

REPORT

To: POLICY AND RESOURCES (COMMUNITY DEVELOPMENT) SUB COMMITTEE		Subject: INCOME GENERATION WORKSHOP 29-30 AUGUST 1996	
From: CHIEF EXECUTIVE			
Date: 1 November 1996	Ref: NS/MT		

1 Introduction

- 1.1 A report was submitted to the meeting of the Sub-Committee held on 28 August 1996 outlining arrangements for an Income Generation Workshop which was organised for 29 and 30 August 1996, facilitated by the Management Centre.
- 1.2 The purpose of this report is to provide an interim evaluation of the value of the workshops.

2 Workshop Details

- 2.1 The workshop was aimed at organisations who want to secure funding for their current activities or for a development project. The workshop was held at the Training Suite at Construction Services in Bellshill. Places were available on a free-of-charge basis. The demand for places was extensive with almost 100 organisations applying.
- 2.2 A total of 31 organisations were represented at the two day workshop. The workshop explored sources of funding other than local authority grants - including the £700m. awarded annually in the UK by trusts and foundations, business sponsorship and lottery funds. The programme covered principles of fundraising, how to make the best case for your organisation and how to research likely sources of monies. Participants were involved in writing and developing a funding proposal.
- 2.3 A list of the organisations represented at the workshop is appended.

3 Workshop Feedback and Evaluation

- 3.1 The informal feedback at the workshop was very positive. No one dropped out of the workshop after the first day and many participants said the workshop exceeded their expectations. All participants were sent a feedback form two weeks after the workshop and most of these have been returned to the Management Centre, who in turn have provided copies to the Chief Executive's Department. All participants either agreed strongly or agreed with the following statements -

- I found the programme relevant to my job
- The programme leader had a strong grasp of the topic
- The exercises and activities in the programme helped my learning
- The workbook and handouts are useful reference material for me
- The programme leader's presentation was well paced and clear
- The programme's objectives were explained clearly
- The training facilities were good
- The food and refreshments were good

Typical general comments were "the Seminar was excellent", the information provided was practical and useful and "I would be interested in attending any future programmes".

- 3.2 To help evaluate the extent to which the workshop has helped the organisations involved raise money from various sources the Community Development Section of the Chief Executive's Department plan to invite participants to an Evaluation Meeting in January. Evaluation undertaken by Strathclyde Regional Council of similar workshops in 1994 and 1995 found that within five months of attendance participants had collectively raised from £150,000 to over £500,000 from trusts, foundations, business sources, lottery funds and other sources.

4 Future Workshops

- 4.1 Several of the organisations who were unsuccessful in securing a place at the workshop and others who have heard of the success of the workshop more recently, have requested a place on any future workshops on income generation.
- 4.2 Pending the outcome of the evaluation of the workshop it is proposed to seek funding from the Council to run a similar workshop in the early part of 1997. In principle support from the Committee is sought at this stage.

5 Recommendations

- 5.1 It is recommended that the Sub-Committee provide, in principle, support for an income generation workshop in Spring 1997 and other wise note the contents of the report.

pp. Jim Coates

Chief Executive

North Lanarkshire Council**Income Generation Workshop - 29/30 August 1996****Participant Organisations**

Coatbridge Community Print Workshop
Croy Community Help, Resource and Information Service Project
Wellwynd Playgroup
The Alpha Project
Monklands Association of Voluntary Service
U.V.A.F. Project for the Elderly
Whinhall Safe Play Action Project
Plains Village Park
Seafar and Ravenswood Residents' Association
Kirkwood Adult Returners to Education
Kildrum Community Council
C.A.V.O.C.
Croy Village Trust
Monklands Asian Group
Airdrie YMCA/YWCA
Parent and Children Support Project
Disport
Plains Community Council
Utheo Limited
Rochsoles Community Resource Project
Age Concern Scotland
Bellshill Community Council
Learning Disability Community Support Group
Moodiesburn Tenants Association
Lanarkshire Community Care Forum
Blue Triangle Housing Association
Monklands Volunteer Bureau
Arthritis Care
North Lanarkshire (North) Women's Aid Limited
Rainbow Association