



# KENT SCOUTS

Global Projects



# JAMBOREE & EXPEDITION FUNDRAISING & GRANTS!

Alan Noake MBE

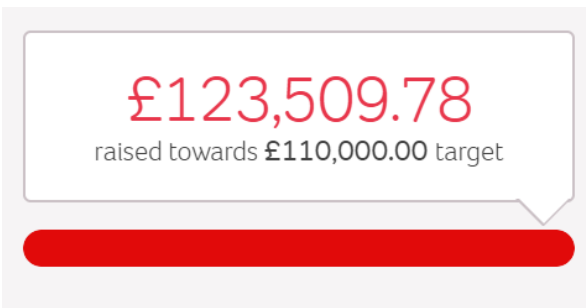
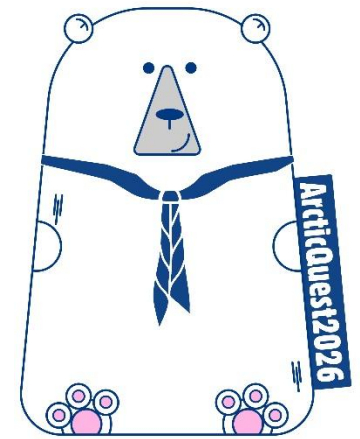
County Community Impact & Visits Abroad Team Leader  
Kent Scouts (GLOBAL PROJECTS)

# Alan Noake MBE

Institute of  
Fundraising

ASSOCIATE  
MEMBER

Excellent fundraising *for a better world*



# The Fear of Fundraising!



## A PATHOLOGICAL FEAR OF FUNDRAISING...?

- “I hate to ask for money.”
- “I don’t have the time.”
- “Isn’t that the expedition leader’s job?”
- “I don’t know what to say.”
- “Let’s hire someone to do it for us.”
- “Can’t we just get grants?”
- “Let’s throw a fundraising gala!”
- “Bill Gates has a lot of money...  
let’s just ask him!”



# Getting over the Fear



*Be passionate.*

Celebrating progress is much like aiming for a personal best.

**Practice  
makes  
Progress**

Derrin Cramer, 2012

Photo CC by Marcin Wichary

Be prepared for rejections



a goal without  
a plan is just  
a wish

- Antoine de Saint Exupéry

be  
yourself  
—an  
original  
is worth  
more  
than  
a copy

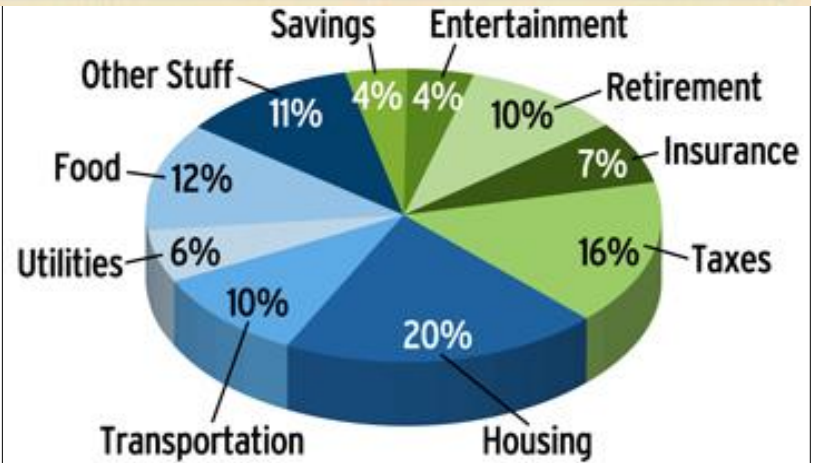




*“ Fundraising is the gentle art of teaching people the joy of giving.”*

Henry A. (Hank) Rosso

# Extracting money



“

**"WE ARE MORE ALIKE,  
MY FRIENDS, THAN  
WE ARE UNALIKE."**

MAYA ANGELOU

Giving is not just  
about make a donation,  
it's about  
making a difference.

- Kathy Calvin



“Fundraising is justified when it is used as a responsible invitation guiding contributors to make the kind of gift that will meet their own special needs and add greater meaning to their lives.”

Henry A. (Hank) Rosso

Ask for the money fearlessly



Ask For The  
**MONEY**  
FEARLESSLY



But respectfully!



**SHOW ME THE**

**MONEY!!!!!!!**





“Fundraising should never be undertaken simply to raise funds; it must serve the large cause .”

Henry A. (Hank) Rosso

Reframe the story!



## WHAT IS THE STORY?

“Please can you sponsor

10 Scouts to go on a really

cool expedition to Antarctica?”

Power of 3!

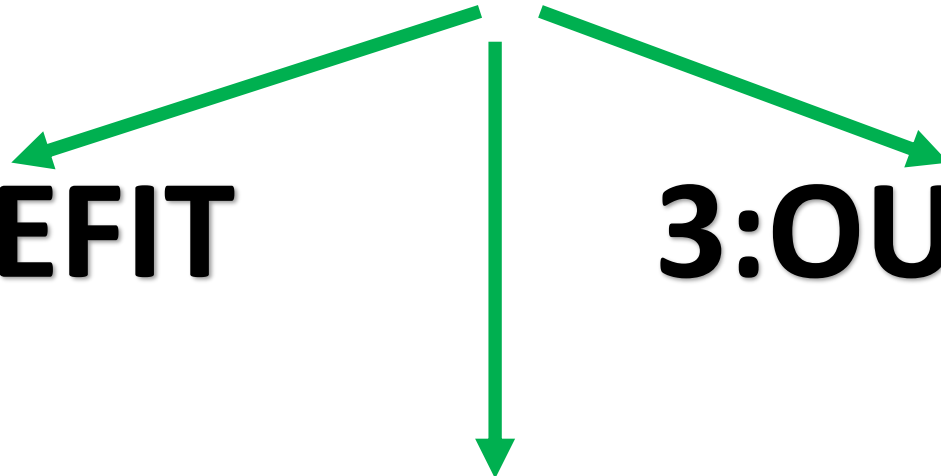


**STORY<sup>3</sup>**

**1: BENEFIT**

**3: OUTCOME**

**2: WHY?**



# Example!



**BENEFIT**

**10** Scouting Ambassadors  
(8 from Kent & two from Scotland)  
sailing on a tall ship to Antarctica.

**10<sup>3</sup>**

**WHY?**

**100** years  
after the original Shackleton-Rowett  
'Quest' expedition back in 1921.



**OUTCOME**

**1000s** of young people  
engaged & educated about the

**3** key lessons of

*Peace, Environment* and *Heritage*  
to be learned from this amazing  
fragile frozen Southern continent.



# Fundraising Guidelines



“Ethical fundraising balances the duty of fundraisers to ask for support, with the rights of other stakeholders not to be put under ‘undue’ pressure to donate.”

– Ian MacQuillin, Rogare

**UKFundraising**  
www.fundraising.co.uk



**CANCELLATION  
POLICY**

**PAID**  
**Deposit**

## Fundraising Record Sheet

Term/Activity Undertaken :                      Year :  
Coordinator :    Due Date :

Type of Activity:  
Important Contacts:

Record Actions Taken for this Fundraising Event

Task	By Whom	Completed

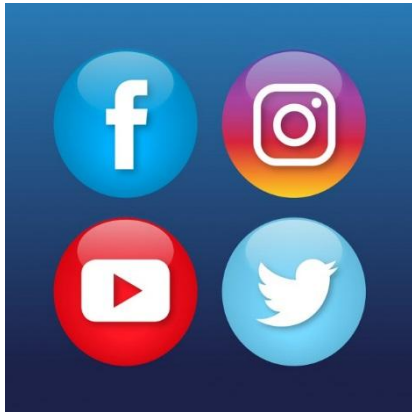
# Fundraising Online



**donr** 

**gofundme** 

~~ **moneygiving**~~



# Online Fundraising Journey

## 6 Tips for Raising Money Online for your Volunteer Travel



# Fundraising Ideas A-Z

## Fundraising A - Z



**A** Abseil  
Aerobics

<b>B</b> Boxing Bus pull Bungee jump Baked bean bath	<b>C</b> Cycle Cook-a-thon Chocolate ban	<b>D</b> Dance Dress up Do a dare!	<b>E</b> Eating competition Expedition	<b>F</b> 5K Fun run Facepaint
<b>G</b> Golf Give up something you love	<b>H</b> Hike Head shave Half marathon	<b>I</b> Ice bucket challenge	<b>J</b> Juggle Jailbreak	<b>K</b> Knit-a-thon
<b>L</b> Local race Log throw	<b>M</b> Mud assault course Marathon	<b>N</b> Night walk No swearing	<b>O</b> Onesie day Office dare/activity	<b>P</b> Pledge Pyjama day
<b>Q</b> Quiet time Quit a habit	<b>R</b> Run Row-a-thon	<b>S</b> Swim Sky dive Sleep out	<b>T</b> 10K Triathlon Three peak challenge	<b>U</b> Underwear day (on the outside)
<b>V</b> Be a vegetarian /vegan for a month	<b>W</b> Wax Walk World record attempt	<b>X</b> X-plain why your chosen cause needs money	<b>Y</b> Yo-Yo competition Yoga day	<b>Z</b> Zorb Zumbathon

Happy fundraising! [fundraise.localgiving.org](https://fundraise.localgiving.org)

# A for Auction



<https://www.ebay.co.uk>



<https://www.jumblebee.co.uk>

# Fundraising Ideas A-Z

**Fundraising A-Z**  

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# M for Merchandise



<https://www.request2021.org.uk/support>

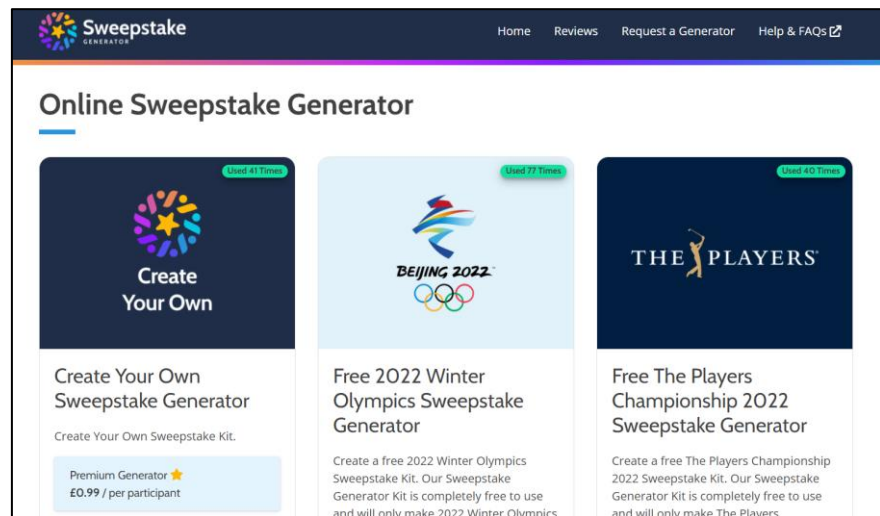
# Fundraising Ideas A-Z

**Fundraising A-Z**  


<b>A</b> Abseil Aerobics				
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Happy fundraising! [fundraise.localgiving.org](https://fundraise.localgiving.org)

# S for Sweepstakes



The screenshot shows the 'Sweepstake Generator' website. The header includes the logo and navigation links: Home, Reviews, Request a Generator, and Help & FAQs. The main heading is 'Online Sweepstake Generator'. Below this, there are three featured generators:

- Create Your Own Sweepstake Generator:** Labeled 'Used 41 Times'. It features a colorful starburst logo. Description: 'Create Your Own Sweepstake Kit. Premium Generator ★ £0.99 / per participant'.
- Free 2022 Winter Olympics Sweepstake Generator:** Labeled 'Used 77 Times'. It features the Beijing 2022 Olympic logo. Description: 'Create a free 2022 Winter Olympics Sweepstake Kit. Our Sweepstake Generator Kit is completely free to use and will only make 2022 Winter Olympics'.
- Free The Players Championship 2022 Sweepstake Generator:** Labeled 'Used 40 Times'. It features 'THE PLAYERS' logo. Description: 'Create a free The Players Championship 2022 Sweepstake Kit. Our Sweepstake Generator Kit is completely free to use and will only make The Players'.

<https://www.sweepstakegenerator.com>

# Fundraising Ideas A-Z



## V for Virtual Quiz



<https://www.virtualquizevents.com>

### Fundraising A-Z



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Happy fundraising! [fundraise.localgiving.org](https://fundraise.localgiving.org)

# Time To Share



In Groups



Fundraising Plan



Clear Target



Be Prepared to Share



# Evaluate Fundraising Ideas

Make a list of Fundraising Ideas that you like – then evaluate each one!

**Evaluation Sheet for New Fundraising Ideas**

Description	Potential Revenue (1-low, 10-high)	Effort (1-very hard, 10-very easy)	Likely Success (1-low, 10-high)	Uniqueness (1-not unique, 10-very unique)	Mission Match (1-not at all, 10-very)	TOTAL POINTS
<i>Grant Applications</i>	10	8	7	3	1	29
<i>Quiz Night</i>	7	3	7	2	10	30
<i>Sausage Sizzle</i>	8	7	6	7	1	29
<i>Badge Sales</i>	7	7	8	7	10	39
<i>Sponsored walk or bike ride</i>	7	3	8	7	1	26
<i>Coffee Morning</i>	5	7	5	7	1	25
<i>Leaflet Drop</i>	8	7	10	7	1	33
<i>Sponsored Head Shave</i>	4	3	10	6	1	24
<i>Bag Packing</i>	10	7	10	2	1	30
<i>Camp Tuck Shop</i>	5	7	4	4	1	21
<i>Cinema Night</i>	5	7	4	7	1	24
<i>Sponsored Silence</i>	7	3	3	4	1	18
<i>Car Boot Sale</i>	8	7	7	3	1	26



# Fundraising Plan

Put together a fundraising plan but remember it is just a plan!

<b>FUNDRAISING ACTIVITY</b>	<b>Original Plan</b>	<b>Current Plan</b>	<b>Actual Funds</b>
<b>FUNDRAISING TARGET</b>			

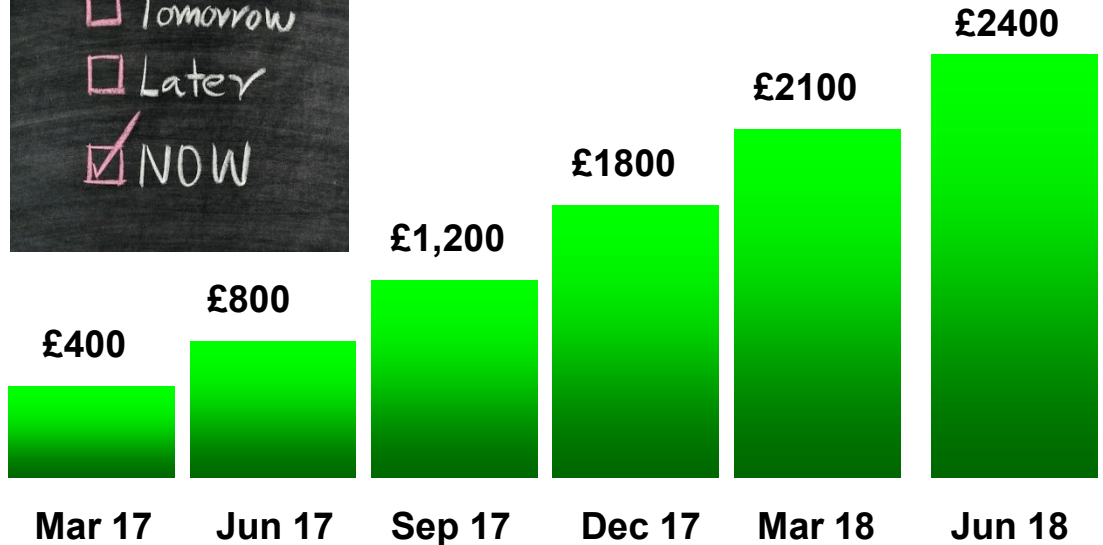
# Sample Fundraising Plan



Put together a fundraising plan but remember it is just a plan!

<b>FUNDRAISING ACTIVITY</b>	<b>Original Plan</b>	<b>Current Plan</b>	<b>Actual Funds</b>
Grant Applications	£800	<del>£800</del>	
Sponsored walk or bike ride by friends and colleagues	£300	<del>£300</del>	£250
Sausage Sizzle	£200	£200	
Badge Sales	£100	<del>£100</del>	£145
Quiz Night	£200	£200	
Car Boot Sale	£200	£200	
Leaflet Drop	£100	£100	
Supermarket Bag Packing	£500	£500	
<b>FUNDRAISING TARGET</b>	<b>£2400</b>	<del>£2400</del>	<b>£395</b>

# Fundraising Tips



# Fundraising Badge

Become the inspiration for people to start supporting good causes.

## How to earn your badge:

1. Identify and organise a fundraising initiative for either:
  1. The Scout Association, to promote and grow Scouting nationally, or your local group to pay for something like new equipment or a new roof. You could even fundraise for both
  2. another UK registered charity
2. Think of a short reason that tells potential donors about your chosen cause.
3. It must be inspiring and clear to raise the most money.
4. Set a target and a date by which you'll have raised the money.
5. We suggest a minimum of £100.
6. Write a short report about your fundraising challenge and submit it to your leader, Troop Forum or Patrol Leaders' Council.
7. Detail the cost versus the amount raised and give three top tips that could help other fundraisers.



# Gift Aid

The Scouts Gift Aid Declaration Form



## Gift Aid Declaration form

**Boost your donation by 25p of Gift Aid for every £1 you donate.**

Gift Aid is reclaimed by the charity from the tax you pay for the current tax year. Your address is needed to identify you as a current UK taxpayer. These details are kept for 6 financial years for any additional queries regarding your gift aid declaration.

**In order to Gift Aid your donation you must tick the box below:**

- I want to Gift Aid my donation of £ \_\_\_\_\_ and any donations I make in the future, or have made in the past four years to the Scout Association

*giftaid it*

### Donor's details

Title: \_\_\_\_\_ First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

Home address: \_\_\_\_\_  
\_\_\_\_\_

Postcode: \_\_\_\_\_

I am a UK taxpayer and understand that if I pay less income Tax and/or Capital Gains Tax in the current tax year than the amount of Gift Aid claimed on all my donations it is my responsibility to pay any difference.

Date: \_\_\_\_\_

### Please notify The Scout Association if you:

- Want to cancel this declaration.
- Change your name or home address
- No longer pay sufficient tax on your income and/or capital gains and cannot claim gift aid

\*if you pay income tax at the higher or additional rate and want to receive the additional tax relief due to you, you must include all your Gift Aid donations on your Self-Assessment tax return or ask HM Revenue and Customs to adjust your tax code.

You can contact us to update any details at: The Scout Association, Gilwell Park, Chingford, London, E4 7QW or email us at [fundraising@scouts.org.uk](mailto:fundraising@scouts.org.uk)



# Grant Life Cycle



# Grant Search & Shortlist



2026/27

THE DIRECTORY OF  
**GRANT  
MAKING  
TRUSTS**

29th edition

**dsc**  
directory of social change

## LSCT

The Leslie Sell Charitable Trust

**THE ROGER  
DE HAAN  
CHARITABLE TRUST**



TC FUND



<https://www.tcfund.org.uk>

FREEMASONS OF  
EAST & WEST KENT



**The Jeremy Willson  
Charitable Trust**



<https://www.jwct.org.uk>

<https://thenextchallenge.org/grant/>

**PAWPRINT  
TRUST**



**REQUEST  
FOUNDATION**  
Supporting Youth Polar Projects

<https://pawprintfamily.com/pawprint-trust>

# 12 Steps to Grant Writing



**1. Time**

**2. Shortlist**

**3. Advice**

**4. Team**

**5. Audience**

**6. Impact**

**7. Data**

**8. Story**

**9. Methods**

**10. Risks**

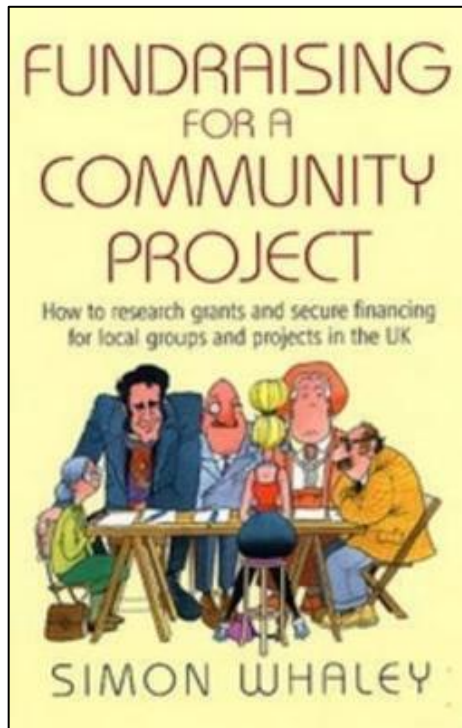
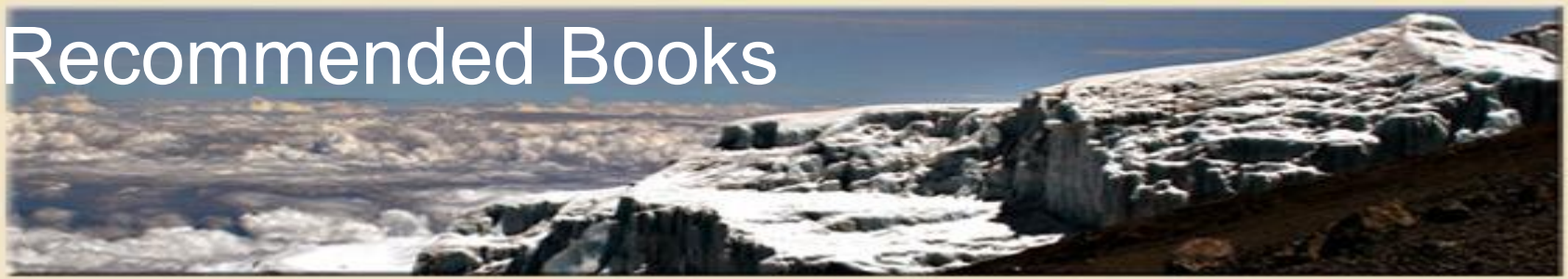
**11. Draft**

**12. Proofreading**

# Promoting Your Efforts



# Recommended Books



# Final Thoughts




There are no magic wands, no hidden tracks,  
and no secret handshakes that can bring you  
immediate success, but with time, energy  
and determination you can get there.

Darren Rowse


 quoteFancy

# Final Thoughts



All worthwhile journeys have big obstacles. It's the way of the world. The rewards go to those who can push through those trying moments and still manage to keep a smile on their face.

Bear Grylls

 quotefancy