivation. It is important to highlight this, as our region continues to face considerable challenge and adversity and this factor is frequently overlooked as a characteristic of this corner of South-East England.

For example, Kent's rural areas make up 85% of the county; rural communities continue to experience social isolation, transport issues and rising challenges from the cost-of-living crisis (Framing Kent's Future, KCC, 2022-2026).

The government's Indices of Multiple Deprivation published in December 2025 reveal that rural deprivation manifests with poor access to housing, high housing costs, fuel poverty, poor public transport, additional travel costs, poor connectivity and an adverse employment market where many take up informal, unstable and poorly paid employment (English Indices of Deprivation: Deprivation in Rural Areas, by the Ministry of Housing, Communities and Local Government, 2025). This report highlights the mismatch between the image of rural life and the reality, and the hidden nature of rural disadvantage. It suggests that this adversity is further impacted by a culture of self-reliance, where fewer individuals take up the benefits that they are entitled to. The district of Swale in Kent is included in the Top 20 most rurally deprived districts in England and, across Kent and Medway, many rural wards in the IMD statistics (2025) have high deprivation levels. For example:

- In Ashford District, there are rural wards which are 71% more deprived than other neighbourhoods in England
- In Canterbury District, there are rural wards which are 71% more deprived than other neighbourhoods in England
- In Maidstone District, there are rural wards which are 78% more deprived than other neighbourhoods in England
- In Dartford District, there are rural wards which are 82% more deprived than other neighbourhoods in England
- In Folkestone and Hythe District, there are rural wards which are 96% more deprived than other neighbourhoods in England
- In Medway, there are rural wards which are 99% more deprived than other neighbourhoods in England

- Even in more affluent areas in West Kent, such as Tunbridge Wells District, there are rural wards which are 60% more deprived than other neighbourhoods in England (and in Sevenoaks District, 52%).

Funding for All takes significant measures to bring its services to rurally isolated areas, specifically, our Funding Surgeries occur monthly in village halls and community buildings throughout each district. Working with groups in rural areas across the region, we encounter many communities that are trying to address these difficulties together, providing grassroots solutions and building connections. We proactively endeavour to ensure that we are there to support them.

Kent and Medway's coastal areas also face significant challenges. Kent is a county with more than 350 miles of coastline (Framing Kent's Future, KCC, 2022-2026). To address this, we have taken measures to ensure that our support reaches the coastal areas of Dover and Thanet to deliver tailored services for their grassroots organisations. We have also taken steps to ensure that communities that boarder the Thames, which suffer high indices of deprivation, such as Swale, Gravesend, Medway and the Isle of Sheppey, have good access to our support. The IMD data published in December 2025, reveals that of the two most deprived Lower-Layer Super Output Areas (LSOAs) in England, one is on the Kent coast, in Margate. Indeed, Thanet includes 5 of the most deprived LSOAs in England, and some districts in the East Kent area, including Thanet, Dover and Folkestone and Hythe, remain in the lowest 30% of the most deprived LSOAs in the UK. (<https://www.gov.uk/government/statistics/english-indices-of-deprivation-2025>). We have been proud to partner with Thanet District Council for an additional year delivering tailored support for the VCFSEs within the district.

In addition to the data outlined above, it is important to highlight that many urban wards across our region face real challenges and are easily overlooked. Tucked away within urban areas with neighbouring wards that may appear more affluent, there are many with extremely high indices of deprivation. For example:

- In Sevenoaks District, there are urban wards which are 56% more deprived than other neighbourhoods in England
- In Tonbridge and Malling District, there are urban wards which are 85% more deprived than other neighbourhoods in England
- In Tunbridge Wells District, there are urban wards which are 87% more deprived than other neighbourhoods in England
- In Canterbury District, there are urban wards which are 90% more deprived than other neighbourhoods in England
- In Dartford District, there are urban wards which are 94% more deprived than other neighbourhoods in England
- In Ashford District, there are urban wards which are 80% and 96% more deprived than other neighbourhoods in England
- In Folkestone and Hythe District, there are urban wards which are 96% more deprived than other neighbourhoods in England
- In Gravesham District, there are urban wards which are 96% more deprived than other neighbourhoods in England
- In Swale District, there are urban wards which are 98% more deprived than other neighbourhoods in England
- In Maidstone District, there are urban wards which are 99% more deprived than other neighbourhoods in England
- In Medway District, there are urban wards which are 99% more deprived than other neighbourhoods in England

Because of this, it is important that we increase our reach to ensure that all those VCFSEs trying to serve communities across the region know how to access our support. We are delighted to confirm that, once again, we can evidence that VCFSE groups from all 12 KCC districts and Medway have accessed our services. This year we have seen an increase in the number of groups seeking support that serve the whole of Kent and Medway, not just one specific district; these groups now represent 34% of all the groups accessing our mentoring.

One district, Thanet, continues to have more groups than any other accessing our mentoring: 19% of the groups that we mentored this year served the Thanet District. Three other districts each provided 8% of the groups that we mentored: Canterbury, Folkestone and Hythe and Maidstone. We are pleased to see a consistent number of groups coming forwards for mentoring from Dover, Swale and Gravesham. The fewest number of VCFSEs accessing our mentoring served Tunbridge Wells and Tonbridge and Malling. We proudly support VCFSEs from across the whole region, ensuring

that every group can access our help, particularly in those pockets of need. Individual VCFSEs that offer grassroots solutions can serve their communities better with access to Funding for All's support.

In the year ended 31st October 2025, we analysed our reach, considering the groups that we could be helping and are not yet in contact with, and the barriers that they might be encountering when trying to access our service.

After every output delivery we seek, collect, and analyse feedback to proactively investigate barriers encountered, and to identify the additional support and training people may need. We are pleased that the data clearly illustrate that we have increased our online presence:

	2022-2023	2023-2024	2024-2025
Instagram followers	493	716	1,105
Website returning visits	16.2%	18.9%	17.2%
LinkedIn followers	262	371	615
Facebook followers	n/a	969	1052

The data shows a steady increase in our Facebook followers, representing approximately 7 new community groups / individuals per month. In addition, our Newsletter circulation has now increased to 2,281 subscribers. These subscribers are managed and scrutinised, with spam emails and subscribers who have not engaged for 3 years removed. Content engagement levels are high; Mailchimp reports a 40.5% average 'open' rate in the past year, and a 4.2% click rate on links to sign up to events. Mailchimp estimates that a click-rate of between 2-5% is seen as successful, so we are pleased with this figure.

Funding For All response to sector needs

Funding for All has a real passion for supporting those individuals who are tasked with sourcing the funding needed by their organisations to continue to deliver the good work that they do. We have a specific, equitable focus on smaller groups, many of whom are working to address grassroots needs that they have seen in their community. The people that we support are not professional fundraisers; they are individuals trying to source funding because they believe in the value of the work their organisation is delivering for their community. Our support saves them precious time, upskills, equips and encourages them, and helps them to help their organisations to do more, for more people, for longer.

The feedback that we collect shows that our beneficiaries face palpable stress, barriers and, for some, isolation. We have mentored people this year for whom the overwhelming stress and burden of finding the necessary funding in these difficult times has had a significant impact on their well-being and mental health. The current funding climate has been negatively impacted by many factors, including:

- More than 240 trusts and foundations which have either closed, paused or changed their priorities.
- Public sector funding which continues to decrease.
- An increased need for funding diversification as traditional sources become increasingly over-subscribed.
- New technological developments with AI that have resulted in an increase in applications to grants and trusts, increasing competition.
- The development of new avenues of funding which are unfamiliar to many groups.
- Higher core costs for groups with increases in minimum and living wages.
- Higher core costs for groups because of the cost-of-living crisis.

All the above present challenges for the people we support, and we know that our help has delivered outcomes of increased confidence and additional finance. But it has delivered an additional outcome too: supporting the well-being of those people tasked with fundraising. Our encouragement, we believe, keeps people engaged in the VCFSEs they support, keeping skills, drive and commitment in the system and mitigating against overwhelm.

This regional picture reflects national trends. According to the NCVO website, 2025 was defined as the year of the 'big squeeze' for the voluntary sector, in which the funding landscape has seen 'the perfect storm, created by funding falling, costs increasing and demand climbing' (NCVO website). The NCVO indicates that many charities have undertaken significant cost-cutting over the last few years, and they have cut back as far as they can. They suggest that if charities

cannot secure the funding that they need, the sector could be significantly impacted, creating what they refer to as a 'chain of events' which could cost charities more in the long-term.

In 2025, the Charities Aid Foundation (CAF) report, UK Charity Insights, states that:

- When asked about their top three challenges, eight in ten charity leaders (79%) mentioned at least one finance-related challenge (achieving financial sustainability, increased competition for funding, or managing the balance between restricted and unrestricted funding).
- 44% cited increased costs as one of their key challenges, significantly more than the 30% reported in 2023 and 33% in 2024.
- 83% of charity leaders think that the sector is unhealthy, because of financial pressures and funding cuts.
- Most charities report an increase in demand over the past 12 months, with nearly half (45%) saying that demand has increased 'a lot'.
- Although only 6% of charities say business donations are a main source of income, as many as six in ten (61%) receive at least some funding from corporates, and 43% of all charities say these partnerships play an important role in helping them achieve their goals.
- Many charities emphasised the need for secure, multi-year, and unrestricted funding from government sources, to help them plan, deliver and expand services without the constant pressure of short-term contracts or project-based grants.

CAF highlights that the least financially resilient charities have the following characteristics: they rely on fewer sources of income; are less likely to receive financial support from corporates; have less time for strategic planning; and face challenges demonstrating their impact (UK Charity Insights, 2025).

CAF (2025) recommends the following priorities for charities in the current funding landscape:

- To retain a laser-focus on their strategic plan.
- To carve out protected time for planning and for building resilience, considering including capacity building or resilience-boosting activities in proposals to donors and funders.
- To consider strategies to diversify their income stream, regularly reviewing their fundraising strategy and analysing market trends to boost financial resilience.

Funding for All is well positioned to support VCFSEs with these recommendations. Our charity trains organisations to develop fundraising strategies and assess their financial resilience. Our work encourages, trains and builds capacity within VCFSE teams, enabling them to diversify their income and enhance their resilience. We do this through our training outputs and through our mentoring which focussed on the aspects of funding and fundraising that will support each group in their current situation. Our charity is experienced, established and well-placed to deliver the support that is needed in the current funding climate. Our service is free to all VCFSEs in the region and proactively supports the individuals who are trying to do more, for more people, for longer through the VCFSEs that they are fundraising for.

What do the VCFSEs tell us about the need for Funding for All in our region

We asked the groups that we have supported this financial year how they perceive the need for the delivery and support that Funding for All provides. Their responses clearly show the impact that we are making:

- Every charity or local organisation needs to attend these events to maximise funding support for their charity or gain personal help to apply for grants. **(Dover Pantry, Dover)**
- These are so important, even if you're already doing the suggestions, it gives you the confidence to know you're doing it right. **(IncludesUs2)**
- They are essential as the impact should start local/as localised. I find myself feeling overwhelmed in researching what funding is available, so sharing, connecting in this way makes the prospect less daunting. **(Future Foundry)**
- These events are extremely important in creating the knowledge and confidence in the funding sector for the important work so many people/organisations are doing, or who have the ideas of doing. **(Dover Pride)**
- Really important, at intervals to prop up the feelings of despair and negativity that come from sitting doing funding bids, etc. **(Looping the Loop)**

- The need is huge as grass roots organisations need these links and quality information. They have helped me hugely in developing our organisation. **(Reach Out and Recover, ROAR)**
- Applying for funding can be very daunting and a minefield, not knowing the best direction to go in. This sort of session can help clarify this. **(Reculver and Beltinge Memorial Hall)**
- So important to network, learn from others and know that you aren't alone, sharing challenges and successes. **(The MGGS Development Trust)**
- We are experiencing real uncertainty around the future of our funding, today has introduced us to support available to support the sustainability of our organisation - thank you. **(Anonymous)**
- These are very needed. Funding can feel overwhelming but in-person events like this allow the information to be digestible and hearing anecdotes from others is very encouraging. **(House of Stars)**
- Very high need. So many people are trying to run services without the funding experienced background. **(5th Dartford Scouts)**
- These events provide useful support for charities - especially small organisations such as ours. **(The 3H Foundation)**
- These sessions are invaluable to charities who are now relying on funding for trusts and foundations to continue to run their vital services. **(We are Beams)**
- Strong need - particularly for smaller charities. **(Rising Sun Domestic Violence)**
- I feel that any help we can get is so important especially as getting funding is very competitive in the present financial climate. **(All Directions C.I.C.)**

Performance overview

Our primary target outcome is to increase confidence in funding and fundraising within VCFSEs because we know that this enables VCFSEs to be sustainable in the long-term, and it embeds skills within the VCFSE teams that they can draw upon after mentoring completes. For a further consecutive year, the feedback that we have received from our outputs provides clear evidence that the individuals who benefit from our support show an increase in their confidence when funding and fundraising.

From our events this year, our webinars, conferences and 1-2-1 events, we have collated 259 feedback forms. From these responses, we can see that 252 (97%) reported an increase in confidence in fundraising or funding as a result of our event. Of these, 178 said that their confidence had increased 'a lot'. We are proud to see this statistic, but not complacent.

Of the groups that we have mentored this year, 96% of those who fed back said that their confidence in funding and fundraising had increased because of the mentoring that they received.

Our second target outcome is to have supported VCFSEs collectively in securing funding. Within the first 12-month period of our new Lottery funding, our mentoring has helped VCFSEs in the region to secure £1,412,008 of additional funding. This figure does not include any pending applications, or any incomplete capital appeals or additional sources. It does, however, represent a real financial impact on the voluntary sector in Kent and Medway and a direct contribution to the resilience and financial sustainability of these groups. This sum represents a 1:17 return on investment for the National Lottery Reaching Communities investment into our charity in its first funding year (1st December 2024 to 30th November 2025). We are very grateful for Lottery's continued support.

Achievements and activities

In the year ended 31st October 2025, Funding for All has continued to provide and develop its support for VCFSEs with their funding and fundraising:

- We are delighted to have secured a further multi-year award from National Lottery Reaching Communities. We are grateful to all of the Lottery players who have made this possible, and for Lottery's support which enables us to help so many VCFSE groups, supporting their long-term sustainability by embedding funding and fundraising skills within their teams.
- The newly funded project is called 'Building Fundraising Capacity within Kent and Medway's VCFSEs' and in its first year it has helped groups to raise £1,412,008 of additional funding for the incredible work that they do.

- Our new funding has enabled us to fill a new part-time post to support the development of our future affiliation scheme, which aims to provide ongoing online support for VCFSEs with their funding and fundraising. In the year, we successfully recruited and appointed someone with a background in community youth work and sports who has brought new perspectives to the team and added online and IT skills.
- This year we have actively mentored 111 VCFSEs in the region.
- 177 different VCFSEs attended our free webinar training, which rotates through 15 different funding and fundraising topics.
- 35 VCFSEs received 1-2-1 funding advice during days offering in-depth 45-minute sessions to groups; 47 VCFSEs received 1-2-1 funding advice through our shorter 20-minute Funding Surgery appointments. These sessions can be a sounding board for groups seeking input with their next steps, and can also provide signposting towards funders, our mentoring, and other partners who may be able to help. Occasionally, it just provides reassurance and a listening ear for those who are feeling burdened with the task in hand.
- 195 attendees from 149 VCFSEs attended one of our Funding Conferences in this period, each receiving: direct training on a different aspect of funding and fundraising, the chance to join a 1-2-1 funding advice session and opportunities to meet with funders and other partner organisations.
- This year we were grateful to KCC for their continued support for the delivery of our Funding Surgeries and Funding Conferences in more isolated areas of the Kent region, bringing our service to people who may otherwise find our service difficult to access. We have delivered this objective in partnership with 9 other infrastructure support organisations in the region as part of the Kent Infrastructure Support group. Funding for All wrote and presented the group's application for the continuation funding we all received this year as part of our commitment to the partnership.
- During this period, we have worked closely with these partner organisations to develop the Kent Infrastructure Support group into the Kent Infrastructure Partnership (KIP), coordinating with the Kent VCSE Steering Group.
- This year we were grateful to receive further funding from Thanet District Council to deliver more services as part of their Community Champions programme.
- We also held our first Community Fundraising event this year at Rochester Cathedral, enabling VCFSEs to fundraise for their causes together. 22 groups participated in the event raising more than £25k for their activities. The event brought people together and we were delighted to welcome the Lord Lieutenant of Kent to the event too. Hosting such an event enabled us to undertake our own community fundraising to support our own long-term financial diversification and it enabled us to increase our reach on social media.
- One of our mentors, a specialist in delivering large community fundraising events for national and international charities, mentored our team through the delivery of our Rochester event as an in-kind contribution. Her generosity enabled us to further develop and embed fundraising skills within our team; we are very grateful to her for her donation of time and expertise towards our work.
- Another of our mentors, a marketing and branding specialist, worked with our Events and Marketing Coordinator this year to rebrand Funding for All, creating our new logo, updating our website design, and helping us to develop social media templates to save time. As part of the rebranding, she wrote the manifesto included in this report, which captures perfectly the ethos of our charity. This mentor also provided this help as an in-kind contribution; we are very grateful to her for her donation of time and expertise towards our work.
- In this financial period, we have continued to work hard to reduce our costs, and we have shared our learnings with the groups that we support. We have done this by researching AI opportunities for reducing workload and by delivering training on the potential of the new technologies to all of our mentoring team.
- We have worked extensively on our strategic long-term projections and on developing our donor base to increase our income diversification as a charity.
- We have further developed our Mentee and Mentor Handbooks to provide clear mentoring guidelines so that mentees get the most out of their mentoring experience with us. These Handbooks also contain links to additional resources for organisations seeking funding.
- With funding now secured from multiple sources, we have invested in SAGE software to aid accounting, reporting and auditing.
- This year also saw us further secure our IT hardware, software and data services through the appointment of an external IT agency. With their help, we will also be able to streamline our software choices to save money in the long term.

- We continue to develop our Safeguarding for Vulnerable Adults policy, ensuring that it is bespoke for our work. As all VCFSEs know, vulnerable adults do not necessarily identify as such, or self-identify, and may become vulnerable during the time that they are being supported. We have further refined our procedures for reporting safeguarding concerns and invested further in named team members as our Designated Safeguarding Leads. We have also delivered further safeguarding training to all our mentors at our annual Mentor Training Day.
- In March 2025, we provided additional EDI training for our mentors, led by the mentor that is developing our 'EDI and Funding' training. Within our team people living with disabilities and long-term health conditions, and from diverse ethnic backgrounds are represented.
- We continue to be mindful of our environmental impact, and our Environment Policy reflects the actions we are taking to reduce our carbon footprint. We mentor online, reducing carbon emissions, and when travel is required, we endeavour to ensure that public transport is prioritised. At our conferences, we encourage attendees to recycle their cups, and we take efforts to reduce our printing and photocopying for these events. We also try not to store unnecessary files or emails to reduce the energy we expend on storage on our computers and web platforms.

New outputs this financial year

In addition to the achievements above, this year has seen the development of three important new areas of service through our new Lottery funding.

Fundraising Strategy Days

In March 2025, we delivered our first Fundraising Strategy Day. The first group to benefit was selected following feedback given during mentoring; they felt they would benefit from the chance to bring their staff, board and volunteers together to develop a fundraising strategy.

We can see that this will be an extremely useful offer for groups going forwards, helping them to prioritise fundraising and ensuring that their teams come together to build their long-term financial resilience. Feedback said the session was valuable because:

- Providing expertise, space and dedicated time to exploring and planning fundraising activities was very helpful.
- Primarily prioritisation of ideas whilst it also gave rise to some new ones.
- Increasing awareness of funding opportunities outside of grants.
- It will help me to make decisions that will focus our limited fundraising resources on the fundraising activities with the most potential, and on the highest value supporting activities.
- Overall, the session was really helpful and provided a space for everyone that attended to focus on the task at hand. A method of prioritising between smaller events (cream teas), community donations, HNWs, corporate engagement and grant funding would have been useful. It was discussed that all of these areas have different lead times to cash-in-bank, but strategies to avoid the pitfall of exclusively chasing the shorter lead time areas at the cost of building the longer lead time strategies up would be helpful.

This new output has tremendous potential for the groups that we support, bringing people together to plan their fundraising strategically and ensuring that teams can move forwards to meet their fundraising needs.

Environmental Funding Conference

Our second new Lottery output, our Environmental Funding Conference, took place at Samphire Hoe in May 2025. Many local and regional environmental funders presented and met with groups. We also enjoyed a presentation on the UNESCO Geo Park project run by Kent Downs, and a tour of Samphire Hoe by their ranger. We have strong environmental experience within our mentor team, and our mentors delivered funding advice sessions throughout the event.

At our first environmental event in May 2024, a pilot to test the focus on this single theme, we hosted a workshop for groups that were seeking to develop collaborations; we repeated this at Samphire Hoe. We know that the collaboration formed from the 2024 event went on to secure a collective bid for funding and we think that the same will be true of the 2025 conference. Several groups have since secured funding from the Forestry Commission and the Woodland Trust,

evidencing that Funding for All has introduced new funding opportunities to smaller groups in the region. Here is some of the feedback we received from conference attendees:

- Today's information will help towards making more applications with other funders to continue and develop with environmentalism at its core **(Earthling CIC / Future Foundry / Dover Pride)**
- Gained awareness of what other organisations are doing and where we fit in the funding 'jigsaw' - lots of future partners. **(Kent Downs)**
- It will go on to provide essential information with regards to what is useful long-term with our fundraising, i.e. what funders are looking for, changes, takeaways in bitesize accessible ways. **(Future Foundry)**
- Greater funding opportunities and knowing where and what funding is available. **(Swale Borough Council)**
- Very important and helpful for improving activities and services in Kent. **(Wild with Wheels CIC)**
- This information will help me to what direction I need to take, with who to network and partner with. **(Earthling CIC / Future Foundry / Dover Pride)**
- Collaborate and network towards more cohesive communities backed by funding opportunities. **(Rebel Farmer)**

We are confident that the development of this area of our work will have a significant positive, long-term impact on the VCFSEs delivering environmental projects in our region.

LGBT+ Funding event

This year, Funding for All sought to proactively address the barriers that LGBTQIA+ groups face when seeking funding and when fundraising. We intended to offer an event that focused specifically on the funding opportunities open to groups representing LGBTQIA+ communities. To bring lived experience to our planning and to increase the support on offer to attendees, we chose to partner with Charity Mentors in the running of this event.

Attendees said that they would recommend this learning format to others, and that their confidence in funding and fundraising had increased as a result; some groups suggested that developing a network of peer funding and fundraising support would add value. Feedback from the event included:

- It was good to have connected with some other LGBTQIA+ orgs in Kent. The funding info confirmed existing knowledge. Margate Pride's vision, and mission, seeks to make LGBTQIA+ people live safely and joyfully in the places they call home. We have been working for years to deliver this in Margate, Thanet and beyond. Our strategy is to widen that reach and impact, so connecting with other orgs was helpful. I really appreciate the Funding for All website and everything you do - it's so important to be able to access funds we may not know about and that you offer so much support to smaller orgs is brilliant. **(Margate Pride CIC)**
- Specifically, regarding the LGBT session, it has given an awareness of other groups for potential partnering. The funding information highlighted sparsity and the likelihood of competition for it locally. **(Kent Film Foundation)**
- It has helped make contacts and given insight into Lottery funding. **(Medway Pride CIC)**
- To connect with other like-minded organisations. **(Into the Now CIC)**

This is an important new area for our charity: offering tailored support for groups that face significant barriers to fair access to funding.

Our Mentoring programme

Our key aim is to build the confidence of the individuals who fundraise for the region's VCFSEs. We do this most effectively by offering them a tailor-made fundraising mentoring programme. Our definition of mentoring is the cascading of the skills of our mentors to our mentees, giving mentees the opportunity to build knowledge, understanding and expertise in fundraising. This year we developed our support for mentees who are experiencing poor mental health, exploring and developing techniques to adapt mentoring for specific needs.

Last year, our research revealed that circa 86% of our mentees were volunteers. This year, the proportion of volunteers amongst mentees dropped to 49%. This statistic may be connected to the increase (to 34%) in the number of groups supported that work across the whole of Kent and Medway and also suggests that an increasing number of small to medium VCFSEs (those that are able to employ staff) have sought support from us. This analysis accords with the decline in public sector sources of funding and the unprecedented closure, pause or changing priorities of many trusts.

We continue to analyse trends from the pool of VCFSEs that seek our mentoring support. In 2022-2023 our largest category of groups supported Community Buildings, followed by Adult Mental Health and then Youth Arts and Music. In 2023-2024, the largest category of groups supported Adult Mental Health. This was followed by Environmental Community Projects, and then Youth, with Community Buildings fourth.

In 2024-2025, our largest category of mentored VCFSEs worked in Health and Wellbeing, followed by Children, Young People and Families. Community Buildings and Environmental Community Projects were joint third, closely followed by VCFSEs supporting individuals with Disabilities. This last category has seen a considerable increase in numbers in this period.

- I found the funding mentorship incredibly helpful; it has increased my confidence in applying for funding and given me the advice I needed to know - key skills such as phrasing, budgeting, and interpreting funder priorities. I learned about local funding bodies and where to find suitable grants. My mentor was exceptional and took a genuine interest in helping to grow my skills professionally through advice and useful signposting to beneficial resources. **(Beach Creative)**
- The funding mentoring sessions helped us to review what we were currently in control of, what we could influence and what we had no influence over. We were able to re-think how our organisation is a charity at its heart and could capitalise more on that. We were provided with some very useful training in gift aid. This kind of support is invaluable in enabling you to take time out to review and reflect - often those moments feel as if they are an epiphany! I feel that I get so little time to do this kind of thinking now but it is so needed in order to reset, re-think and adapt to these changing times. **(West Kent Mind)**
- Our mentor gave us a great intro to running sponsored events through social media. She advised how I should organise a calendar of posts and the different formats they should be in, e.g., an ask, info, stories etc. **(Music4Wellbeing)**
- Our mentor was instrumental in supporting our learning towards a more proficient approach of fundraising and writing applications. The use of language, a succinct style, more emphasis on outcomes, improved EDI statements and detailed metrics all have enhanced our applications and changed the way we think about and approach writing a bid. **(Charity Mentors)**
- Having had no previous experience, I now have a firm idea of what is needed to maintain proper accounts and make sound financial prediction. This makes it much easier for me to make funding decisions and manage finances. **(See me Play)**
- The fundraising mentoring gave us the clarity and confidence we needed to take our next steps. It helped us better understand the funding landscape, identify the right opportunities for our organisation, and develop a more strategic approach. The mentoring also gave us practical tools, from refining our case for support. Overall, it made the process feel a lot less overwhelming and much more achievable. **(Treat me Right CIC)**
- Our mentor could quickly grasp the nuances of our charity and her quietly enthusiastic support has been shown in her encouragement and practical ideas as to how we grow. She has provided us with advice concerning funders which, she has clearly researched and thought may be suitable for our needs. Our mentor made us think more clearly about our fund-raising needs and also provided thoughts and advice as we move the charity forward to larger premises and therefore anticipating our need for further funds. **(Medway Volunteer Workshop)**

Our Funding Advice Days

For some VCFSEs, the immediate impact of a 1-2-1 funding advice meeting can be pivotal, allowing them to explore fundraising options and receive detailed signposting and information.

This year, we delivered 1-2-1 sessions in Dover, Thanet, Medway and Gravesham districts, rotating our venues around the region to increase our reach and extend access to our service. Representatives from Lottery joined us in Gravesham to offer 1-2-1 sessions to groups; we are very grateful to them for their support.

We continue to offer 45-minute 1-2-1 sessions for groups at these events, with slots available between 10am and 5pm. We find that a longer period of availability can be particularly useful for a volunteer with an unconnected day-job during the working day. Groups unable to attend during advertised times have been given alternative times that work for them. Groups can attend in-person, or via an online meeting; this choice allows us to take our service directly to the communities we serve whilst also reducing our carbon footprint.

Feedback from these sessions includes:

- Clarity on the lottery grant. To put in a better application. Definite need. **(Kent MSTC)**
- I'm really looking forward to being connected to a mentor to support me as I develop Wildwood's community fundraising programmes! I'm hoping mentorship will help me feel more confident that I'm making good choices as I develop strategies to offer more community fundraising for Wildwood. **(Wildwood)**
- Greatly, I appreciate what you're doing to support people like myself. Knowing that you are there reassures me that there is support. Since opening at the beginning of the year, I'm meeting people who are already using my services. **(0937 Club)**
- It has given us ideas of who to approach to get funding. Has given me impetus to approach companies to ask for support. 1-2-1 Funding Advice Days like these are very important to help small organisations get funding and support in these challenging times **(Thanet Bee-Keepers)**

Webinars

This year, we delivered 24 funding and fundraising training webinars, and, in response to feedback, we increased the number of titles on offer to 15. Consistently, 100% of attendees feedback that they would recommend the webinar, and 97% of attendees reported that their confidence to fundraise using the skillset covered in the webinar had increased from attending. This is a sample of the feedback we have received this year:

- Clear guidance on how we can create mechanisms to collect and evidence need. **(Whitstable Umbrella Centre)**
- To organise better a social media plan across platforms. To help to increase engagement with potential donor **(Mama to Mama)**
- Looking more into Gift Aid benefits, and recording in-kind contributions **(The Zone Youth Club)**
- After my first fundraising attempt went badly, it's been hard to revisit. But getting funding into the CIC is now absolutely critical. As I'm about to launch the minimum viable version of my website, I can see that the next phase needs to include a simple way for people to donate if they want to help me keep going with this vital work. Today's session gave me the insight and practical steps to start doing that with more confidence. **(The WISE + CIC)**
- Lots of great ideas of Community Fundraising! Help in planning for future fundraising events **(Asian Single Parents Network)**
- The Gift Aid webinar has helped me massively. As a newbie to Gift Aid, it's very daunting but the webinar explained everything so clearly and the two hosts were fantastic and answered all my queries. **(Rochester Cathedral Trust)**
- It was really interesting to hear about the ways we can prove what difference we are having for our beneficiaries and how we can evidence this with national evidence and also our own research data. **(ellenor)**
- Given me a more structured approach to building a donor base **(Citizen's Advice North West Kent)**
- Really helpful advice particularly on gift aid, on NI rebates, devising a strategy for Donations and fundraising events. Very Helpful for smaller, locally based charities and CICS. **(Cliftonville Community Centre)**

Our face-to-face Funding Conferences

In addition to our Environmental Conference, this year we delivered conferences in areas in the region with high indices of deprivation and where communities face challenges accessing services.

We are grateful to the many partners and funders we have worked with in the delivery of these conferences, particularly the other members of the Kent Infrastructure Partnership. The partnership has enabled us to build stronger connections and deliver more impactful events.

These training conferences provided face-to-face opportunities for groups to develop their fundraising skills, meet with funders and other support organisations, benefit from face-to-face funding advice sessions, and network with and receive peer to peer support from other organisations facing similar funding challenges. The range of support available during a single day is appreciated by the attendees and is reflected in a sample of the feedback from this year's events:

- We are experiencing real uncertainty around the future of our funding, today has introduced us to support available to support the sustainability of our organisation - thank you. **(Anonymous)**
- Because I need re-invigorating, I need to look at diversification and additional funding for smaller grants. **(Dover Local)**
- This is a great opportunity for me to engage with other professionals and experts, seriously focusing on fundraising strategy. **(Athena Herd)**
- Confirmed how important diversifying in fundraising is. Need to review, rethink. **(Canterbury Umbrella Centre)**
- Will help me feel confident when applying for funding and which application suits my organisation. **(Swanscombe and Greenhithe Community Hub)**
- Always so beneficial whether you are new to fundraising or been doing it for years! **(Animate Arts)**
- Great to hear directly from funders. I've signed up to get mentoring from FFA to develop a strategic fundraising plan. **(Open School East)**
- The information will help me to structure the process for my grant applications. The opportunity to speak to possible funders face-to-face about what they offer helps to ensure the application meets their criteria. **(We Are Beams)**

Funding for All as an integrated partner in the infrastructure provision for the Kent and Medway Voluntary Sector

Funding for All works collaboratively with a wide range of partners and supporters. We believe that partnership work benefits the groups that we serve. It does this by promoting effective signposting, avoiding duplication of service delivery, and enabling us to extend our reach to let more people know about the support that we offer.

This year, we worked hard to initiate and build relationships with partner organisations across Kent and Medway, and we have continued to work closely with the Kent Infrastructure Partnership groups. We have enjoyed working with:

- Kent Community Foundation
- Kent County Council
- Charity Mentors
- Safer Communities Alliance
- Stronger Kent Communities
- Social Enterprise Kent
- West Kent Mind
- CVS North West Kent
- CAP Enterprise
- Medway Voluntary Action
- Dover District Council
- Gravesham District Council
- Maidstone District Council
- Ashford Borough Council
- Folkestone and Hythe District Council
- Thanet District Council
- Dartford Borough Council
- Swale CVS
- Kent Volunteer Partnership
- Active Kent and Medway
- Imago
- MSCS Network
- Kent Coast Volunteering
- Kent County Council VCSE Steering Group
- Romney Marsh Business Hub

Funding for All remains grateful for the support of funders, partners, mentors, trustees, staff, volunteers, and mentees, all of whom make it possible for the charity to deliver its services to the VCFSEs of Kent and Medway.

Statement of Trustees' Responsibilities

The trustees (who are also the directors of the charity for the purposes of company law) are responsible for preparing the Report of the trustees and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare financial statements for each financial year. Under company law, the trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charity and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by the Board of Trustees on 21st May 2026 and signed on its behalf by:



Bethan Tomlinson (Chair of Trustees)

Independent Examiner's Report to the Trustees of Funding for All ('the charity')

I report to the charity trustees on my examination of the financial statements of the company for the year ended 31st October 2025.

Responsibilities and basis of report

As the charity trustees of the company (and its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your company's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

- accounting records were not kept in respect of the company as required by section 386 of the 2006 Act; or
- the accounts do not accord with those records; or
- the accounts do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination; or
- the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Signed: 

Dated: 22nd May 2026

Stephen M Fryer

FCA

Xeinadin Audit Limited



**Funding for All
Statement of Financial Activities
(Incorporating Income and Expenditure Account)
for the year ended 31st October 2025**

	Note	Unrestricted Funds 2025	Restricted Funds 2025	Total Funds 2025	Unrestricted Funds 2024	Restricted Funds 2024	Total Funds 2024
		£	£	£	£	£	£
Income from:							
Donations and gifts		18,549	-	18,549	12,270	-	12,270
Charitable activities	2	6,363	112,838	119,201	-	71,419	71,419
Interest received		5,913	-	5,913	2,417	-	2,417
Total income		30,825	112,838	143,663	14,687	71,419	86,106
Expenditure on:							
Raising funds	4	2,175	-	2,175	-	-	-
Charitable activities	3	6,791	132,638	139,429	7,057	148,644	155,701
Total expenditure		8,966	132,638	141,604	7,057	148,644	155,701
Net Income / (expenditure)		21,859	(19,800)	2,059	7,630	(77,225)	(69,595)
Transfers between funds		259	(259)	-	2,810	(2,810)	-
Net movement in funds		22,118	(20,059)	2,059	10,440	(80,035)	(69,595)
Reconciliation of funds:							
Total funds brought forward	8	75,531	58,146	133,677	65,091	138,181	203,272
Net movement in funds	8	22,118	(20,059)	2,059	10,440	(80,035)	(69,595)
Total funds carried forward		97,649	38,087	135,736	75,531	58,146	133,677

The notes on the following pages form part of these financial statements.

All amounts derive from continuing activities.

There are no recognised gains or losses other than the net movement in the funds included above.



Funding for All Balance Sheet as at 31st October 2025

	Note	Unrestricted Funds 2025	Restricted Funds 2025	Total Funds 2025	Unrestricted Funds 2024	Restricted Funds 2024	Total Funds 2024
		£	£	£	£	£	£
Current assets							
Cash at bank and in hand		97,649	75,555	173,204	75,531	99,306	174,837
Creditors: amounts falling due within one year	7	-	37,468	37,468	-	41,160	41,160
Net current assets		97,649	38,087	135,736	75,531	58,146	133,677
Total assets less current liabilities		97,649	38,087	135,736	75,531	58,146	133,677
Net assets		97,649	38,087	135,736	75,531	58,146	133,677
Charity funds							
Unrestricted funds	8	97,649	-	97,649	75,531	-	75,531
Restricted funds	8	-	38,087	38,087	-	58,146	58,146
Total funds		97,649	38,087	135,736	75,531	58,146	133,677

For the financial year in question the company was entitled to exemption under section 477 of the Companies Act 2006 relating to small companies.

No members have required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

The directors acknowledge their responsibility for complying with the requirements of the Act with respect to accounting records and for the preparation of accounts.

These accounts have been prepared in accordance with the provisions applicable to companies' subject to the small companies' regime.

The financial statements were approved and authorised for issue by the Board of Trustees on 21st May 2026 and signed on its behalf by:

Bethan Tomlinson (Chair of Trustees)

The notes on the following pages form part of these financial statements.

**Funding for All
Notes to the Financial Statements
Year ended 31st October 2025**

1. Accounting Policies

a) Basis of preparation

The financial statements are prepared under the historical cost convention and include the results of the charity's operations which are described in the Report of the trustees.

The accounts have been prepared in accordance with applicable accounting standards and the Companies Act 2006 and follow the recommendations in the Statement of Recommended Practice (SORP FRS 102) - Accounting and Reporting by Charities, issued by the Charity Commission, the Charities Act 2011, and the requirements of the charity's Memorandum and Articles of Association.

As funding encompassing all the charity's costs other than its governance costs has been secured until mid 2025, the financial statements have been prepared on a going concern basis.

b) Income

All income is recognised once the charity has entitlement to the income, it is probable that the income will be received, and the amount of the income receivable can be measured reliably.

The income from fundraising ventures is shown gross, with the associated costs included in fundraising costs.

Income from grants is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received, and the amount can be measured reliably and is not deferred.

Other income is recognised in the period in which it is receivable and to the extent that the goods have been provided or on completion of the service.

c) Expenditure

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that the transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably.

Expenditure is classified by activity. Wherever possible costs are allocated directly to the appropriate activity; other costs common to all activities are apportioned between activities on a basis consistent with the use of resources.

Fundraising expenditure comprises costs incurred in encouraging people and organisations to contribute financially to the work of the charity. This includes the cost of advertising for donations and the staging of fundraising events.

Expenditure on charitable activities is incurred in the delivery of the objects of the charity, including any associated support costs.

Support costs, which are the costs incurred in the overall direction and administration of each activity that are not directly attributable to charitable activities, are apportioned on a basis consistent with the use of resources.

Donated goods are measured at fair value (the amount for which the asset could be exchanged) unless impractical to do so. Donated services and facilities are included when received at the value of the gift to the charity provided the value of the gift can be measured reliably. Where the gift is consumed immediately, it is recognised as income with an equivalent amount recognised as an expense under the appropriate heading in the Statement of financial activities. In accordance with the Charities SORP (FRS 102), the general volunteer time of the charity's trustees is not recognised in the financial statements.

Expenditure on governance includes all audit and accountancy fees.

All expenditure is stated inclusive of irrecoverable VAT.

**Funding for All
Notes to the Financial Statements
Year ended 31st October 2025**

d) Tangible fixed assets

Tangible fixed assets costing £1,500 or more are capitalised and recognised when the future economic benefits are probable and the cost of the or value of the asset can be measured reliably.

e) Debtors

Trade and other debtors are recognised at the settlement amount after any discount offered.

f) Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or the opening of the deposit or similar account.

g) Liabilities

Liabilities are recognised when there is an obligation at the balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Liabilities are recognised at the amount that the charity anticipates it will pay to settle the debtor the amount it has received as an advance payment for the goods or services it must provide.

h) Financial instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

i) Pension

The charity contributes to a defined contribution group personal pension scheme (NEST) and the pension charge represents the amounts payable by the charity to the fund in respect of the year.

j) Funds

General funds are unrestricted funds which are available for use at the discretion of the trustees in furtherance of the general objects of the charity and have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

k) Direct taxation

The company is a registered charity and is therefore not liable for income tax or corporation tax on its charitable activities as it falls within the various exemptions available to registered charities.



Funding for All Notes to the Financial Statements Year ended 31st October 2025

2. Income from charitable activities

	Unrestricted Funds 2025	Restricted Funds 2025	Total Funds 2025	Total Funds 2024
	£	£	£	£
Income from charitable activities				
Grant income	2,000	111,538	113,538	71,419
Activity income	4,363	1,300	5,663	-
	6,363	112,838	119,201	71,419

3. Analysis of expenditure on charitable activities

	Unrestricted Funds 2025	Restricted Funds 2025	Total Funds 2025	Total Funds 2024
	£	£	£	£
Analysis of expenditure on charitable activities				
Service delivery	493	123,928	124,421	132,860
Support costs	6,298	8,710	15,008	22,841
	6,791	132,638	139,429	155,701

	Service delivery	Support costs	Total 2025	As restated Total 2024
	£	£	£	£
Analysis of expenditure on charitable activities				
Staff costs	85,292	4,122	89,414	86,159
Mentoring, fundraising advice and mentor training	39,026	-	39,026	52,561
CRM	-	-	-	4,858
Safeguarding	103	79	182	131
IT and general overheads	-	6,355	6,355	6,533
Premises	-	859	859	780
Insurance	-	1,232	1,232	1,113
Website development	-	1,224	1,224	101
Governance	-	703	703	750
Consultancy	-	434	434	2,716
	124,421	15,008	139,429	155,701

Fees payable to the charity's independent examiner for the independent examination of the charity's annual financial statements totalled £774 in the year (2024: £720).

**Funding for All
Notes to the Financial Statements
Year ended 31st October 2025**

4. Analysis of expenditure on raising funds

	Unrestricted Funds 2025	Restricted Funds 2025	Total Funds 2025	Total Funds 2024
	£	£	£	£
Analysis of expenditure on raising funds				
Events activities	2,175	-	2,175	-
	2,175	-	2,175	-

5. Staff costs

	Unrestricted Funds 2025	Restricted Funds 2025	Total Funds 2025	Total Funds 2024
	£	£	£	£
Staff costs				
Wages and salaries	3,925	81,197	85,122	82,151
Pension contributions	198	4,094	4,292	4,008
	4,123	85,291	89,414	86,159

The average weekly number of full-time equivalent employees during the year was 2 (2024: 2).

No employee earned more than £60,000 in the year.

All the charity's employees are involved in the delivery of the objects of the charity and have unique roles and responsibilities. As such all employees are key personnel.

6. Trustees' remuneration and related party transactions

The trustees were neither paid nor voted any remuneration, other benefits, or expenses during the year (2024: £nil).

The charity has not entered into any other related party transaction during the year, nor are there any outstanding balances owing between related parties and the charity at 31st October 2025 (2024: £nil).

7. Creditors: Amounts falling due within one year

	2025 £	2024 £
Creditors : Amounts falling due within one year		
Other creditors and accruals	37,468	41,160
	37,468	41,160

**Funding for All
Notes to the Financial Statements
Year ended 31st October 2025**

8. Movements in funds

Current year	Balance at 1 November 2024 £	Income 2025 £	Expenditure 2025 £	Transfers in / (out) £	Balance at 31 October 2025 £
Unrestricted funds					
General fund	75,531	30,825	(8,966)	259	97,649
Restricted funds					
Other restricted funds	-	7,140	(6,891)	(249)	-
National Lottery Community Fund	-	80,836	(57,738)	-	23,098
Kent County Council Infrastructure Fund	40,696	14,862	(47,481)	-	8,077
Thanet District Council Community Champions Fund	17,450	10,000	(20,528)	(10)	6,912
	<u>58,146</u>	<u>112,838</u>	<u>(132,638)</u>	<u>(259)</u>	<u>38,087</u>
Total funds	133,677	143,663	(141,604)	0	135,736

Prior year	Balance at 1 November 2023 £	Income 2024 £	Expenditure 2024 £	Transfers in / (out) £	Balance at 31 October 2024 £
Unrestricted funds					
General fund	65,091	14,687	(7,057)	2,810	75,531
Restricted funds					
Other restricted funds	-	-	-	-	-
National Lottery Community Fund	103,529	-	(100,719)	(2,810)	-
Kent County Council Infrastructure Fund	34,652	47,433	(41,388)	-	40,696
Thanet District Council Community Champions Fund	-	23,986	(6,536)	-	17,450
	<u>138,181</u>	<u>71,419</u>	<u>(148,644)</u>	<u>(2,810)</u>	<u>58,146</u>
Total funds	203,272	86,106	(155,701)	-	133,677

The charity is grateful for generous grants from: National Lottery Community Fund via its Reaching Communities Fund: "RC London and South East Region", Kent County Council, with the support of Kent Community Foundation Infrastructure Fund, and Thanet District Council under its Community Champions Fund. Other restricted funds source from Kent County Council for research and evaluation projects undertaken.

9. Analysis of net assets between funds

	Unrestricted Funds 2025 £	Restricted Funds 2025 £	Total Funds 2025 £	Unrestricted Funds 2024 £	Restricted Funds 2024 £	Total Funds 2024 £
Analysis of net assets between funds						
Cash at bank and in hand	97,649	75,555	173,204	75,531	99,306	174,837
Other net current liabilities	-	(37,468)	(37,468)	-	(41,160)	(41,160)
	<u>97,649</u>	<u>38,087</u>	<u>135,736</u>	<u>75,531</u>	<u>58,146</u>	<u>133,677</u>

**Funding for All
Notes to the Financial Statements
Year ended 31st October 2025**

10. Pension commitments

The charity operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the charity in an independently administered fund.

The pension cost charge represents contributions payable by the charity to the fund and amounted to £4,292 (2024: £4,008). Contributions totalling £nil (2024: £nil) were payable to the fund at the balance sheet date.

11. Operating lease commitments

The charity had no commitments under non-cancellable operating leases at 31st October 2025.

12. Ultimate controlling party

The directors listed in the Report of the trustees are the ultimate controlling parties being trustees and members of the company.

All charity policies and executive decisions are determined by the board of trustees unless delegated to trustees or employees within the terms of the charity's Memorandum and Articles of Association.

The day to day running of the charitable company has been delegated to the Charity Chief Officer.

13. Prior year adjustment

The financial statements have been restated in the year to 31st October 2024 to provide further clarification on the nature of expenditure. The net movement of these adjustments is £nil; there is therefore no impact on total funds.

FUNDING FOR ALL

England & Wales - Charity number 1150204

Accounts



**FUNDING FOR ALL
& ALL FOR FUNDING**

UNAUDITED

REPORT OF THE TRUSTEES AND

FINANCIAL STATEMENTS

FOR THE YEAR ENDED

31ST OCTOBER 2024

**Charity No. 1150204
Company No. 08263265**

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Report of the trustees

The trustees, who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity, Funding for All, for the year ended 31st October 2024. The trustees confirm that the annual report and financial statements comply with the current statutory requirements, the requirements of the company's governing document and in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102 SORP).

Administrative details

Registered Charity Number:	1150204												
Registered Company Number:	8263265												
Registered Office:	Maidstone Community Support Centre 39-48 Marsham Street, Maidstone Kent ME14 1HH												
Trustees and directors:	<table> <tr> <td>Bethan Tomlinson</td><td></td></tr> <tr> <td>Foteini-Eleni Oikonomopoulou</td><td>resigned 30th October 2024</td></tr> <tr> <td>John Gordon</td><td></td></tr> <tr> <td>Nigel Turley</td><td>appointed 22nd November 2024</td></tr> <tr> <td>Erika Collinson</td><td>appointed 23rd April 2024</td></tr> <tr> <td>Emma Tanner</td><td>appointed 23rd April 2024</td></tr> </table>	Bethan Tomlinson		Foteini-Eleni Oikonomopoulou	resigned 30 th October 2024	John Gordon		Nigel Turley	appointed 22 nd November 2024	Erika Collinson	appointed 23 rd April 2024	Emma Tanner	appointed 23 rd April 2024
Bethan Tomlinson													
Foteini-Eleni Oikonomopoulou	resigned 30 th October 2024												
John Gordon													
Nigel Turley	appointed 22 nd November 2024												
Erika Collinson	appointed 23 rd April 2024												
Emma Tanner	appointed 23 rd April 2024												
Staff:	Kerry Donati (Charity Manager) Katherine Jary (Operations Manager and Charity Secretary) Charlotte Coombes (Events and Marketing Co-ordinator)												
Independent Examiner:	Hedley Dunk Limited Trinity House 3 Bullace Lane Dartford Kent DA1 1BB												
Website:	www.fundingforall.org.uk												
Facebook:	@fundingforall.org.uk												
X/Twitter:	@FundingforAll												
Instagram:	@fundingforallkent												
LinkedIn:	Funding for All												

Governance

The charity is a company limited by guarantee with no share capital (registration no. 8263265) and a registered charity (registration no. 1150204). In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The charity's Memorandum and Articles of Association is the primary governing document of the charity.

Funding for All was registered with the Charity Commission on 17th December 2012. The Memorandum and Articles of Association was incorporated on 22nd October 2012 as amended by special resolution registered at Companies House on 13th December 2012.

The Funding for All Board of Trustees meets quarterly and holds an AGM in late spring each year.

The Operations Manager and the Charity Manager, in tandem with the Board of Trustees, continue to review the charity's policies and procedures annually and develop new policies as necessary.

The charity's Board recognises the need to periodically consider any gaps in knowledge, skills, and experience within the Board and to bring innovative ideas to the organisation. Following ongoing trustee recruitment, new trustees, with suitable and selected skills, have been successfully recruited to Board.

All new trustees receive a full induction to the organisation, are provided with 'The Essential Trustee' Charity Commission guidance and they complete an NCVO online e-learning course on: 'Roles and duties of trustees'.

The directors consider the board of directors, who are the charity's trustees, and the Charity Manager as the key management personnel of the charity in charge of directing and controlling, running, and operating the charity on a day-to-day basis. All trustees give their time freely and no trustee received remuneration in the year. Staff pay is reviewed annually by the trustees and is benchmarked against pay levels in other local charities of a similar size.

Vision

Funding for All is a registered charity and company limited by guarantee that was established in October 2012 to respond to a recognised charitable need in Kent following the closure of the extremely successful 'Funding Buddies' project.

The vision of Funding for All is to inspire and empower community organisations in Kent and Medway to build their fundraising capacity to ensure sustainable projects.

Objectives and activities

Charitable objectives

The purposes of the charity as set out in its governing document are:

To promote the voluntary sector for public benefit by providing services designed to increase the amount of effective resources available to voluntary sector organisations principally but not exclusively in the local government area of Kent, Medway, and its environs.

Public benefit

The charity's trustees have complied with their duties under the Charities Act 2011 to have due regard to public benefit guidance published by the Charity Commission. Funding for All's public benefit activities are outlined in the sections below, illustrating the commitment of the charity to strengthening the community organisations of Kent and Medway.

Chair's report

Reflecting on the year ending 31st October 2024 I want to extend our grateful thanks for the work of trustee Foteini-Eleni Oikonomopoulou in recent years. We welcomed 3 new trustees into the body during 2024, Erika Collison, a former mentor and mentee, Nigel Turley, founder of Funding Buddies, and a former mentee and Kent based charity leader, Emma Tanner.

The core team has been ambitious, thoughtful and responsive to the ongoing funding crisis, referred to as a 'perfect storm' by the Kent VCSE Steering Group this year. They have worked incredibly hard, using their on-the-ground knowledge of the evolving issues and feedback to loop into our delivery and planning. The wider team of mentors has now increased its diversity and offers 19 different specialisms to support future sustainability for the fundraisers of Kent and Medway.

Our increased use of Webinars has enabled more people with stretched capacity to access our support, and it improves the cumulative carbon footprint of our work. There have been times to come together as a community too, and our conferences and training sessions have been a welcome opportunity to share ideas and connections, with mentees and attendees reflecting on the way Funding For All has helped to cut through the loneliness and isolation that many volunteers and fundraisers have felt over recent years.

We have also joined the Kent County Council Infrastructure network and have welcomed the peer exchange with all 9 members which has brought about meaningful cross-organisation work for the benefit of VCSE services across our delivery area.

As the National Lottery Reaching Communities project “That’s the way we do it” came to a close during this period the team can be justifiably proud of the evidenced £5.7million raised by mentees – a 14:1 return on Lottery’s investment in our support for the sector. We have since learnt that we have been fortunate to gain a second award from National Lottery Reaching Communities to continue this work. We are delighted to start the new year with a confirmed 4 years of activity supporting those on our doorsteps who are making such a difference to people in Kent and Medway.

Financial review

The financial results for Funding for All for the financial year were pleasing, with income of £86,106 in the year (2023: £192,930) and closing funds of £133,677 at 31st October 2024 (2023: £203,272). The closing funds include £75,531 of unrestricted funds (2023: £65,091), equivalent to at least six months’ current staff and core overhead costs in accordance with the charity’s reserves policy. As a result and having secured funding encompassing all the charity’s core costs until 2028, the trustees are confident that the charity remains a going concern. Funding for the period thereafter will be sought by the trustees in due course and unrestricted reserves will be retained at current levels until then.

The trustees regularly review the charity’s finances and consider the risks relevant to the charity’s operation, implementing policies and procedures to minimise risk and manage impact should those risks materialise.

In the financial year the charity did not actively fundraise from the public or undertake similar fundraising activities. The trustees were pleased to receive donations from supporters.

Meeting the funding needs of the voluntary sector in our region

Funding For All offers free, expert fundraising support to ensure small to medium Voluntary, Community, Social Enterprises and Faith groups (VCSEFs) secure a sustainable future. We currently provide this support through our free fundraising mentoring, funding surgeries, webinars, conferences, one-to-one (1-2-1) events, funding opportunities on our website and through our newsletters and bulletins.

Delivery context

Funding for All covers the geographic county of Kent, which includes the Kent County Council (KCC) area and all its twelve districts, and the borough, city, and parish councils within, and the Medway unitary council area. These administrative areas include an extensive rural population, significant areas with high indices of deprivation, as well as a large number of coastal communities.

Kent’s rural areas make up 85% of the county; rural communities continue to experience social isolation, transport issues and rising challenges from the cost-of-living crisis (Framing Kent’s Future, KCC, 2022-2026).

Kent’s coastal areas face challenges of isolation and intensive deprivation. Kent is a county with over 350 miles of coastline (Framing Kent’s Future, KCC, 2022-2026) and both local and national strategies endeavour to address higher than average deprivation within these areas (see Health and Well Being of Coastal Communities, 2021, KCC; Healthy Placemaking and Health in Kent, KCC and Active Kent and Medway, 2023).

In this period, Kent has seen a decrease in its population. According to totalpopulation.org.uk, Kent’s population is 1,578,500, representing a decline in the population of approximated 15,000 since Dec 2023. This change is small but indicates a new trend, because Kent’s population has, until now, steadily increased since the 1980s. Kent’s unemployment rate is 2.9%, below the national rate of 3.8%. However, the average salary in Kent is 6% lower than the national average, whilst the average house price is approximately 25% higher than the national average. During this period, salaries have seen a decrease in real terms whilst house prices have seen an increase. This is one unsung factor which impacts on the cost-of-living crisis on our area, creating a higher demand for VCSE services, and a lower capacity for volunteering. There appears to have been a nominal increase in Medway’s population, of only 700 in this period (totalpopulation.org.uk), however Medway has a higher unemployment rate than Kent (3.5%). Salaries are a little higher than in Kent, although still 5.7% lower than the national average, and the average house price is approximately 15% higher than the national average. According to ONS data, Medway is in Global Cluster B which represents authorities that have a high proportion of residents with no qualifications, children in relative poverty and cigarette smokers. As well as challenges to the cost of living, this context contributes to additional challenges in the region with the cost of giving, as well as living. 75% of the mentees we support are volunteers, and our role as a charity is invaluable in this area because we encourage, guide, share expertise and save people precious time, to help them to help their communities to thrive.

Although there are currently no updated statistics for Indices of Multiple Deprivation nationally, there are hopes that some data will be made available in the spring of 2025. KCC did not undertake their own statistical analysis of the population during this period, but their analysis based on their 2023 findings suggest that Kent remains the most populous county in the South East of England (Kent Analytics, KCC, July 2024). KCC advises that the Maidstone District is the most populous and the Gravesham District is the least, although Dartford District has the highest density of population, whilst Ashford District has the least (Kent Analytics, KCC, July 2024). Kent and Medway remain regions within which there is an extensive range of difference and diversity, with continued high demand on the services provided by the voluntary sector, and extensive innovation in grass roots community responses.

Challenges in the funding landscape

Analysis from the Kent and Medway VCSE Steering Group (2024) suggests that during this period there were at least 4,195 VCSEs in Kent and Medway, including 565 CICs and 3,630 registered charities, CIOs and trusts. According to the figures in their report, Challenges Facing the Sector, 80% of these organisations are small or micro in size.

Funding for All prioritises its support to micro and small organisations to address and increase equitable access to support, advice and training.

According to KCC's report, Headline Analysis of the Voluntary Sector in Kent, December 2023, smaller organisations had faced the biggest challenge in loss of income. However, this financial period has seen small increases in individual donations and community fundraising, and in the absence of statistical evidence of this coming through, it would suggest that smaller organisations that rebuild skills in these areas will increase their resilience.

At Funding for All, we have seen an increase in CICs coming to us for support this year. We have also seen an interest in established charities who are facing new financial challenges with previous funding no longer available.

As mentioned above, KCC's analysis (Dec 2023), revealed a loss of income for micro-organisations in the period following the pandemic, reporting a 'combined cash decrease of £5.4 million'. This statistic was based on organisations that have submitted financial reports for five years. The decline in income for these groups reflects a difficult period in funding for VCSEs nationally.

This regional picture reflects national trends. According to the NCVO website (Aug 2024), *'charities are currently experiencing declining incomes at the same time as record demand for services. This makes it difficult for organisations to plan and deliver their vital work. Small organisations and those led by marginalised communities are the worst affected.'* [NCVO website, August 2024].

In October 2024, the Charities Aid Foundation reported that:

- *New Charities Aid Foundation research finds vast majority (86%) of charities report increased demand for their services.*
- *Over half (54%) of charities say that demand has increased by 'a lot', up from 43% reporting the same in 2023.*
- *Growing demand for services comes as half (50%) of charities cite increased competition for funding - with nearly a third (30%) reducing their workforce or planning to do so.*
- *Poverty-relief, human rights, and diversity charities are most affected*

The Association of Charitable Foundations (October 2024) reported that charities and voluntary organisations have seen funding from central government decrease by 33%, funding from local authorities decrease by 33% since 2009, and individual donations decrease by 14%, although there are indications that this last area is starting to make a small tick upwards (Centre for Philanthropy, University of Kent). Whilst dealing with these reduced areas of income, grant making charities report surges in applications received of between 30-50% (Association of Charitable Foundations, 2024), increasing the competition for this source of income.

The decline in income in the sector coincides with a national cost-of-living crisis and a period of high inflation which has seen costs to the voluntary sector increase. According to NCVO, in the last financial period, the cost-of-living crisis impacts specifically through increased staff costs, increased energy costs, increased cost of materials and consumables, and increased fuel costs (The Road Ahead, NCVO, July 2023). The tough economic climate continues to impact upon the voluntary sector nationally, according to the NCVO, but VCSEs currently face additional challenges in this period with the uncertainties of new policies with a change of government and the challenge of adapting to social, environmental and technological shifts (The Road Ahead, NCVO, Jan 2024). The NCVO signals that there are also trends in more

democratising and local input, with funders giving preference to groups led by people with lived experience and solutions proposed from within communities. Funders are also raising their expectations for VCSEs to reduce their carbon footprint, and for some VCSEs, the impacts of climate change will need to be prepared for (NCVO, 2024). The implications of technological advances in AI are beginning to be felt. Some of these are positive, with some VCSEs benefiting from AI support with evidence gathering and bid preparation, but sadly, there is the more negative impact of higher competition as funders receive an increase in applications.

The Kent VCSE Steering Group refers to VCSEs experiencing a current 'perfect storm', as VCSEs face: fewer volunteers; increased demand; cuts in local authority funding; government bodies commissioning mainly larger VCSEs; VCSE staff themselves using foodbanks; several charities winding up or cutting services; and VCSE CEOs reporting burn out (Challenges facing the Sector, Kent VCSE Steering Group). At Funding for All, we have seen an increase in feedback from groups welcoming our support and expressing the loneliness and stress that many tasked with funding and fundraising face. The increased stress is impacted by increased competition for funding, regular funding routes closing or changing priorities, and cuts in local authority funding. Kent County Council is not alone amongst councils in England, facing substantial demands on limited budgets, obliging them to announce many broad cuts to significant contracts and funding in the region. Some of these have already come to fruition, and others are factored in for the next financial period.

Funding For All response to sector needs

This year Funding for All has continued to be flexible to the needs of the groups that we serve. We are vigilant in observing the changes that we see in the funding landscape, and we have endeavoured to continue encouraging VCSE groups to diversify their incomes to enhance their resilience. We do this by training and mentoring VCSEs in the various aspects of funding and fundraising that will support them in their current situation, and to help them develop skills within their organisations so they can fundraise from new and more diverse sources in future, thereby building resilience within their teams.

Funding for All is unique in having a large team of expert fundraisers as mentors. Within our team we have the breadth of skills and experience that is needed to offer precise, practical support in each area of funding and fundraising.

Diversification of funding sources remains a fundamental component of a successful response by organisations to the current funding climate, and yet it requires a wider range of skills and knowledge than is typically found within the staff and volunteer teams of micro to medium organisations. Funding for All is able to develop and embed these skills within staff and volunteer teams, which can enable their groups to meet unexpected costs and to bridge the gap between the funding they receive and the funding they need, without impacting the continuity of their service.

The KCC Civil Society Strategy for Kent, 2021-2024 emphasises the 'importance of organisations being able to access funding through a diverse range of sources' but acknowledges that in the sector 'diversifying income requires the time, capacity and skills of people' and that access to the right expertise to support this is invaluable. Funding for All is uniquely placed to build that capacity because of the wide range of funding specialisms represented in our expert team of mentors.

This year we have developed our team to bring in a specialist in income generation for CICs in response to an increase in applications from start-up CICs for mentoring. We echo the trends that the NCVO have highlighted, and in response to feedback coming from groups, we are:

- Developing the skills within our mentor team with new technologies like AI, so that we can better support the groups that we help with their fundraising, helping them develop their skills and capacity further.
- Developing our expertise and offer to support VCSEs wishing to reduce their carbon footprint and demonstrate this in their funding applications.
- Building our capacity to deliver funding advice for environmental projects.
- Enabling people with lived experience to deliver effective solutions for their communities, by building their skills to get the funding that they need to do so.

The need for our work according to the groups we support

We asked the groups that we have supported during this year how they perceive the need for Funding for All in this current climate. Their responses clearly show the impact that we make:

- Charitable organisations can feel very isolated or uncertain, so sensitive professional support is so helpful. **(Harbour Church, Folkestone)**
- Bid writing, charity management can be lonely, if not on the front line with volunteers or clients. These events enable us to meet others and be better informed. **(Second Chance Medway)**
- More needed than ever before - economic and political environment, breakdown of public services. **(Kent ACRE)**
- It is important to keep giving [help to] people such as myself, who are one-man bands with no experience in this industry, to help us to help the community. **(Art Sea Craft Sea Textile Hub)**
- Due to the cost-of-living crisis many trusts and foundations are struggling to support all charities. On the other hand, community fundraising can be a great way to fundraise and network with individuals in the community. **(Caudwell Children)**
- Very important, as there is a myriad of funding sources but its knowing where best to direct your time and energy. **(Sandwich Bay Bird Observatory)**
- There is a huge need for events/sessions like this in the area. So many volunteer-run organisations simply don't have the capacity to fundraise in a coherent manner, if at all. **(Bon Volks CIC)**
- Very much needed, fewer networking opportunities post covid. Information sharing and the new landscape of funding and corporates is missing. **(Nourish Community Foodbank)**
- Important for those not experienced or sure of what to do, or who to go to. **(Legion Barbell)**
- These sessions are hugely important for me individually and for our organisation to learn and build our skills and confidence. They have a massive impact. **(Kent Coast Volunteering)**
- Invaluable! It is clear that the charity I am volunteering for, is managed by really committed and dedicated volunteers. However, these volunteers are not necessarily fundraising experts so having an organisation such as FFA who are able to offer information and advice without a huge charge attached is so important for charities such as the theatre. Thank you FFA! **(The Arden Theatre)**
- They're crucial to charities who need support, especially at this time when we're all struggling for funding. **(Citizens' Advice Swale)**
- They have helped equip us with the skills to navigate funding opportunities effectively, ensuring that our small charity can continue making a positive impact on the lives of those we serve. **(Kent Deaf Children's Society)**
- I absolutely believe there is a need for what you do - I am gaining a lot of helpful information from you and I'm sure others will too. **(Ashford and Tenterden Umbrella Centre)**
- Essential as community groups need support like this. Volunteers aren't usually from a fundraising background so need lots of practical help to get started **(Sunken Garden Society)**
- These sessions are gold! All these organisations do such good work, and these connections and sessions help us all do more. **(Harmony Theatre Maidstone)**
- In a rapidly changing economic environment I believe these sessions are vital to support the voluntary sector. **(Canterbury Climate Action Partnership)**

Performance overview

This year, the trustees are delighted to report a successful final year delivering the 'That's the way we do it' project funded by The National Lottery Reaching Communities Fund (TNLRC) (April 2021). We would like to express our gratitude to TNLRC who have encouraged, supported, and worked with us throughout the funded period.

TNLRC funding has enabled us to continue to provide tailored support in funding and fundraising for individual VCSE groups through our funding mentoring programme. It has also enabled us to develop and deliver a broader range of webinars and to deliver training on a wide range of fundraising skills. In addition, the funding has enabled us to deliver 1-2-1 funding advice days, a face-to-face training event.

In May 2023, Funding for All was also successful in securing two years of funding from the KCC Infrastructure Support Fund (ISF). This year, we have continued to successfully deliver our ISF support programme. Throughout the 2-year period, we will deliver funding conferences in each of the 12 administrative districts within Kent, and funding surgeries in each district in each of the two years. We are very grateful to KCC for this support, it will enable us to increase the reach of our work, taking it right to where the people of Kent need it.

In July 2024, we were grateful to receive funding from Thanet District Council (TDC), as part of their Community Champions Programme, funded through the Levelling up Fund from the UK Government. This funding will enable us to deliver two face-to-face funding conferences, one on-line funding conference, one 1-2-1 day of funding advice, and 150

hours of mentoring for VCSEs in the Thanet District. We have enjoyed partnering with TDC and coordinating with the other partners in the Community Champions Programme: Social Enterprise Kent, Kent Coast Volunteering and Stronger Kent Communities.

We measure the impact of our work using self-reported confidence ratings. This measurement endeavours to capture increases in the beneficiary's confidence when fundraising and sourcing funding for the group(s) they support. As an approach, it focuses on measuring the impact on the individual, which will, in turn, impact the sustainability of the group. For a further consecutive year, we are proud to report that 100% of the mentees and attendees at webinar training who have fed back to us have reported an increase in their confidence as a result of engagement with our support.

Achievements

In this financial year, Funding for All has continued to provide and develop its support for VCSEFs with their funding and fundraising.

It has done this in the following ways:

- This year we have successfully completed our award from National Lottery Reaching Communities for the "That's the way we do it" project, having met all of our output targets. We are very grateful to all of the Lottery players who have made this possible, and for Lottery's support which has enabled us to help so many VCSEF groups, supporting their long-term sustainability by embedding funding and fundraising skills within their teams.
- At the end of this financial period, we can evidence £5.7m in funds raised by VCSE groups with our support since April 2021, helping more groups, do more, for more people, for longer.
- We have continued to build expertise within our mentor team to add new specialisms in: funding for CICs, income generation and community fundraising. Our mentoring now supports organisations with the development of their skills in 19 different fundraising specialisms.
- We have continued to deliver and extend the range of fundraising webinars that we offer that provide professional advice, insights, and practical steps on a broad range of areas within funding and fundraising. These webinars support groups with the diversification of their income, thereby increasing their likelihood of remaining financially sustainable.
- We have worked extensively on our strategic long-term projections and planning for future funding.
- We have worked extensively on our own funding diversification, so that we 'walk the walk' as well as talk the talk'.
- Our previous planning to build our own long-term donor base has borne fruit within this year; we are now seeing a regular stream of donations and we have built our capacity to claim Gift Aid within our team.
- This year has seen the development and delivery of support for VCSEFs in Thanet District (TDC), we are grateful for the funding we have received as part of their Community Champions programme. In addition to supporting VCSEFs with the funding, we have also provided input for TDC through their Funding Task Force and External Funding Review Working Party.
- We are pleased to evidence that the diversity of the mentees and VCSEs accessing our services has increased this year, supported by the increased accessibility measures that we have implemented on our website, and through adaptations with our face-to-face events to support people with neurodiversity. We also have a mentor who is neurodiverse and better able to support mentees who inform us of their neurodiversity.
- This year, we have worked hard to reduce our costs, building a better and more affordable database and ceasing the use of an expensive, inflexible one that was no longer suitable for our needs. This will save us approximately £10k per annum going forwards, in terms of licence costs and technical support and the time spent by staff managing and extracting necessary data. Our new systems are more cost effective and more flexible and they enable us to draw up better impact reports for funders.
- At the end of this financial period, we invested in our systems of financial reporting by adopting SAGE accounts, increasing our financial reporting capacity and resilience.
- We continue to develop and strengthen the foundations we have laid with a large number of partner organisations in the region (and building new partnerships with others) through the coordination of training and support for VCSEs in the region.
- As part of the KCC ISF funding, our Charity Manager has received leadership training and mentoring.
- We have supported two mentors with training on the implications of AI for funding and fundraising, to enhance these skills within our team.
- Our mentors have received specialist crowdfunding training in partnership with KCC, and specialist 'Train the Trainer' training from Arts Council England.

- We have delivered CPD training for mentors, staff, and trustees, to strengthen our approaches to EDI, Safeguarding and the communication of information and guidance to mentees.
- We delivered our first 'Funding for Environmental Projects Conference', bringing together funders with an interest in funding environmental projects and VCSEFs throughout the region. We shared good practice and delivered training aimed at supporting groups wanting to reduce their carbon footprint and then demonstrate this to funders. We also encouraged a collaboration of VCSEFs focused on environmental activities to apply for funding together.
- We have further developed our Mentee and Mentor Handbooks to provide clear guidelines with links to resources for funding and fundraising so that mentees get the most out of their mentoring experience.

Funding for All continues to strive to provide an exciting, accessible, and impactful offer for VCSEs in Kent and Medway. In the current climate, Funding for All's impact is evident across the sector.

For more information on our key outputs, please see below.

Mentoring programme

Our key aim is to build the confidence of the individuals who fundraise for the region's VCSEs. We do this most effectively by offering them a tailor-made fundraising mentoring programme. Our definition of mentoring is: 'to cascade the skills of our mentors to our mentees', giving mentees the opportunity to build skills, understanding and expertise in fundraising.

Our mentees come with a diverse range of backgrounds, lived experiences, and a wide range of knowledge in fundraising. This year, we have developed our support for mentees who are experiencing poor mental health, and we have explored and developed techniques to adapt our mentoring accordingly. We have been grateful for the support and advice of West Kent Mind in the development of this initiative.

Last year, our research revealed that approximately 75% of our mentees were volunteers. This has remained consistent this year; we are proud to support so many people making an impact on their communities.

We have also trained our mentors this year in techniques to enhance their listening skills. We were grateful to receive some pro bono training from Charity Mentors in mentoring and listening skills and we have provided additional material in our Mentor Handbook offering further support.

We aim to ensure that once mentoring has finished, groups have greater confidence and skills so that they can continue fundraising effectively. Feedback from mentees also shows that mentoring has enabled both the individuals, and the organisations they support, to move forwards with their funding goals by developing confidence in the skills that will enable their organisations to thrive. Here is some sample feedback we have received about mentoring this year. We have anonymised the groups below to ensure that individuals are not identified:

- *The most positive thing is that we felt comfortable with both mentors. They understand the charity sector and especially the demands on small charity, but they make you believe in yourselves and reinforce the great work being done.*
- *I found having someone with years of experience to use as a sounding board incredibly helpful.*
- *It was really helpful to be able to meet at flexible times and that it was online rather than in person to fit around my other commitments.*
- *Being made to set time aside and think about funding in a more strategic way, and to have someone to listen and advise regarding this.*
- *Defining different areas of fundraising enabling me to see the vast opportunities which lie within fundraising.*
- *Being able to have more confidence in looking at grant applications.*
- *Giving me the confidence to think bigger.*
- *So helpful to have an independent voice to talk to and someone who is willing to challenge the status quo.*
- *Pulling together all the information and then using it for the application - there is a lot more though - reading through applications and getting to over halfway point - someone enthusing about your project and having faith in it.*
- *The wealth of knowledge and experience you can tap in to are invaluable. Even though the mentoring sessions have structure, you often find yourself picking their brains about all sorts of queries and barriers you've faced, which is useful on so many levels.*

- *The wealth of knowledge of the mentor, the clear and kind way information and training was given. The making of it seem possible, to encourage me/one to go for it.*
- *It gave us the confidence to produce a funding strategy, this is something we have not had before.*
- *The most positive thing about the mentoring was that you felt supported, and that someone was guiding you along the funding path who had done it before and had been in the position you were in.*

1-2-1 funding advice days

For some VCSEs, the immediate impact of a 1-2-1 funding advice meeting can be pivotal, allowing them to explore fundraising options and receive detailed signposting and information.

This year, we delivered 3 days of 1-2-1 sessions, rotating our venues around the region to increase our reach and extend access to our service. This year, we held these sessions in Folkestone and Hythe District, Thanet District and Gravesham District. For one of the days, we were joined by TNLRC, and on another we were joined by Arts Council England, both of whom offered advice to groups on their funding. We would like to express our gratitude to them.

We continue to offer 45-minute sessions for these events, with slots between 10am and 5pm. We find that a longer period of availability on the day can be particularly important for a volunteer working in their day-job during the working day. If groups have not been able to make slots during advertised times, we have arranged additional times for them.

Groups can attend in-person, or via an online meeting, taking our service directly to the communities we serve and reducing the carbon footprint of our service.

This is some of the feedback that we received from groups who attended those 3 events:

- *To help me write better funding bids to help the charity. There is a constant need for our charity to help people with their illnesses. I would like as much help as I can, as I don't feel like that I'm being much help to the charity. **(The Harmony Therapy Trust)***
- *The advice session with the FFA mentor was really valuable as it helped me to think about the language we use to describe our inclusive practice, and how to make this more specific to funders and demonstrate our USP. We discussed potential approaches to different grants, and I was able to get advice around next steps for an application. **(Confidance)***
- *For me it was a repositioning of myself as leader in the organisation and the embedding of a fundraising culture. Better understanding my capabilities as a leader and as a fundraiser to maximise our income generating potential and achieve better outcomes. There will be a ripple effect across the organisation. Immediately having spoken to the FFA mentor I felt a sense of capability and positivity. I have the opportunity to drive income, but this requires a shift across the organisation. I can grow better awareness across the organisation in all parts to identify the fact that we are fundraising. **(West Kent Mind)***
- *The information received will enable us to grow the charity and support our beneficiary support further. **(Swanscombe Alms Houses)***
- *Thinking more broadly about maximising opportunity for income. Encouraged us to apply for grants and know we are fundable, and to make use of your mentoring scheme. **(STAK Life)***
- *Gave me clear actions on how to improve our financial sustainability after two significant funding rejections in the last week. Honestly described the funding landscape and gave advice based on my capacity, the timeframe and resources available. The advisors were very encouraging and supportive. Before the session I felt overwhelmed and panicked and afterwards I felt like I had tangible actions and tasks to ask of my team and trustees. It was a very positive and affirming session. **(POW Thanet)***

Funding surgeries

As well as offering the longer sessions above, we also offer briefer sessions through our funding surgeries. We have been grateful for the funding provided by the KCC Infrastructure Support Fund to deliver this output. Unlike the 1-2-1 advice sessions described above, surgeries take place each month and offer groups 20-minute sessions which they can access in-person, by telephone, or via an online meeting. Offering these shorter sessions has proved extremely effective for signposting groups to mentoring, to funders, and to other infrastructure organisations for support with matters like governance that sit outside our remit. Groups have told us that they feel supported knowing that they can have a session with a funding advisor, reflecting that many volunteers and employees are the only person fundraising for their group, and that it can be challenging and isolating.

In response to feedback, we have delivered surgeries in rural locations throughout the county to address access challenges for those living in rural locations because of transport costs or because travel is difficult for other reasons. Our KCC funding has also enabled us to develop our team of funding mentors with additional training so that they now deliver the surgeries instead of the Charity Manager, thereby increasing capacity within the team.

This year we delivered 11 funding surgeries funded by KCC through their Infrastructure Support Funding. Queries from groups ranged from the types of funding available to fundraising strategy. We were able to signpost groups to our mentoring programme for more funding support and to partner organisations for assistance with other issues like governance. During the year:

- 44 groups booked appointments at a funding surgery, making an average attendance of 4 for each of the 11 surgeries, similar to last year.
- 14 groups joined our mentoring programme following their surgery session, 32% of groups, again similar to last year.
- We have seen an increase in groups attending two or more funding surgeries.
- Funding surgeries appear to increase our interaction with harder to reach groups, our analysis indicates that this is because they can attend and obtain advice without needing to enrol on our mentoring programme, providing FFA the opportunity to build relationships with groups that may not access our services otherwise.

The feedback we received indicates that this directed information is valuable to the groups who attend:

- *The meeting was a useful discussion for fundraising - considering diversification and appealing for general (project) costs. We came away with some helpful ideas to consider/follow-up. (The 3H Foundation)*
- *Help me think beyond just the event, outside the box, to take advantage of everyone's generosity as well as skills they could bring. (Baby Umbrella)*
- *I was given some very useful advice about improving bids for grants, and what information to include. I am making bids at present, so this advice has come at the right time. (Allington Millenium Green Trust)*
- *The information I received will help us as a charity to grow especially in regard to our wider community. I found the session really helped me to understand the initial steps of moving forward with our charity. For example, two aspects such as 'income generation' and 'building awareness and growth'. We also discussed the mentoring programme and how this would help further. (Friends of Five Acre Wood)*
- *I think the information will enable my organisation to get more funding. The information has clarified several queries re budgets and reserves that I had and enabled me to answer questions in applications more clearly. (Eden Christian Trust)*
- *Knowing that we can get support with funding applications and the advice received has been helpful. Confirmation that lived experience is an important factor for amplifying the needs of the people, their families and the communities we serve. (Blue Lotus Collective CIC)*
- *I've done a lot of research myself, online and chatting to other people who fulfil my role in other places, but I have never had such in-depth advice and such helpful direction as to where to go to find out more, refine our applications, and the different ways in which we can source funding by branching out and looking in different areas and perhaps redefining the way we present ourselves. (Soundwaves Community Choir)*

Fundraising webinars

This year, we delivered 24 webinars on 14 different funding and fundraising topics. All the webinars were offered for free to VCSE groups.

As part of our webinar offer, we have taken time this year to record our webinars to make them available online. We are grateful to Wildwood Media for their help in adding subtitles to these recordings. The subtitles will increase access to our webinars for those with hearing loss or those whose learning style is aided by subtitles. They will also better enable the content to be transcribed into other community languages.

This is a sample of the webinar feedback that we have received this year:

- *Knowing that FFA is there to support with general organisational needs! Very helpful session! (Ideas Test)*
- *I am a relatively new volunteer, and this short but very informative webinar has posed lots of questions for me to take back to the trustee who is in charge of fundraising. I believe there is a lot more scope for the charity to be claiming Gift Aid and GASDS (which I was not aware of). (The Arden Theatre)*

- *We are going to use this information to support our Financial Sustainability Strategy. Provide information to staff and trustees that will help to change our culture from grant dependant to becoming more financially independent. (Communigrow)*
- *More people trained on writing funding bids means we can work together and reach more funders. I now feel more confident helping to write funding bids. (Fusion Healthy Living Centre)*
- *This was an informative webinar delivered by an experienced fundraiser. There were many useful tips on how to improve grant applications. As a result, I will be able to secure more funding for our community projects. (West Kent Housing Association)*
- *It has helped me to communicate clearly the ask and the fundraising ethos to all - it will also help us to begin to be open to giving and plan/be intentional about fundraising opportunities. (Thrive Together)*
- *It will increase the chances of obtaining more funding for our programmes and ensure we are resilient, given the current economic climate. (Hope for Justice)*
- *It will help us navigate through getting more from Gift Aid we were not aware of potentially. (Dover Gymnastics)*
- *Given us the info we need to get started building a donor base. (Emerge Advocacy)*

Virtual 'First Steps to Fundraising' conference

Included in our suite of webinars is our innovative 'First Steps' virtual webinar, designed to provide tailored support for people and groups who are new to fundraising. We have adopted this format to increase accessibility and lessen our environmental impact.

These webinars are open to both groups and individuals in an overt attempt to provide support to volunteers who are new to funding and fundraising and who are considering new ventures to meet a specific community need. They cover the essential steps that must be taken to set up a new group with advice on collecting evidence of need, opening bank accounts, putting together a management group and how to formally constitute.

This year, we delivered one such conference in partnership with the KCC Spacehive Crowdfunding. This event included an introduction to the support that Funding for All can offer, and an overview of the funding available from KCC Spacehive Crowdfunding.

Breakout rooms included additional training on preparing bid budgets; social media messaging to enhance a crowdfunding campaign, and community fundraising to develop community support.

This is a sample of the feedback we received for the event:

- *It will help us clarify more exactly how to go about our fundraising. I have learnt more about specific funding organisations and how funding works, so it helps with background knowledge and passing on to other people. (Tree of Life Veganics)*
- *To give me some really great ideas about alternative ways to fund my projects. I was completely clueless about what was on offer. This is needed because most people have an idea but may not be aware of the ways that they can fund the idea. It is amazing that this free advice and support is available. (Repairs Together)*
- *These are very important to understand how we can access funds, manage them and how to show our impact. (RO Kent)*

Face-to-face funding conferences

This year has seen an increase in the number of face-to-face conferences that we have delivered, including two funded by TNLRC and seven funded by KCC's ISF funding.

In total we delivered one conference in Medway, and conferences in 8 of the 12 districts within KCC: Canterbury; Tonbridge and Malling; Thanet; Dover; Swale; Maidstone; Sevenoaks; Ashford.

This has given us a very wide breadth of delivery and has enabled us to bring our service to new groups and in new areas. We are grateful to the ISF funding for enabling us to deliver in places that are normally harder to bring funding support to, and we have seen a clear need for our work in those areas.

We are grateful to have worked with many partners and funders in the delivery of these conferences, ensuring that at each, we were working closely with partners who also deliver services in these areas. This has enabled us to build stronger connections and delivery impactful events.

These training days provided face-to face opportunities for groups to help them develop their fundraising skills, meet with funders and other support organisations, have face-to-face funding advice sessions, and network with and receive peer to peer support from other organisations meeting similar funding challenges. The range of support available on one day is appreciated by the attendees and is reflected in a sample of the feedback from this year's events:

- *Good to meet people face-to-face and share information, help to understand what is current and up to date in terms of the funding landscape. (Anonymous)*
- *It was so good to meet other fundraisers and the people behind the various groups supporting charities. The talks allowed me to focus and gain a deeper understanding of how they work. (Age UK Tunbridge Wells)*
- *We have a big project planned next year, today's speakers have given me the confidence and knowledge to approach it from a new angle. (Abigail's Footsteps)*
- *Corporate fundraising is something we have just begun looking into - this session has been extremely informative and will help us to make a start with this. (Anonymous)*
- *Really helpful to think through and reframe thinking on corporate 'partnerships', what we can give corporations in terms of exposure etc and supporting their ESGs etc. (Walk Tall CIC)*
- *It will help us to write bids with more ease and confidence. (East Kent Sudbury)*
- *The information will help my organisation to access new sources of funding and networking opportunities. Through my 1-2-1 with KCC, our organisation will now be invited to join the 'Creative Health and Wellbeing Group'. (Custom Food Lab CIC)*
- *It will help me with getting off the ground. I will look into Crowdfund UK, Spacehive and SKC. I will also be contacting Stephen Fenning to help further. (Off the Street on our Feet)*
- *Learned about new funders and this will potentially increase funding for our organisation. (Treat me Right CIC)*
- *Really helpful, interesting feedback from funders which will help Trust funding, also ideas for community fundraising. (BeChange)*
- *It helps to understand the fundraising process which can be very complicated. (Jubilee Centre Sandwich)*
- *Lots of ideas to take back to the team! This should help us formulate a plan when fundraising for ongoing measurement of outcomes and effective reporting. (New Folkestone Society)*
- *Information, advice and conversations all extremely useful. Lovely people, all the information and presentations were valuable and interesting, and will assist with decision making and forward planning. (Herne Bay Pier Trust)*
- *Excellent. Far more informative than I expected. I am much clearer on how to get funding. (Monkton Sculptural Trail)*
- *Gives a wider overview of funding opportunities with enough information to follow up in the future. (Broadstairs Folk Week)*
- *Several of the presentations contained advice and funding information that will provide direct benefits to our charity e.g. a strategy to develop corporate and how to measure our impact. (Big Blue Foundation)*
- *Gives us a clearer idea of our strategy and opened up other possibilities for funding opportunities, clarified issues regarding a new application. (Catching Lives)*
- *To look at how we currently raise funds and see what we can do differently. (4th Milton Scouts)*
- *Will help develop our fundraising strategy - too dependent on few income sources. (East Kent Baby Memorial Gardens)*

Funding for All as an integrated partner in the infrastructure provision for the Kent and Medway Voluntary Sector

Funding for All works collaboratively with a wide range of partners and supporters.

We believe that partnership work benefits the groups that we serve. It does this by promoting effective signposting, avoiding duplication of service delivery, and enabling us to extend our reach and let more people know about the support that we offer.

This year, we worked hard to initiate and build relationships with partner organisations across Kent and Medway. The FFA Charity Manager attended 13 key local events, giving presentations about the service that Funding for All provides

to Kent and Medway, as well as delivering funding and fundraising training. Partnership work has been undertaken with the following groups:

- Kent Community Foundation
- Kent County Council
- Charity Mentors
- Medway Voluntary Action
- Dover District Council
- Gravesham District Council
- Maidstone District Council
- Ashford Borough Council
- Folkestone and Hythe District Council
- Thanet District Council
- Swale CVS
- Kent Volunteer Partnership
- Active Kent and Medway
- Imago
- Involve
- MSCS Network
- Kent Coastal Volunteering
- Kent County Council VCSE Steering Group
- Romney Marsh Business Hub
- Safer Communities Alliance
- Stronger Kent Communities
- Social Enterprise Kent
- West Kent Mind
- CVS NWK
- CAP Enterprise

The charity remains grateful for the support of funders, partners, mentors, trustees, staff, volunteers, and mentees, all of whom make it possible for the charity to deliver its services to the VCSEs of Kent and Medway.

Statement of Trustees' Responsibilities

The trustees (who are also the directors of the charity for the purposes of company law) are responsible for preparing the Report of the trustees and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare financial statements for each financial year. Under company law, the trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charity and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by the Board of Trustees on 18th June 2025 and signed on its behalf by:



Bethan Tomlinson (Acting Chair of Trustees)

Independent Examiner's Report to the Trustees of Funding for All ('the charity')

I report to the charity trustees on my examination of the financial statements of the company for the year ended 31st October 2024.

Responsibilities and basis of report

As the charity trustees of the company (and its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your company's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

- accounting records were not kept in respect of the company as required by section 386 of the 2006 Act; or
- the accounts do not accord with those records; or
- the accounts do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination; or
- the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Stephen Fryer FCA
Fellow of the Institute of Chartered Accountants in England & Wales

18 June 2025

Hedley Dunk Limited
Trinity House
3 Bullace Lane
Dartford
Kent DA1 1BB

Funding for All
Statement of Financial Activities
(Incorporating Income and Expenditure Account)
for the year ended 31st October 2024

					<i>As restated</i>	<i>As restated</i>	
	Note	Unrestricted Funds 2024	Restricted Funds 2024	Total Funds 2024	Unrestricted Funds 2023	Restricted Funds 2023	Total Funds 2023
		£	£	£	£	£	£
Income from:							
Donations and gifts		12,270	-	12,270	11,989	-	11,989
Charitable activities	2	-	71,419	71,419	854	178,842	179,696
Interest received		2,417	-	2,417	1,245	-	1,245
Total income		14,687	71,419	86,106	14,088	178,842	192,930
Expenditure on:							
Charitable activities	3	7,057	148,644	155,701	(573)	141,853	141,280
Total expenditure		7,057	148,644	155,701	(573)	141,853	141,280
Net income / (expenditure)		7,630	(77,225)	(69,595)	14,661	36,989	51,650
Transfers between funds		2,810	(2,810)	-	6,684	(6,684)	-
Net movement in funds		10,440	(80,035)	(69,595)	21,345	30,305	51,650
Reconciliation of funds:							
Total funds brought forward	7	65,091	138,181	203,272	43,746	107,876	151,622
Net movement in funds	7	10,440	(80,035)	(69,595)	21,345	30,305	51,650
Total funds carried forward		75,531	58,146	133,677	65,091	138,181	203,272

The notes on the following pages form part of these financial statements.

All amounts derive from continuing activities.

There are no recognised gains or losses other than the net movement in the funds included above.

**Funding for All
Balance Sheet
as at 31st October 2024**

	Note	Unrestricted Funds 2024	Restricted Funds 2024	Total Funds 2024	Unrestricted Funds 2023	Restricted Funds 2023	Total Funds 2023
		£	£	£	£	£	£
Current assets							
Cash at bank and in hand		75,531	99,306	174,837	65,091	152,129	217,220
					65,091	152,129	217,220
Creditors: amounts falling due within one year	6	-	41,160	41,160	-	13,948	13,948
Net current assets		75,531	58,146	133,677	65,091	138,181	203,272
Total assets less current liabilities		75,531	58,146	133,677	65,091	138,181	203,272
Net assets		<u>75,531</u>	<u>58,146</u>	<u>133,677</u>	<u>65,091</u>	<u>138,181</u>	<u>203,272</u>
Charity funds							
Unrestricted funds	7	75,531	-	75,531	65,091	-	65,091
Restricted funds	7	-	58,146	58,146	-	138,181	138,181
Total funds		<u>75,531</u>	<u>58,146</u>	<u>133,677</u>	<u>65,091</u>	<u>138,181</u>	<u>203,272</u>

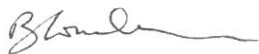
For the financial year in question the company was entitled to exemption under section 477 of the Companies Act 2006 relating to small companies.

No members have required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

The directors acknowledge their responsibility for complying with the requirements of the Act with respect to accounting records and for the preparation of accounts.

These accounts have been prepared in accordance with the provisions applicable to companies' subject to the small companies' regime.

The financial statements were approved and authorised for issue by the Board of Trustees on 18th June 2025 and signed on its behalf by:



Bethan Tomlinson (Acting Chair of Trustees)

The notes on the following pages form part of these financial statements.

Funding for All Notes to the Financial Statements Year ended 31st October 2024

1. Accounting Policies

a) Basis of preparation

The financial statements are prepared under the historical cost convention and include the results of the charity's operations which are described in the Report of the trustees.

The accounts have been prepared in accordance with applicable accounting standards and the Companies Act 2006 and follow the recommendations in the Statement of Recommended Practice (SORP FRS 102) - Accounting and Reporting by Charities, issued by the Charity Commission, the Charities Act 2011, and the requirements of the charity's Memorandum and Articles of Association.

As funding encompassing all the charity's costs other than its governance costs has been secured until mid 2025, the financial statements have been prepared on a going concern basis.

b) Income

All income is recognised once the charity has entitlement to the income, it is probable that the income will be received, and the amount of the income receivable can be measured reliably.

The income from fundraising ventures is shown gross, with the associated costs included in fundraising costs.

Income from grants is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received, and the amount can be measured reliably and is not deferred.

Other income is recognised in the period in which it is receivable and to the extent that the goods have been provided or on completion of the service.

c) Expenditure

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that the transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably.

Expenditure is classified by activity. Wherever possible costs are allocated directly to the appropriate activity; other costs common to all activities are apportioned between activities on a basis consistent with the use of resources.

Fundraising expenditure comprises costs incurred in encouraging people and organisations to contribute financially to the work of the charity. This includes the cost of advertising for donations and the staging of fundraising events.

Expenditure on charitable activities is incurred in the delivery of the objects of the charity, including any associated support costs.

Support costs, which are the costs incurred in the overall direction and administration of each activity that are not directly attributable to charitable activities, are apportioned on a basis consistent with the use of resources.

Donated goods are measured at fair value (the amount for which the asset could be exchanged) unless impractical to do so. Donated services and facilities are included when received at the value of the gift to the charity provided the value of the gift can be measured reliably. Where the gift is consumed immediately, it is recognised as income with an equivalent amount recognised as an expense under the appropriate heading in the Statement of financial activities. The value of trustee volunteer activity is not included in the accounts but is described in the trustees' annual report.

Expenditure on governance includes all audit and accountancy fees.

In accordance with the Charities SORP (FRS 102), the general volunteer time of the charity's trustees is not recognised in the financial statements.

All expenditure is stated inclusive of irrecoverable VAT.

Funding for All
Notes to the Financial Statements
Year ended 31st October 2024

d) Tangible fixed assets

Tangible fixed assets costing £1,500 or more are capitalised and recognised when the future economic benefits are probable and the cost of the or value of the asset can be measured reliably.

e) Debtors

Trade and other debtors are recognised at the settlement amount after any discount offered.

f) Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or the opening of the deposit or similar account.

g) Liabilities

Liabilities are recognised when there is an obligation at the balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Liabilities are recognised at the amount that the charity anticipates it will pay to settle the debtor the amount it has received as an advance payment for the goods or services it must provide.

h) Financial instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

i) Pension

The charity contributes to a defined contribution group personal pension scheme (NEST) and the pension charge represents the amounts payable by the charity to the fund in respect of the year.

j) Funds

General funds are unrestricted funds which are available for use at the discretion of the trustees in furtherance of the general objects of the charity and have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

k) Direct taxation

The company is a registered charity and is therefore not liable for income tax or corporation tax on its charitable activities as it falls within the various exemptions available to registered charities.

Funding for All
Notes to the Financial Statements
Year ended 31st October 2024

2. Income from charitable activities

	Unrestricted Funds 2024	Restricted Funds 2024	Total Funds 2024	Total Funds 2023
	£	£	£	£
Income from charitable activities				
Grant income	-	71,419	71,419	178,842
Event income	-	-	-	854
	<u>-</u>	<u>71,419</u>	<u>71,419</u>	<u>179,696</u>

3. Analysis of expenditure on charitable activities

	Unrestricted Funds 2024	Restricted Funds 2024	Total Funds 2024	<i>As restated</i> Total Funds 2023
	£	£	£	£
Analysis of expenditure on charitable activities				
Service delivery	-	132,860	132,860	134,241
Support costs	7,057	15,784	22,841	7,039
	<u>7,057</u>	<u>148,644</u>	<u>155,701</u>	<u>141,280</u>

	Service delivery	Support costs	Total 2024	Total 2023
	£	£	£	£
Analysis of expenditure on charitable activities				
Staff costs	72,749	13,410	86,159	83,116
Mentoring, support and events	49,455		49,455	39,582
Mentor and other training	3,083	24	3,107	2,236
CRM	4,858		4,858	3,875
Safeguarding		131	131	754
IT and general overheads		6,284	6,533	3,660
Premises	650	130	780	814
Insurance	884	229	1,113	1,044
Website development		101	101	3,161
Governance		750	750	768
Consultancy	2,716	-	2,716	2,273
	<u>132,860</u>	<u>22,841</u>	<u>155,701</u>	<u>141,280</u>

Fees payable to the charity's independent examiner for the independent examination of the charity's annual financial statements totalled £750 in the year (2023: £768).

Funding for All
Notes to the Financial Statements
Year ended 31st October 2024

4. Staff costs

	Unrestricted Funds 2024	Restricted Funds 2024	Total Funds 2024	As restated/ Total Funds 2023
	£	£	£	£
Staff costs				
Wages and salaries	5,190	76,961	82,151	79,293
Pension contributions	253	3,755	4,008	3,823
	<u>5,443</u>	<u>80,716</u>	<u>86,159</u>	<u>83,116</u>

The average weekly number of full-time equivalent employees during the year was 2 (2023: 2).

No employee earned more than £60,000 in the year.

All the charity's employees are involved in the delivery of the objects of the charity and have unique roles and responsibilities. As such all employees are key personnel.

5. Trustees' remuneration and related party transactions

The trustees were neither paid nor voted any remuneration, other benefits, or expenses during the year (2023: £nil).

The charity has not entered into any other related party transaction during the year, nor are there any outstanding balances owing between related parties and the charity at 31st October 2024 (2023: £nil).

6. Creditors: Amounts falling due within one year

	2024	2023
	£	£
Creditors : Amounts falling due within one year		
Other creditors and accruals	41,160	13,948
	<u>41,160</u>	<u>13,948</u>

Funding for All
Notes to the Financial Statements
Year ended 31st October 2024

7. Movements in funds

Current year	Balance at 1 November 2023 £	Income 2024 £	Expenditure 2024 £	Transfers in / (out) £	Balance at 31 October 2024 £
Unrestricted funds					
General fund	65,091	14,687	(7,057)	2,810	75,531
Restricted funds					
National Lottery Community Fund	103,529	-	(100,719)	(2,810)	-
Kent County Council Infrastructure Fund	34,652	47,433	(41,388)	-	40,697
Thanet District Council Community Champions fund	-	23,986	(6,536)	-	17,450
	<u>138,181</u>	<u>71,419</u>	<u>(148,644)</u>	<u>(2,810)</u>	<u>58,146</u>
Total funds	<u>203,272</u>	<u>86,106</u>	<u>(155,701)</u>	<u>-</u>	<u>133,677</u>
Prior year	Balance at 1 November 2022 £	Income 2023 £	As restated Expenditure 2023 £	As restated Transfers in / (out) £	Balance at 31 October 2023 £
Unrestricted funds					
General fund	43,746	14,088	573	6,684	65,091
Restricted funds					
National Lottery Community Fund	107,878	141,655	(139,318)	(6,684)	103,529
Kent County Council Infrastructure Fund	-	37,187	(2,535)	-	34,652
Thanet District Council	-	-	-	-	-
	<u>107,878</u>	<u>178,842</u>	<u>(141,853)</u>	<u>(6,684)</u>	<u>138,181</u>
Total funds	<u>151,622</u>	<u>182,930</u>	<u>(141,280)</u>	<u>-</u>	<u>203,272</u>

The charity is grateful for generous grants from:

National Lottery Community Fund via its Reaching Communities Fund: "RC London and South East Region", Kent County Council, with the support of Kent Community Foundation, Infrastructure Fund for the delivery of funding and fundraising conferences, mentoring and training programmes to VCSEs in Kent, and Thanet District Council for the delivery of mentoring, conferences and events to VCSEs in Thanet under its Community Champions Fund.

8. Analysis of net assets between funds

	Unrestricted Funds 2024 £	Restricted Funds 2024 £	Total Funds 2024 £	Unrestricted Funds 2023 £	Restricted Funds 2023 £	Total Funds 2023 £
Cash at bank and in hand	75,531	99,306	174,837	65,091	152,129	217,220
Other net current liabilities	-	(41,160)	(41,160)	-	(13,948)	(13,948)
	<u>75,531</u>	<u>58,146</u>	<u>133,677</u>	<u>65,091</u>	<u>138,181</u>	<u>203,272</u>

Funding for All
Notes to the Financial Statements
Year ended 31st October 2024

9. Pension commitments

The charity operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the charity in an independently administered fund.

The pension cost charge represents contributions payable by the charity to the fund and amounted to £4,008 (2023: £3,823). Contributions totalling £nil (2023: £nil) were payable to the fund at the balance sheet date.

10. Operating lease commitments

The charity had no commitments under non-cancellable operating leases at 31st October 2024.

11. Prior year adjustment

The financial statements have been restated to correct a misclassification of expenditure in the year to 31st October 2023 and to provide further clarification on the nature of expenditure. The net movement of these adjustments is £nil; there is therefore no impact on total funds.

12. Ultimate controlling party

The directors listed in the Report of the trustees are the ultimate controlling parties being trustees and members of the company.

All charity policies and executive decisions are determined by the board of trustees unless delegated to trustees or employees within the terms of the charity's Memorandum and Articles of Association.

The day to day running of the charitable company has been delegated to the Charity Manager.

FUNDING FOR ALL

England & Wales - Charity number 1150204

Accounts



UNAUDITED

REPORT OF THE TRUSTEES AND

FINANCIAL STATEMENTS

FOR THE YEAR ENDED

31ST OCTOBER 2023

Charity No. 1150204
Company No. 08263265

Contents

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Report of the trustees

The trustees, who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity, Funding for All, for the year ended 31st October 2023. The trustees confirm that the annual report and financial statements comply with the current statutory requirements, the requirements of the company's governing document and in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102 SORP).

Administrative details

Registered Charity Number:	1150204														
Registered Company Number:	8263265														
Registered Office:	Maidstone Community Support Centre 39-48 Marsham Street, Maidstone Kent ME14 1HH														
Trustees and directors:	<table> <tr> <td>Sarah Avery</td><td>resigned 16th February 2023</td></tr> <tr> <td>Mark Skudder</td><td>resigned 16th February 2023</td></tr> <tr> <td>Bethan Tomlinson</td><td></td></tr> <tr> <td>Foteini-Eleni Oikonomopoulou</td><td></td></tr> <tr> <td>Alan Luke</td><td>resigned 16th February 2023</td></tr> <tr> <td>John Gordon</td><td>appointed 10th November 2022</td></tr> <tr> <td>Nigel Turley</td><td>appointed 22nd November 2023</td></tr> </table>	Sarah Avery	resigned 16 th February 2023	Mark Skudder	resigned 16 th February 2023	Bethan Tomlinson		Foteini-Eleni Oikonomopoulou		Alan Luke	resigned 16 th February 2023	John Gordon	appointed 10 th November 2022	Nigel Turley	appointed 22 nd November 2023
Sarah Avery	resigned 16 th February 2023														
Mark Skudder	resigned 16 th February 2023														
Bethan Tomlinson															
Foteini-Eleni Oikonomopoulou															
Alan Luke	resigned 16 th February 2023														
John Gordon	appointed 10 th November 2022														
Nigel Turley	appointed 22 nd November 2023														
Staff:	Kerry Donati (Charity Manager) Katherine Jary (Operations Manager and Charity Secretary) Charlotte Coombes (Events and Marketing Co-ordinator)														
Independent Examiner:	Hedley Dunk Limited Trinity House 3 Bullace Lane Dartford Kent DA1 1BB														
Website:	www.fundingforall.org.uk														
Facebook:	@fundingforall.org.uk														
X/Twitter:	@FundingforAll														
Instagram:	@fundingforallkent														
LinkedIn:	Funding for All														

Governance

The charity is a company limited by guarantee with no share capital (registration no. 8263265) and a registered charity (registration no. 1150204). In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The charity's Memorandum and Articles of Association is the primary governing document of the charity.

Funding for All was registered with the Charity Commission on 17th December 2012. The Memorandum and Articles of Association was incorporated on 22nd October 2012 as amended by special resolution registered at Companies House on 13th December 2012.

The Funding for All Board of Trustees meets quarterly and holds an AGM in late spring each year.

The Operations Manager and the Charity Manager, in tandem with the Board of Trustees, continue to review the charity's policies and procedures annually and develop new policies as necessary.

The charity's Board recognises the need to periodically consider any gaps in knowledge, skills, and experience within the Board and to bring innovative ideas to the organisation. Following ongoing trustee recruitment, new trustees, with suitable and selected skills, have been successfully recruited to Board.

All new trustees receive a full induction to the organisation, are provided with 'The Essential Trustee' Charity Commission guidance and they complete an NCVO online e-learning course on: 'Roles and duties of trustees'.

The directors consider the board of directors, who are the charity's trustees, and the Charity Manager as the key management personnel of the charity in charge of directing and controlling, running, and operating the charity on a day-to-day basis. All trustees give their time freely and no trustee received remuneration in the year. Staff pay is reviewed annually by the trustees and is benchmarked against pay levels in other local charities of a similar size.

Vision

Funding for All is a registered charity and company limited by guarantee that was established in October 2012 to respond to a recognised charitable need in Kent following the closure of the extremely successful 'Funding Buddies' project.

The vision of Funding for All is to inspire and empower community organisations in Kent and Medway to build their fundraising capacity to ensure sustainable projects.

Objectives and activities

Charitable objectives

The purposes of the charity as set out in its governing document are:

To promote the voluntary sector for public benefit by providing services designed to increase the amount of effective resources available to voluntary sector organisations principally but not exclusively in the local government area of Kent, Medway, and its environs.

Public benefit

The charity's trustees have complied with their duties under the Charities Act 2011 to have due regard to public benefit guidance published by the Charity Commission. Funding for All's public benefit activities are outlined in the sections below, illustrating the commitment of the charity to strengthening the community organisations of Kent and Medway.

Chair's introduction

During the year being reported, Funding For All has been at the heart of fundraising and funding support in Kent and Medway. We have been supported by The National Lottery Reaching Communities Fund, in the second of their three-year delivery period, and by the KCC Infrastructure Fund. During this time the key theme that has come up for us, time and time again, is income "diversification".

We have clearly seen our beneficiaries' need for new approaches to income generation, and to develop their skills with fundraising. We know that many funders are seeking to support under-represented groups, and we have seen some fantastic support for vital, small, grassroots activities across our 3,500 sq. km area of influence. There are a great many groups on a fundraising journey in what is widely acknowledged to be a very competitive landscape.

We have adapted the way we deliver our work to be 'fit for the times' too. By way of an example, in response to the request for more 1-2-1 support, we started to offer our 'Funding Surgeries' in person across the region. We were overwhelmed by the response, especially in rural locations where we have seen people travel for 15 miles or more for an in-person conversation. We have been able to meet people where they are, to discuss where they want to be next.

We are extremely proud of our organisation's ability to establish a culture in which groups and individuals have felt comfortable to test our new ways of working, nourishing their onward beneficiaries as a result.

Meeting the funding needs of the voluntary sector in our region

Funding For All offers free, expert fundraising support to ensure small to medium Voluntary, Community and Social Enterprises (VCSEs) secure a sustainable future with our free fundraising advice, tools, and resources.

Delivery context

Funding for All covers the geographic county of Kent, which includes the Kent County Council (KCC) area and all its twelve districts, and the borough, city, and parish councils within, and the Medway unitary council area. These administrative areas include an extensive rural population, significant areas with high indices of deprivation, as well as a large number of coastal communities.

Kent's rural areas make up 85% of the county; rural communities continue to experience social isolation, transport issues and rising challenges from the cost-of-living crisis (Framing Kent's Future, KCC, 2022).

Kent's Coastal Areas face challenges of isolation and intensive deprivation. Kent is a county with over 350 miles of coastline (Framing Kent's Future, KCC, 2022).

According to KCC's most recent analysis, there are currently 3,051 sector organisations in the administrative area of Kent (Headline analysis of the voluntary and community sector in Kent, KCC, Dec 2023). This statistic follows the 'general charities' definition provided by the Charity Commission, and only includes organisations based in the area, not regional or national organisations that are based elsewhere but which operate in the area. This statistic shows an additional 206 organisations when compared to the figure provided in the equivalent report in September 2021.

However, in 2020, Medway Council reported that there were 930 Voluntary, Community and Social Enterprises (VCSEs) known to them (The Voluntary Sector Task Group, 2020).

From the statistics provided for Kent, 1,172 organisations are of 'micro' size, 1,183 are 'small', and 335 are of 'medium' size (Dec 2023). Similar figures are not currently available for Medway.

Funding for All prioritises its support to micro and small organisations and, as a result, continues to offer targeted support to these organisations in this region. We offer a range of help to the people in these organisations tasked with seeking funds. We do this through fundraising training, fundraising advice and 1-2-1 mentoring.

Challenges in the funding landscape

These groups, according to KCC's report (Dec 2023), have seen the greatest loss of income over time. The report states that 'when adjusted for inflation, micro, small and medium organisations saw a combined cash decrease of £5.4 million, while large and major organisations saw a combined increase of £39.1 million. This statistic is based on organisations that have submitted financial reports for five years. It clearly highlights that smaller VCSEs in the region have faced real funding challenges in the period. It estimates their decrease in income to be 31.8%, compared with an overall decrease in income of 8.9% for the voluntary sector since 2016/17 (KCC, Dec 2023).

The decline in income for these groups reflects a difficult period in funding for VCSEs nationally. The voluntary sector continues to find it hard to secure the financial sustainability necessary to enable it to meet the many diverse needs it addresses. According to The National Council for Voluntary Organisations (NCVO), the decrease results from a drop in individual giving, which continues to account for 51% of the sector's income, a decrease in legacy income, and continued reductions in public sector income compared to a decade ago (The Road Ahead 2023, NCVO, July 2023). There are a large number of micro and small VCSEs in the region and an additional 206 new groups seen since 2021. Some of these groups have already engaged with us; our ability to upskill volunteers and employees remains in high demand.

The decline in income in the sector coincides with a national cost-of-living crisis and a period of high inflation. As a result, as funded income has reduced, the costs to the voluntary sector have increased. According to NCVO, the cost-of-living crisis impacts specifically through increased staff costs, increased energy costs, increased cost of materials and consumables, and increased fuel costs (The Road Ahead 2023, NCVO, July 2023).

In addition to these challenges, our region also faces the specific challenge of an increase in the demand for services provided by the voluntary sector. This has been driven by an increase in poverty and deprivation, increased demand on mental health services, and by an increase in population. According to the Kent Analytics Statistical Bulletin (KCC, Dec 2023), Kent's population has grown by 0.93% in the last year, making growth statistically high for the Southeast. Kent's

population is now estimated to be 1,593,000, the largest of any UK county. Kent County Council continues to be the largest non-metropolitan local authority area in England.

Both Kent and Medway have a great diversity of communities, the needs of which are often very specific, with local challenges requiring local solutions. The wide array of voluntary organisations, amenity societies and community groups reflect this diversity. Kent has an ageing population, and relatively high living costs combined with lower earnings, both of which exacerbate the cost-of-living crisis currently faced in the UK.

Funding For All response to sector needs

This year, Funding for All has directed its efforts to increase access to our services, and we can evidence success with this, however, we remain proactive and vigilant in order to increase that accessibility further.

Funding for All remains passionately committed to supporting the voluntary sector in the region. We do this by training and mentoring VCSEs in all aspects of funding and fundraising, and by helping groups to access a more diverse range of funding sources so that they can continue to serve their communities with greater resilience.

Diversification of funding sources remains a fundamental component of a successful response by organisations to the current funding climate, and yet it requires a wider range of skills and knowledge than is typically found within the staff and volunteer teams of micro to medium organisations.

Diversification can enable groups to meet unexpected costs and to bridge the gap between the funding they receive and the funding they need, without impacting the continuity of their service. Research published by the Pro Bono and Nottingham Business School indicates that, nationally, 55% of UK charities are encountering a gap between funding and costs, and in response they are relying on their reserves to fund the service that they provide (Breaching the Dam, Dec 2022).

Occasionally, funders and local authorities see VCSE's reserves as income that is dormant and therefore a source of funding (Headline analysis of the voluntary and community sector in Kent, KCC, Dec 2023), however, because VCSEs have no reliable continuous source of funding, reserves that are understood and clearly outlined in a reserves policy, enable VCSEs to bridge funding gaps; Funding for All has offered specific training on this subject this year.

The KCC Civil Society Strategy for Kent, 2021-2024 emphasises the 'importance of organisations being able to access funding through a diverse range of sources' but acknowledges that in the sector 'diversifying income requires the time, capacity and skills of people' and that access to the right expertise to support this is invaluable. Funding for All is uniquely placed to provide that expertise because of the wide range of funding specialisms represented in our expert team of mentors. This allows us to offer directed mentoring in different fundraising skills to the groups that we support.

Impact for mentees

We asked the groups that we mentored during this accounting period how they perceive the need for Funding for All in this current climate. Their responses clearly show that we enhance the sustainability of the VCSE groups we support:

- *I think there is a great need, the early intervention from a funding mentor can prevent mistakes and a lot of time being wasted. The mentoring was instrumental in pushing the charity forwards, it has improved our confidence and ability to be more targeted in our approach to fundraising (**Dover Smart Project**)*
- *There are thousands of small charities in Kent and Medway that would benefit from this kind of support. Having access to a free resource is invaluable and, I imagine for those just starting out, would have a huge impact on their sustainability and success. (**The Family Trust**)*
- *Having a free service to upskill small voluntary organisations is invaluable. So often training is expensive and time consuming, and so out of reach of organisations such as ours but having a bespoke mentoring service has allowed us (and I'm sure many groups like us) to increase our income and so improve/make more sustainable the services we provide to our vulnerable clients. (**The Princess Project**)*
- *It was invaluable to talk to someone who was knowledgeable in fundraising, and it provided the opportunity to strengthen areas of knowledge where I lacked confidence. Although not completely resolving all the questions that I had, the mentoring session did provide a really good foundation to work from. (**Medway Food Bank**)*
- *Funding for All enables Kent and Medway organisations to thrive in fundraising and understand the fundraising climate and culture within the county. (**Dads Unlimited**)*

- *It's more and more vital that VCSE groups can get support and guidance with funding. In the past two years, I have seen a noticeable increase (from 25% to 75%) of service users identifying as a family on universal credit. Because of the cost-of-living crisis they tell me they are unable to contribute very much if anything financial to the community mental health support they need. FFA is helping the support for the public to be more wide reaching by helping more organisations receive the grant funding they need to survive and serve. (My Birth Support)*
- *There is a great need for this kind of support, as getting funding feels hard for small groups until you have the knowledge and skills for it. (Napier Friends)*
- *We need FFA's support more than ever. With a growing need for our services, and increasing competition for funds, the guidance and support given by FFA is essential. The time and energy given to fundraising, to keep operations running, can be exhausting. Having FFA to turn to, for advice and direction, is invaluable. (Broadstairs Town Shed)*
- *It's vital! Small charities simply do not have the funds to pay professional funder writers yet sourcing funding is an integral part of their survival. To be able to access information, mentoring and support and it be free is a huge benefit. (Kidenza)*

Performance overview

This year, the trustees are delighted to report a further successful year delivering the 'That's the way we do it' project funded by The National Lottery Reaching Communities Fund (TNLRC) (April 2021). We would like to express our gratitude to TNLRC who have encouraged, supported, and worked with us throughout the funded period. We are delighted that TNLRC has agreed to extend elements of delivery until August 2024.

TNLRC funding has enabled us to continue to provide tailored support in funding and fundraising for individual VCSE groups through our funding mentoring programme. It has also enabled us to develop and deliver a broader range of webinars and to deliver training on a wide range of fundraising skills. In addition, the funding has enabled us to deliver 1-2-1 funding advice days, a face-to-face training event.

In May 2023, Funding for All was also successful in securing two years of funding from the KCC Infrastructure Support Fund. This funding will enable us to continue providing mentoring and webinars beyond the period funded by TNLRC. We will deliver Funding Conferences in each of the 12 administrative districts within Kent, apart from two where provision was already in place, and Funding Surgeries in each district in each of the two years. We are very grateful to KCC for this support, it will enable us to increase the reach of our work, taking it right to where the people of Kent need it.

We measure the impact of our support using self-reported confidence ratings. This measure endeavours to capture increases in the beneficiary's confidence when fundraising and sourcing funding for the group(s) they support. As an approach, it focuses on measuring the impact on the individual, which will, in turn, impact the sustainability of the group. This year, we have supported both the employees and the volunteers who support groups by fundraising. For another consecutive year, 100% of the mentees and attendees at webinar training who have fed back to us have reported an increase in their confidence as a result of engagement with our support.

Financial review

The financial results for Funding for All for the financial year were therefore pleasing, with income of £192,930 in the year (2022: £141,319) and closing funds of £203,272 at 31st October 2023 (2022: £151,622). The closing funds include £65,091 of unrestricted funds (2022: £43,746), equivalent to six months' current staff and core overhead costs in accordance with the charity's reserves policy. As a result and having secured funding encompassing all the charity's costs until March 2025, the trustees are confident that the charity remains a going concern. Funding for the period thereafter will be sought by the trustees in due course and unrestricted reserves will be retained at current levels until then.

The trustees regularly review the charity's finances and consider the risks relevant to the charity's operation, implementing policies and procedures to minimise risk and manage impact should those risks materialise.

In the financial year the charity did not actively fundraise from the public or undertake similar fundraising activities. The trustees were pleased to receive donations from supporters.

Achievements

In this financial year, Funding for All has continued to provide and develop its support for VCSEs with their funding and fundraising.

It has done this by:

- Providing mentoring for 222 organisations between April 2021 and October 2023.
- Building expertise within the mentor team to add new specialisms in environmental funding, legacy income, and charity shops to our already extensive range. Mentoring now supports organisations with the development of their skills in 16 different fundraising specialisms.
- Continuing to deliver and extend the range of fundraising webinars that provide professional advice, insights, and practical steps on a broad range of areas within funding and fundraising, and which support groups with the diversification of their income, thereby increasing their likelihood of remaining financially sustainable.
- Supporting groups, enabling them to bring in the income they need to provide their services. At the end of this financial period, we can evidence that £2.9 million has been raised by VCSE groups with our support since April 2021.
- Increasing the reach of our services through our newsletter and new social media channels to draw in a wider demographic and increase access to our service.
- Rebuilding our website to increase its ease of use for people who may need text adaptations, and to provide more support and information for VCSEs. This investment has helped us to broaden the range of people who can access our services and we are pleased to evidence that the diversity of mentees and VCSEs accessing our services has increased this year.
- Building upon the foundations laid with a large number of partner organisations in the region (and building new partnerships with others) through the coordination of training and support for VCSEs in the region.
- Developing stronger Safeguarding policies and procedures, including the tailoring of our mentoring for adults who may be vulnerable or who may need additional support, and by introducing DBS checks for all staff, trustees, and mentors.
- Commissioning and delivering a tailored fundraising training day for one KCC Borough Council, which included a 'marketplace' for VCSEs to generate income as well as a forum to enable groups to be introduced to local trusts.
- Developing our team by working with an external consultant to review and build our structures, and by using Department of Social Change (DSC) documentation to update our HR policies and procedures.
- Providing CPD training for mentors, staff, and trustees, to strengthen our EDI, Safeguarding and the communication of information and guidance to mentees.
- Further developing our Mentee and Mentor Handbooks to provide clear guidelines so that mentees get the most out of their mentoring experience.
- Commissioning and recording a suite of webinars to offer as downloadable training tools.

Funding for All continues to strive to provide an exciting, accessible, and impactful offer for VCSEs in Kent and Medway. In the current climate, Funding for All's impact is evident across the sector.

For more information on our key outputs, please see below.

Mentoring programme

Our key aim is to build the confidence of the individuals who fundraise for the region's VCSEs. We do this most effectively by offering them a tailor-made fundraising mentoring programme. Our definition of mentoring is: 'to cascade the skills of our mentors to our mentees', giving mentees the opportunity to build skills, understanding and expertise in fundraising.

Our mentees come with a diverse range of backgrounds, lived experiences, and a wide range of knowledge in fundraising. Last year we sought feedback and organised focus groups to better understand how we can increase this diversity, and we took steps to address the barriers to access to our programme. We did this by training mentors in information dissemination and EDI, and by sharing feedback from mentees. We took care to understand whether mentees were volunteers or employees and to explore the support they had within their organisations to implement the advice from mentors. We discovered that approximately 75% of our mentees are volunteers.

As a result, we have adapted the delivery of our mentoring service to ensure that mentees can access mentoring easily, providing support with the way that information is disseminated, and offering face-to-face support when it is necessary. We have improved the accessibility of the information on our website and of our face-to-face training for neurodivergent people, and we have trained our mentors so they understand the ways in which we can adapt the provision of mentoring.

Our mentors are experienced fundraisers and charity professionals who provide advice and guidance to groups to help them fundraise efficiently and effectively, diversify their income, and access a wider range of support for the voluntary sector.

We aim to ensure that once mentoring has finished, groups have greater confidence and skills so that they can continue fundraising effectively. Our post mentoring evidence indicates that, once again, 100% of our mentees report an increase in confidence in the areas in which they have been mentored. Feedback from mentees also shows that mentoring has enabled both the individuals, and the organisations they support, to move forwards with their funding goals.

- *"It has been hugely useful for me as an individual and transformative for our organisation. I have learnt so much about fundraising and it's also given me the confidence to apply for more grants and diversify our income."*
- *"The mentoring was instrumental in pushing the charity forwards, it has improved our confidence and ability to be more targeted in our approach to fundraising."*
- *"For us, mentoring was invaluable. We had a big target and absolutely zero fundraising experience. We work with young people, and our mentor was great at suggesting ways to engage with them, as well as helping me to tailor my grant applications to showcase our need. We are thrilled to have smashed our target and couldn't be more grateful for your support."*
- *"Mentoring helped me to hone our fundraising strategy, and identified some new grant funders I hadn't heard of/thought of applying to (with one successful application already as a result!). It also helped me to organise my grant application/reporting process to make it more strategic and less haphazard. It was great to make the time to actually think and talk through funding issues, which otherwise just get fitted in as and when I have time."*
- *"The mentoring process has helped set us up to succeed. Through the sharing of the mentor's knowledge and experience, and brilliant constructive feedback, we've been able to create a rounded fundraising strategy and well-constructed targeted bids. Most importantly, the support, and a fresh perspective, is truly motivating. Especially at the moment, with such competition for funding, it's hard to know how to move forward; the whole process has helped give us direction and confidence."*
- *"It increased my confidence that I can actually write quite a good grant application. This in turn helped me feel motivated to write more."*

Funding advice days, 1-2-1s

For some VCSEs, the immediate impact of a 1-2-1 funding advice meeting can be pivotal, allowing them to explore fundraising options and receive detailed signposting and information.

In this financial period, we delivered 4 days of 1-2-1 sessions, rotating our venues around the region to bring our service to the people who need them, visiting Tunbridge Wells in West Kent, Maidstone in Mid Kent, and Margate and Canterbury in East Kent.

We continue to offer 45-minute sessions for these events, with slots between 10am and 5pm. We found that a longer period of availability can be particularly important for a volunteer working in their day-job during the working day. If groups have not been able to make slots during advertised times, we have arranged additional times for them.

Groups can attend in-person, or via an online meeting, taking our service directly to the communities we serve and reducing the carbon footprint of our service.

For one of these days in this period, we were proud to partner with TNLRC officers, who offered 1-2-1 advice sessions for Kent and Medway VCSEs alongside our advisors. Our groups fed back that they found the advice invaluable. TNLRC fed back that, once again, they had been able to talk to groups that had not previously come to them. This is some of the feedback that we received from groups who attended those 4 events:

- *"This session helped me to write better funding bids to help the charity, as I'm not very good at writing them at the moment."*
- *"This session provided support e.g., funding applications and funding advice, so we can start developing our service and offering more services."*
- *"Just helps me be able to apply for community funding and know where to look. Helps improve my confidence in applying for funding."*
- *"To gain more funding to meet beneficiary need. Generate more income."*
- *"It was a good discussion. We will need more help as our organisation is growing quickly and we would appreciate mentoring as we go through the planned stages of expansion."*
- *"Very thorough, friendly, and professional."*

Funding Surgeries

As well as offering the longer sessions above, we also offer briefer sessions through our Funding Surgeries. We were able to trial this format thanks to our TNLRC funding, and we will be able to continue this format thanks to the support of the KCC Infrastructure Support Fund. Unlike the 1-2-1 advice sessions described above, surgeries take place each month and offer groups 20-minute sessions which they can access in-person, by telephone, or via an online meeting. Offering these shorter sessions has proved extremely effective for signposting groups to mentoring, to funders, and to other infrastructure organisations for support with matters like governance that sit outside our remit.

In response to feedback, we have delivered surgeries in rural locations throughout the county to address access challenges for those living in rural locations because of transport costs or because travel is difficult for other reasons. Our KCC funding has also enabled us to develop our team of funding mentors through additional training so that they now deliver the surgeries instead of the Charity Manager, thereby increasing capacity within the team.

This year we delivered 7 Funding Surgeries funded by KCC, and 6 during the pilot period where the costs were covered by our TNLRC funding. Queries from groups ranged from the types of funding available to fundraising strategy and included issues of governance related to funding options. We were able to signpost groups to our mentoring programme for more funding support and to partner organisations for assistance with other issues like governance. During this period:

- 55 groups booked appointments at Funding Surgeries, more than a 100% increase from the 26 groups seen last period
- 17 groups joined our mentoring programme following their surgery session, and
- 9 groups who had already received mentoring at some point in the past 5 years, were able to gain updated information and further funding advice.

The feedback we received indicates that this directed information is valuable to the groups who attend:

- *"The information I received will help us as a charity to grow, especially in regard to our wider community."*
- *"I think the information will enable my organisation to get more funding."*
- *"Help to troubleshoot a grant application we are struggling with."*

Fundraising webinars

In this period, we delivered 24 webinars on 14 different topics of funding and fundraising. All the webinars were offered for free to VCSE groups, and in this period there were 235 attendees.

We asked attendees about the training needs they have that we do not yet meet with our webinars, and, in response to this feedback, we commissioned three further webinars to meet the need identified. The new webinars cover:

- Better Bid Writing
- Getting it Covered (Full Cost Recovery)
- Fundraising for Capital Appeals.

The first title provides structured support for those new to bid writing. The second addresses the need that our attendees and the NCVO, and indeed the Pro Bono and Nottingham Business School, identified, that organisations are struggling to get their running costs fully covered with their funding. The third title reflects the large number of fundraising appeals

for buildings and renovations that we have seen in the region post pandemic. These new webinars are now included in our rolling programme, with 'Better Bid Writing' and 'Getting it Covered' particularly highly attended so far.

As part of our webinar offer, we have taken time this year to record our webinars to make them available online. We are grateful to Wildwood Media for their help in adding subtitles to these recordings. The subtitles will increase access to our webinars for those with hearing loss or whose learning style is benefited from subtitles, and they will better enable the content to be transcribed into other community languages.

This is a sample of the webinar feedback that we have received in this period:

- *"Really useful information on fundraising strategy development, also links to grant lists and further training."*
- *"It helps me to clarify what we need to do, what we are already doing and just helps to take time to step out of the day to day and focus. I will be pushing on with updating my strategy, I will also be going forward with our promotional documents and updating the website."*
- *"Very useful for someone who has little experience in this field."*
- *"It will help me fundraise more effectively for the different projects we run, increasing our impact for the communities we serve."*
- *"It's a good overview of how social media can help us with our fundraising."*
- *"Inform our social media usage and methods to maximise the time available to create, chat and post."*
- *"This webinar has given us the info we need to get started on building a donor base."*

Virtual 'First Steps to Fundraising' Conferences

Included in our suite of webinars is our innovative 'First Steps' virtual webinar, designed to provide tailored support for people and groups who are new to fundraising. We have adopted this format to increase accessibility and lessen our environmental impact.

These webinars are open to both groups and individuals in an overt attempt to provide support to volunteers who are new to funding and fundraising and who are considering new ventures to meet a specific community need. They cover the essential steps that must be taken to set up a new group with advice on collecting evidence of need, opening bank accounts, putting together a management group and how to formally constitute. There is an introduction to the support that Funding for All can offer, and Kent and Medway based funders are invited to present an overview of the funding they have available and how to apply for it. We are delighted to have partnered with TNLRC, Kent Community Foundation, and the KCC Spacehive Crowdfunding initiative in the delivery of these events this period.

Following the various presentations, breakout rooms are offered where groups can meet with funders or have introductory sessions on fundraising skills. Thanks to our mentor team, we have been able to deliver breakout room training on EDI, building funding budgets, community fundraising, risk assessments for community fundraising events, fundraising through challenge events, recording in-kind giving, and social media fundraising.

This is a sample of some of the feedback we have received this year:

- *"It has given fundraising advice that can be discussed and passed on with other members of my organisation."*
- *"The information will help me to share the good practices from today to shape our future work."*
- *"Was great to hear advice from those who have met the pitfalls before to save us time! In particular, advice on policy and making connections across Kent. It is very useful to see what it would be like to interact with funders. Just the chat intro to yourself was good practice."*
- *"Help to fill funding request forms, design and apply fund raising events, know key documents and how to conduct myself."*

In person training days

In this period, we delivered two 'Kent and Medway Funding Advice Days' in Gravesham and Medway funded by TNLRC, and a third in Maidstone, funded by Maidstone Borough Council.

To deliver these events we worked in partnership with Gravesham Borough Council, Medway Voluntary Action, Kent Volunteers Partnership, Safer Kent, Maidstone Borough Council, Kent Community Foundation, Colyer Ferguson, TNLRC and the Worley Day Trust. The funders attended to present to attendees and to meet with groups individually to answer questions.

These training days provided face-to-face opportunities for groups to help them develop their fundraising skills, meet with funders and other support organisations, have face-to-face funding advice sessions, and network with and receive peer to peer support from other organisations meeting similar funding challenges. The range of support available on one day is appreciated by the attendees and is reflected in a sample of the feedback from this year's events:

- *"Fantastic day! Thank you, benefits are difficult to quantify as they will be far-reaching."*
- *"Hearing it from the horse's mouth really demystifies the process. Today has explained, opened up and made available many more funding opportunities."*
- *"For a first-time person applying for funding, it has made it seem manageable, clear routes to success have been laid out."*
- *"Well-rounded and excellent targeting of topics."*
- *"I have a much better idea of the areas we need to focus on before making an application, e.g., involving the community."*
- *"I will book a mentor; I feel more confidence as now I know where to get help."*
- *"Just so helpful, tons of advice, ideas, thought-provoking. A wealth of information for those of us with no formal skills yet responsible for such an important part of running a charity."*
- *"Straight and to the point, great opportunity to network, plenty of speakers."*
- *"Well organised and friendly, great chance to find out about current funding climate and opportunities."*

Website and social media

In this financial period, we planned, redesigned, and launched our new website with support from a website building specialist. This decision was made because feedback had shown that our previous website did not set out information as clearly as we would like, specifically for people who need adaptations with text, contrast, and colour.

The new website includes a number of features designed to enhance legibility through font size, colour, highlighted links, contrast, and light. Events are easier to book, and the 'Find Funds' pages are easier to navigate, with far more filters now available to enable a more directed search. We have also included case studies, added links, and made it easier to support us with a donation. In this period, 65,605 visits have been made to our website, representing 43,188 users. The 'Find Funds' page had the highest number of visits, with 10,555 users accessing information about funding opportunities.

We took time to ensure that our Events and Communications Officer was upskilled through the process, to ensure we could maintain the new site in-house with greater ease and lower cost in the years ahead. We are grateful for the support of Kate Williamson, our web designer, who, in addition to the work commissioned, supported us with £450 of her time on this project as in-kind support.

Funding Guide

Throughout this period, we have continued to provide copies of the 'Funding for All Guide to Fundraising', free of charge and as needed, to the groups that we mentor.

An updated hard copy of the Guide was last produced by us in April 2022, and represents more than 100 hours of volunteer time given by a former trustee of the charity. It was conceived as an additional resource and reference point, something that our mentees can have in front of them when they're putting a bid together, and something they can refer to after they have finished our mentoring program. It has been referred to as an 'essential toolkit' for small to medium sized VCSEs and continues to be a relevant and practical guide for mentees. It is a welcome resource for mentees with a wide fundraising remit for their groups.

Funding for All as an integrated partner in the infrastructure provision for the Kent and Medway Voluntary Sector

Funding for All works collaboratively with a wide range of partners and supporters. We believe that partnership work benefits the groups that we serve. It does this by promoting effective signposting, avoiding duplication of service delivery, and enabling us to extend our reach and let more people know about the support that we offer.

Within this period, we worked hard to initiate and build relationships with partner organisations across Kent and Medway. The Charity Manager attended 12 key local events, giving presentations about the service that Funding for All provides as well as delivering funding and fundraising training. Partnership work has been undertaken with the following groups:

- Kent Community Foundation
- Medway Voluntary Action
- Dover District Council
- Gravesham District Council
- Maidstone District Council
- Ashford Borough Council
- Folkestone and Hythe District Council
- Swale CVS
- Kent Volunteer Partnership
- Active Kent and Medway
- Imago
- Involve
- MSCS Network
- Kent Coastal Volunteering
- Kent County Council VCSE Steering Group
- Romney Marsh Business Hub
- Charity Mentors Kent
- Safer Communities Alliance
- Stronger Kent Communities
- Social Enterprise Kent
- West Kent Mind
- CVS NWK
- CAP Enterprise

The charity remains grateful for the support of funders, partners, mentors, trustees, staff, volunteers, and mentees, all of whom make it possible for the charity to deliver its services to the VCSEs of Kent and Medway.

Statement of Trustees' responsibilities

The trustees (who are also the directors of the charity for the purposes of company law) are responsible for preparing the Report of the trustees and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare financial statements for each financial year. Under company law, the trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charity and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by the Board of Trustees on 13th May 2024 and signed on its behalf by:



Bethan Tomlinson (Acting Chair of Trustees)

Independent Examiner's Report to the Trustees of Funding for All ('the charity')

I report to the charity trustees on my examination of the financial statements of the company for the year ended 31st October 2023.

Responsibilities and basis of report

As the charity trustees of the company (and its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your company's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the company as required by section 386 of the 2006 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination; or
4. the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Jack Fryer ACA

Hedley Dunk Limited
Trinity House
3 Bullace Lane
Dartford
Kent DA1 1BB

Funding for All
Statement of Financial Activities
(Incorporating Income and Expenditure Account)
for the year ended 31st October 2023

	Note	Unrestricted Funds 2023	Restricted Funds 2023	Total Funds 2023	Unrestricted Funds 2022	Restricted Funds 2022	Total Funds 2022
		£	£	£	£	£	£
Income from:							
Donations and gifts		11,989	-	11,989	397	-	397
Charitable activities	2	854	178,842	179,696	2,243	138,631	140,874
Interest received		1,245	-	1,245	49	-	49
Total income		14,088	178,842	192,930	2,688	138,631	141,319
Expenditure on:							
Charitable activities	3	699	140,581	141,280	2,242	117,267	119,509
Total expenditure		699	140,581	141,280	2,242	117,267	119,509
Net income		13,389	38,261	51,650	446	21,364	21,811
Transfers between funds		7,956	(7,956)	-	12,521	(12,521)	-
Net movement in funds		21,345	30,305	51,650	12,967	8,843	21,811
Reconciliation of funds:							
Total funds brought forward	8	43,746	107,876	151,622	30,779	99,033	129,812
Net movement in funds	8	21,345	30,305	51,650	12,967	8,843	21,811
Total funds carried forward		65,091	138,181	203,272	43,746	107,876	151,622

The notes on the following pages form part of these financial statements.

All amounts derive from continuing activities.

There are no recognised gains or losses other than the net movement in the funds included above.

Funding for All Balance Sheet as at 31st October 2023

	Note	Unrestricted Funds 2023	Restricted Funds 2023	Total Funds 2023	Unrestricted Funds 2022	Restricted Funds 2022	Total Funds 2022
		£	£	£	£	£	£
Current assets							
Debtors	6	-	-	-	1,709	192	1,901
Cash at bank and in hand		65,091	152,129	217,220	44,280	108,242	152,522
		<u>65,091</u>	<u>152,129</u>	<u>217,220</u>	<u>45,989</u>	<u>108,434</u>	<u>154,422</u>
Creditors: amounts falling due within one year	7	-	13,948	13,948	2,243	558	2,800
Net current assets		<u>65,091</u>	<u>138,181</u>	<u>203,272</u>	<u>43,746</u>	<u>107,876</u>	<u>151,622</u>
Total assets less current liabilities		<u>65,091</u>	<u>138,181</u>	<u>203,272</u>	<u>43,746</u>	<u>107,876</u>	<u>151,622</u>
Net assets		<u><u>65,091</u></u>	<u><u>138,181</u></u>	<u><u>203,272</u></u>	<u><u>43,746</u></u>	<u><u>107,876</u></u>	<u><u>151,622</u></u>
Charity funds							
Unrestricted funds	9	65,091	-	65,091	43,746	-	43,746
Restricted funds	9	-	138,181	138,181	-	107,876	107,876
Total funds		<u><u>65,091</u></u>	<u><u>138,181</u></u>	<u><u>203,272</u></u>	<u><u>43,746</u></u>	<u><u>107,876</u></u>	<u><u>151,622</u></u>

For the financial year in question the company was entitled to exemption under section 477 of the Companies Act 2006 relating to small companies.

No members have required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

The directors acknowledge their responsibility for complying with the requirements of the Act with respect to accounting records and for the preparation of accounts.

These accounts have been prepared in accordance with the provisions applicable to companies' subject to the small companies' regime.

The financial statements were approved and authorised for issue by the Board of Trustees on 13th May 2024 and signed on its behalf by:



Bethan Tomlinson (Acting Chair of Trustees)

The notes on the following pages form part of these financial statements.

Funding for All Notes to the Financial Statements Year ended 31st October 2023

1. Accounting Policies

a) Basis of preparation

The financial statements are prepared under the historical cost convention and include the results of the charity's operations which are described in the Report of the trustees.

The accounts have been prepared in accordance with applicable accounting standards and the Companies Act 2006 and follow the recommendations in the Statement of Recommended Practice (SORP FRS 102) - Accounting and Reporting by Charities, issued by the Charity Commission, the Charities Act 2011, and the requirements of the charity's Memorandum and Articles of Association.

As funding encompassing all the charity's costs other than its governance costs has been secured until mid 2025, the financial statements have been prepared on a going concern basis.

b) Income

All income is recognised once the charity has entitlement to the income, it is probable that the income will be received, and the amount of the income receivable can be measured reliably.

The income from fundraising ventures is shown gross, with the associated costs included in fundraising costs.

Income from grants is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received, and the amount can be measured reliably and is not deferred.

Other income is recognised in the period in which it is receivable and to the extent that the goods have been provided or on completion of the service.

c) Expenditure

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that the transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably.

Expenditure is classified by activity. Wherever possible costs are allocated directly to the appropriate activity; other costs common to all activities are apportioned between activities on a basis consistent with the use of resources.

Fundraising expenditure comprises costs incurred in encouraging people and organisations to contribute financially to the work of the charity. This includes the cost of advertising for donations and the staging of fundraising events.

Expenditure on charitable activities is incurred in the delivery of the objects of the charity, including any associated support costs.

Support costs, which are the costs incurred in the overall direction and administration of each activity that are not directly attributable to charitable activities, are apportioned on a basis consistent with the use of resources.

Donated goods are measured at fair value (the amount for which the asset could be exchanged) unless impractical to do so. Donated services and facilities are included when received at the value of the gift to the charity provided the value of the gift can be measured reliably. Where the gift is consumed immediately, it is recognised as income with an equivalent amount recognised as an expense under the appropriate heading in the Statement of financial activities. The value of trustee volunteer activity is not included in the accounts but is described in the trustees' annual report.

Expenditure on governance includes all audit and accountancy fees.

In accordance with the Charities SORP (FRS 102), the general volunteer time of the charity's trustees is not recognised in the financial statements.

All expenditure is stated inclusive of irrecoverable VAT.

Funding for All Notes to the Financial Statements Year ended 31st October 2023

d) Tangible fixed assets

Tangible fixed assets costing £1,500 or more are capitalised and recognised when the future economic benefits are probable and the cost of the or value of the asset can be measured reliably.

e) Debtors

Trade and other debtors are recognised at the settlement amount after any discount offered.

f) Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or the opening of the deposit or similar account.

g) Liabilities

Liabilities are recognised when there is an obligation at the balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Liabilities are recognised at the amount that the charity anticipates it will pay to settle the debtor the amount it has received as an advance payment for the goods or services it must provide.

h) Financial instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

i) Pension

The charity contributes to a defined contribution group personal pension scheme (NEST) and the pension charge represents the amounts payable by the charity to the fund in respect of the year.

j) Funds

General funds are unrestricted funds which are available for use at the discretion of the trustees in furtherance of the general objects of the charity and have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

k) Direct taxation

The company is a registered charity and is therefore not liable for income tax or corporation tax on its charitable activities as it falls within the various exemptions available to registered charities.

Funding for All
Notes to the Financial Statements
Year ended 31st October 2023

2. Income from charitable activities

	Unrestricted Funds 2023	Restricted Funds 2023	Total Funds 2023	Total Funds 2022
	£	£	£	£
Income from charitable activities				
Grant income	-	178,842	178,842	138,631
Event income	854	-	854	2,243
	854	178,842	179,696	140,874

3. Analysis of expenditure on charitable activities

As restated

	Unrestricted Funds 2023	Restricted Funds 2023	Total Funds 2023	Total Funds 2022
	£	£	£	£
Analysis of expenditure on charitable activities				
Service delivery	699	140,581	141,280	119,509
	699	140,581	141,280	119,509

	Unrestricted Funds 2023	Restricted Funds 2023	Total 2023	Total 2022
	£	£	£	£
Analysis of expenditure on charitable activities				
Staff costs	(924)	84,040	83,116	83,245
Mentoring, events and funding guide	(217)	39,799	39,582	20,324
Mentor training and CRM	-	6,111	6,111	3,316
IT and overheads	-	6,271	6,271	10,740
Website development	-	3,161	3,161	613
Governance	-	768	768	1,272
Consultancy	1,841	432	2,273	-
	699	140,581	141,280	119,509

Fees payable to the charity's independent examiner for the independent examination of the charity's annual financial statements totalled £768 in the year (2022: £1,272).

Funding for All
Notes to the Financial Statements
Year ended 31st October 2023

4. Staff costs

	Unrestricted Funds 2023	Restricted Funds 2023	Total Funds 2023	Total Funds 2022
	£	£	£	£
Staff costs				
Wages and salaries	(924)	77,717	76,793	76,855
Pension contributions	-	6,323	6,323	6,389
	(924)	84,040	83,116	83,245

The average weekly number of full-time equivalent employees during the year was 2 (2022: 2).

No employee earned more than £60,000 in the year.

All the charity's employees are involved in the delivery of the objects of the charity and have unique roles and responsibilities. As such all employees are key personnel.

5. Trustees' remuneration and related party transactions

The trustees were neither paid nor voted any remuneration, other benefits, or expenses during the year (2022: £1,722).

The charity has not entered into any other related party transaction during the year, nor are there any outstanding balances owing between related parties and the charity at 31st October 2023 (2022: nil).

6. Debtors

	2023	2022
	£	£
Debtors due within one year		
Other debtors	-	1,901
	-	1,901

7. Creditors: Amounts falling due within one year

	2023	2022
	£	£
Creditors : Amounts falling due within one year		
Other creditors and accruals	13,948	2,800
	13,948	2,800

Funding for All Notes to the Financial Statements Year ended 31st October 2023

8. Movements in funds

	Balance at 1 November 2022 £	Income 2023 £	Expenditure 2023 £	Transfers in / (out) £	Balance at 31 October 2023 £
Current year					
Unrestricted funds					
General fund	43,746	14,088	(699)	7,956	65,091
Restricted funds					
National Lottery Community Fund	107,876	141,655	(138,046)	(7,956)	103,529
Kent County Council / Kent Community Foundation Fund	-	37,187	(2,535)	-	34,652
	<u>107,876</u>	<u>178,842</u>	<u>(140,581)</u>	<u>(7,956)</u>	<u>138,181</u>
Total funds	<u>151,622</u>	<u>192,930</u>	<u>(141,280)</u>	<u>-</u>	<u>203,272</u>
Prior year					
Unrestricted funds					
General fund	30,779	2,688	(2,242)	12,521	43,746
Restricted funds					
National Lottery Community Fund	99,033	138,631	(117,267)	(12,521)	107,876
Total funds	<u>129,812</u>	<u>141,319</u>	<u>(119,509)</u>	<u>-</u>	<u>151,622</u>

The charity is grateful for generous grants from:

National Lottery Community Fund via its **Reaching Communities Fund: “RC London and South East Region”** and **Kent County Council**, with the support of **Kent Community Foundation, Infrastructure Fund** for the delivery of funding and fundraising conferences, mentoring and training programmes to VCSEs in Kent.

9. Analysis of net assets between funds

	Unrestricted Funds 2023 £	Restricted Funds 2023 £	Total Funds 2023 £	Unrestricted Funds 2022 £	Restricted Funds 2022 £	Total Funds 2022 £
Cash at bank and in hand	65,091	152,129	217,220	44,280	108,242	152,522
Other net current (liabilities) / assets	-	(13,948)	(13,948)	(534)	(366)	(900)
	<u>65,091</u>	<u>138,181</u>	<u>203,272</u>	<u>43,746</u>	<u>107,876</u>	<u>151,622</u>

10. Ultimate controlling party

The directors listed in the Report of the trustees are the ultimate controlling parties being trustees and members of the company.

All charity policies and executive decisions are determined by the board of trustees unless delegated to trustees or employees within the terms of the charity's Memorandum and Articles of Association.

The day to day running of the charitable company has been delegated to the Charity Manager.

FUNDING FOR ALL

England & Wales - Charity number 1150204

Accounts



FUNDING FOR ALL
& ALL FOR FUNDING

REPORT OF THE TRUSTEES AND
FINANCIAL STATEMENTS
FOR THE YEAR ENDED
31ST OCTOBER 2022

Charity No. 1150204
Company No. 08263265

Contents

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Report of the trustees

The trustees, who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity, Funding for All, for the year ended 31st October 2022. The trustees confirm that the annual report and financial statements comply with the current statutory requirements, the requirements of the company's governing document and in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102 SORP).

Administrative details

Registered Charity Number:	1150204																		
Registered Company Number:	8263265																		
Registered Office:	Maidstone Community Support Centre 39-48 Marsham Street, Maidstone Kent ME14 1HH																		
Trustees and directors:	<table> <tr> <td>Sarah Avery (Chair)</td><td>resigned 16th February 2023</td></tr> <tr> <td>Mark Skudder (Vice Chair)</td><td>resigned 16th February 2023</td></tr> <tr> <td>Bethan Tomlinson</td><td>appointed 11th November 2021</td></tr> <tr> <td>Sarah Jarvis</td><td>resigned 10th February 2022</td></tr> <tr> <td>Allison Allan (Vice Chair)</td><td>resigned 5th May 2022</td></tr> <tr> <td>Foteini-Eleni Oikonomopoulou (Treasurer)</td><td>appointed 5th May 2022</td></tr> <tr> <td>Annyes Laheurte (Treasurer)</td><td>resigned 21st July 2022</td></tr> <tr> <td>Alan Luke</td><td>appointed 21st July 2022, resigned 16th February 2023</td></tr> <tr> <td>John Gordon</td><td>appointed 10th November 2022</td></tr> </table>	Sarah Avery (Chair)	resigned 16 th February 2023	Mark Skudder (Vice Chair)	resigned 16 th February 2023	Bethan Tomlinson	appointed 11 th November 2021	Sarah Jarvis	resigned 10 th February 2022	Allison Allan (Vice Chair)	resigned 5 th May 2022	Foteini-Eleni Oikonomopoulou (Treasurer)	appointed 5 th May 2022	Annyes Laheurte (Treasurer)	resigned 21 st July 2022	Alan Luke	appointed 21 st July 2022, resigned 16 th February 2023	John Gordon	appointed 10 th November 2022
Sarah Avery (Chair)	resigned 16 th February 2023																		
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Alan Luke	appointed 21 st July 2022, resigned 16 th February 2023																		
John Gordon	appointed 10 th November 2022																		
Staff:	Kerry Donati (Project Manager) Katherine Jary (Operations Manager and Charity Secretary) Charlotte Coombes (Project Co-ordinator)																		
Independent Examiner:	Hedley Dunk Limited Trinity House 3 Bullace Lane Dartford Kent DA1 1BB																		
Website:	www.fundingforall.org.uk																		
Facebook:	@fundingforall.org.uk																		
Twitter:	@FundingforAll																		
Instagram:	@fundingforallkent																		
LinkedIn:	Funding for All																		

Governance

The charity is a company limited by guarantee with no share capital (registration no. 8263265) and a registered charity (registration no. 1150204). In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The charity's Memorandum and Articles of Association is the primary governing document of the charity.

Funding for All was registered with the Charity Commission on 17th December 2012. The Memorandum and Articles of Association was incorporated on 22nd October 2012 as amended by special resolution registered at Companies House on 13th December 2012.

The Funding for All Board of Trustees meets quarterly and holds an AGM in May each year.

The Operations Manager and the Project Manager, in tandem with the Board of Trustees, continue to review the charity's policies and procedures annually and develop new policies as necessary.

At the AGM in May 2022, a long-serving trustee stood down and a new Chair was appointed. The charity's Board recognises the need to periodically consider any gaps in knowledge, skills, and experience within the Board and to bring innovative ideas to the organisation. Following ongoing trustee recruitment, new trustees, with suitable and selected skills, have been successfully recruited to Board.

All new trustees receive a full induction to the organisation, are provided with 'The Essential Trustee' Charity Commission guidance and they complete an NCVO online e-learning course on: 'Roles and duties of trustees'.

The directors consider the board of directors, who are the charity's trustees, the Operations Manager, and the Project Manager as the key management personnel of the charity in charge of directing and controlling, running, and operating the charity on a day-to-day basis. All trustees give their time freely and no trustee received remuneration in the year except as disclosed in note 6. Staff pay is reviewed annually by the trustees and is benchmarked against pay levels in other local charities of a similar size.

Vision

Funding for All is a registered charity and company limited by guarantee that was established in October 2012 to respond to a recognised charitable need in Kent following the closure of the extremely successful 'Funding Buddies' project.

The vision of Funding for All is to inspire and empower community organisations in Kent and Medway to build their fundraising capacity to ensure sustainable projects.

Objectives and activities

Charitable objectives

The purposes of the charity as set out in its governing document are:

To promote the voluntary sector for public benefit by providing services designed to increase the amount of effective resources available to voluntary sector organisations principally but not exclusively in the local government area of Kent, Medway, and its environs.

Public benefit

The charity's trustees have complied with their duties under the Charities Act 2011 to have due regard to public benefit guidance published by the Charity Commission. Funding for All's public benefit activities are outlined in the sections below, illustrating the commitment of the charity to strengthening the community organisations of Kent and Medway.

Meeting the funding needs of the voluntary sector in our region

Funding for All covers the geographic county of Kent, which includes the Kent County Council (KCC) area and the twelve district, borough and city council areas within, and the Medway unitary council area which includes an extensive rural population, significant areas of high indices of deprivation, as well as a number of coastal communities.

Kent has the largest population of any UK county. Its population of 1,589,100 includes a great diversity of communities, the needs of which are often very specific, with local challenges requiring local solutions. The wide array of voluntary organisations, amenity societies and community groups reflect this diversity and give Kent a collective resilience beyond the sum of its parts' (Framing Kent's Future, our council strategy 2022-2026, KCC, 2022, pp 07). This report outlines the challenges of isolation and intensive deprivation experienced in East Kent and the coastal areas, in a county with over 350 miles of coastline. It also states that the population of Kent has grown by 9.4% in the past 10 years, it has an ageing population, and relatively high living costs combined with lower earnings which exacerbates the cost-of-living crisis currently faced in the UK. Kent's rural areas make up 85% of the county, and rural communities continue to experience

social isolation, transport issues and rising challenges from the cost-of-living crisis (KCC, 2022, p.34). The voluntary sector is recognised as an asset that enables communities to address specific responses and to build resilience.

The Charities Aid Foundation (CAF) has analysed the trends and challenges for Voluntary, Community and Social Enterprises (VCSEs) in 2022 (The Charity Landscape, CAF, 2022) in the wake of the Covid 19 pandemic. According to them, many charities in the UK are facing problems of financial resilience, especially smaller VCSEs, which it says needs targeted support. They attribute the financial difficulties that smaller VCSEs face to the loss of income generation opportunities during the pandemic, the pause in face-to-face fundraising and the need for organisations to rely on their reserves, resulting in a challenge to their sustainability. These factors, combined with the impact of the cost-of-living crisis on the cost of support services, the availability of volunteers (as personal financial circumstances reduce volunteering time), and the financial contributions to VCSEs, are resulting in a severe impact on the long-term financial sustainability of many VCSEs, especially the smaller and medium-sized organisations. CAF reports that only 25% of VCSE leaders know how to fundraise through Social Media, 72% are trying to diversify with new methods of giving, 41% are hoping to increase card and digital donations although only 24% report having the knowledge to make this new fundraising effective.

Funding for All has responded to the emergence of these new trends in fundraising by providing support to Kent and Medway VCSEs. This year, we have offered free webinars on social media fundraising, provided training on new digital platforms to receive donations in community fundraising, and developed a new format virtual online conference for groups taking their first steps towards fundraising.

According to KCC 'Headline analysis of the voluntary and community sector in Kent', published September 2021, there are 2,845 voluntary sector organisations in the administrative area of Kent, with the majority of these being of small to medium size, with 1,280 of those being described as 'micro', with an annual income of less than £10,000. It is those micro and smaller groups that are unable to employ fundraisers or designate staff for fundraising, and yet they provide grassroots support to communities across the county. The most common activity of voluntary sector organisations, in this period, has been to provide services, and the second, to provide facilities, buildings and open spaces. Funding for All specifically supports smaller VCSEs; most of our mentees this year have been volunteers and represent groups that have a turnover of less than £50,000.

The KCC Civil Society Strategy for Kent, 2021-2024 emphasises the 'importance of organisations being able to access funding through a diverse range of sources' but acknowledges that in the sector 'diversifying income requires the time, capacity and skills of people' and that access to the right expertise to support this is invaluable. Funding for All is uniquely placed to provide that expertise because all the specialisms in fundraising are represented amongst the specialisms of our expert team of mentors.

Funding for All remains passionately committed to supporting the voluntary sector in the region by helping VCSEs access the diversified funding sources that they need so they can continue to serve their communities.

Performance and financial overview

This year, the trustees are delighted to report on a successful year delivering the 'That's the way we do it' project funded by The National Lottery Community Reaching Communities Fund (April 2021).

This funding has enabled us to provide tailored support in funding and fundraising for individual VCSE groups through our funding mentoring programme. It has also enabled us to develop and deliver a full range of webinars, delivering training on a wide range of fundraising skills. In this way, we are supporting groups in diversifying their income sources, and therefore contributing to their long-term financial sustainability.

In addition, the funding has enabled us to deliver 1-2-1 funding advice days, a face-to-face training event. We were also delighted that the funding enabled us to publish a new edition of Funding for All's 'Guide to Fundraising', which is aimed at providing specialist advice on a wide spectrum of funding routes for voluntary sector groups that are new to fundraising.

We measure the impact of our support using self-reported confidence ratings, which endeavour to capture increases in the beneficiary's confidence in undertaking fundraising and sourcing funding for the group(s) they support. This approach is focused on measuring the impact on the individual, which will in turn impact on the sustainability of the group. This year, we have supported both employees and volunteers who support groups through fundraising. All mentees, whether being mentored or attending training, have reported increased confidence following engagement with our support.

So far, the funding advice given through the mentoring programme has succeeded in supporting individual mentees to bring in £1,551,631 of funding for the Kent and Medway VCSEs that they support.

The financial results for Funding for All, for the financial year, was therefore pleasing, with income of £141,319 in the year and closing funds of £151,622 at 31st October 2022. The closing funds include £43,746 of unrestricted funds, equivalent to 6 months' current staff and core overhead costs. As a result, and having secured funding encompassing all the charity's costs other than governance costs until late 2024, the trustees are confident that the charity remains a going concern. Funding for the period thereafter will be sought by the trustees in due course and unrestricted reserves will be retained at current levels until then. The trustees regularly review the charity's finances and consider the risks relevant to the charity's operation, implementing policies and procedures to minimise risk and manage impact should those risks materialise.

In the financial year the charity did not actively fundraise from the public or undertake similar fundraising activities. The trustees were pleased to receive unsolicited gifts from supporters.

Achievements

In this financial year, Funding for All has extensively developed its support of VCSEs with funding and fundraising.

It has done this through:

- Working hard to promote its service to all Kent and Medway VCSEs, exploring new ways to get in front of groups that may be harder to reach, and who need funding support.
- Increasing the promotion of our services through our newsletter and new social media channels aimed at drawing in a wider demographic.
- Developing strong partnership work, leading to partnership referrals and increased opportunities to present our service within different communities.
- Making enrolment in the mentoring programme more accessible to all, in response to feedback.
- Building the expertise within the mentor team to include support for crowdfunding and sports, in response to feedback.
- Developing new training opportunities for Kent and Medway VCSEs, to build skill and support diversification of fundraising, responding to the feedback collected after webinars and training days.
- Proactively increasing the diversity of mentees and Kent and Medway VCSEs accessing our services.
- Growing the confidence of Kent and Medway VCSEs in funding and fundraising, measured in feedback from webinars and events.

Together, Funding for All is delivering an exciting offer for VCSEs in Kent and Medway, which has now brought in £1,551,631 in additional funding to the region's voluntary sector between April 2021 and October 2022. These are the outputs which have contributed to the outcomes described above:

Mentoring program

Our key aim is to support VCSEs in our region which makes our offer specific and distinctive from other services or organisations supporting VCSEs in the region. We do this most effectively by offering them a tailor-made fundraising mentoring programme. Our definition of mentoring is: 'to cascade the skills of our mentors to our mentees'.

The mentees that come onto our program represent a diverse range of backgrounds, experience, and knowledge of fundraising, however this year we have started to plan how we can increase this diversity and make sure that we identify groups that may experience barriers in accessing our program. Some mentees are employed in VCSEs, most are volunteers.

We are proud that this year some mentees have come forwards for mentoring who have a lived experience in the areas that they are seeking funding for. We have been able to make adaptations to the delivery of our mentoring service to ensure that these mentees can access the mentoring easily, with support in the way that information is disseminated, and offering face-to-face support when it is necessary.

Our mentors are experienced fundraisers and charity professionals, who provide advice and guidance to groups, helping them fundraise efficiently and effectively, diversifying their income in order to access a wider range of support for the voluntary sector. We recruited 5 new mentors in this period to provide support for sports groups, groups wishing to create

a crowd funding campaign, groups needing funding for mental health and social care, groups needing to build a donor base and groups seeking funding for theatre projects.

Our mentor programme provides targeted support to sustain mentees as they fundraise by upskilling them, so that their work in their local communities can be sustained in the long term. Our aim is that once the mentoring has finished, groups will be left with greater confidence and skills so that they can continue fundraising effectively. The evidence that we have collected post-mentoring indicates that, once again, all our mentees have reported an increase in confidence in the areas in which they have been mentored. The average increase in confidence is 3 points above their rated confidence at the start of mentoring.

This is some of the feedback that mentees have given in this period:

- I was able to make decisions about how to seek funding in the future. Clear and helpful information was provided throughout.
- We learned loads about the prospective areas of fundraising. The Mentoring service was very strong.
- The most positive thing about the mentoring was that you felt supported and that someone was guiding you along the funding path who had done it before and been in the position you were in. I have had help from FFA in the past and it resulted in successful applications.
- It made it super clear how to go about putting together a case for support.
- Gaining lots of info and a much better understanding of what funders currently require. Thank you for the 6 hours that you awarded me free and also for helping us obtain start-up funding for our new project.
- Being able to talk things through and ask questions without fear of sounding stupid.

Mentees have been mentored in this period in the following areas of fundraising: applying for grants; presenting to trusts; building fundraising relationships with corporates; using social media for fundraising; community fundraising; building a donor base; developing fundraising strategy; understanding Gift Aid; exploring income generation routes.

Funding advice 1-2-1s

For some groups, the immediate impact of a 1-2-1 meeting with a mentor can be pivotal, allowing them to explore fundraising options without committing additional time for mentoring.

In this financial period, we have delivered four days of 1-2-1 sessions, rotating our venues around the region to support accessibility, visiting Maidstone in Central Kent, Lenham in East Kent, Chatham in Medway and Swalecliffe in North East Kent.

Before this financial year, Funding for All had offered shorter hours for 1-2-1 days, with shorter advice sessions. In this period, we developed the service to offer 45-minute advice sessions over a longer day, with sessions offered at the end of the day, particularly important for a volunteer who may need to be in their day-job during the working day.

Groups can attend in-person, or via an online meeting, increasing accessibility and reducing the carbon footprint of our service.

For two of these days, we were proud to partner with the National Lottery Reaching Communities (NLRC) Officers, who offered 1-2-1 advice sessions for Kent and Medway VCSEs alongside our advisors. NLRC are our funders, and we would like to thank them for supporting these events. Our groups fed back that they found the advice invaluable. NLRC fed back that they had been able to talk to groups that had not previously come to them:

- tapping into advice and resources that I didn't realise were available
- I obtained some very useful advice from the mentor which we will carry forward into our fundraising programmes
- It was a good discussion. We will need more help as our organisation is growing quickly and we would appreciate mentoring as we go through the planned stages of expansion.
- Very thorough, friendly, and professional.
- Really helpful and really wanted to make sure we got the help we needed. Very happy with the guidance and the whole process.

Fundraising webinars

In this period, we commissioned the development of two additional webinars. One on 'Fundraising Strategy', in direct response to feedback from groups who attended our other training. Attendees identified a need for a focused session on this subject, explaining that there was an absence of accessible, affordable training in this area. 'Fundraising Strategy' enables groups to plan for sustainability, an increasingly important subject in the current fluctuating funding climate. The second new webinar is on 'Funding for Environmental Projects', in response to an increase in funding opportunities for environmental projects nationally.

In the 7 months between October 2021 and April 2022, following the appointment of the new Project Manager in September 2021, we met our funder's target to deliver 24 webinars in the first year. Between April 2022 and October 2022 delivery of Lottery's second year targets remained on track.

Virtual First Steps to Fundraising Conferences

This year we have innovated with the delivery of a new type of webinar, designed to provide tailored support for people and groups who are new to fundraising.

The webinars are open to both individuals and groups, in an attempt to provide support for volunteers who are trying to set up a grass-roots service to meet a specific community need.

The format of these webinars consists of presentations on the essential steps that must be taken to set up a new group, with advice on collecting evidence of need, opening bank accounts, putting together a management group and how to formally constitute. There is also an introduction to the support that Funding for All can offer, and Kent and Medway based funders are invited to present an overview of the funding they have available and how to apply for it.

Brief breakout room sessions then follow, where attendees can choose between 'dropping in' on two funders or learning about two fundraising skills. This is then followed by a panel discussion where attendees can ask all presenters about funding questions, questions posed either before the event, in the chat, or out loud in the moment.

We have been delighted to partner with NLRC, Kent Community Foundation, Heritage Lottery and Colyer Ferguson in the delivery of these events.

These events have covered funding themes such as: Heritage; Faith groups; Playgrounds; Youth; Additional Support Needs; Carers and Older People. Within the breakout rooms we have provided training for the following fundraising skills: bid writing; corporate fundraising; social media fundraising; preparation of budgets; how to engage supporters; evidencing need.

This is a sample of some of the feedback we have received:

- Overall, the session has helped to reduce my 'fear of fundraising' and boosted my confidence!
- All speakers seemed to have a wealth of knowledge and really are subject matter experts.
- This information, combined with meeting the funders, on top of having a mentor through Funding for All has been an absolute game changer in terms of my confidence and competence regarding funding applications.
- I feel like I now have a really concise checklist to refer back to whilst filling out applications and to keep things concise and on track. It's also made me think about formalising our outcomes and outputs in terms of our ultimate goals.

Funding surgeries

This year, we developed and piloted a new format of support for Kent and Medway VCSEs, which we call 'Funding Surgeries'. Unlike the 1-2-1 advice sessions, the surgeries take place each month and offer 20-minute sessions, which groups can access in-person, by phone, or via an online meeting. This approach again increases accessibility and reduces the carbon footprint of our service.

This year we delivered 8 'Funding Surgeries' and 26 groups attended. Queries ranged from the types of funding available, fundraising strategy issues, and issues of governance related to funding options. At the surgeries we were able to signpost groups to our mentoring programme and to many of our partner organisations. Out of the 26 groups, 10 groups joined our mentoring programme following their session.

Training Day

Within this period, we delivered the 'Kent and Medway Funding Advice Day' in Lenham, East Kent, working in partnership with NLRC, Kent Community Foundation (KCF) and the Kent Equality Cohesion Council.

The event was very well received. We modelled: 2 types of community fundraising, a raffle and a GASDS donation structure, and delivered training on 'Diversifying Funding Sources'. NLRC and KCF also presented to the groups and joined two of our mentors in providing 1-2-1s for groups.

The event was supported by volunteers, and a professional photographer gave their services as an in-kind contribution, providing us with a set of photos to use for publicity.

Feedback included comments such as:

- Fantastic day! Thank you, benefits are difficult to quantify as they will be far-reaching.
- Hearing it from the horse's mouth really demystifies the process. Today has explained, opened up and made available many more funding opportunities.
- For a first-time person applying for funding, it has made it seem manageable, clear routes to success have been laid out.
- Well-rounded and excellent targeting of topics.
- I have a much better idea of the areas we need to focus on before making an application, e.g. involving the community.
- I will book a mentor; I feel more confidence as now I know where to get help.

Website and social media

This year, at Funding for All we have continued to increase our social media presence across all main platforms. In October 2021, we started an account on Instagram, to make our services more accessible to a younger demographic group. A year on we have over 400 followers. Our Project Coordinator has worked hard to develop our scheduling of media posts to provide a range of engaging and informative content, signposting VCSEs to our free training and funding opportunities.

This year, the trustees have committed funds to support the development of a new website with easier navigation to increase accessibility, and easier signposting both to our mentoring service and to information about themed funds. Our website includes useful pages containing links to funds available to VCSEs working in specific areas. It enables smaller VCSEs to access information that would often only be available on databases requiring subscriptions, often too expensive for smaller VCSEs.

An analysis of themed fund visits in October 2022 demonstrated that the most visited themed funds were: Arts & Culture (1,272 unique page views / 1,892 total views); Community Buildings & Halls (577 / 822); Health & Social Care (403 / 691); Youth (480 / 680); Education & Employment (354 / 583).

The top grants viewed in October 2022 were all modest funding programmes, evidence that smaller VCSEs represent most of the website traffic. The programmes were: Localgiving: Magic Little Grants (1,147 unique page views / 1,304 total views); TNLCF: Awards for All (787 / 917); Donald Forrester Trust (736 / 860); Edgar E Lawley Foundation (591 / 695); Waitrose Community Matters (524 / 610)

Partnerships

We believe that partnership work benefits the groups that we serve. It does this by promoting effective signposting, avoiding duplication of service delivery, and enabling us to extend our reach and let more people know about the support that we offer.

Within this period, we worked hard to initiate and build relationships with partner organisations across Kent and Medway. The Project Manager attended 20 key local events, giving presentations about the service that Funding for All provides to Kent and Medway VCSEs at 13 of these events. Partnership work has been undertaken with the following groups: Medway Voluntary Action; Dover District Council; Maidstone District Council; Ashford Borough Council; Red Zebra and Folkestone and Hythe District Council; Swale CVS; Active Kent and Medway; Imago; Involve; MSCS Network; Kent Coastal Volunteering; Action for Communities in Rural Kent; Stronger Kent Communities; KCC Referrals Group.

In addition to the above, Funding for All has contributed to the 'Kent County Council VCSE Steering Group' and the 'Kent Community Foundation Needs in Kent', both of which have input into the development of VCSE policy, strategy, and resourcing across the County.

Funding Guide

Through the funding we have received from Lottery, we have been able to produce a new edition of the 'Funding for All Guide to Fundraising'.

Over 100 hours of volunteer time was given by one of our trustees to produce the Guide, updating sections from the last edition in 2018, and including new sections covering developments in social media fundraising, community fundraising, crowdfunding platforms, on-line fundraising tools and HMRC Gift Aid processes. As well as updating details of legal and systemic changes, additional developments in managing risks and budgets, funding terminology and funding opportunities. Another trustee carried out extensive proof-reading, also as an in-kind contribution to the charity.

The new hard copy of the Guide was delivered in April 2022. It was conceived as an additional resource and reference point, something that our mentees can have in front of them when they're putting a bid together, and something they can refer to in the years after they have finished our mentoring program. It has been referred to as an 'essential toolkit' for small to medium VCSEs. It continues to be a relevant and practical guide for mentees.

The charity remains grateful for the support of funders, colleagues, partners, mentors, trustees, staff, and mentees, all of whom make it possible for the charity to deliver its services to the VCSEs of Kent and Medway.

Approved by the Board of Trustees on 11th May 2023 and signed on its behalf by:



F Oikonomopoulou

Treasurer

Independent Examiner's Report to the Trustees of Funding for All

I report to the charity trustees on my examination of the financial statements of the company for the year ended 31st October 2022.

Responsibilities and basis of report

As the charity trustees of the company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your company's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the company as required by section 386 of the 2006 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination; or
4. the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Jack Fryer ACA

Hedley Dunk Limited
Trinity House
3 Bullace Lane
Dartford
Kent DA1 1BB

Funding for All
Statement of Financial Activities
(Incorporating Income and Expenditure Account)
for the year ended 31st October 2022

Note	Unrestricted Funds 2022	Restricted Funds 2022	Total Funds 2022	<i>As restated</i>		Total Funds 2021
				Unrestricted Funds 2021	Restricted Funds 2021	
	£	£	£	£	£	£
Income from:						
Donations and gifts	397	-	397	315	-	315
Charitable activities	2,243	138,631	140,874	168	136,709	136,877
Interest received	49	-	49	6	-	6
Total income	2,688	138,631	141,319	489	136,709	137,198
Expenditure on:						
Raising funds	1,272	-	1,272	636	-	636
Charitable activities	970	117,267	118,237	1,571	61,351	62,922
Total expenditure	2,242	117,267	119,509	2,207	61,351	63,558
Net income / (expenditure)	446	21,364	21,811	(1,718)	75,358	73,640
Transfers between funds	12,521	(12,521)	-	1,571	(1,571)	-
Net movement in funds	12,967	8,843	21,811	(1,718)	75,358	73,640
Reconciliation of funds:						
Total funds brought forward	30,779	99,033	129,812	30,926	25,246	56,172
Net movement in funds	12,967	8,843	21,811	(147)	73,787	73,640
Total funds carried forward	43,746	107,876	151,622	30,779	99,033	129,812

The notes on the following pages form part of these financial statements.

All amounts derive from continuing activities.

There are no recognised gains or losses other than the net movement in the funds included above.

Funding for All **Balance Sheet** **as at 31st October 2022**

					<i>As restated</i>	<i>As restated</i>	
	Note	Unrestricted Funds 2022	Restricted Funds 2022	Total Funds 2022	Unrestricted Funds 2021	Restricted Funds 2021	Total Funds 2021
		£	£	£	£	£	£
Current assets							
Debtors	7	1,709	192	1,901	320	-	320
Cash at bank and in hand		44,280	108,242	152,522	30,459	99,105	129,564
		45,989	108,434	154,422	30,779	99,105	129,884
Creditors: amounts falling due within one year	8	2,243	558	2,800	-	72	72
Net current assets		43,746	107,876	151,622	30,779	99,033	129,812
Total assets less current liabilities		43,746	107,876	151,622	30,779	99,033	129,812
Net assets		43,746	107,876	151,622	30,779	99,033	129,812
Charity funds							
Unrestricted funds	9	43,746	-	43,746	30,779	-	30,779
Restricted funds	9	-	107,876	107,876	-	99,033	99,033
Total funds		43,746	107,876	151,622	30,779	99,033	129,812

For the financial year in question the company was entitled to exemption under section 477 of the Companies Act 2006 relating to small companies.

No members have required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

The directors acknowledge their responsibility for complying with the requirements of the Act with respect to accounting records and for the preparation of accounts.

These accounts have been prepared in accordance with the provisions applicable to companies' subject to the small companies' regime.

The financial statements were approved and authorised for issue by the Board of Trustees on 11th May 2023 and signed on its behalf by:



F Oikonomopoulou
Treasurer

The notes on the following pages form part of these financial statements.

Funding for All Notes to the Financial Statements Year ended 31st October 2022

1. Accounting Policies

a) Basis of preparation

The financial statements are prepared under the historical cost convention and include the results of the charity's operations which are described in the Report of the trustees.

The accounts have been prepared in accordance with applicable accounting standards and the Companies Act 2006 and follow the recommendations in the Statement of Recommended Practice (SORP FRS 102) - Accounting and Reporting by Charities, issued by the Charity Commission, the Charities Act 2011, and the requirements of the charity's Memorandum and Articles of Association.

As funding encompassing all the charity's costs other than its governance costs has been secured until late 2024, the financial statements have been prepared on a going concern basis.

b) Income

All income is recognised once the charity has entitlement to the income, it is probable that the income will be received, and the amount of the income receivable can be measured reliably.

The income from fundraising ventures is shown gross, with the associated costs included in fundraising costs.

Income from grants is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received, and the amount can be measured reliably and is not deferred.

Other income is recognised in the period in which it is receivable and to the extent that the goods have been provided or on completion of the service.

c) Expenditure

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that the transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably.

Expenditure is classified by activity. Wherever possible costs are allocated directly to the appropriate activity; other costs common to all activities are apportioned between activities on a basis consistent with the use of resources.

Fundraising expenditure comprises costs incurred in encouraging people and organisations to contribute financially to the work of the charity. This includes the cost of advertising for donations and the staging of fundraising events.

Expenditure on charitable activities is incurred in the delivery of the objects of the charity, including any associated support costs.

Support costs, which are the costs incurred in the overall direction and administration of each activity that are not directly attributable to charitable activities, are apportioned on a basis consistent with the use of resources.

Expenditure on governance includes all audit, accountancy, and legal fees.

In accordance with the Charities SORP (FRS 102), the general volunteer time of the charity's trustees is not recognised in the financial statements.

All expenditure is stated inclusive of irrecoverable VAT.

d) Tangible fixed assets

Tangible fixed assets costing £1,500 or more are capitalised and recognised when the future economic benefits are probable and the cost of the or value of the asset can be measured reliably.

Funding for All
Notes to the Financial Statements
Year ended 31st October 2022

e) Debtors

Trade and other debtors are recognised at the settlement amount after any discount offered.

f) Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or the opening of the deposit or similar account.

g) Liabilities

Liabilities are recognised when there is an obligation at the balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Liabilities are recognised at the amount that the charity anticipates it will pay to settle the debtor the amount it has received as an advance payment for the goods or services it must provide.

h) Financial instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

i) Pension

The charity contributes to a defined contribution group personal pension scheme (NEST) and the pension charge represents the amounts payable by the charity to the fund in respect of the year.

j) Funds

General funds are unrestricted funds which are available for use at the discretion of the trustees in furtherance of the general objects of the charity and have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

k) Direct taxation

The company is a registered charity and is therefore not liable for income tax or corporation tax on its charitable activities as it falls within the various exemptions available to registered charities.

2. Income from charitable activities

	Unrestricted Funds 2022	Restricted Funds 2022	Total Funds 2022	Total Funds 2021
	£	£	£	£
Income from charitable activities				
Grant income	-	138,631	138,631	136,709
Webinar income	-	-	-	168
Event income	2,243	-	2,243	-
	2,243	138,631	140,874	136,877

Funding for All
Notes to the Financial Statements
Year ended 31st October 2022

3. Analysis of expenditure on fundraising

Fees payable to the charity's independent examiner for the independent examination of the charity's annual financial statements totalled £1,272 in the year. This sum represents fees for the financial years ending 31st October 2021 and 31st October 2022 (2020: £636).

4. Analysis of expenditure on charitable activities

	Unrestricted Funds 2022	Restricted Funds 2022	Total Funds 2022	Total Funds 2021
	£	£	£	£
Analysis of expenditure on charitable activities				
Service delivery	970	117,267	118,237	62,922
	970	117,267	118,237	62,922

	Activities	Support costs	Total 2022	Total 2021
	£	£	£	£
Analysis of expenditure on charitable activities				
Service delivery	118,237	-	118,237	62,922
	118,237	-	118,237	62,922

5. Staff costs

	Unrestricted Funds 2022	Restricted Funds 2022	Total Funds 2022	Total Funds 2021
	£	£	£	£
Staff costs				
Wages and salaries	-	76,855	76,855	39,000
Pension contributions	-	6,389	6,389	1,797
	-	83,245	83,245	40,797

The average weekly number of full-time equivalent employees during the year was 2 (2021: 1).

No employee earned more than £60,000 in the year.

All the charity's employees are involved in the delivery of the objects of the charity and have unique roles and responsibilities. As such all employees are key personnel.

Funding for All
Notes to the Financial Statements
Year ended 31st October 2022

6. Trustees' remuneration and related party transactions

The trustees were neither paid nor voted any remuneration, other benefits, or expenses during the year except as follows:

Annyes Lehuerte served on the Board of Trustees throughout the financial year until 21st July 2022. From 1st April 2022 until 21st July 2022, on the resignation of the incumbent Operations Manager, she was employed by the charity to cover essential financial tasks whilst the charity completed its recruitment process. Annyes Lehuerte was paid £1,721.52 for her services during the period.

Mark Skudder was appointed to the Board of Trustees on 7th March 2019 and served throughout the financial year. Mark Skudder is married to Noleen Skudder who was the charity's Operations Manager until 30th April 2022. Noleen Skudder has been a paid employee since the formation of the charity in October 2012. For the duration of their service together, Mark Skudder declared an interest in accordance with the charity's Conflict of Interest Policy and did not participate or vote in any matter (financial or otherwise) relating to Noleen Skudder. Noleen Skudder left the charity on 30th April 2022.

The charity has not entered into any other related party transaction during the year, nor are there any outstanding balances owing between related parties and the charity at 31st October 2022.

7. Debtors

	2022	2021
	£	£
Debtors due within one year		
Other debtors	1,901	320
	1,901	320

8. Creditors: Amounts falling due within one year

	2022	2021
	£	£
Creditors : Amounts falling due within one year		
Other creditors and accruals	2,800	72
	2,800	72

Funding for All **Notes to the Financial Statements** **Year ended 31st October 2022**

9. Movements in funds

Current year	Balance at 1 November 2021 £	Income 2022 £	Expenditure 2022 £	Transfers in / (out) £	Balance at 31 October 2022 £
Unrestricted funds					
General fund	30,779	2,688	(2,242)	12,521	43,746
Restricted funds					
National Lottery Emergency Fund	-	-	-	-	-
National Lottery Community Fund	99,033	138,631	(117,267)	(12,521)	107,876
Kent County Council Fund	-	-	-	-	-
	99,033	138,631	(117,267)	(12,521)	107,876
Total funds	129,812	141,319	(119,509)	-	151,622

Prior year	Balance at 1 November 2020 £	Income 2021 £	Expenditure 2021 £	Transfers in / (out) £	Balance at 31 October 2021 £
Unrestricted funds					
General fund	30,926	489	(2,207)	1,571	30,779
Restricted funds					
National Lottery Emergency Fund	25,246	-	(21,347)	(3,899)	-
National Lottery Community Fund	-	135,560	(38,580)	2,052	99,033
Kent County Council Fund	-	1,149	(1,425)	276	-
	25,246	136,709	(61,351)	(1,571)	99,033
Total funds	56,172	137,198	(63,558)	-	129,812

The charity is grateful for generous grants from:

National Lottery Community Fund via its **Reaching Communities Fund: “RC London and South East Region”**: This fund is for the delivery of mentoring and training programmes to VCSEs in Kent.

Kent County Council: The charity wishes to thank Councillor Martyn Whybrow for the generous grant of £1,149 in the financial year ended 31st October 2021 for the purchase of essential IT equipment.

National Lottery Emergency Fund: This fund ensured the continued delivery of charitable activities during the Covid-19 pandemic.

The charity is also grateful to **Alex Quayson, Artist on the Run**, and **Kerry Donati** for their donations.

The charity would also like to acknowledge the support of **Kent Community Foundation**.

Funding for All
Notes to the Financial Statements
Year ended 31st October 2022

10. Analysis of net assets between funds

				<i>As restated</i>	<i>As restated</i>	
	Unrestricted Funds 2022	Restricted Funds 2022	Total Funds 2022	Unrestricted Funds 2021	Restricted Funds 2021	Total Funds 2021
	£	£	£	£	£	£
Cash at bank and in hand	44,280	108,242	152,522	30,531	99,033	129,564
Other net current (liabilities) / assets	(534)	(366)	(900)	320	(72)	248
	43,746	107,876	151,622	30,851	98,961	129,812

11. Ultimate controlling party

The directors listed in the Report of the trustees are the ultimate controlling parties being trustees and members of the company.

All charity policies and executive decisions are determined by the Board of Trustees unless delegated to trustees or employees within the terms of the charity's Memorandum and Articles of Association. The day to day running of the charitable company has been delegated to the Project Manager and the Operations Manager.

FUNDING FOR ALL

England & Wales - Charity number 1150204

Accounts



FUNDING FOR ALL
& ALL FOR FUNDING

FUNDING FOR ALL

TRUSTEES' REPORT AND

FINANCIAL STATEMENTS

FOR THE YEAR ENDED

31ST OCTOBER 2021

Charity No. 1150204
Company No. 08263265

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Report of the Trustees

The Trustees, who are also directors of the Charity for the purposes of the Companies Act 2006, present their report with the financial statements of the Charity, Funding for All, for the year ended 31st October 2021. The Trustees confirm that the annual report and financial statements comply with the current statutory requirements, the requirements of the company's governing document and in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102 SORP).

Administrative details

Registered Charity Number: 1150204

Registered Company Number: 8263265

Registered Office: Maidstone Community Support Centre
39-48 Marsham Street, Maidstone
Kent ME14 1HH

Trustees and directors:	Sarah Avery (Chair)	appointed 3 rd December 2020
	Allison Allan (Vice Chair)	resigned 5 th May 2022
	Mark Skudder (Vice Chair)	
	Annyes Laheurte (Treasurer)	appointed 3 rd December 2020
		resigned 21 st July 2022
	Foteini-Eleni Oikonomopoulou	appointed 5 th May 2022
	Elizabeth Duckworth	resigned 6 th May 2021
	Alison Ranns	resigned 6 th May 2021
	Carolyn Sims	resigned 6 th May 2021
	Victoria German	appointed 3 rd December 2020
		resigned 6 th May 2021
	Sarah Jarvis	appointed 3 rd December 2020
		resigned 10 th February 2022
Bethan Tomlinson	appointed 11 th November 2021	
Alan Luke	appointed 21 st July 2022	

Staff:	Kerry Donati (Project Manager)	appointed September 2021
	Noleen Skudder (Operations Manager and Charity Secretary)	resigned 30 th April 2022
	Katherine Jary (Operations Manager and Charity Secretary)	appointed 1 st May 2022
	Charlotte Coombes (Project Co-ordinator)	
	Nicola Voller (Project Administrator)	

Independent Examiner: Hedley Dunk Limited
Trinity House
3 Bullace Lane
Dartford
Kent
DA1 1BB

Website: www.fundingforall.org.uk

Governance

The Charity is a company limited by guarantee with no share capital (registration no. 8263265) and a registered charity (registration no. 1150204). In the event of the Charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the Charity. The Charity's memorandum and articles of association is the primary governing document of the Charity.

Funding for All was registered with the Charity Commission on 17th December 2012. The Memorandum and Articles were incorporated on 22nd October 2012 as amended by special resolution registered at Companies House on 13th December 2012.

The Funding for All Board of Trustees meet quarterly and hold an AGM in the May of each year.

The Operations Manager, in tandem with the Board of Trustees, continues to review Funding for All's policies and procedures annually and develop new policies as necessary.

At our AGM in May 2021, a number of long-serving Trustees stood down and a new Chair was appointed, and at our AGM in May 2022, a further long-serving Trustee stood down. The FFA Board recognises the need to periodically consider any gaps in knowledge, skills, and experience within the Board and to bring innovative ideas to the organisation. Following Trustee recruitment campaigns in 2020, 2021 and 2022, new Trustees, with suitable and selected skills, were successfully recruited to Board.

All new Trustees receive a full induction to the organisation, are provided with the Essential Trustee Charity Commission guidance and complete an NCVO online e-learning course.

The directors consider the board of directors, who are the Charity's trustees, the Operations Manager, and the Project Manager as the key management personnel of the Charity in charge of directing and controlling, running, and operating the Charity on a day-to-day basis. All trustees give their time freely and no trustee received remuneration in the year. Staff pay is reviewed annually by the trustees, and in view of the nature of the Charity, is benchmarked against pay levels in other local charities of a similar size.

Vision

Funding for All is a registered charity and company limited by guarantee set up in October 2012 in response to a recognised need in Kent following the closure of the extremely successful Funding Buddies project.

The vision of Funding for All is to inspire and empower community organisations in Kent and Medway to build their fundraising capacity and ensure sustainable projects.

Objectives and activities

Charitable objectives

The purpose of the Charity as set out in its governing document are: To promote the voluntary sector for public benefit by providing services designed to increase the amount of effective resources available to voluntary sector organisations principally but not exclusively in the local government area of Kent, Medway, and its environs.

Public benefit

The Charity's Trustees have complied with their duties under the Charities Act 2011 to have due regard to public benefit guidance published by the Charity Commission. Funding for All's public benefit activities are included under Achievements and performance, illustrating the commitment of the Charity to strengthening the community organisations of Kent.

Meeting the funding needs of the voluntary sector in our region

Funding for All covers the geographic county of Kent, which includes the Kent County Council (KCC) area and the twelve district, borough and city council areas within, and the Medway unitary council area which includes an extensive rural population, significant areas of high indices of deprivation, as well as a number of coastal communities.

The last year continued to be challenging for the voluntary sector both nationally and locally, with community fundraising limited by public health restrictions in this second year of the Covid-19 pandemic, and attendance for services and support equally restricted, many VCSEs have struggled to fundraise from traditional sources. The need to diversify funding sources, and to upskill fundraising expertise has never been stronger. Many groups we have worked with this year have fed back to us that they feel overwhelmed by where to access funding, and how to prepare funding bids. Some groups are having to prepare and submit bids for the first time, in the face of their traditional sources of funding being inaccessible during periods of lock down, social distancing and public apprehension about attending events and services. The Charity Commission reported that in this period 90% of charities have been negatively impacted by the pandemic, and 60% of charities have experienced a loss of income, with 62% of the charities that they surveyed anticipating a financial threat to their viability within the next 12 months. The KCC Voluntary Sector Recovery Action Plan highlights that groups in the region have faced a significant decrease in fundraising income, and it cites funding as the top priority for addressing this.

The drop in income referred to by the Charity Commission has occurred for many groups in Kent, and according to KCC, may have had greater impact on small and medium charities in the region. This drop has taken place at the same time as an increase in demand for their services. According to the Charity Commission, this is anticipated to continue whilst society and the economy work to recover when the pandemic subsides. At Funding for All, we have seen an increase in applications from Foodbanks and Mental Health support groups over this financial period, which reflects the Charity Commission's findings.

According to KCC 'Headline analysis of the voluntary and community sector in Kent', published September 2021, there are currently 2845 voluntary sector organisations in the administrative area of Kent, with the majority of these being of small to medium size, and 1280 of those being described as 'micro', with an annual income of less than £10,000. It is those micro and smaller groups that are not able to employ fundraisers or designate staff for fundraising, and yet they provide grassroots support to communities across the county. The most common activity of voluntary sector organisations, in this period, has been to provide services, and the second, to provide facilities, buildings and open spaces. Funding for All specifically supports smaller VCSEs, most of our mentees this year have been volunteers and represent groups that have a turn-over of less than £50,000.

The KCC Civil Society Strategy for Kent, 2021-2024 emphasises the 'importance of organisations being able to access funding through a diverse range of sources' but acknowledges that in the sector 'diversifying income requires the time, capacity, and skills of people' and that access to the right expertise to support this is invaluable. Funding for All is uniquely placed to provide that expertise because all specialisms in fundraising are represented amongst the specialisms of our expert team of mentors.

Funding for All remains passionately committed to support the voluntary sector in the region by helping VCSEs access the diversified funding sources that they need, in order to be able to continue serving their communities.

Performance and financial overview

This year, the Board of Trustees is pleased to report on an important year in Funding for All's capacity to deliver more fundraising support to more VCSEs. In this second year of the Covid-19 pandemic, the Charity has moved from a position of offering a smaller, tailored service to VCSEs, to one where it can offer a very broad mentoring and training program, thanks to its success in obtaining funding from The National Lottery Community Fund.

The main focus in this financial year has been to continue to offer our support for VCSEs seeking to raise funds across Kent. We do this primarily through offering free mentoring with VCSE groups, which empowers and enables groups to become better able to fundraise for their work, through the skills they learn as a mentee. We also deliver training in fundraising skills and provide opportunities for groups to meet with a mentor for a 1:1 session, to help them discuss, plan, and resolve fundraising needs.

In May 2019 we had received funding from Awards for All to deliver six sessions where groups could access mentoring, advice, and information. The feedback we received from these informed a larger bid that we submitted to The National Lottery's Reaching Communities Covid-19 Liquidity Fund. We learnt that we were successful with this in July 2020, and we were delighted that this enabled us to provide much needed fundraising support for small groups throughout this second year of the Covid-19 pandemic. This funding allowed us to further expand our offer of online mentoring, consolidating what we learnt in the first year of the pandemic about the new possibilities and challenges of this way of working. These challenges included how to make the process more easily accessible for people less confident with IT, and the possibilities included how to use online working to extend opportunities of bringing groups face-to-face with funders.

We received very positive feedback from the VCSEs we worked with during this grant period, which we used to inform a further application to The National Lottery Community Fund, and on March 1st, 2021, we were awarded £415,846 over a period of three years. The 'That's the way we do it' project enables Funding for All to provide an extensive programme of mentoring for VCSEs; to commission and deliver training through webinars and in-person, and to offer 1:1 sessions with mentors. We were also delighted to receive funding to produce a new edition of our Guide to Fundraising, which is aimed at providing specialist advice on a wide spectrum of funding routes for voluntary sector groups that are new to fundraising. We aim to publish it in the next financial year and our funding includes provision if required to adapt the guide in formats which would mean it was accessible to a much broader range of people for the first time.

Our new ways of working have chimed with Lottery's ethos both of operating in a greener way, and by reaching more diverse volunteers and VCSEs who may not otherwise be able to access support. This has been an exciting year, putting plans into place to be able to offer an enriching program of mentoring and skill development for VCSEs across Kent and Medway.

Effectively, the Covid-19 pandemic has encouraged us to explore new ways of working, moving the majority of our mentoring on-line, and we have not looked back. It has helped us become more environmentally friendly and sustainable because it has greatly reduced the costs of travel; previously we had allocated costs to cover our mentors travelling to see groups. For the groups we were working with too, it has cut down their travel and parking costs, which was particularly welcomed by the many volunteers we work with.

It has also increased our accessibility for groups who may have been more isolated, may have had access to fewer transport options, and for those with disabilities or vulnerabilities. Indeed, it has helped us to offer more of our time, as we no longer need to fund the time that mentors travel to meet groups.

The result for the financial year was therefore pleasing, with income of £137,198 in the year and closing funds of £129,812 at 31st October 2021. The closing funds include £30,779 of unrestricted funds, equivalent to 6 months' current staff costs. As a result, and having secured funding encompassing all the charity's costs other than governance costs for three years, the trustees are confident that the charity remains a going concern. Funding for the period thereafter will be sought by the trustees in due course and unrestricted reserves will be retained at current levels until then. The trustees regularly review the charity's finances and consider the risks relevant to the charity's operation, implementing policies and procedures to minimise risk and manage impact should those risks materialise.

In the financial year the Charity did not actively fundraise from the public or undertake similar fundraising activities. The trustees were pleased to receive unsolicited gifts from supporters.

Achievements

Our drive to explore new ways of working, with lower costs and greater efficiency has also led us to transpose some of our more time-consuming administration onto a CRM (Customer Relations Manager). We were funded by Fidelity, via Kent Community Foundation to help us extend our use of Salesforce, and support from the National Lottery helped us to fine tune the breadth of reports we can run and update the software. This will help us not only save time with administration, but also to be able to collate real-time data about the groups we help, and the ways that we are able to support them.

The Project Administrator has received training from Salesforce in its features and functionality, and has subsequently delivered training to all staff, trustees, and mentors.

In addition, the Project Co-ordinator has ensured the branding of the Salesforce forms is consistent with the look and feel of the website, so ensure continuity between forms, records, web pages and questionnaires.

The information that it provides will help us show up-to-date evidence of the impact of our work, which in turn will support any further funding applications. Now, the CRM has become the point of entry to groups to access our mentoring service from our website, making an equitable gatekeeper that is accessible to all. This drive, combined with our low costs for office provision, as three out of four staff work from home, and our model of sub-contracting mentors, ensures that Funding for All is extremely well placed to deliver a broad-reaching, high quality service for VCSEs across a large area, for excellent value for money.

Finally, on August 31st of this financial year, we were able to appoint a new Project Manager, a post created through the 'That's the way we do it' project. Kerry Donati has moved quickly to re-engage and expand our team of mentors, and to re-connect with our stakeholders. In order to ensure that we can meet the targets and outcomes of the project, she has advertised our services widely, taken time to make access to mentoring smoother for any volunteers or employees of VCSEs who are less digitally literate, and connected with a broad range of partner groups to ensure that information about our service is widely disseminated. She has commissioned a series of training webinars, responding to the feedback from groups, and at the end of this financial period has started delivering webinars too. She has planned the delivery of the project's targets, including training, mentoring and a program of drop ins and 1:1s, which will all be met in the next financial period. Together, with a strong staff team, strong governance, and a committed team of expert mentors, Funding for All is developing an exciting offer for VCSEs in Kent and Medway, which has already, at the time of writing, brought £389,000 additional funding into the region's voluntary sector between April 2021 and October 2021.

Free mentoring programme:

Our key aim is to support VCSEs in our region which makes our offer specific and distinctive from other services supporting VCSEs in the region. We do this most effectively by offering them a tailor-made fundraising mentoring programme. Our definition of mentoring is to cascade the skills of our mentors to our mentees. The mentees that come onto our program represent a diverse range of backgrounds, experience, and knowledge of fundraising, however this year we have started to plan how we can increase this diversity and make sure that we identify groups that may experience barriers in accessing our program. Some mentees are employed in VCSEs, most are volunteers.

Our mentors are experienced fundraisers and charity professionals, who provide advice and guidance to groups, helping them fundraise efficiently and effectively, and diversify their income in order to access a wider range of support for the voluntary sector. This last factor has increased in relevance in this period, because of the challenge many groups have faced with their traditional sources of funding drying up. Our mentor programme provides targeted support to sustain mentees in their task of fundraising by upskilling them, so that their work in their local communities can be sustained in the long term. Our hope is that once the mentoring has finished, groups will be left with greater confidence and skills so that they may be able to continue fundraising effectively. The evidence that we have collected post-mentoring indicates that is indeed the case, mentees report increases in confidence, which makes them better equipped to continue successful

fundraising. Our new CRM now automatically sends a form to capture continued fundraising successes a year after mentoring has been completed, so we will be able to collect evidence of continued successes. This year we have developed a new area of fundraising support, by bringing two mentors into our team who specialise in Social Media Fundraising, an area of support that sector groups in Kent have told us, is a service that has been lacking in the region. Thirty-one VCSEs accessed our free mentoring programme between April 2021 and October 2021 and all of those who completed mentoring within that period fed back that their confidence had increased throughout the process.

This year we have written a Mentor Handbook, to maintain consistency in the high-quality mentoring that we deliver, as we increase our number of mentors to meet increased demand from mentees. This also helps build consistency in the evaluation and feedback that we collect and collate, encourages co-ordination between mentors, and directs mentors to resources and support.

1:1's and Drop-ins

For some groups, the immediate impact of a 1:1 meet with a mentor can be pivotal, allowing groups to explore fundraising options without committing additional time for mentoring. Within this financial period our offer of 1:1s has been more limited, because of the public health measures taken in response to the Covid-19 pandemic, however since the project manager has been in place, we have planned four 1:1 sessions in the next financial period, and have used our experience in offering online support, to extend our offer for both in-person and online. We have continued to provide support for email enquiries and have ensured that groups can more easily email us, by including a contact email on our website and openly inviting contact through it. This had previously been omitted because there was not capacity to respond, but our funding has enabled us to meet this.

Webinars

In this period, we commissioned the development of a webinar on Registering for Gift Aid, and a separate one on Claiming Gift Aid. HMRC report that each year they estimate that £600 million pounds remains unclaimed by charities. As two thirds of the total income which comes into the voluntary sector is from gifts from individuals, this represents an important area of fundraising expertise. We have also been able to further diversify the range of fundraising skills that we can provide training in, by commissioning the development of four new skills-based webinars: Funding for Faith Groups; Building a Donor Base and Social Media Fundraising, and these new webinars will be delivered within the first quarter of the new financial year. Last year, we began to offer webinars in evenings, as well as during the day, to extend accessibility for volunteers in particular, who may not be able to access training during the working day. This year has seen a national increase in people using online technologies for work and meetings, and indirectly this has benefited us, as more people feel comfortable with accessing support through this medium.

Website and social media

We continue to see a steady increase in subscription to our newsletter, which is currently close to 2,450 people. Our website has continued to be regularly visited by people seeking updates on funds and deadlines. Visits to our website increased between October 2020 and 2021 to 132,965, compared with 115,565 in the same period last year. We have strengthened our presence on Twitter, in this period we have attracted a further 193 followers. We have also attracted a further 65 followers on Facebook. In October we started an account on Instagram, to help our services be more accessible for a younger demographic group and have attracted 90 followers in the first month.

This year, Project Coordinator has made adaptations to increase the accessibility to the mentoring service from the website, and the user-friendliness of the website's content, which is regularly refreshed.

Funder Tuesdays

Working in partnership with Stronger Kent Communities, we delivered 8 online 'meet the funder events, entitled 'Funder Tuesdays' events, where groups could have an informal information session, and hear

directly from funders about funding opportunities, criteria, and the application process. Representatives from the Arts Council, the Tudor Trust, Kent Community Foundation, BBC Children in Need, Reaching Communities, the Lloyds Bank Foundation, the National Lottery Heritage Fund, and the Colyer-Fergusson Charitable Trust gave presentations to VCSEs and gave groups the opportunity to ask directly about their project's plans. A total of 328 attendees booked for these sessions.

Sevenoaks District Voluntary Sector Forum

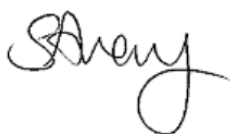
Following a Funder Tuesday session, FFA was invited by Jenny Godfrey, Community Projects and Funding Officer at Sevenoaks District Council and forum coordinator to present at the Sevenoaks District Voluntary Sector Forum - a monthly networking forum for charities and VCSEs in the Sevenoaks district. Lottie presented a brief introduction to FFA and was joined by FFA mentor, Tessa Hilder to offer a Q&A/funding advice session. The presentation was well received and has formed a good relationship with Jenny Godfrey who regularly distributes our news and upcoming events to the forum members.

Funding Guide

In 2018 we produced a Funding Guide, and in this period, as already mentioned we have received funding to update and reprint our guide. This updated version was published in 2022. As acknowledged earlier in this report, we have been very grateful for the many hours of volunteering that has gone into the re-writing and updating of this guide. We received a KCC Members Grant from Martin Whybrow to provide the hardware which enabled us to produce the copy in house, helping us lessen design costs now and for future years. The Guide is conceived as an additional resource, and reference point, something that our mentees can have in front of them when they're putting a bid together, and something they can refer back to in the years after mentees have finished our mentoring program. It has been referred to as an 'essential toolkit' for small to medium VCSEs. In the last few years in particular, there have been several important developments in online tools for fundraising, legal and systemic changes in Gift Aid processes, developments with crowdfunding platforms, and additional developments in managing risks and budgets which have necessitated the updating of the guide, so that it continues to be relevant and a practical guide for mentees.

FFA remains grateful for the support from funders, colleagues, partners, mentors, trustees, staff, and mentees who make it possible to deliver our services to the VCSE in Kent and Medway.

Approved by the Board of Trustees on 21st July 2022 and signed on its behalf by:



Sarah Avery
Chair of Trustees

Independent Examiner's Report to the Trustees of Funding For All

I report to the charity trustees on my examination of the accounts of the company for the year ended 31 October 2021.

Responsibilities and basis of report

As the charity trustees of the company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your company's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the company as required by section 386 of the 2006 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination; or
4. the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Jack Fryer ACA

Hedley Dunk Limited
Trinity House
3 Bullace Lane
Dartford
Kent DA1
1BB

Funding for All
Statement of Financial Activities
(Incorporating Income and Expenditure Account)
for the year ended 31st October 2021

	Note	Unrestricted Funds 2021	Restricted Funds 2021	Total Funds 2021	Unrestricted Funds 2020	Restricted Funds 2020	Total Funds 2020
		£	£	£	£	£	£
Income from:							
Donations and gifts		315	-	315	419	-	419
Charitable activities	2	-	136,709	136,709	-	42,301	42,301
Other trading activities	3	168	-	168	6,636	-	6,636
Interest received		6	-	6	62	-	62
Total income		489	136,709	137,198	7,117	42,301	49,418
Expenditure on:							
Raising funds	4	636	-	636	624	-	624
Charitable activities	5	1,571	61,351	62,922	31,303	25,534	56,837
Total expenditure		2,207	61,351	63,558	31,927	25,534	57,461
Net (expenditure) / income		(1,718)	75,358	73,640	(24,810)	16,767	(8,043)
Transfers between funds		1,571	(1,571)	-	-	-	-
Net movement in funds		(147)	73,787	73,640	(24,810)	16,767	(8,043)
Reconciliation of funds:							
Total funds brought forward	9	30,926	25,246	56,172	55,736	8,479	64,215
Net movement in funds	9	(147)	73,787	73,640	(24,810)	16,767	(8,043)
Total funds carried forward		30,779	99,033	129,812	30,926	25,246	56,172

The notes on the following pages form part of these financial statements.

All amounts derive from continuing activities.

There are no recognised gains or losses other than the net movement in the funds included above.

Funding for All Balance Sheet as at 31st October 2021

	Note	Unrestricted Funds 2021	Restricted Funds 2021	Total Funds 2021	Unrestricted Funds 2020	Restricted Funds 2020	Total Funds 2020
		£	£	£	£	£	£
Current assets							
Debtors	7	320	-	320	770	-	770
Cash at bank and in hand		30,531	99,033	129,564	30,965	25,246	56,211
		<u>30,851</u>	<u>99,033</u>	<u>129,884</u>	<u>31,735</u>	<u>25,246</u>	<u>56,981</u>
Creditors: amounts falling due within one year	8	72	-	72	809	-	809
Net current assets		<u>30,779</u>	<u>99,033</u>	<u>129,812</u>	<u>30,926</u>	<u>25,246</u>	<u>56,172</u>
Total assets less current liabilities		<u>30,779</u>	<u>99,033</u>	<u>129,812</u>	<u>30,926</u>	<u>25,246</u>	<u>56,172</u>
Net assets		<u><u>30,779</u></u>	<u><u>99,033</u></u>	<u><u>129,812</u></u>	<u><u>30,926</u></u>	<u><u>25,246</u></u>	<u><u>56,172</u></u>
Charity funds							
Unrestricted funds	9	30,779	-	30,779	30,926	-	30,926
Restricted funds	9	-	99,033	99,033	-	25,246	25,246
Total funds		<u><u>30,779</u></u>	<u><u>99,033</u></u>	<u><u>129,812</u></u>	<u><u>30,926</u></u>	<u><u>25,246</u></u>	<u><u>56,172</u></u>

For the financial year in question the company was entitled to exemption under section 477 of the Companies Act 2006 relating to small companies.

No members have required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

The directors acknowledge their responsibility for complying with the requirements of the Act with respect to accounting records and for the preparation of accounts.

These accounts have been prepared in accordance with the provisions applicable to companies' subject to the small companies' regime.

The financial statements were approved and authorised for issue by the Board of Trustees on 21st July 2022 and signed on its behalf by:



Annyes Laheurte - Treasurer

The notes on the following pages form part of these financial statements.

Funding for All Notes to the Financial Statements Year ended 31 October 2021

1. Accounting Policies

a) **Basis of preparation**

The financial statements are prepared under the historical cost convention and include the results of the Charity's operations which are described in the Trustees' Report.

The accounts have been prepared in accordance with applicable accounting standards and the Companies Act 2006 and follow the recommendations in the Statement of Recommended Practice (SORP FRS 102) - Accounting and Reporting by Charities, issued by the Charity Commission, the Charities Act 2011, and the requirements of the Charity's Memorandum & Articles.

As funding encompassing all the charity's costs, except its governance costs, for three years, was secured in the current financial year, the accounts have been prepared on a going concern basis.

b) **Income**

All income is recognised once the Charity has entitlement to the income, it is probable that the income will be received, and the amount of the income receivable can be measured reliably.

The income from fundraising ventures is shown gross, with the associated costs included in fundraising costs.

Income from grants is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received, and the amount can be measured reliably and is not deferred.

Other income is recognised in the period in which it is receivable and to the extent the good have been provided or on completion of service.

c) **Expenditure**

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that the transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably.

Expenditure is classified by activity. Wherever possible costs are allocated directly to the appropriate activity; other costs common to all activities are apportioned between activities on a basis consistent with the use of resources.

Fundraising expenditure comprises costs incurred in encouraging people and organisations to contribute financially to the work of the Charity. This includes the cost of advertising for donations and the staging of fundraising events.

Expenditure on charitable activities is incurred in the delivery of the objects of the Charity, including any associated support costs.

Support costs, which are the costs incurred in the overall direction and administration of each activity that are not directly attributable to charitable activities, are apportioned on a basis consistent with the use of resources.

Expenditure on governance includes all audit, accountancy, and legal fees.

In accordance with the Charities SORP (FRS 102), the general volunteer time of the Charity trustees and mentors is not recognised in the financial statements.

All expenditure is stated inclusive of irrecoverable VAT.

d) **Tangible fixed assets**

Tangible fixed assets costing £1,500 or more are capitalised and recognised when the future economic benefits are probable and the cost of the or value of the asset can be measured reliably.

e) **Debtors**

Trade and other debtors are recognised at the settlement amount after any discount offered.

Funding for All
Notes to the Financial Statements
Year ended 31 October 2021

f) Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or the opening of the deposit or similar account.

g) Liabilities

Liabilities are recognised when there is an obligation at the balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Liabilities are recognised at the amount that the Charity anticipates it will pay to settle the debtor the amount it has received as an advance payment for the goods or services it must provide.

h) Financial instruments

The Charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

i) Pension

The Charity contributes to a defined contribution group personal pension scheme (NEST) and the pension charge represents the amounts payable by the Charity to the fund in respect of the year.

j) Funds

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objects of the Charity and have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the Charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

k) Direct taxation

The company is a registered charity and is therefore not liable for income tax or corporation tax on its charitable activities as it falls within the various exemptions available to registered charities.

2. Income from charitable activities

	Unrestricted Funds 2021	Restricted Funds 2021	Total Funds 2021	Total Funds 2020
	£	£	£	£
Income from charitable activities				
Grant income	-	136,709	136,709	42,301
	-	136,709	136,709	42,301

3. Income from other trading activities

	Unrestricted Funds 2021	Restricted Funds 2021	Total Funds 2021	Total Funds 2020
	£	£	£	£
Income from other trading activities				
Webinar income	168	-	168	6,636
	168	-	168	6,636

Funding for All
Notes to the Financial Statements
Year ended 31 October 2021

4. Analysis of expenditure on fundraising

Fees payable to the Charity's independent examiner for the independent examination of the Charity's annual accounts were £636 (2020: £624).

5. Analysis of expenditure on charitable activities

All the Charity's expenditure is directly attributable its charitable activities with the exception of its Governance costs.

	Activities	Support costs	Total 2021	Total 2020
	£	£	£	£
Analysis of expenditure on charitable activities				
Service delivery	5,895	57,027	62,922	56,837
	5,895	57,027	62,922	56,837

6. Staff costs

	Unrestricted Funds 2021	Restricted Funds 2021	Total Funds 2021	Total Funds 2020
	£	£	£	£
Staff costs				
Wages and salaries	2,021	36,979	39,000	27,250
Pension contributions	98	1,699	1,797	1,298
	2,119	38,678	40,797	28,548

The average weekly number of full-time equivalent employees during the year was 2 (2020: 1).

No employee earned above £60,000 in the year.

All the Charity's employees are involved in the delivery of the objects of the charity and have unique roles and responsibilities. As such all employees are considered to be key personnel.

Trustees' remuneration and related party transactions

The Trustees were neither paid nor voted any remuneration, other benefits, or expenses during the year.

Mark Skudder was appointed to the Board of Trustees on 7th March 2019. Mark Skudder is related (married) to Noleen Skudder the Charity's Operations Manager. Noleen Skudder was a co-founder of the Charity and has been a paid employee since the formation of the Charity in October 2012. Mark Skudder declares an interest in accordance with the Charity's Conflict of Interest Policy and does not participate or vote in any matter (financial or otherwise) relating to Noleen Skudder. Noleen Skudder resigned from the Charity on 30th April 2022.

The Charity has not entered into any other related party transaction during the year, nor are there any outstanding balances owing between related parties and the Charity at 31st October 2021.

Funding for All
Notes to the Financial Statements
Year ended 31 October 2021

7. Debtors

	2021	2020
	£	£
Debtors due within one year		
Other debtors	320	770
	320	770

8. Creditors: Amounts falling due within one year

	2021	2020
	£	£
Creditors : Amounts falling due within one year		
Other creditors and accruals	72	809
	72	809

9. Movements in funds

	Balance at 1 November 2020	Income 2021	Expenditure 2021	Transfers in / (out)	Balance at 31 October 2021
	£	£	£	£	£
Unrestricted funds					
General fund	30,926	489	(2,207)	1,571	30,779
Restricted funds					
National Lottery Emergency Fund	25,246	-	(21,347)	(3,899)	-
National Lottery Community Fund	-	135,560	(38,580)	2,052	99,033
Kent County Council Fund	-	1,149	(1,425)	276	-
	25,246	136,709	(61,351)	(1,571)	99,033
Total funds	56,172	137,198	(63,558)	-	129,812

The Charity is grateful for generous grants from:

National Lottery Community Fund via its **Reaching Communities Fund: "RC London and South East Region"**: This fund is for the delivery of mentoring and training programmes to VCSEs in Kent.

Kent County Council: The Charity wishes to thank Councillor Martyn Whybrow for the generous grant of £1,149 for the purchase of essential IT equipment.

National Lottery Emergency Fund: This fund ensured continued delivery of charitable activities during the Covid-19 pandemic.

The Charity is also grateful to Alex Quayson, Artist on the Run and Kerry Donati for their donations.

The Charity would also like to acknowledge the support of Kent Community Foundation.

Funding for All Notes to the Financial Statements Year ended 31 October 2021

10. Analysis of net assets between funds

	Unrestricted Funds 2021	Restricted Funds 2021	Total Funds 2021	Unrestricted Funds 2020	Restricted Funds 2020	Total Funds 2020
	£	£	£	£	£	£
Cash at bank and in hand	30,531	99,033	129,564	30,965	25,246	56,211
Other net current assets / (liabilities)	248	-	248	(39)	-	(39)
	30,779	99,033	129,812	30,926	25,246	56,172

11. Ultimate controlling party

The directors listed in the Trustees' Report are the ultimate controlling parties being members of the company.

All charity policies and executive decisions are determined by the Trustees. The day to day running of the charitable company has been delegated to the Operations Manager and the Project Manager.

FUNDING FOR ALL

England & Wales - Charity number 1150204

Accounts



FUNDING FOR ALL
& ALL FOR FUNDING

FUNDING FOR ALL

TRUSTEES' REPORT AND

FINANCIAL STATEMENTS

FOR THE YEAR ENDED

31ST OCTOBER 2020

Charity No. 1150204
Company No. 08263265

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Report of the Trustees

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Financial report (Accounts for the year ended 31st October 2020)

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Report of the Trustees

The Trustees, who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity for the year ended 31st October 2020. The Trustees confirm that the annual report and financial statements comply with the current statutory requirements, the requirements of the company's governing document and in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102 SORP). During this unusual year, the Trustees have also taken into account the Charities SORP Committee's guidance regarding "Implications of COVID-19 control measures and charity financial reporting".

Administrative details

Registered Charity Number:	1150204
Registered Company Number:	8263265
Registered Office:	Maidstone Community Support Centre, 39-48 Marsham Street, Maidstone, Kent ME14 1HH
Trustees	Elizabeth Duckworth - Chair Allison Allan - Vice Chair Carolyn Sims - Treasurer Alison Ranns Mark Skudder
Staff:	Noleen Skudder - Operations Manager (Charity Secretary) Charlotte Coombes - Project Co-ordinator Nicki Voller - Project Administrator
Independent Examiner:	Hedley Dunk Limited Trinity House 3 Bullace Lane Dartford Kent DA1 1BB
Website:	www.fundingforall.org.uk
Facebook:	@fundingforall.org.uk
Twitter:	@FundingforAll

Governance

The Charity is a company limited by guarantee with no share capital (registration no. 8263265) and a registered charity (registration no. 1150204). The Charity's memorandum and articles of association is the primary governing document of the Charity.

Funding for All was registered with the Charity Commission on 17th December 2012. The Memorandum and Articles were incorporated on 22nd October 2012 as amended by special resolution registered at Companies House on 13th December 2012.

Vision

Funding for All is a registered charity and company limited by guarantee set up in October 2012 in response to a recognised need in Kent following the closure of the extremely successful Funding Buddies project.

The vision of Funding for All is to inspire and empower community organisations in Kent and Medway to build their fundraising capacity and ensure sustainable projects.

Objectives and activities

Charitable objectives

The purpose of the charity as set out in its governing document are:

To promote the voluntary sector for public benefit by providing services designed to increase the amount of effective resources available to voluntary sector organisations principally but not exclusively in the local government area of Kent, Medway and its environs.

Public benefit

The Charity's Trustees have complied with their duties under the Charities Act 2011 to have due regard to public benefit guidance published by the Charity Commission. Funding for All's particular public benefit activities are included under Achievements and performance, illustrating the commitment of the Charity to strengthening the community organisations of Kent.

Achievements and performance

Overview

The Board of Trustees is pleased to report on a productive, if unusual, year for Funding for All. This year's Trustees Annual Report must inevitably be set in the context of the Covid-19 pandemic.

But our motivation remains unchanged: to see the county's small Voluntary, Community and Social Enterprises (VCSEs) develop into vibrant and sustainable community assets. To achieve this we pass on the skills of our mentors, who are experienced fundraisers and charity professionals, and provide the advice and guidance groups need to operate efficiently and effectively. As a result, the majority of groups mentored by Funding for All have become more competitive and achieved long-term sustainability through the mentoring support that we provide.

Funding for All covers the geographic county of Kent, which includes the Kent County Council area and the twelve district, borough and city council areas within, and the Medway unitary council area. References to 'Kent' and 'the county' in this document denote the wider geographic area covering all these authorities.

Understanding the need

There are around 5,000 registered charities in Kent, and a similar number of unregistered community organisations, dedicated to committing their own time, energy and resources to delivering small projects in their own communities to tackle local disadvantage, meet community need, offer community activities, or provide a local service.

All face unprecedented challenges with local government support being withdrawn, services being cut and funding being restricted. This year, these challenges have been compounded by the Covid-19 pandemic.

Much research has been conducted in Kent and Medway during the last four years by organisations such as Kent County Council and Lloyds Bank Foundation, to identify the needs of VCSEs. Our own strategic review in 2019 also explored their priorities.

Support with applying for grants and good quality funding advice has consistently been identified as a primary need for the VCSE in Kent. Small community groups and charities continue to make a considerable critical contribution to society, by having local reach and flexibility to tackle disadvantage in a way that bigger charities, business and the public sector cannot. In general, the smaller the charity, the more volatile are

their finances and the greater the need for financial sustainability. Typically, of the groups we have worked with over the past two years:

- 36% had an income of less than £50,000;
- 28% were newly established groups;
- 66% were registered charities or CIOs, the rest were limited companies, Community Interest Companies (CIC) or voluntary groups.

To date we have supported a range of organisations and individuals including those considered marginalised to secure funding including providing support to people with mental health issues, community building and heritage projects, providing support to children, young people and families, sports and arts projects, support to help tackle loneliness and to help people live well with dementia, to name just a few.

Demand for Funding for All support has increased since the demise of a traditional Council for Voluntary Service (CVS) service in the county, as many of the CVS organisations have had to diversify their services and are no longer able to provide specialist one-to-one funding advice.

The need for Funding for All services has never been greater.

Covid-19

Although we are not directly working with people affected by the pandemic, we are providing indirect support through our help to the groups who are supporting them. Whilst our primary beneficiaries are the VCSEs we directly work with, we recognise the ripple effect our support is having and that our secondary and indirect beneficiaries are the communities and individuals who access the services of those organisations we are able to support. By improving an organisation's income stream and fundraising skills we are enabling them to be able to deliver support, services and activities which respond to the pandemic.

The support we provide to the VCSE in Kent and Medway is extremely important, as now more than ever, the sector has been turning to us for help with identifying and applying for funding. Many VCSE staff have been furloughed so securing funding has fallen to those who have not done this before and they have felt overwhelmed and out of their depth. The opportunity for them to run fundraising events has been drastically cut this year, so they are turning to grant applications, many of them for the first time. We support these groups by decoding the mass of information out there and make it user friendly and, with support, easier for them to access the available funding.

Prior to this year, organisations with an annual income of £150,000 or more did not seek our services because they could afford paid fundraising support. However, in 2020 we have seen an increase in requests for support from medium size organisations with incomes of up to £500,000.

Our services

We aim to make a difference to these organisations by helping them diversify their income streams and improve their fundraising skills.

Funding for All helps groups by providing a free mentoring service for community organisations, small charities and social enterprises, helping them to develop skills in bid-writing, income generation, fundraising, organisational set-up, governance, developing business plans and funding strategies, engaging business support, community consultations, and provides links for networking. It delivers this work through mentoring, training and providing information and learning platforms, offering practical solutions exactly at the point of need. We seek to inspire and motivate volunteers and others running voluntary sector projects, to explore a diverse array of solutions to enable the projects to be delivered and provide long term sustainability.

The pandemic has made us examine how we deliver our services in a safe and effective manner, and also how we might support groups in the future. Changes we have implemented include:

- Providing mentoring support online has allowed us to allocate a mentor based on their skills rather than geographical location. This has proved invaluable to groups and more rewarding for our mentors. Less travel helps reduce our environmental impact and means more time can be given to groups.

- Providing online webinars has meant we can be more accessible and inclusive and provide training at a time more suited to the organisations we support, including weekends and evenings. As the training is online, costs are less, meaning we can provide more webinars on the same subject, allowing more people to attend at a time which is convenient to them.

Future plans include:

- More flexible support. Groups increasingly want different levels of support, some needing very little input, others having more complex needs requiring more time and a variety of mentors' input and skills. Going forward we will focus on a total number of hours of mentoring support rather than on the number of groups helped, allowing us to introduce bookable one-to-one sessions with the team and allocate time based on need.
- Feedback on our webinars has been positive but groups have also requested we provide longer half day training sessions, as they miss the networking and interaction with colleagues in the sector. We will look to doing this going forward.

Activities 2019 - 2020

Achievements

Free mentoring programme

Our free mentoring programme remains at the heart of Funding for All's activities. A team of highly experienced and professional mentors shares their skills and experience with volunteers and employees who have a responsibility for raising funding within VCSEs. Previously undertaken on a face-to-face basis, mentoring has been delivered virtually in 2020. This has given added flexibility as mentors can be matched with a group entirely on their skills, without geographical location being an issue. No travelling is required, so the mentor has more dedicated time available. Typically a group has been offered 8 hours of focussed one-to-one support.

As a result, at least one volunteer, trustee or employee from each group will have improved their fundraising knowledge and skills and will have written, and started to implement, a fundraising plan. The mentoring service includes providing groups with our funding guide plus a funder search using our search tool which uses a group's details and funding requirements to identify a list of suitable funders.

Our mentoring was mostly funded in 2020 by a NCLF Covid Emergency grant, awarded in recognition that supporting infrastructure organisations during COVID is as important as directly funding front line groups and charities.

Workshops with mentoring

Attendee feedback from our last Funding Fair held in December 2018 showed us that groups attending really valued the workshop element of the day, because they gained good practical advice which they could use to support their organisation and develop the skills of employees and volunteers. Less popular were the presentations run by third parties and the exhibition space. Also attendees were less keen on having one event a year which occupies a whole day and could involve travelling long distances. They expressed a preference for smaller time critical practical events that are closer to them.

Therefore we redesigned our approach and ran a series of smaller events over the year that focussed on delivering practical support in requested topics and in districts where there was most need.

In 2019, Funding for All successfully applied to NCLF for an Awards for All grant to deliver six two-hour workshops followed by 1-2-1 mentoring sessions in six districts of Kent. Although the funding was secured in the previous financial year, much of the delivery took place in 2019-2020. Topics included:

- Impact Measurement Workshop;
- Building a Digital Marketing Plan for Non-Profits;
- Charity Accounting & Gift Aid.

In March 2020, we adapted our offer in response to Covid-19 and designed two webinars that would help groups boost their fundraising in the shifting landscape.

In the past two years we have worked with more than 260 small VCSEs in Kent and Medway, who subsequently secured more than £2.5m towards the provision of localised community services, an impressive return on investment of 15 to 1.

At the start of 2020, we were also commissioned to run some events for Stronger Kent Communities (SKC) with a similar format of morning workshop and afternoon mentoring, plus some drop-in mentoring sessions.

Consultancy services

As a result of our strategic review in 2019, we put our consultancy services onto a more formal footing, in order to generate income to support the free mentoring, reduce dependency on grants and make Funding for All more sustainable into the future.

At the start of this year we secured two commissions from public sector health organisations in Medway which earned a modest income for Funding for All. In practice, one of the commissions was postponed in March due to the huge Covid pressure on the health service. We hope to resume at a quieter time.

The Funding Guide

Funding for All's comprehensive Funding Guide is the essential toolkit for all small to medium charities, voluntary and community groups and social enterprises. It assists organisations who are new and inexperienced fundraisers. It covers fundraising, and also topics crucial for the development of a small VCSE organisation such as tax, business planning and organisational structure. The Funding Guide is given to each of our mentored groups for free and is available for purchase by other groups across Kent and beyond to provide unrestricted income.

Website, social media and webinars

Our website and social media presence have continued to develop, generating positive feedback from groups and mentors. In 2020, a year that changed the way so many organisations work (perhaps permanently) we received the following:

- 150 new followers on Twitter and 71 new likes on Facebook;
- 82% of visitors to our website were new users (103,961 out of 114,377 users);
- the top 3 searched categories of support were arts and culture, community building and youth;
- 172 people contacted us for support via our website;
- 90 people booked to attend our 5 workshops;
- 110 people booked onto our 7 webinars.

The Funding Alerts on our website complement Inside Track, Kent County Council's funding document circulated to the VCSE sector, by providing a comprehensive, cost effective and timely source of fundraising information via the Funding for All website. They are instrumental in providing a valuable resource to VCSE organisations, offering useful advice and information about funding sources.

The Funding for All website gives organisations the opportunity to search for funding opportunities through specific categories of support, such as health and social care, sport, older people, youth, arts, and buildings, along with a section listing funding opportunities with imminent closing dates. The content is updated whenever new funding opportunities are announced. The website provides top tips to consider when completing a funding application form, written by the Funding for All specialist mentors.

Financial review

Covid-19

Inevitably our Trustees' report for 2019-2020 is coloured by Covid-19. Our income has traditionally been predominantly public sector funding (e.g. commissions from Kent County Council (KCC) via Stronger Kent Communities (SKC), Members' grants and grant funding (e.g. National Lottery Community Fund (NLCF) and grant-making trusts and foundations).

At the start of the first Covid lockdown we were affected by the impact that the pandemic was having on every area of charity income. The public sector was already reducing VCSE spend and this was compounded by new demands on their budgets resulting from Covid. NLCF and other grant-makers initially announced that they would prioritise charities best placed to directly support Covid affected communities.

We therefore developed an action plan to:

- maintain communication with our funders, particularly NLCF, to put our case and remain aware of changing circumstances;
- investigate alternative ways of delivering services, such as offering webinars and one-to-one mentoring online;
- investigate government assistance such as furloughing staff (which we did not take up);
- remain alert to changes in circumstances which might open up opportunities for consultancy work;
- manage our finances very carefully to try to avoid dipping into reserves unless absolutely necessary;
- reducing costs by moving to smaller office accommodation.

Fundraising activities

Our work in 2019-2020 was funded by:

- NLCF Awards for All grant
Although the grant was secured in 2019, it funded work in this financial year;
- Fidelity grant
Funding for All was awarded a grant of £10,800 towards the development of our customer relationship management database Salesforce. This has greatly increased its usefulness to us, enabling us to:
 - collect both quantitative data and qualitative data on our groups' progress;
 - ensure we better match our mentors to groups;
 - gather training outcome data in terms of increase in confidence and skills;
 - identify changes in individual projects and return on investment;
 - collect more information on group type.
- NCLF grant
In August 2020 Funding for All was awarded a Covid Emergency grant of £31,501 to deliver mentoring. To date we have received 35 organisations requesting support and 155 hours of mentoring has been allocated. The funding has enabled us to trial new ways of working and helped us to identify changes we need to make to deliver our services to the VCSE in the future.
- KCC Member Grant
£1,149 was secured from Kent County Council (Cllr. Martin Whybrow) for a new MacBook.

Income generation

A modest income (£450) was generated by some consultancy work requested by Medway Council on behalf of Medway Community Healthcare. The work was deferred due to Covid and may resume later.

£450 was also secured from Medway Public Health for some initial work on a Digital Inclusion project.

At the start of 2020, we were commissioned by Stronger Kent Communities to run some workshops and mentoring sessions were delivered in early 2020, securing £3,600 income.

A breakdown of funding sources can be found in the notes section of our annual accounts.

Total funds

At the end of this period our total funds were £56,172 (2019: £64,215).

Value for Money

Funding for All has a lean staffing structure. Most personnel work remotely and we have a very low-cost office in the county town of Maidstone, used for trustee meetings, drop-in sessions, mentor training sessions and staff desk space as required.

Adopting the use of Kent-based, peripatetic mentors allows us to provide the best possible advice to groups. Our mentors are paid on an hourly freelance basis, which enables us to monitor project costs closely.

For every £1 spent on mentoring, charitable groups have secured £15 in fundraising, which is significant investment brought into Kent.

Partnership

We have strong partnerships with many organisations across Kent, so at the start of this financial year we were able to access space for events at low or no cost for workshops, use their offices for meetings with groups, input into partners' events to raise the profile of Funding for All and work with partners to deliver more rounded services.

We work to complement the services of other VCSE support organisations to avoid duplication and regularly signpost groups to other organisations who offer complementary support.

Reserves policy

Our Reserves Policy is reviewed annually and we aim to follow the Charity Commission guidelines of 3 - 6 months of running costs to be held in our unrestricted funds.

Our reserves this year are £30,926 so, although less than last year (2019: £55,736), they meet the requirement of our reserves policy.

Risks

The Trustees have a duty to identify and review the risks to which the Charity is exposed and to ensure appropriate controls are in place to provide reasonable assurance against fraud and error. Regular formal trustee meetings are held to review progress towards achieving the Charity's objectives and to promote strategic direction within the operation.

The Board of Trustees regularly addresses risks and uncertainties and puts in place procedures and controls to ensure those risks are adequately managed. The four principal risks in 2020 and our planned mitigating actions were:

- a) loss of key staff
mitigating actions:
 - succession planning;
 - robust organisational strategy.
- b) loss of Trustees
mitigating action:
 - in October 2020 we launched a trustee recruitment campaign and successfully recruited 4 new Trustees.

- c) securing insufficient income
mitigating actions:
 - robust fundraising strategy and action plan;
 - ensuring necessary reserves;
 - maintaining close contact with funders;
 - earlier in the year we conducted an options appraisal to understand the implications of all scenarios from receiving full funding to securing no funding and having to close.
- d) inability to operate due to Covid-19
mitigating actions:
 - replacing face-to-face mentoring with Zoom meetings with groups;
 - replacing workshops with webinars.

Plans for the future

The future direction of the charity will be shaped by continuing to monitor the organisation's performance and social impact achieved through each of its projects. It will be important to maintain and develop the status we have achieved as a major infrastructure organisation in the county and to ensure our sustainability into the future.

Fundraising

Although Covid-19 limited the grants we could apply for initially, we anticipate that funders will make more opportunities available to infrastructure organisations, in recognition of the part they play in keeping direct delivery organisations going.

Our fundraising plan includes developing and submitting funding applications, in particular to the NLCF, to ensure sustainability. We recognise that to continue our core business of free mentoring services we will need grant funding alongside income generation.

Income generation

The Covid-19 pandemic initially impacted our ability to generate income, particularly by limiting our consultancy work and workshops, but adapting our delivery methods has ensured we can continue to deliver virtually.

Going forward, we will continue to develop and offer our consultancy service, whether online or face-to-face. It brings in some unrestricted income, subsidises free services, and allows Funding for All to work with larger organisations.

We will also continue to explore opportunities to deliver training and support for our colleagues in the sector as well as local councils to help bolster our unrestricted income. We also intend to introduce a £10 fee for attending our online and face to face training sessions in line with other training providers. This will help sustain our training services in the future and help reduce the drop out rate.

Services

We will continue listen to feedback from users and to develop our free core services:

- mentoring and support;
- support from our website, webinars, funding alerts, bulletins and social media activity.

After Covid, we anticipate that some mentoring and workshops will return to face-to-face delivery, but we will remain flexible and retain the ability to deliver remotely for groups who would prefer this.

Monitoring

This year modifications to Salesforce and training for staff has allowed us to make far greater use of the wealth of facilities available in the software. Going forward, we will continue to develop this to capture and use additional information from our users about who they are and the communities they support.

Structure, governance and management

Board of Trustees

Funding for All is a registered charity and company limited by guarantee set up in October 2012 in response to a recognised need in Kent following the closure of the extremely successful Funding Buddies project.

The principal governing body of Funding for All is the Board of Trustees, skilled and committed volunteers with strong backgrounds in finance, fundraising, commissioning and marketing. Their names are listed on page 2.

The Charity considers its key management personnel to be its Board of Trustees and the Operations Manager. The Board is responsible for the strategic direction of the organisation and meets quarterly together with the Operations Manager to review progress and to ensure that Funding for All is on track to meet its objectives.

The Funding for All Board of Trustees met three times during the last financial year as well as convening the Annual General Meeting in May 2020. The next AGM is scheduled for May 2021.

The Board continues to review Funding for All's policies and procedures annually and add new policies as the need arises.

The Trustees have complied with the duties described under the Charities Act 2011, and with proper regard to the guidance published by the Charity Commission.

2019 returns for Charity Commission and Companies House were submitted before the due date and were both accepted.

The Annual Accounts 2020 have been inspected and approved by Hedley Dunk.

New trustees

Three of our five current Trustees have been on the Board since Funding for All was created in 2012. This year we took up the challenge of recruiting new Trustees in order to:

- bring new experience, skills, interests and ideas to the Board;
- ensure sustainability;
- enable longer-serving Trustees to stand down if they wish.

Therefore in October 2020 we launched a Trustee Recruitment Campaign which took place between the end of the financial year and the publication of this report. We considered skills needs and developed role descriptions and an application pack before advertising nationally. Six potential Trustees expressed an interest and, following shortlisting, interviews and references, four were recruited.

Governing document

Our Memorandum and Articles of Association December 2012 only allowed two new Trustees to be adopted at one time. Therefore the governing document was amended in November 2020 by written resolution (as we were not meeting in person due to Covid-19) to allow four new Trustees to come on board at the December 2020 meeting.

Induction

Newly appointed Trustees follow an induction programme including:

- background documents, including
 - a copy of our constitution;
 - our strategy document;
 - fundraising strategy;
 - last year's audited accounts.
- links to organisation information, including our website;
- policy documents;
- Charity Commission guidance;
- NCVO training;
- opportunities for 'getting to know you' meetings with staff, mentors and a group representative.

Staff

The Board of Trustees wishes to record its gratitude to our passionate and dedicated staff team of Operations Manager, Project Co-ordinator and Project Administrator. Throughout this difficult year they were, as always, crucial to the smooth running of the Charity. They worked tirelessly, responsively and flexibly over the year, continuing to adjust their working patterns as and when necessary to reflect the difficult times and the volume and nature of the work.

All staff take part in performance feedback and appraisal throughout the year. Remuneration is reviewed annually in November in accordance with the pay policy, which applies to all salaried staff, with any changes taking effect from the 1st January each year. Funding for All salaries are based on NJC (National Joint Council) local government salaries.

At the December 2020 Board meeting, it was unanimously decided to change our review date to April each year to align with the NJC schedule.

Mentors

Our team of Funding Mentors are industry experts covering a wide range of funding specialisms including heritage, community buildings, youth, allotments, arts, sports, environmental, and many more, contracted on a freelance basis. We continue to recruit new mentors to meet the specific skills needs of our groups.

Liz Duckworth
Chair of Trustees

Independent Examiner's Report to the Trustees of Funding For All

I report to the charity trustees on my examination of the accounts of the company for the year ended 31 October 2020.

Responsibilities and basis of report

As the charity trustees of the company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your company's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the company as required by section 386 of the 2006 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination; or
4. the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Jack Fryer ACA

Hedley Dunk Limited
Trinity House
3 Bullace Lane
Dartford
Kent
DA1 1BB

16 April 2021

Funding for All
Statement of Financial Activities
(Incorporating an Income and Expenditure Account)
for the year ended 31st October 2020

	Note	Unrestricted Funds 2020	Restricted Funds 2020	Total Funds 2020		Unrestricted Funds 2019	Restricted Funds 2019	Total Funds 2019
		£	£	£		£	£	£
Incoming Resources								
Incoming resources from generated funds:	1b							
Voluntary Income								
Donations and gifts		419	-	419		780	-	780
Grants		-	42,301	42,301			9,988	9,988
Activities for generating funds								
Income Generation Activities		6,636	-	6,636		102,432	-	102,432
Commercial trading operations		-	-	-		-	-	-
Investment income		62	-	62		75	-	75
Incoming resources from charitable activities:								
Training		-	-	-		-		-
Conference delivery income	10	-	-	-		4,625	-	4,625
Total Incoming Resources		7,117	42,301	49,418		107,912	9,988	117,900
Resources Expended	1c							
Costs of generating funds:								
Fundraising		-	-	-				-
Conference delivery costs		-	-	-		16,620		16,620
Total Costs of Generating Funds		-	-	-		16,620		16,620
Net income available for charitable activities		7,117	42,301	49,418		91,292	9,988	101,280
Charitable activities:								
Service delivery		31,303	25,534	56,837		111,271	1,509	112,780
Policy & Research		-	-	-		-	-	-
Total Charitable Activities		31,303	25,534	56,837		111,271	1,509	112,780
Governance	2	624	-	624		600		600
Total Resources Expended		31,927	25,534	57,461		128,491	1,509	130,000
Net (Outgoing)/Incoming Resources		(24,810)	16,767	(8,043)		(20,580)	8,479	(12,101)
Gains and Losses on investment assets		-	-	-		-	-	-
Net Movement of Funds in year	9	(24,810)	16,767	(8,043)		(20,580)	8,479	(12,101)
Fund balances brought forward at 1 November 2019		55,736	8,479	64,215		76,316		76,316
Balance carried forward at 31 October 2020		£30,926	£25,246	£56,172		£55,736	£8,479	£64,215

The notes on the following pages form part of these financial statements.

All amounts relate to continuing activities. There are no recognised gains or losses other than the net movement in the funds included above.

Funding for All Balance Sheet as at 31st October 2020

Company Registration Number 08263265

	Note	Unrestricted Funds 2020 £	Restricted Funds 2020 £	Total Funds 2020 £	Unrestricted Funds 2019 £	Restricted Funds 2019 £	Total Funds 2019 £
Current Assets							
Debtors	5	770		770	639		639
Cash at the Bank and in hand		30,965	25,246	56,211	55,222	8,479	63,701
		31,735	25,246	56,981	55,861	8,479	64,340
Creditors: Amounts falling due within one year							
	6	809		809	125		125
Net Current Assets		30,926	25,246	56,172	55,736	8,479	64,215
Total Assets less Current Liabilities							
Net Assets		<u>30,926</u>	<u>25,246</u>	<u>56,172</u>	<u>£55,736</u>	<u>8,479</u>	<u>£64,215</u>
Reserves							
Unrestricted Funds							
Designated Funds							
General Funds	1d	30,926		30,926	55,736		55,736
Restricted Funds			25,246	25,246		8,479	
		<u>£30,926</u>	<u>£25,246</u>	<u>£56,172</u>	<u>£55,736</u>	<u>£8,479</u>	<u>£64,215</u>

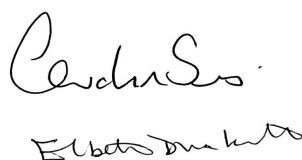
For the financial year in question the company was entitled to exemption under section 477 of the Companies Act 2006 relating to small companies.

No members have required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

The Directors acknowledge their responsibility for complying with the requirements of the Act with respect to accounting records and for the preparation of accounts.

These accounts have been prepared in accordance with the provisions applicable to companies' subject to the small companies' regime.

The financial statements were approved and authorised for issue by the Board of Trustees on 4th February 2021 and signed on its behalf by:



} Carolyn Sims - Treasurer

} Elizaabeth Duckworth - Chair

The notes on the following pages form part of these financial statements.

Funding for All

Notes to the Financial Statements Year ended 31 October 2020

1. Accounting Policies

a) **Basis of Preparation**

The financial statements are prepared under the historical cost convention and include the results of the Charity's operations which are described in the Trustees' Report.

The accounts have been prepared in accordance with applicable accounting standards and the Companies Act 2006 and follow the recommendations in the Statement of Recommended Practice (SORP FRS 102) Accounting and Reporting by Charities, issued by the Charity Commission, the Charities Act 2011 and the requirements of the Charity's Memorandum & Articles.

b) **Incoming Resources**

Voluntary income and donations are accounted for on an accruals basis. The income from fundraising ventures is shown gross, with the associated costs included in fundraising costs.

Grants are recognised in full in the statement of financial activities in the year in which they are receivable.

Sales of goods and services are recognised when the goods or services are delivered.

c) **Resources Expended**

All expenses are accounted for on an accruals basis. Wherever possible costs are allocated directly to the appropriate activity; other costs common to all activities are apportioned between those activities on the basis of the proportion of staff time spent during each year in connection with each activity.

Fundraising expenditure comprises costs incurred in inducing people and organisations to contribute financially to the work. This includes the cost of advertising for donations and the staging of special fundraising events.

Expenditure incurred in connection with the specific objects of the charity is included under the heading Charitable Activities.

Support costs, which are the costs of overall direction and administration of each activity, comprising the salary and overhead costs of the central function, are apportioned on the basis of staff costs attributable to each activity.

Expenditure on Governance includes all audit, accountancy and legal fees.

The irrecoverable element of VAT is included with the item of expense to which it relates.

d) **Funds**

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objects of the charity and have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes.

e) **Direct Taxation**

The company is a registered charity and is therefore not liable for income tax or corporation tax on its charitable activities, as it falls within the various exemptions available to registered charities.

f) **Pension**

The Charity contributes to a defined contribution group personal pension scheme (NEST).

Funding for All

Notes to the Financial Statements Year ended 31 October 2020

2. Net Incoming/(Outgoing) Resources

The net incoming/(outgoing) resources for the year are stated after charging:

	2020 £	2019 £
Non-audit services	<u>624</u>	<u>600</u>

3. Staff Costs

Staff costs were as follows:

	2020 £	2019 £
Wages and salaries	25,940	50,833
Social Security costs	1,310	
Pension	<u>1,298</u>	<u>2,405</u>
	<u>28,548</u>	<u>53,238</u>

No employee earned above £60,000 in the year.

The average weekly number of employees (full time equivalents) during the year was as follows:

	2020	2019
Charitable activities	1	2
Fundraising		
Governance	<u></u>	<u></u>
	<u>1</u>	<u>2</u>

Trustees' remuneration and related party transactions

The Trustees were neither paid nor voted any emoluments during the year. During the year one trustee, Elizabeth Duckworth, claimed expenses of £210. Mark Skudder was appointed to the Board of Trustees on 7th March 2019. Mark Skudder is related (married) to Noleen Skudder the Operations Manager. Noleen Skudder was a co-founder of the Charity and has been a paid employee since the formation of the Charity in October 2012. Mark Skudder declares an interest in accordance with the Conflict of Interest Policy and does not participate or vote in any matter (financial or otherwise) relating to Noleen Skudder.

4. Analysis of Total Resources Expended

	Charitable Activities £	Conference £	Governance £	2020 Total £	2019 Total £
Salaries	28,548			28,548	53,238
Office Costs	18,493			18,493	11,630
Direct Costs	9,797			9,797	64,532
	<u>56,838</u>			<u>56,838</u>	<u>129,400</u>

Funding for All

Notes to the Financial Statements Year ended 31 October 2020

5. Debtors	2020	2019
	£	£
Debtors, prepayments and accrued income	<u>770</u>	<u>639</u>

6. Creditors:	2020	2019
Amounts falling due within one year	£	£
Creditors and Accruals	<u>809</u>	<u>125</u>

7. Ultimate Controlling Party

The Directors listed in the Trustees' Report are the ultimate controlling parties being members of the company.

All Charity policies and executive decisions are determined by the Trustees. The day to day running of the charitable company has been delegated to the Chief Executive.

8. Donations and Gifts

	Unrestricted Funds	Restricted Funds	Total 2020	Total 2019
	£	£	£	£
General donations	419		419	780
	<u>419</u>		<u>419</u>	<u>780</u>

9. Movements in Funds

	Brought forward	Incoming Resources	Resources Expended	Transfers	Carried forward
	£	£	£	£	£
Restricted funds					
The movement on restricted funds comprises the following donations and grants held on trust to be used for specific purposes:					
Service delivery	8,479	42,301	25,534		25,246
Unrestricted funds					
<i>General funds</i>	<u>55,736</u>	<u>7,117</u>	<u>31,927</u>		<u>30,926</u>
Total funds	<u>£64,215</u>	<u>£49,418</u>	<u>£57,461</u>		<u>£56,172</u>

Funding for All

Notes to the Financial Statements Year ended 31 October 2020

10. The charity is grateful for generous grants from:

National Lottery Awards for All
National Lottery Community Fund
Fidelity Foundation

The charity is also grateful to Alex Quayson and Elizabeth Duckworth for their generous donations.

The charity would also like to acknowledge the support of Kent Community Foundation.