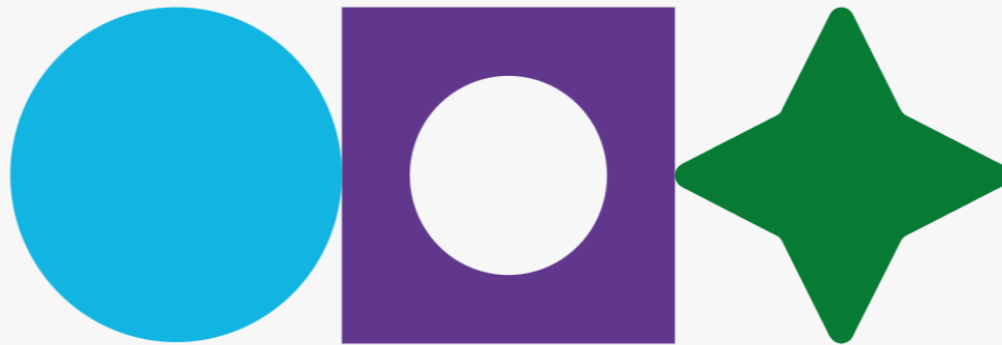




YOUNG GAMECHANGERS FUND

Fundraising Resource Pack 2026

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Introduction



The Young Gamechangers Fund (YGF) Fundraising Resource Pack was part-delivered, and later developed, from a series of fundraising Lounge and Learn sessions with YGF grantees. The sessions were designed after consultation with the grantees, and the topics were as follows:

- Introduction to the U.K. Philanthropic Landscape
- Building Your Narrative
- Building Your Funder Pipeline
- Building Funder Relationships
- Grant Writing and Tailoring Applications
- Impact Measurement and Reporting
- Resources and Reflection

Within these sessions we explored topics in detail, working together to better understand the barriers and challenges that young grantees face when fundraising.

It is recommended to view the presentations whilst working through the resources in this booklet as the resources were developed from the conversations and questions within each session (click on the links above to view the presentations).

Building Your Narrative



The “Organising Sentence”

In community organising, we use a tool called the "organising sentence" to help campaigning groups be really clear about what their work hopes to achieve. It is essential that these are clear and concise. The framework for this sentence is below:

"We are organising **[WHO]** to achieve **[WHAT OUTCOME]** by doing **[HOW/TACTICS]** to be accomplished by **[WHEN/TIMELINE]**."

This tool can be adapted to help us build our narratives for our work.

Your “Organisational Sentence”

"I/we noticed that **[problem/gap]** was happening in **[community/location]**. So, I/we started **[activity]** to help **[target audience]** feel **[desired outcome]**."

Reflection: How did this feel? Was it difficult to be this concise? Did one feel more difficult than the others?

Activity: If you have multiple people working on this do this activity separately and then compare. What was different in your sentences?

Funders care about the **need** for work.

Imagine someone is sitting in front of you and they ask you why your work is important. Then they ask you why again... and again. Sometimes, it is helpful to get to the heart of why we do something or why we think it is important. List three “**whys**” to get to the heart of the work, and see what comes up for you:

1. _____
2. _____
3. _____

Space for notes or reflections.

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Building Your Narrative



The Narrative Bank

One of the biggest barriers small organisations or individuals face when applying for funds is capacity. Funding bids take a long time, and the task can sometimes feel overwhelming. Below is a Narrative Bank Worksheet. This worksheet is designed to help you get organised by getting all of your information in one place.

NEED: What problem are you solving?

1. Who is affected?

2. What evidence shows this is a real issue?

3. Why does this matter now?

SOLUTION: What will you do?

1. What activities will you deliver?

2. Why this approach?

3. What makes it effective?

IMPACT: What will change?

1. What outcomes will happen?

2. Who benefits?

3. How will you measure success?

DELIVERY:

1. Who is delivering?

2. Timeline:

3. Key milestones:

CREDIBILITY:

1. Why your organisation?

2. Past results:

3. Partnerships:

Top Tip: Build a resource bank for yourself - know where your information sits, and how you can utilise it efficiently.

Top Tip: if you're lucky enough to have multiple people working with you, get at least one other person familiar with your narrative bank. Building organisational resilience is not just about financial resilience, it is also important to build capacity into your work and your team.

Building Your Funder Pipeline



Funder Pipelines

Your funder pipeline should be tailored to you. You are able to measure your capacity and resources and determine how much time and energy you have for fundraising. Everyone's funder pipeline will look different because everyone has different resources, capacity, and needs.

Before you start building your pipeline, you need to know where to look for funders. Below are some interactive tools that can help you start to navigate the different types of funders out there.

Places to find funders:

- **360 Giving** - a UK-based charity that helps organisations publish and use open data about charitable grants.
- **Find A Grant (Government)** - the official UK government grants portal.
- **You're My Cup of Tea** - a free tool that uses 360Giving data to match organisations with funders that have previously supported similar work. It is free for UK nonprofits and charities.
- **Charity Commission Register of Charities** - Not a funding database, but a powerful research tool. You can research funders too...
- **UK Community Foundations**: a national network of 47 place-based philanthropic foundations in the UK. Useful for finding local and regional funders.

Funder Pipeline Example: a funder pipeline is a tool to help you get organised when applying for money. Below is an example of one to help you create your own.

Funder Name	Amount	Deadline	Relationship	Strategic Fit / Funder Priorities e.g. geography / thematic focus	Workload / Burden	Eligibility Check e.g. income/turnover , governance criteria

Other Ideas to add to your funder pipeline:

- **Past-Giving History:** do they fund grassroots, youth-led groups, larger organisations?
- **Funding Type:** do they provide core costs, project funding, unrestricted funding?
- **Legal Status:** do they have requirements on organisational type e.g. some funders only fund charities.
- **Reporting Requirements:** what do they expect during the grant/post-grant phase?
- **Other support:** do they offer mentorship, capacity building, networking etc.?

Top Tip: Your funder pipeline needs to be a usable document (there is no use in creating a pipeline that feels unmanageable!) Take some time to think about what feels feasible for you, and make a plan for yourself. Start off with less, rather than more... then you can build as you feel comfortable.

The Grant Application



Each funder will require different things in their application process, however the majority include similar types of information. Below you will find a basic framework to follow when preparing for applications.

The Expression of Interest (EOI)

The EOI is a short, initial application you send to a funder to introduce your organisation and idea before submitting a full proposal.

The Proposal

This is where you talk about the narrative of your work and why it is important: stories, data, statistics. It will often include your goals and ambitions for the work, why you think the work is needed and important, and your plan for the funding. You might also need to include how you will evaluate your work here.

Financial Information

It is recommended that you get organised with your finances as soon as you can. This doesn't mean you need to be over-the-top with your organisation, but it does mean that you should create a system that is easy for both you and funders to understand. For example, many funders accept budgets in excel or google sheet format—as long as the information is there (and they can understand it). Funders will also require you to provide some form of Annual Accounts which detail your income and expenditure over the year.

Legal & Governance

Deciding on your governance status can be a challenging decision. For some, a charity status makes the most sense, whereas others might want to explore Community Interest Companies (CICs) or Cooperatives etc. Whatever you decide, make sure that you have the right documentation to prove it e.g. a charity number or company registration number.

Governing Documents below is a list of documents that you might want to get familiar with:

- List of Trustees or Directors
- Organisational Policies such as Safeguarding Policies
- Equality, Diversity, and Inclusion Policies
- Health & Safety Policy & Risk Assessments
- Public Liability Insurance (PLI)

Tailoring Grant Applications



Common Questions

Every funder has a different process (which can feel frustrating!) However, the majority of applications will require similar information. Below are common questions found in applications.

The Work: what will you do and who will it benefit?

1. *"What would you like to do?"*
2. *"Describe your project"*
 - use your organisational sentence to help you answer these questions: "I/we noticed that (problem/gap) was happening in (community/location). So, I/we started (activity) to help (target audience) feel (desired outcome)."
 - map out a timeline for the work and align this with the funding requirements.

Proving Need & Co-Designing the Work: proving why your work matters and showing that you understand the community/problem you are trying to help.

1. *"How is your organisation well placed to do this work? Does it centre lived experience or take a collaborative or community-led approach?"*
2. *"Tell us how you know this activity is needed. We are particularly interested in: who you have spoken to and what they have said."*
 - gather quotes from your communities (where you can).
 - Keep track of data e.g. how many participants in sessions, surveying how people feel etc.

Strategic Alignment & Mission: how do you fit with their priorities / help them achieve their mission?

1. *"How does your project meet our funding priorities?" "How will this achieve one of our missions?"*
 - get familiar with their funder priorities, only apply if you feel like you fit them.

Impact & Measuring Success: how will you (and the funder) know you have been successful?

1. "What difference will your project make to the people involved and the wider community"
2. "How will you know when you have achieved your goal?"
→ Outputs that lead to outcomes e.g. 20 workshops that led to increased confidence...

What other questions have you seen in funding applications?

Keep note of them below.

[illegible]

Impact Measurement



What is Impact?

A funder's job, in short, is to financially resource work that has an impact aligned with their funder priorities. For example, if a funder is interested in helping young people affected by poor mental health, they will create a set of priorities that help them when making funding decisions. When a funder asks you to show or explain your impact, they want to understand what is different in the world because of your work (and what is different because they gave you money).

Impact can mean many different things. Before we dive into what a funder might want to see, it is important to determine what **you** mean by impact. What do you see as the impact of your work, and how do you want others to see it? Understanding your own definitions of impact based on what you are trying to achieve is important as it is from this foundation that you can determine whether a funder's desired impact matches yours.

- **Inputs:** the resources you use (e.g. a £10,000 grant, 2 youth workers)
- **Outputs:** the things you can count (e.g. running 20 sessions with 50 young people)
- **Outcomes:** the short / medium changes in the participants (e.g. the young people report feeling more confident, making new friends, feeling safer)
- **Impact:** the long-term permanent shift in the wider community / system (e.g. a sustained drop in local anti-social behaviour in young people over three years).

Practical tips & tricks for impact measurement.

Don't over promise. Be honest with your data. Try to always include the raw figures with a percentage e.g. write 80% (4 out of 5 people).

Focus on depth and intensity of support. You don't need inflated numbers to be impressive, actually it's more impressive if an organisation is intentional about their impact e.g. the small changes over time (improved school attendance, behavioural changes, changes in life milestones).

Embed data capture into your daily work. Keep track of data from the start. Carve out time at the start of your work and think about how and why you are going to capture data.

Stay organised. Build the organisational infrastructure e.g. agreed deadlines to review data, logging your 'points of interest' for data collection. Do what works for you.

Challenges in your work are encouraged (with trust-based funders). Trust-based funders want to learn what has and hasn't worked, and they encourage honesty in order to learn.

As a note: In recent years, funders have been challenged to reshape their reporting requirements so that they are more fair. [IVAR's Open and Trusting Movement](#) encouraged over 140 funders to make reporting proportionate and meaningful.

LinkedIn as a Resource



How to use LinkedIn to connect with funders and raise the profile of your work.

You have a story to tell and ideas that deserve to be seen. LinkedIn is one of the best places to share that story with people who could champion your work; including UK funders, charities, social impact organisations, and potential partners.

Useful LinkedIn Resources:

Fundraising Section <https://nonprofit.linkedin.com/fundraise>

Wider non-profit support <https://nonprofit.linkedin.com/resource-hub>

Start with your profile

Think of your LinkedIn profile as your digital introduction. It doesn't need to be perfect, but it should help people quickly understand who you are and why your work matters. Make sure you include:

- A friendly profile photo and your title/description of what you do.
- A short "about" section explaining who you are, what you're working on, and your values.
- Your organisation, project, or current campaign (if you have one).
- Links to your website or social media, if relevant. *Don't link your personal accounts unless they are professional spaces.*

Build your network

Once your profile is ready, start connecting with people who care about the issues you're working on.

Search for UK funders and grant-making organisations, charities and community organisations doing similar work. Also keep an eye out for fellow youth organisations, and community leaders. You can connect with people you've met at events or through your work. Once you've connected with them, don't be afraid to send a short message thanking them for connecting.

Sharing your work

LinkedIn is a professional platform, but that doesn't mean you have to sound formal (or dare we say boring) when you post. Be yourself and let your passion come through. Share updates about:

- Projects you're delivering.
- Milestones and successes.
- Challenges you've overcome.
- What you've learned.
- The impact your work is having on your community.
- Things you are pondering or thinking about relevant to your community/work.

These are the stories that funders often don't get to see in an application form. LinkedIn isn't just about posting, it's about building relationships. So, be sure to comment on posts from organisations you admire, celebrate other people's achievements, and ask questions. If you're looking for ideas, volunteers, venues, or advice, don't be afraid to ask your network. People are often happy to help, and today's conversation could become tomorrow's partnership.

Remember that fundraising doesn't always begin with an application. Often, it starts with someone discovering your work, following your journey, and believing in what you're building. Use LinkedIn to help people see the person behind the project and the impact you're making.



360 Giving & GrantNav

360Giving is a UK Charity that encourages grantmakers to share their funding data openly. They created GrantNav, a free search engine for UK grants. Instead of guessing which foundations might support your work, GrantNav lets you see the actual history of who funded what, where and for how much.

How to use it:

- Search keywords related to your work (e.g. youth leadership, climate, mental health, or your local town/city).
- Look at average grant sizes from specific funders so you know what kind of grant to ask for.
- Search for youth projects similar to yours across the UK to see where they secured their grants.

Funds to keep an eye on:

Fund / Funder	Who Can Apply	What Can You Apply For?	When Can you Apply
<u>National Lottery Awards For All</u> <i>(England)</i>	Local community projects, youth activities, health-wellbeing initiatives, and civic projects across England, Scotland, Wales and Northern Ireland.	£300 - £20,000	Rolling applications (anytime, all-year)
Youth Fund <i>Funded by the Paul Hamlyn Foundation</i>	Established youth-led or youth-focused charities supporting young people aged 14-25 who face systemic barriers or disadvantages looking for multi-year, flexible funding. Registered not-for-profit organisations (charities, CIO, CIC limited by guarantee).	Up to £150,000 over 3 years	Rolling applications (anytime, all-year)

<u>Young Gamechangers Fund</u> <i>Funded by: Restless Development, Global Children's Fund and the Co-Op Foundation</i>	At least 75% of leadership must be young people aged 10-25. Open to unregistered/unconstituted groups, individuals, CICs, and registered charities. Annual Income under £100,000.	£1000 - £20,000	Funding cycles (opens late spring/summer)
<u>The Edge Fund</u> <i>Funded by the Edge Fund</i>	Grassroots action directly tackling the root causes of social, economic, or environmental justice. Exclusively funds unregistered grassroots groups of 3+ people.	Up to £1,000	Spring and Autumn Rounds
<u>UnLtd Awards</u> <i>Funded by UnLtd</i>	Starting or scaling up a social enterprise (A business whose primary aim is to solve a social or environmental problem). Individuals aged 16+ based in the UK. Annual Turnover must be under £250,000	Up to £8,000 (Start-Up Stage) Up to £18,000 (Scaling Stage)	4 application windows throughout the year (Jan-Mar, Apr-May, Jul-Aug, Oct- Dec)
<u>The Alliance For Youth Organising</u> <i>Funded by The Blagrave Trust, Paul Hamlyn Foundation, and Esmée Fairbairn Foundation</i>	Informal youth collectives, young activities, and supporting non-profits working in youth-led community organising and campaigning.	Up to £15,000 Up to £85,000	Closed in 2026 (but the next funding round is undetermined)

A List of Foundations, Trusts, and Grant-Giving Bodies

This is an abbreviated list (with summarised information) of U.K grant-giving organisations. It is **strongly** encouraged that you use the resources in this booklet (e.g., the Building Your Funder Pipeline Resource and the 360 Giving Resource) to help you explore the philanthropic landscape. However, the table below is to help give you some starting points.

Funder	What do they typically fund?	Who do they typically fund?
<u>Barbara Ward Children's Foundation</u>	Improving the quality of life for severely disadvantaged, ill, or vulnerable children and young people (under 18s).	UK-registered charities with a track record of supporting disadvantaged young people.
<u>The Baring Foundation</u>	The intersection of creative arts and mental health, alongside human rights protections for civic society.	Established arts organisation, mental health charities, and human rights bodies.
<u>Barrow Cadbury Trust</u>	Grassroots social justice, criminal justice reform, fair migration systems, economic injustice, and structural anti-racism.	Non-profit organisations, grassroots social justice campaigns, and registered charities. Strong focus on Birmingham.
<u>BBC Children in Need</u>	Organisations addressing childhood poverty, disability, trauma, and social disadvantage	Not-for-profit organisations supporting individuals aged 18 and under.
<u>Blagrave Trust</u>	Place-based investment in hubs	Based in Portsmouth, London, and Birmingham

<u>Civic Power Fund</u>	Grassroots community organising, local campaigning, democratic engagement, and building collective power to tackle systemic injustice. Shifting resources directly to movement builders and communities fighting for long-term change.	Grassroots groups and non-profit organisations.
<u>City Bridge Foundation</u>	Social welfare advice, social action, climate action, and systems change addressing inequality across London.	Not-for-profit organisations, registered charities, and CICs operating across the 32 London Boroughs or the City of London.
<u>Comic Relief</u>	Poverty alleviation, gender justice, racial equality, mental health stigma, and homeless.	Registered charities, social enterprises, and community-based organisations.
<u>Co-Op Foundation</u>	Community spaces, public inclusion, environmental action, and co-operative solutions to local challenges.	<u>Young Gamechangers Fund</u> <u>Local Community Fund</u>
<u>Corra Foundation</u>	Community-led action, human rights advocacy, and tackling structural poverty in Scotland.	Grassroots organisations, charities, and community groups based and working in Scotland.
<u>Esmée Fairbairn Foundation</u>	Environmental restoration, social justice, and place-based community-led change.	Registered charities, social enterprises, and organisations with robust governance (3 directors).
<u>Forte Charitable Foundation</u>	Frontline community services, healthcare, educational access, and social welfare in areas experiencing deprivation.	Charitable organisation operation in areas among the 15% most deprived on the index of Multiple Deprivation (England, Scotland, Wales, and Northern Ireland).

<u>Garfield Weston Foundation</u>	Capital projects (buildings/equipment) and core operational costs across welfare, community, health, environment, education, and arts.	Registered charities, CIOs, and places of worship across the UK.
<u>Global Fund For Children</u>	Early-stage community-rooted organisations working with vulnerable children and youth.	Locally led non-profits and community groups working directly with children or youth.
<u>Groundwork UK</u>	Community green space initiatives, neighbourhood sustainability, park cleanups, and local environmental poverty reduction.	Voluntary groups, community associations, schools, and local charities.
<u>Henry Smith Foundation</u>	Frontline services aimed at reducing poverty, disadvantage and social isolation across the UK.	Registered charities and non-profits with an established track record of delivering social services.
<u>John Ellerman Foundation</u>	Organisations driving systemic change and advancing wellbeing for people, society, and the natural world across the UK.	Registered UK charities with a national or regional footprint tackling long-term social, environmental or cultural challenges.
<u>Joseph Rowntree Charitable Trust</u>	Deep-rooted, systemic change work focusing on democratic accountability, peacebuilding, racial justice, and sustainable futures.	Open to charities, non-profits, and unregistered activist campaigns driving structural policy or social reform.
<u>Lloyds Bank Foundation</u>	Small, local charity helping people overcome social issues such as domestic abuse, homelessness, addiction, and asylum support.	Small registered charities with annual incomes between £25,000 and £500,000

<u>National Lottery Community Fund</u>	Local community improvements, health and wellbeing initiatives, community asset creation, and social isolation projects.	<u>National Lottery Awards For All (England)</u> Grassroots Projects <u>National Lottery - Young Starts (Scotland)</u> Grassroots Projects
<u>Paul Hamlyn Foundation</u>	Arts access and participation, social justices, education equity, and systemic change for marginalised populations.	Registered Charities, CIOs, and CICs limited by guarantee operating in the UK.
<u>The Pilgrim Trust</u>	Preservation of historic architecture/art, and social welfare initiatives supporting young women's mental health.	Registered charities, social enterprises, and non-profit organisations in the U.K.
<u>Restless Development</u>	Youth-led activism, climate justice, organising, youth civic engagement, and campaigns challenging inequality.	Informal youth collectives, individual young activists, and small youth-led non-profits where young people hold and direct leadership and decision-making power.
<u>Rosa UK</u>	Women's and girl's rights initiatives advocacy, safety, leadership, and systemic gender equity.	Women-led non-profit organisations and grassroots initiatives across the UK.
<u>The Schroder Charity Trust</u>	Education and Employment for young people, as well as wellbeing and life outcomes of disadvantaged people.	UK-registered charities delivering work within the UK.
<u>Tudor Trust</u>	Systemic change with a focus on racial justice.	Registered charities, CICs, community benefit societies, and non-profits in the U.K. (they use a relational eco-system mapping approach, rather than open call applications).

<u>UK Community Foundations</u>	Hyper-local communities initiatives, neighbourhood hubs, local poverty relief, and regional health programmes.	Local voluntary groups, community centres, and small non-profits operating within the funder's specific geographic area.
<u>The Waterloo Foundation</u>	Clean water, sanitation, environmental conservation, and social welfare in Wales.	UK-registered charities and non-profit organisations operating within target fields or locally in Wales.

Other Reading:

[The List](#)

A community-driven, free-to-access UK platform that tracks changes in funding. You can filter by categories like “Young People up to age 25” to see which funders have recently opened, closed, or changed their criteria.

[A List of Trusts That Fund Young People](#)

Published by Ian McLintock (2020)

[The King's Trust List for Financial Support](#)

Published by the King's Trust

[Unrestricted Core Cost Grant Funding For UK Charities & CICs](#)

Published by the Charity Excellence Framework

[Top Trusts and Foundations Supporting Core Costs](#)

Published by Charity Fundraising Ltd

Other Recommended Resources



Toolkits & Guides

The Youth Funding Toolkit

Published by the Iris Project

Co-created with youth leaders, this toolkit breaks down fundraising into clear, manageable steps. It covers framing your story, building budgets, identifying funder fit, and preparing for meeting with prospective donors. Available in English, Spanish, Portuguese, and Swahili.

Resource Mobilisation Toolkit for Girls, Young Women, and Trans Youth

Published by FRIDA The Young Feminist Fund (2017)

This toolkit encourages innovative and practical approaches to fundraising. It is specifically designed to support small-scale, start-up groups regardless of their previous fundraising experience.

Guide to Grassroots Fundraising

Published by the AFS Youth Assembly

Although viewed through a Youth Assembly lens (and being U.S. focused), this guide has useful tips on how to overcome the psychological barriers young people often feel around asking for money. It covers framing requests, mapping local assets (e.g. local businesses, university funds, civic groups), and managing small-donor campaigns.

StreetGames Fundraising & Sustainability Toolkit

Published by StreetGames UK

This toolkit is tailored for small UK-based youth and community groups. It breaks down funding jargon and includes a Fundraising Readiness Tool, practical guides on building a Theory of Change, and step-by-step instructions for submitting small grant applications.

Resource Hubs

Help and Guidance Hub

The National Council for Voluntary Organisations (NVCO)

A one-stop toolkit for newly formed charities, community groups, and social enterprises (CICs) that includes downloadable templates, policies, and tools, guidance on rules for trustee responsibilities and recruitment, free access to webinars, and a dedicated Small Charity Helpdesk to answer practice queries.

NPC Resource Hub

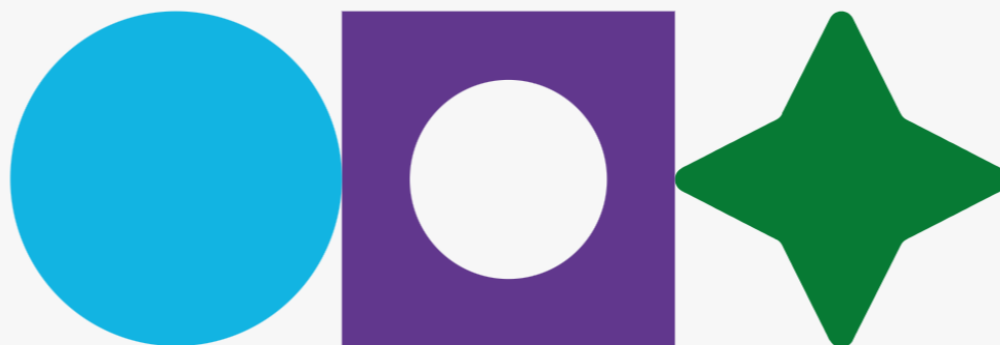
New Philanthropic Capital (NPC)

NPC is a UK thinktank dedicated to improving Social Impact. For people on the ground doing the work it provides practical tools to map out project goals, releases blogs detailing ways to track outcomes in ways that work for you, and gives guidance on how to meaningfully engage communities and build lived experience into project planning.

GOV.UK

The UK Government

The official legal authority for UK non-profits. It provides guidance to understand formal legal obligations, choosing the right setup for a piece of work, and staying compliant with UK law.



YOUNG GAMECHANGERS FUND

GLOSSARY 2026

FUNDING



TERM	DESCRIPTION
Core Funding	Funds that can be used for general operations / supporting your organisation as a whole (staff, rent, etc.).
In-Kind Support	Non-cash support, such as free space, equipment, training, or professional services (e.g. legal advice, or marketing help).
Pilot / Proof of Concept Funding	Funds that are limited and short-term, given to support the initial testing phase of a project. Enables funders and applicants to evaluate feasibility, effectiveness, and potential impact before scaling up.
Programme Funding	Funds that are restricted to a specific project or group of projects.
Project Funding	Funds for a specific, time-limited activity with clear goals and deliverables (e.g. running a 6-month youth programme).
Restricted Funding	Funds that must be used for a specific purpose, as specified by the funder.
Resource	Anything you can use to support your work (not just money!) This includes people, skills, time, partnerships, knowledge, space, and equipment.
Social Investment	Money you receive that is expected to be paid back (sometimes with interest). It's more like a loan than a grant, often used to help organisations grow or become financially sustainable.
Unrestricted Funding	Flexible funds that can be used where it's most needed. (e.g. rent, salaries, unexpected costs). This is usually the most desirable type of funding, because it offers flexibility.

FUNDERS



TERM	DESCRIPTION
Foundations	Larger grantmaking organisations that fund social causes. They often have more structured programmes and priorities than trusts and may fund over multiple years.
Funder Fit	How well your work aligns with a funder's priorities.
Funder Priorities	Specific issues or approaches a funder is focused on.
Lottery Funding	Money distributed from national lottery revenue to support community projects, arts, sports, and social initiatives. In the UK, this often comes through bodies like The National Lottery Community Fund.
Spend Down	When a foundation plans to use all its funds within a set timeframe rather than exist indefinitely.
Trusts	Charitable organisations that give out money from a fund set aside for a specific purpose (often set up by individuals or families). They usually have clear rules about what they will and won't fund.



MEASUREMENT AND IMPACT

TERM	DESCRIPTION
Baseline Data	Starting point measurements used to compare future progress.

Evidence-Based	Using data and research to support your approach.
Impact	Long-term, systemic change (e.g., reduced inequality, improved health outcomes).
Impact Measurement / Impact Evaluation	Assessing whether your work is making a meaningful difference.
Key Performance Indicators (KPIs)	Specific, measurable indicators used to track success.
Monitoring & Evaluation (M&E)	Processes used to track progress and assess effectiveness.
Outcomes	Short-to medium-term changes resulting from your improved skills, behavior change).
Outputs	What you directly produce (e.g., workshops delivered, people trained, people supported).



APPLICATIONS AND REPORTING

TERM	DESCRIPTION
Deliverables	Specific outputs or milestones you've promised to complete.
Due Diligence	The process funders use to assess your organisation before awarding funding.
Expression of Interest (EOI)	A short, initial application you send to a funder to introduce your organisation and idea before submitting a full proposal.
Grant Agreement	The contract once awarded a grant outlining terms, conditions, and expectations.

Grant Proposal	A formal request for funding outlining your work, goals, and budget.
Letter of Inquiry (LOI)	A short initial application used to gauge funder interest.
Leverage	Using one resource (like a grant) to unlock additional support or impact.
Pipeline	The list of potential funders you're applying to / funders you have coming up in the future.
Reporting Requirements	What you must submit after receiving funding (progress reports, financials, etc.).
Theory of Change	A clear explanation of how your activities lead to the outcomes and impact you want to achieve.



FINANCIAL TERMS

TERM	DESCRIPTION
Budget	A detailed plan of how funds will be spent.
Cash Flow	Timing of money coming in vs. going out of your accounts.
Co-funding / Match Funding	When multiple funders contribute to the same project.
Cost Allocation	How expenses are distributed across projects or activities.
Full Cost Recovery	Ensuring funding covers both direct costs and a fair share of your overheads.
Income	All the money you receive from different sources (grants, sales, donations, etc.). Sometimes used interchangeably with turnover, although income can be a broader term.



Overheads / Indirect Costs	Operational expenses not tied to a single project (e.g. admin, rent, utilities).
Reserves	Savings held by an organisation for stability and risk management.
Trading / Earned income	Money you / your organisation earns by selling a product or service (e.g. workshops, merchandise, consulting). This is not a grant (you generate it yourself).
Turnover	The total amount of money you bring in over a period of time (before expenses are taken out).

RELATIONSHIPS AND ECOSYSTEM



TERM	DESCRIPTION
Beneficiaries / Participants	People or communities your work is intended to support.
Funder Portfolios	The set of organisations or projects a funder supports.
Partnership / Collaboration	Working with other organisations to achieve shared goals. Sometimes you can submit partnership applications/bids.
Stakeholders	Anyone affected by or involved in your work (beneficiaries, partners, funders).

PHILANTHROPY TRENDS

TERM	DESCRIPTION
Alternative Wealth Building	Non-traditional ways of generation or sharing wealth, such as community ownership, cooperatives, mutual aid, or social enterprises. It focuses on long-term financial empowerment and is often community-led.
Capacity Building	Funding to strengthen an organisation's skills, systems, and sustainability.
Diversity, Equity, and Inclusion (DEI)	Efforts to ensure fairness and representation in funding and programming, sometimes referred to as EDI.
Participatory Grantmaking	Involving communities affected by issues in funding decisions.
Scaling	Expanding the reach or impact of your work.
Sustainability	Your ability to continue operating long-term (financially and operationally).
Systems Change	Addressing root causes rather than symptoms of problems.
Trust-Based Philanthropy	An approach emphasising flexible funding, fewer restrictions, and stronger relationships.



RISK, COMPLIANCE, AND GOVERNANCE

TERM	DESCRIPTION
Compliance	Following legal, financial, and regulatory requirements.
Governance	How your organisation is directed and controlled (e.g. board oversight)

Risk Management

Identifying and mitigating potential challenges or harms.

Safeguarding

Policies and practices to protect vulnerable people.