

NORTH LANARKSHIRE COUNCIL**COMMITTEE REPORT**

To: Policy and Resources (Community Development) Sub Committee	Subject: Income Generation Workshop 29/30 August 1996
From: Chief Executive	
Date: 22 August 1996	Ref: SM/NJ

1.0 Introduction

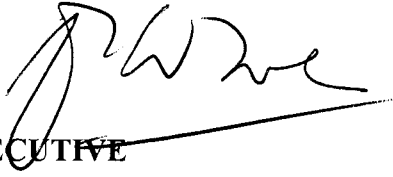
- 1.1 The former Strathclyde Regional Council organised a series of seminars, for voluntary organisations entitled "Income Generation" during 1995/96. Due to some organisational difficulties the seminar which was to be held within the North Lanarkshire area was cancelled.
- 1.2 However, an agreement with the workshop providers, The Management Centre, was reached and the seminar has now been organised for North Lanarkshire Council on 29 and 30 August 1996.

2.0 Workshop Arrangements

- 2.1 Around 300 voluntary and community organisations from throughout North Lanarkshire were sent details of the workshop and invited to book one place on a first come first served basis. Places are limited to 36. The workshop is aimed at organisations who want to secure funding for their current activities or for a development project.
- 2.2 The main sources of income explored at the workshop are the £700 million awarded annually in the United Kingdom by Trusts and Foundations, business sponsorship and lottery funds. Participants are involved in developing a fund-raising strategy and a fund-raising proposal for their organisation. The workshop is of very high quality and evaluation undertaken by the former Strathclyde Regional Council Partnership Office of similar workshops in 1994 and 1995 demonstrated that within 4 months of attendance participants had raised from £150,000 to over £500,000 from the sources indicated above.
- 2.3 The 36 available places on the workshop have been taken and a further 25 organisations have requested a place on future workshops.
- 2.4 Details of the participants and a programme for the workshop are attached for information.

3.0 Recommendation

It is recommended that the Sub Committee note the contents of the report.

A handwritten signature in black ink, appearing to read "J. W. [unclear]", written over a horizontal line.

CHIEF EXECUTIVE

NORTH LANARKSHIRE COUNCIL
INCOME GENERATION PROGRAMME

29-30 August 1996

DAY ONE

- 9.30: Coffee and Registration
- 10.00: Welcome and Introduction
 - ground rules
 - who's who
- 10.20: Principles of Fundraising
 - golden rules
 - key ideas
- 11.15: Break
- 11.35: Making Your Case
 - building USPs
 - identifying weaknesses
- 12.30: Lunch
- 1.15: What is a Trust/Foundation?
 - key characteristics
 - scale
- 2.00: Writing Good Proposals
 - structure
 - examples of good and bad
- 2.45: Break
- 3.00: Proposals Exercise
- 3.45: How to Win the Lottery
- 4.30: Close

DAY TWO

- 9.30: Coffee
- 10.00: Review of Day One
- 10.15: Review of Proposals
 - feedback
 - how to improve
- 11.15: Break
- 11.30: How to Research
 - key reference books
 - likely sources
- 12.30: Lunch
- 1.30: Raising Cash From Businesses
 - sponsorship and philanthropy
 - key ideas
- 3.00: Break
- 3.30: Persuading Business to Provide Help
 - offering advantages/benefits
 - using networks
- 4.30: Close

From GLASGOW on the M8

Take the slip-road sign-posted for *Uddingston* on to *Langmuir/Aitkenhead Road*, turn left, and continue to the road end at the *Scot-Mid Superstore*.

Turn left on to *Old Edinburgh Road* and continue along the road to the *Shoefayre Factory*, then take the first right.

From GLASGOW on the M74

Take the slip-road sign-posted for *Bellshill* down to the roundabout.

Take the first turn-off at the roundabout and continue uphill, take the second slip-road sign-posted for *Tannochside*, then take the first turn-off at the roundabout at the top of the slip-road into the *New Edinburgh Road*, then take the first right.

From EDINBURGH on the M8

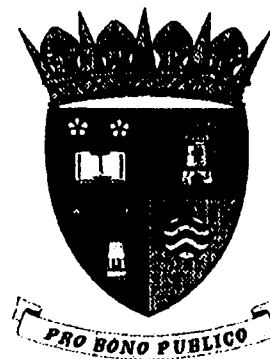
Take the slip-road sign-posted for *Bellshill, Hamilton and East Kilbride*.

NB Keep to the left and follow signs for Hamilton and East Kilbride.

Continue down the road and take the second slip-road to the roundabout.

Take the third exit from the roundabout on to the *New Edinburgh Road*, then take the first right.

DEPARTMENT OF CONSTRUCTION SERVICES



NORTH LANARKSHIRE COUNCIL

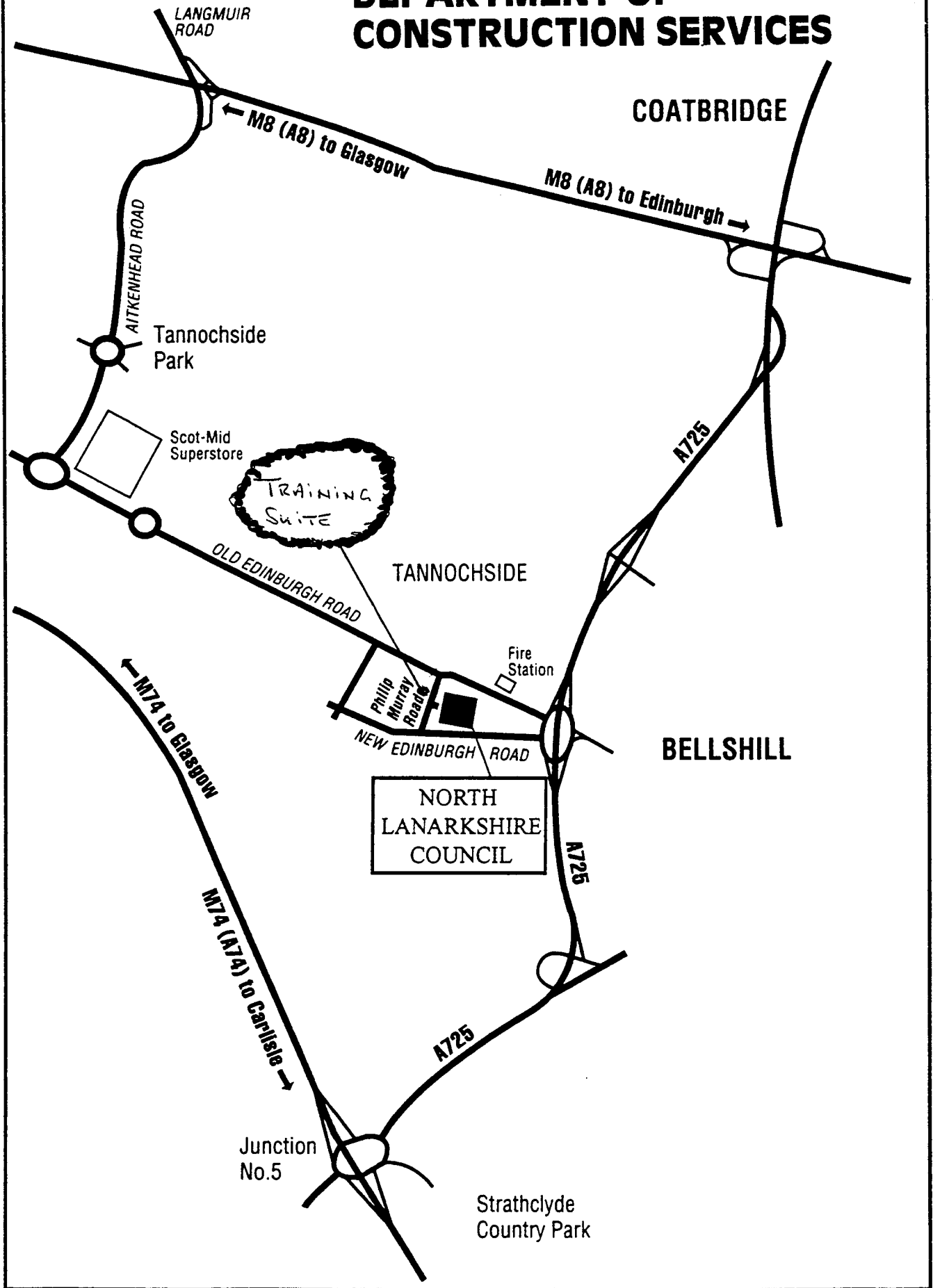
HEADQUARTERS

**PHILIP MURRAY ROAD
BELLSHILL, ML43JX**

**Tel: Bellshill (0698) 749121
Fax: Bellshill (0698) 740796**

HOW TO GET THERE

DEPARTMENT OF CONSTRUCTION SERVICES



PARTICIPANT LIST - INCOME GENERATION WORKSHOP 29/30 AUGUST 1996

Mrs Isabel Slack
 Monklands Rainbow Association
 (Training/support for people with learning disabilities)
 14 Kintyre Crescent
 Plains
 Airdrie
 ML6 7NF

Ms Nancy Hitchcock
 Parent & Children Support Project
 (P.A.C.S)
 c/o CAVOC House
 241 Brandon Street
 Motherwell
 ML1 1RS

Mr Thomas Hutton
 North Airdrie
 Credit Union
 63 North Bridge Street
 Airdrie
 ML6 0JA

Ms Margaret R Smith
 Disport
 (activities for young adults with disabilities)
 2 Corsewall Street
 Coatbridge
 ML5 1PY

Mr Edward McLaughlan
 Community Council
 10 Arbuckle Place
 Plains
 By Airdrie

Utheo Ltd
 Orbiston Neighbourhood Centre
 Busby Road
 Bellshill
 ML4 2BW

Ms Carol Dunne
 Rochsoles Community Resource Project
 63B Rochsoles Drive
 Airdrie
 ML6 6ST

Ms Anne-Marie Fagan
 Motherwell YMCA (Childcare Co-ordinator)
 301 Brandon Street
 Motherwell
 ML1 1RS

Mr James Taggart
 Airdrie Helping Hands
 22 Rochsolloch Farm Cottages
 Victoria Place
 Airdrie
 ML6 9BQ

Mr Robert Campbell
 Age Concern Scotland
 Unit 53 Fountain Business Centre
 Coatbridge
 ML5 3AA

Mr Stewart Watson
 Community Worker
 Plains Community House
 171 Main Street
 Plains
 By Airdrie

Ms Margot McCormick
 North Lanarkshire (North) Womens Aid Ltd
 7 Avon Walk
 Town Centre
 Cumbernauld

Mrs Andrina M Thomson
 Arthritis Care Wishaw and District
 130 Stewarton Street
 Wishaw
 ML2 8AG

Mr Willie Foy
 Bellshill Community Council
 209 Motherwell Road
 Bellshill

Ms Michelle Munro
 Learning Disability Community Support
 Group
 Befrienders Project
 Training Flat
 Chilterns Home
 Chryston G69 9DS

PARTICIPANT LIST - INCOME GENERATION WORKSHOP 29/30 AUGUST 1996

Mr Christopher Kelly
 Moodiesburn Tennants Association
 135 Glenmanor Avenue
 Moodiesburn
 Chryston
 Glasgow G69 0DL

Mr Peter Taylor
 Coatbridge Community Print Workshop
 Rosehall High School
 Woodhall Avenue
 Coatbridge
 ML5 5DB

Mr Hugh Armstrong
 Croy Chris Project
 (community information and resource centre)
 9a Constarry Road
 Croy
 G65

Ms Patricia McDonnell
 Wellwynd Playgroup
 48 Ayr Drive
 Airdrie
 ML6 9XG

Ms Anne-Marie Robertson
 The Alpha Project
 (disabled project provides respite care and
 teaches life skills)
 Muirfield Centre
 Brown Road
 Seafar
 Cumbernauld

Ms Maureen Morgan
 Monklands Association of Voluntary Service
 MAVS (Treasurer)
 87/89 Park Street
 Airdrie
 ML6 0PT

Ms Libby McLaughlin
 U.V.A.F. Project for the Elderely
 c/o Craigneuk Development and Support
 Unit 53 Meadowhead Road
 Craigneuk
 Wishaw ML2 7UX

Ms Marylyn Williamson
 Whinhall Safe Play Action Project
 87-89 Park Street
 Whinhall
 Airdrie

Mr Richard Cantwell
 Plains Village Park
 171 Main Street
 Plains
 Airdrie
 ML6 7SQ

Mr James McKechnie
 Seafar and Ravenswood Residents'
 Association
 3c Darroch Way
 Seafar
 Cumbernauld
 G67 1QA

Ms Jane Orrick
 K.A.R.T.E.
 78 Culzean Avenue
 Cuperhead
 Coatbridge
 ML5 5LW

Mr Arthur Gardner
 Monklands Carers Respite Group
 58 Hospital Street
 Coatbridge
 ML5 4DW

Mrs M Black
 Kildrum Community Council
 14G Mossguie Road
 Kildrum
 Cumbernauld
 G67 2EY

Mr Neil Grierson
 Community and Voluntary Organisations
 Council
 C.A.V.O.C
 241 Brandon Street
 Motherwell
 North Lanarkshire
 ML1 1RS

Ms M Armstrong
Croy Village Trust
c/o Chris Project
9a Constarry Road
Croy
G65

Mr Nahid Khan
Monklands Asian Group
6 Braedale Avenue
Airdrie

Mr Eric Stallard
Airdrie YMCA/YWCA
15/17 Hallcraig Street
Airdrie
ML6 6AH

Ms Beth Moore
Lanarkshire Community Care Forum
40 Castle Street
Hamilton
ML3 6BU

Mr Simon Richardson
Blue Triangle Housing Association
596 Old Edinburgh Road
Viewpark
Uddingston
G71 6HL

Ms Annie Millar
Cumbernauld Action for Care of the Elderly
Muirfield Centre
Brown Road
Seafar
Cumbernauld G67 1AA

Ms Carolyn Smith
Monklands Volunteer Bureau
Chapelside Centre
Waddell Street
Airdrie
ML6 6AH