

## **FINE is the leading expert on funding sources in the North East.**

We help voluntary and community organisations make effective use of their fundraising time and help people to be realistic, to keep up to date and to seize opportunities.

FINE provides an overview of the funding environment in the region, helps promote a dialogue between funders and helps promote a dialogue between funders and the applicant sector.

We do this by providing a comprehensive range of funding information products and services which meet the needs of all kinds of organisations including social enterprises, community groups and charities of every size. We also work closely with Funding Advisers who provide direct support to fund seekers, and with Funders, acting both as a resource and as a channel of information for funding intelligence.

## **our achievements in 2010 - 2011**

Our funding bulletins continue to provide VCS organisations with timely information on funding programmes as they arise, plus news about funding trends and policy development. We produced fortnightly ebulletins, **News You Can Use**, and a 6-weekly print version, **Grants Bulletin**, covering national and local funds including grants, social investment opportunities and information on trading. 137 organisations subscribed to these bulletins directly. A survey of Local Support and Development Organisations showed that information from our bulletins was then re-circulated to over 6000 VCS organisations across the North East.

**ConTracked** contains details of VCS-relevant contracts mainly issued by public sector bodies. There are nearly 200 direct subscribers to this bulletin which is also available on our website. ConTracked complements our other bulletins and has proved a valuable addition to our suite of services allowing us to offer a comprehensive funding information service to the sector.

# our achievements in 2010 - 2011

The directory of **Funding and Income Generation Support** went live in July providing details of experts able to help VCS organisations diversify their income streams. A variety of specialists offer services such as organisational development, marketing, training and funding advice. Over 150 organisations have used the directory since it was launched.

In January we launched the 11th edition of the **North East Guide to Grants for Voluntary Organisations**. This popular publication gives details of grant-making Trusts and Foundations who are interested in funding work in our region. We kept the costs of this low (just £18.00 full price) were able to offer a 50% discount for small organisations thanks to support from the Northern Rock Foundation. Demand for this publication has already outstripped the previous edition with 311 copies of the new edition sold in the first three months.

We re-branded FINE with a new website and logo bringing a fresh modern look to the project. We also developed marketing materials which complemented our new look and have enabled us to market our services more effectively.

Throughout the year we delivered training to support staff providing funding advice and also directly to frontline organisations. In total we delivered 18 courses across the North East and one in Cumbria and we trained 222 people. Our courses covered many aspects of funding including basic fundraising skills, contracting and tender readiness, trading, quality assurance and social impact. Feedback from participants rated our courses as good or very good.

Our work with the Funding Advice Network (FAWN) and North East Funders Forum (NEFF) saw us bringing topical speakers on funding policy (e.g. Social Impact Bonds, Personalisation, Big Society) and practice (charity trading, measuring impact). We brought leading thinkers to the quarterly NEFF meetings and national and local funders to the bi-monthly FAWN meetings enabling better informed participants, the sharing of knowledge and good practice and opportunities for networking. 13 organisations regularly attended FAWN meetings and NEFF meetings attracted between 10 and 25 delegates at each meeting.

**many thanks for the continued support of our funders in 2010 - 2011**

1989 Willan Trust \* Big Lottery Fund \* Capacitybuilders  
The Hadrian Trust \* The Joicey Trust \* Sir James Knott Trust  
The Rothley Trust \* Sherburn House Charity

## what people think of our bulletins

- "The service has undoubtedly contributed to the sector being better informed and prepared"
- "We find this information very important"
- "I'm more aware of opportunities available and the process becomes more familiar"
- "Up to date information in clear concise format"
- "I find it useful to see the opportunities available in other parts of the region"

## what people think of our training

"Excellent Day, programme was varied, relevant and practical"  
*(Advocating Intelligent Commissioning)*

"A very useful and interesting day – thanks" *(Love Your Tender)*

"A very useful session delivered professionally and covering current and relevant issues" *(Give Yourself The Edge)*

"As always, good to share experience and common issues"  
*(Measuring Impact)*

# who we are

FINE is a project of Gateshead Voluntary Organisations Council (GVOC) but is accountable to the FINE Development Group, a consortium of support and development organisations which include:

David Francis *(Community Action Northumberland)*

Gev Pringle *(GVOC)*

Dinah Lane *(Middlesbrough VDA)*

Sally Young *(Newcastle CVS)*

Julie Duell *(North Tyneside VODA)*

Simon Davison *(One Voice Network Durham)*

Allyson Stewart *(South Tyneside CVS)*

Gillian McDonough *(VCA Sunderland)*

Jo Curry *(VONNE)*

Our staff this year were:

Fiona Christian (Project Coordinator)

Nicole Kirby (Training Officer)

Jen Thompson (Research & Information Officer)

Tony Youll (Administrator)

## financial review

2010-11 was a relatively healthy year for FINE with grants from both CapacityBuilders and the Big Lottery Fund (BASIS) to supplement longstanding support from local Trusts. Income generated from the information services and training contributed towards maintaining the Project's core costs. In common with many of the organisations which use us we face a much more difficult year ahead. We are constantly reviewing our services and the ways in which we work to ensure that we can continue to provide essential funding information across the region. We will continue to be alive to funding opportunities as they arise whilst seeking out new markets for our most successful services.

A full financial statement is available on request.

Many thanks to our partners who supported us this year:



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achieving impact  
in the Tees Valley

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