

all
about
small
charities

ASSOCIATION, PATHFINDER DOGS, POSITIVE EAST, PRISM CHILDREN'S FUND, PUPPILS' ANIMAL HOUSE RESCUE, VISION, WEST SUSSEX MEDIATION SERVICE, WULL
COMMUNITY TRUST, WULHILL AND DISTRICT HEBREW CONGREGATION, HOSPITAL RADIO, BASINGSTOKE, GUNNERSBURY TRIANGLE SPORTS AND SOCIAL CLUB,
SICKLE CELL SOCIETY, BIG BOOKS, LATITUDE GLOBAL, VOLUNTEERING, SUPPLY ASSOCIATION FOR VISUAL IMPAIRMENT, LIVE & MIND, MOVE EUROPE, SYE
RIGHTS PRACTICE, FAMILY HOLIDAY ASSOCIATION, LIFE EDUCATION CENTRES THAMES VALLEY, ALL STAR KIDS, AMN CRAFT TRUST, PORTER, ST MARK'S HC
BLACKPOOL, TIGGERS, BOBATH CENTRE FOR CHILDREN WITH CEREBRAL PALSY, BRISTOL CRISIS SERVICE FOR WOMEN, INTERNATIONAL CHILD CARE TRUST, IS
25 ARCHITECTS FOR AID, CARES, DROITWICH HEIFET WELFARE, ECTOPIC PREGNANCY TRUST (THE), ELFRIDA RATHBONE CAMDEN, FRIENDS OF CLIFF
PETERBOROUGH SOUP KITCHEN, PHASE WORLDWIDE (PRACTICAL HELP ACHIEVING SELF EMPOWERMENT), SUNSHINE CHILDREN'S CENTRE CHARITY, THE
PROGRAMMES LTD, LUTON ACCOMMODATION & MOVE ON PROJECT READ IT TOGETHER, SEEABILITY, SHARE COMMUNITY, THE EALING COMMUNITY RESOURCE
THE WAY FOUNDATION, AFRICAN CHILDREN'S FUND, BATH HOSPITAL RADIO, BOBATH CHILDREN'S THERAPY CENTRE WALES, CHILDREN OPEN AIR MUSEUM OF
AFRICA OXFORD, CANDOR FOUNDATION (AFRICA), AFRICAN REVIVAL, ESSEX BLACK & ETHNIC MINORITY RESOURCE RESEARCH CENTRE, THE HOSPITAL BEHOLD
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LEAGUE OF LONDON, LISTENING BOOKS, WORLD DEVELOPMENT MOVEMENT, FRIENDS OF PUPPILS'S SCHOOL, SWAN ADVOCACY NETWORK, THROUGH UNIT
ACCESS TRUST, HAMILTON SCHOOL PARENT STAFF ASSOCIATION, HANDS AROUND THE WORLD, HEADWAY SOUTH WEST, LONDON, HEE & TOE, HORSHAM
CENTRE ADVISORY TRUST, THE BIG ISSUE IN THE NORTH TRUST, THE RMD COMMUNITY TRUST, UPPER HORFIELD COMMUNITY TRUST (UNOT), 1ST WHITTING
AUTISM, PROGRESS THEATRE, SCOTTISH EPILEPSY INITIATIVE, SHARED CARE NETWORK, SERIAL FIELDS CRYPT TRUST, WAIT UK, HARRISBURG SKILLS 4 LIVING
FORUM, AGE CONCERN NORFOLK, CHELSEA'S ANGELS, ACIT, CAPTIVE ANIMALS' PROTECTION SOCIETY, CARE FOR UGANDA, HIGH WYCOMBE CENTRAL
ACADEMY, GREATWOOD, LUTON YOUNG LEADERS' ACADEMY REGENERATE, RIVNIA SUPPORT SERVICES, SIMON ANSTON (GRAMMAR SCHOOL FOR BOYS),
THE BUND, LAMBORNE END CENTRE, GUESTCHANGERS, THE RESEARCH VOUCHER, SWAN WHIT GALLERIES LTD, ELLESMERE, YOUTH PROJECT, FRIEND
FOUNDATION (UK), VILLAGE WATER, APOSTLESHIP OF THE SEA, BOOKRELIEF UK, SUZY LAMPLOUGH TRUST, VILLAGE BY VILLAGE, WYSE INTERNATIONAL, WORLD
SANSAR, ILENCTED TYSUL, YOUTH, PARENTS AND CHILDREN TOGETHER, ST. ALBAN'S PCC, ELOR, FOSTER CARE ORGANISATION INTERNATIONAL, AXA II
OCARE, ENCEPHALITIS SOCIETY, FROM BOYHOOD TO MANHOOD FOUNDATION, LIFEBEAT, REVELATION, OF GOD MINISTRY, WORLD CHILD CANCER, PELVIC
INTERNATIONAL, LUMB, DUNNINGTON DOORSTEP, AT FLUFFS RABBIT RESCUE, FLAMBOYAN COMMUNITY ASSOCIATION, GWALIOR CHILDREN'S CHARITY (HELP
AWARENESS, CHILD BRAIN INJURY TRUST, CREATIVE (ARTS) LTD, HERTFORDSHIRE SOCIETY FOR THE BLIND, JULIA'S HOUSE, LIFELINES, VISION AID OVERSEAS, S
AND FREE, SAIL A CANCER, VICTA CHILDREN, DAYBREAK OXFORD, WORCESTER CASH, HEADWAY EAST LONDON, LOWER MOLE COUNTRYSIDE TRUST, MAFSA
FUND, CHELSEA AND WESTMINSTER HEALTH CHARITY, THE LITTLE PRINCESS TRUST, SPECIALEFFECT, WORKING FAMILIES, CULTURES CIC, UKUTHASA
CITIZENS ADVICE BUREAU, MIGRAINE ACTION ASSOCIATION, SELF INJURY SUPPORT, THE LUCIE BLACKMAN TRUST, SOUTHAMPTON SIGHT, READ INTERNATIONAL
SURREY SATHI, HEARTBEAT COMMUNITY, STOCKWELL PARK COMMUNITY TRUST, ST. FRANCIS' CHILDREN'S SOCIETY, ST PETERS TRUST FOR KIDNEY,
ARISE MINISTRIES GLOBAL, AGE CONCERN BRIGHTON & PORTSLADE, POST-ADOPTION CENTRE, KHULISA CRIME PREVENTION INITIATIVE, THE DEEPFISH
CARE (CAMBRIDGESHIRE), BRISSTOWE PROJECT, VOLUNTEER CENTRE CAMDEN, REVIVE ENTERPRISE, THE BROADWAY THEATRE, ESCAPING VICTIMHOOD, THE
GUILDFORD ROTARY EYE PROJECT, FORWARD FOUNDATION FOR WOMEN'S HEALTH RESEARCH AND DEVELOPMENT, CALCUTTA RESCUE FUND, COMMUN
DISABILITY ESSEX, THE CADISRA TRUST, GROUP B STREP SUPPORT, NATIONAL ASSOCIATION OF CHOIRS, SCANNAPPEAL, LIFE LIFTED BY CHANGE IN AFRIC
1ST CROWN HILL SCOUT GROUP, 1ST ISLE OF AXHOLME B-P SCOUT GROUP, 1ST KINGSTON HILL SCOUT GROUP, 2ND BILLERICA SCOUT, A.A.M.U.K. AGE OF CH
ASIA, ADOPTION SUPPORT AND CARE AGENCY, ADHD SOLUTIONS CIC, ADVANTAGE AFRICA, ADVOCATES FOR INTERNATIONAL DEVELOPMENT, AFRIC, INVERVA
CONCERN HACKNEY, AGE CONCERN HARROW, AGE CONCERN ISLINGTON, AGE CONCERN LAMBETH, AGE CONCERN TEESIDE, AHS FOUNDATION, AJITAF (ALL
ANGOLAN CULTURAL FOUNDATION, ANTI SLAVERY INTERNATIONAL, ARAMITAN, AMISTOCAT RESCUE, ARTS DEPOT, ASHFORD HOSPITAL BROADCASTING SERVIC
SOUND, BARWAGA RELIEF ORGANISATION, BASINGSTOKE AND ALTON CARDIAC REHABILITATION CHARITY LTD, BATTERY HEN WELFARE TRUST, BOU LIFESKI
EDUCATION SUPPORT GROUP, BLINDCARE, BLOOD PRESSURE ASSOCIATION, BOOTS FOR AFRICA, BORDERS ASPERGER & AUTISM GROUP SUPPORT, BOTTLE
ACTION (BRAVIA) GREAT MINDS, BRIGHTER FUTURE INTERNATIONAL TRUST, BRISTOL LESBIAN GAY BISEXUAL FORUM, BRITISH ECOLOGICAL SOCIETY, BRITISH VI
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ACTION, CHILDREN OF ST MARY'S INTENSIVE CARE, CHILDREN ON THE EDGE, CHILDREN WITH AIDS CHARITY, CHILDREN'S SAFETY EDUCATION FOR INDIANS, CH
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CONTACT THE ELDERLY, COPE, BLACK MENTAL HEALTH FOUNDATION, COSMIC - CHILDREN OF ST MARY'S INTENSIVE CARE, COSMOS, COUNTRYSIDE EDUCATION TR
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SYNDROME EDUCATION INTERNATIONAL, DOP IN - INFORMATION & COUNSELLING FOR YOUNG PEOPLE, DUHMAN PALESTINE EDUCATIONAL TRUST, DYSCO
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B STREP SUPPORT, GROWING CARE, HARLOW & BROXBORNE WOMENS AID, HAWKESBURY PRE-SCHOOL, HEADWAY CAMBRIDGE, HEALTH PSYCHOLOGY MA
DISABLED, HELPING HANDS UNITE, HERTFORD HEATH VILLAGE HALL, HESTIA HOUSING & SUPPORT, HEUGH GUN BATTERY TRUST LIMITED, HILLSBOROUGH AF
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HERITAGE SAILING, KIDS, KIDS FOR KIDS, KIDSINSPORT, KINGSTON & WIMLETON YMCA, KINGSTON VALE OPERATIC AND DRAMATIC SOCIETY, KIRKBRACK
LATIN AMERICAN CHARITY (KAMELAC), LEANDER (KINGSTON SEA SCOUT GROUP, LEICESTERSHIRE AIDS SUPPORT SERVICES, LEICESTERSHIRE DEAF
LEWIS-MANNING HOSPICE, LIBERTY FOUNDATION, LIFE AND HOPE CHARITY INTERNATIONAL, LIFELINE 4 CHERNOBYL, LIGHT FOR LIFE, LINK ETHIOPIA, LITTLE'S
FOR DISABLED PEOPLE, LONDON'S AIR AMBULANCE, LOVE LIGHT ROMANIA AID, LYME REGIS DEVELOPMENT TRUST, MAO, MANCHESTER ADOPTION SOCI
INSTITUTE OF TAMILS, MEDSIN UK, MERLIN THEATRE TRUST LIMITED, MERSEYSIDE ACCESS TO PLAY, MEXICAN DISABLED CHILDREN'S TRUST, MIDDLESEX FOR
SINGLE WOMEN, MS RESEARCH TRAINING & EDUCATION, MSIZI AFRICA, MUCHLOVED CHARITABLE TRUST, MUSIC IN PRISONS, NATIONAL KIDNEY FEDERATION,
NORTH EAST LINCOLNSHIRE MOTOR PROJECT, NORTH WHEATLEY SCHOOL P.T.F.A, NOVA NEW OPPORTUNITIES, OASIS CHILDREN'S VENTURE, OCEAN MATHEM
ALBANS, OPEN MINDS THEATRE COMPANY, OPPORTUNITY TO DO, OSSORNE PARTNERSHIP, OUT & ABOUT TRUST (ANGUL), OWTON MANOR WEST NEIGHBOUR
DIRECT, PECAN, PENTREATH LIMITED, PHOENIX SCOUTS BRISTOL, PHYS CAP FOR CHILDREN, PLANTATION DOG RESCUE, PLAY FOR YOUNGSTERS IN RURAL ARE
FOR THE BUND, POSITIVELY WOMEN, PRACYA, FRANKS COMMUNITY PROJECTS, QUAKER SOCIAL ACTION, QUEST CHARITABLE TRUST, R.U.S.E. RADIO SALAAM'S
LIVES (UK) LIMITED, TED BALLOON LEARNER CENTRE, GROUP REHABILITATION SERVICES, THE REFUGEE CENTRE, REFUGEE WORKERS CULTURAL ASSOCIATION, REFUGEE
ROOM TO READ, ROSA, ROTTWELBER WELFARE ASSOCIATION, RURAL COFFEE CARAVAN INFORMATION PROJECT, RWANDAN SCHOOL VILLAGE PROJECT, RYDEH
DICKSON BRAIN TUMOUR TRUST, SAMEX, TRUST, SANDS, THE STILLBIRTH & NEONATAL DEATH CHARITY, SAVE THE FAMILY LTD, SOB, SCHOOL HOME SUPPLY
FOUNDATION, SHE (SUPPORTS HELPING EACH OTHER), SHEP-CARE, SHEFFIELD CATS SHELTER, SHEFFIELD PICTURES, SHEFFIELD MENCAP & GATEWAY, SHE
KENYA, SOLAR AID, SOUL OF AFRICA, SOUND AND MUSIC, SOUTH LONDON AFRICAN WOMEN'S ORGANIZATION (SLAWO), SOUTH YORKSHIRE EATING DISO
SRI LANKA CHILD CARE LTD, ST CATHARINE'S LINGER FIVES PLAYGROUP, ST JOHN THE BAPTIST CHURCH CAMPSEA ASHE, ST MICHAEL'S FAMILY CENTRE, S
LIMITED, STREET ANGELS, STREET CHILDREN, STREET LEAGUE, STREET TALK, STREETLYTES, BUDAN ORGANISATION AGAINST TORTURE, SUPPORT AFTER M
MS THERAPY CENTRE, SWAFFHAM MUSEUM LTD, SWETIJOCA, TALK, TALK SURREY, TAMBA TWINS & MULTIPLE BIRTHS ASSOCIATION, TEARS TO SMILES, YES
TRUST, THE BIRMINGHAM DOGS HOME, THE BLUEBELL RAILWAY TRUST, THE BOY'S BRIGADE, NOTTINGHAM BATTALION, THE BUTTERFLY TREE, THE CALINE
DIALOGUE TRUST, THE DYSLEXIA RESEARCH TRUST, THE EAR FOUNDATION, THE ECTOPIC PREGNANCY TRUST, THE EUROPEUM, THE SAN MUSEUM, THE PO
THE GAMBIA REALITY, THE GARDEN RESCUE CHILDREN'S TRUST, THE GARGAR FOUNDATION FOR DEVELOPMENT, THE GREENWOOD PRE-SCHOOL, THE HELEN
HOUSE OF ST BARNABAS, THE HUNGER PROJECT, THE JOHN THORNHILL MEGALOPOLY TRUST, THE LARY PROJECT, THE LIGHTHOUSE GROUP, THE LITTLE POL
SCHOOL PROJECT, THE MOBILITY ADVICE LINE, THE NATIONAL ALLIANCE OF CHILDHOOD CANCER PARENT ORGANISATIONS (NACCPOL), THE OLD MILL FOUNDA
CHARITY, THE PRINCE'S FOUNDATION FOR CHILDREN & THE ARTS, THE PAX SUPPORT GROUP, THE RED BALLOON LEARNER CENTRE, THE RENEWAL PROGRAMM
OF ST JAMES, THE SPEEDWAY RIDER'S BENEVOLENT FUND, THE TEA LEAF TRUST, THE TURNING POINT TRUST, THE UPPER ROOM, THE VAUGHAN SPORTS FOU
THOMLEY ACTIVITY CENTRE, THORN CROFT PRIMARY SCHOOL P.T.A, TRICANAL HARPS GAELIC ATHLETICS CLUB, TOLERANCE INTERNATIONAL - UK, TORI
TWINKLE TRUST, ANIMAL AID, UBAKA (RWANDA), USERVOICE, VALE VOLUNTEERS, VENINGOS, VICTIM SUPPORT, SOUTH-MARK, VIDEO MANIFESTO, VILLAGE WAT
CENTRE, BURY ST EDMUND'S, VOLUNTEER CENTRE BUXTON & DISTRICT, VOLUNTEER CENTRE MERTON, VOLUNTEER CENTRE SUTTON, WADHAM PRE-SCHOOL
ACTION, WHEELS FOR WALKING, WHITGIFT SPECIAL NEEDS ACTIVITY PROJECT, WILLIAMS FOUNDATION, WILDLIFE VETS INTERNATIONAL, WILDCWOOD
WOMEN'S THERAPY CENTRE, WORK STRESS SOLUTIONS, WORKING CHANCE, WORTH UNLIMITED, YES TO LIFE, YMCA ENGLAND, YORK AND DISTRICT

“ On behalf of everyone at BIGKID, we just want to say we appreciate all the hard work that went into making Saturday a brilliant experience and so much fun. To everyone at the FSI we all send you a huge THANK YOU!

Shaniga Marasha, BIGKID Foundation

“ We are very grateful for the opportunity the FSI has provided us to raise funds. We think you are doing a wonderful job to support small charities like ourselves.

Eileen Miles, The AHS Foundation

“ The course content and the tutor were tremendously inspiring and very informative - I learned so much it hurt and have attended several other training courses since then. Apart from the obvious benefits of first-class tuition from a first-class organisation, my association with FSI has totally changed the way I think about fundraising; they instilled in me the ability to look at old challenges in new ways and have taught me the importance of networking and background research. On an organisational level KJHS now has the clarity of purpose to reorganise, reprise and re-stake KJ's claim on posterity on behalf of her beneficiaries, present and future.

Julia Bray, Kenya Jacaranda Heritage Sailing, KJHS

“ Thank you FSI for all your help and advice! You have been an enormous inspiration for me and as a result we are now reaping the rewards. Please support the FSI so they can continue to share their expert knowledge with other small charities like us!

Kalpne Patel, Sickle Cell Society

“When you walk through the doors of the FSI you become part of a mission that started in 2007; a mission to improve people's lives. Our first priority was to strengthen the small charities that are at the heart of every community. The FSI is more than just a charity in its own right: it is a group of individuals and organisations committed to making a real difference by sharing the passion, skills and vision to do the very best in support to build a better society for everyone.”

Emma Harrison, Founder and Chairman of the FSI

Since 2007, we have brought about positive change by delivering strategic support to the UK's vibrant small charity sector, continually evolving to meet the needs of the small charities who need our support. It is our ability to diversify our programmes and their delivery that is the hallmark of the FSI approach. The 2009/10 year saw expansion of the FSI team and the menu of services we delivered to any charity who needed to access our support.

The small charity sector exemplifies the very best of what can be achieved when individuals come together to deliver essential services to those most in need. Everyone in every community benefits from the work of these charities, therefore their continued ability to deliver their work is essential. The FSI is proud to play its part in supporting the vital, vibrant small charity sector by delivering training and support in the strategic skills needed to build a sustainable small charity, whilst helping small charities to celebrate their achievements and influence public policy.

www.thefsi.org



I set up the FSI to make a difference, and what a difference we are making! Each year I await the publication of this Impact Report so I can see the extraordinary work being delivered by the FSI helping the small charity sector to build capacity and implement the strategies that ensure sustainability for the charities and their beneficiaries.

I am lucky to have the opportunity to travel across the UK and meet many of the charities who have accessed the support offered by the FSI. Each of these charities is delivering much-needed services to their beneficiaries, often on a shoestring, but with extraordinary results. The small charity ethos of doing good with any resources available has a great deal to teach all of us.

The FSI is able to make an impact because of the dedication of a wide team of trustees, staff and supporters. Thanks to them, the FSI's work will continue, with more and more small charities, their beneficiaries and communities benefiting.

Emma Harrison, Founding Chairman

We want to be at the heart of the small charity sector; everyone at the FSI is motivated by a commitment to supporting the small charities whose impact adds so much to the communities across the UK. At the FSI you will always find support and encouragement to do good.

In the last year, we have added new programmes to the services we offer and grown our staff team to strengthen the quality and scope of the support we can provide. Each year the impact we deliver to small charities grows and the passion and commitment and the excitement never wanes as we help out charities whose stories would truly inspire you.

I never cease to be amazed by what small charities can achieve with the right support and I am delighted that so many individuals and organisations continue to support us to support them. I am so grateful that more and more supporters are coming on board, getting behind our vision, and helping small charities and their beneficiaries to be the best that they can be.

Pauline Broomhead, Founding CEO

STRATEGIES

(A) Deliver a balanced suite of capacity-building services that meet the needs of, and can be easily accessed by, small charities.

SERVICE...

TRAINING

Small group training remains at the core of our learning programmes with each session focussing on a specific branch of fundraising or operations. Training sessions are delivered in-house at the FSI with working examples and take-away toolkits.

FSI FORUM

The FSI Forum is the small charity sector's major fundraising-focused conference, bringing together fundraising experts from across the globe.

WE SAID WE WOULD...

We committed to adding two additional courses to the training programme: we added four (Leadership, Fundraising Strategy, Major Gifts 1, Major Gifts 2)

We committed to delivering a third Sharing The Best Forum entitled 'Perspectives' including an international speaker: the Forum was there, the international speaker was there, though the name 'Perspectives' didn't make the cut!

OUTSTANDING EFFORT

WHAT HAPPENED...

We delivered 371 training places to 220 individuals representing 163 charities across 13 separate course topics. 30% more delegates accessed training courses this year!

141 delegates attended (that's a 20% increase!). 13 expert speakers delivered presentations across the day including the internationally-renowned Kay Sprinkel Grace.

THE BEST YET

THE FUTURE...

In 2010/11 the training programme will grow to the evolving needs of the small charity sector. New courses will include Marketing and Corporate Fundraising.

In 2010/11 the fourth FSI Forum will seek new presenters to bring new perspectives to the world of small charity fundraising. We will source the very best speakers and make more places available for small charities to attend.



FEEDBACK...

Pre and post training questionnaires told us that the confidence and knowledge of delegates in each of the training subjects increased over the course of the training session. Confidence up 58% and knowledge up by 47%.

Forum delegates felt inspired to take on the opportunities identified by the speakers because their knowledge of the subjects covered had improved. 50% of delegates said their fundraising knowledge had greatly improved! 48% said it had slightly improved!

FSI WORKSHOP

The partner conference to the FSI Forum, the FSI Workshop focuses on providing expert speakers in aspects of back-office operations where small charities had identified a skill deficit.

We know that supporting best practice in all aspects of a charity's operations is key to building sustainability, so we took a punt and launched the FSI Workshop!

We had 67 delegates who learnt from experts in topics that included business and financial planning, PR and marketing, IT, the law and risk for small charities. (That is 67 charities taking part in a completely new initiative!)

Our intuition was spot on!

This is one of our most popular and over subscribed events. In 2010/11 we aim to deliver 2 Workshops with the emphasis on growing the range of speakers to continue to meet the needs of charities.

A don't miss event

81% of delegates said the workshop was excellent. 93% understood more about the topic covered within the session they attended. 98% said that they saw a value in the topic they attended. 94% said that the speaker had inspired them.

DROP-IN DAYS

Charities tell us that these informal face-to-face sessions are an amazing opportunity to ask the FSI about key areas of their work and receive support and guidance. Whatever the issue, the FSI can help either from our existing team or our wider network of Trustees, Associates and friends.

We committed to streamlining the drop-in sessions to ensure that the FSI team member most able to assist does so: via a short pre-visit questionnaire we can ascertain the area of interest and ensure that the most appropriate team member is available at that time. As our team has grown, so too has the breadth of experience available.

We substantially increased our activities in this area. 55 individuals representing 50 small charities were able to seek advice on the topics most impacting their work. (This reflects a 47% rise in the number of charities receiving this advice compared to 2008/9!)

In 2010/11 FSI drop-in sessions will continue to support small charities with specific needs. To ensure the widest availability of this service we will investigate alternative delivery methods, including online via the FSI Community.

JOIN NOW

100% said that the drop-in session helped them or their organisation to do their/its job better. 80% said that they had gained a great deal of knowledge, while 20% said they had gained some knowledge. 100% rated the knowledge of the advisor as excellent.

FSI ONLINE

Our online presence is integral to all that we do. We will continually look at ways to integrate new technologies into our work and opportunities for small charities to access the very latest online tools.

We committed to developing an online forum for small charities and a dedicated donor space on the FSI website: the FSI Community launched early in 2010 for small charities to share their stories, network and download support materials. With so much to develop for small charities, we are deferring the donor area until 2011/12.

Visits to the FSI website were increasing by an average of 37% each month. More and more unique visitors are accessing our site monthly.

great news

Throughout 2010/11 you will see new developments being made across the FSI website and Community. We will continue to respond to feedback and ensure that all our online products are as user-friendly as possible. Major FSI events, like Small Charity Week, will have their own websites.

(B) Deliver a suite of income-generating opportunities that meet the needs of, and can be easily accessed by, small charities.

(C) Represent the views and press home the issues of charities to leverage their voices to influence policy and achieve social change.

FSI CHALLENGE

The FSI Challenge was developed to provide charities with access to the opportunities presented by sponsored challenge events without the costs often associated with taking part in external events.

We said we would deliver another FSI Challenge at Thornbridge Hall in Derbyshire and we did. We started investigations into a new Christmas Challenge event – so keep an eye out in 2010/11.

220 runners ran the courses – that is an increase of 260% on 2008 Challenge! These runners supported 21 charities and raised £9,143 in funds.

You can expect another FSI Challenge at Thornbridge Hall. Small charities will also have the opportunity to take part in a brand new FSI Christmas Challenge.

GET TRAINING NOW

75% of charities said that it was a useful fundraising tool for them to use. 87.5% of charities said that they would use it again next year to fundraise.

SMALL CHARITY CAR DRAW

In seeking new fundraising initiatives to offer small charities, we came up with the Small Charity Car Draw as a way for charities to take part in a large-scale lottery without facing the costs and complex administration of running it themselves.

We committed to launching the first Small Charity Car Draw and by October, hundreds of charities had taken part.

One lucky ticket-buyer won the prize, a brand new Fiat 500. 414 charities sold 38,251 tickets. After administrative costs, £76,501 was donated to the small charities who took part. That is 95.1% of the total sold!

A FANTASTIC RESULT

In 2010/11 the Great Big Small Charity Car Draw will return with a longer sales period to help charities maximise their income.

84% said they'd take part again next year. 63% of the charities rated the car draw as a very useful tool for fundraising.

SMALL CHARITY WEEK

In our last Impact Report, planning was already underway for Small Charities Day. Soon it became obvious that there were so many achievements that needed celebrating and messages that needed to be expressed that the day has now evolved into Small Charity Week.

We said we would deliver a day, but planning is now in the advanced stages for the inaugural Small Charity Week.

Details of Small Charity Week were announced in January 2010.

The first Small Charity Week will run from June 14 – 18, 2010.

THE BIGGEST COLLECTIVE CELEBRATION OF SMALL CHARITIES EVER!

(D) Work as a partner to selected charities guiding them towards more sustainability, and by doing so evidence the benefits of SMART PHILANTHROPY.

COALITION BUILDING

Recognising the strength of collaboration, the FSI supports groups of small charities in the forming of strategic coalitions to share resources and knowledge to create a cohesive voice for the issues and beneficiaries at the heart of their work.

We said we would launch a coalition of charities working in the field of HIV and AIDS. The Counterpoint Coalition held their first meeting on 4th March 2010.

FSI SCHOLARSHIP

The FSI learning and events programmes mean that many truly inspirational people pass through our doors. In 2007/8 we launched the FSI Scholarship to provide a comprehensive support for a rising star in the sector.

We said we would launch the second scholarship at the FSI Forum in October 2009. We didn't do this, instead undertaking a full review of the programme and launching applications in January 2010.

we will

do better next year

FSI AFFILIATES

The FSI Affiliates replaces the previous FSI Partnerships programme as a vehicle for delivering a year-long, intensive learning and development programme to a range of charities.

We committed to putting the FSI Life Stage Assessment model online for small charities to access, a measure we did not achieve. This will be achieved through our on-line Community.

The initial meeting of the Coalition focussed on gathering an understanding of the needs of the organisations represented and how allied organisations could be better served by the Coalition partners.

Judging is scheduled for May 2010 with the winner announced at a Small Charity Week event in June 2010.

We reviewed the Affiliates programme to ensure that participating charities receive the support that matches their needs. We launched the revamped application process in January 2010. 8 charities were selected and began a journey that will take in the FSI training programmes and individual support tailored to the needs of each charity.

The FSI will continue to working with the Counterpoint Coalition to help develop best practice working and secure wider coverage of their work. We will continue to provide guidance to charities who wish to investigate or undertake coalitions.

Applications for the third scholarship will launch in January 2011.

DON'T MISS IT!

We will partner with the Guardian Charity Awards to create a new selection process whereby Affiliates are winners of these awards. We will appoint additional Affiliates who are in their Emerging stages to work alongside the award-winners.

CASE STUDY: CHROMOSOME 18

When Bonnie Ketcher came to the FSI she was typical of many of the small charity delegates who walk through our doors: passionate, totally dedicated to her cause and occasionally overwhelmed by the enormity of the task ahead.

Having set up Chromosome 18 Registry and Research Society (Europe), a charity dedicated to supporting those with Chromosome 18 abnormalities, Bonnie came to the FSI hoping to learn some of the skills she would need to maximise the charity's ability to deliver its support. Her first course was around Managing Successful Events, one component of which looked, coincidentally, at the Jeans for Genes project, before going on to attend other FSI trainings and events.

“Our charity has been shortlisted for a grant award of up to £9,999 from Jeans for Genes. How cool is that? The courses and the [FSI] Forum that I was able to attend earlier this year have helped to boost my confidence and determination that we can and will do everything in our power to get our conference off the ground. I'm now the Event Manager for the conference: thank heavens for the Managing Successful Events notes!”

“And I came up with another event to raise money: a Sponsored Sew! It took place in January and so far I've banked £1,730, with several hundred pounds still to come. We are currently working on turning the 1,500 patches we've received back into quilts, and I think we should have at least 25 quilts to donate to Project Linus to give to sick, traumatised and disabled children.”

Building on the skills she had gained in her FSI training, Bonnie went on to organise the first Chromosome 18 Registry and Research Society (Europe) Conference. 122 adults and 49 children from 16 countries came together to learn about the challenges faced by children living with the condition and hear from world experts researching the condition. The whole event was made possible by a group of sponsors and supporters who were so moved by Bonnie's work and her commitment to families living with Chromosome 18 disorders that they took action and donated their time and resources.

“None of this would have occurred to me without the Successful Event Planning course. I've learned so much since I attended that first course at the FSI in London. Not least of which is to have confidence to tell people about our charity, and about the children and affected adults who not only survive, but thrive, in spite of all the challenges they face daily. You never, never know who you are talking to, and what they might be not only willing to do, but how much they want to help.”

Chromosome 18 Registry and Research Society (Europe) is one of the thousands of charities who access free support from the FSI. As an organisation we remain absolutely committed to supporting small charities to back up their passion and dedication with the best learning and support to enable those charities to thrive.



THE FSI COMMUNITY

The internet has revolutionised the way we work and offers huge opportunities for sharing knowledge and celebrating achievements. We already knew that most charities had a website, but saw a gap for an online portal containing all the online support a small charity may need. To fill this gap we launched the FSI Community in early 2010.

The FSI Community is a free service available to small charities that will feature:

- Forums to ask questions, share information and get FSI support;
- Downloadable support materials prepared by the FSI and compiled from the best sources across the globe;
- Registration for FSI events including training and fundraising opportunities;
- Search functions to find other charities by location, cause or support needs.

The FSI Community was developed with the technical expertise of Talent On View and the support of A4e.



THE VOICES OF THE SMALL CHARITY SECTOR

Every small charity works with a constituent community whose voice matters. At the FSI, we are absolutely committed to ensuring that small charities can represent their issues on a national level and be thoroughly represented in the public policy process.

It is essential that our work in amplifying the individual and collective voices of small charities is driven by research and collaboration. Before undertaking any piece of policy work we survey a sample of small charities to ensure that the FSI represents a sector-based position.

We are committed to building a bank of research data on the small charity sector that can be made available to the public and private sectors to best ensure that policies in development take account of the needs of the sector.

Democracy works best when every voice is heard. There are small charities working in every facet of society, including with some of the most marginalised groups of people. The FSI will continue to engage with policymakers and the media to ensure that the key issues for small charities and their beneficiaries remain on the agenda.

KEY ISSUES AFFECTING SMALL CHARITIES

Throughout the year we seek the views of small charities on a broad range of issues that affect the individual charity or the whole small charity sector. Below are some of the key emerging issues and how we at the FSI intend to address them as we move forward:

CAPACITY-BUILDING

Small charities have told us that they are often held back from achieving their potential by the lack of organisational capacity and external support.

At the FSI we see the acquisition of strategic skills as essential in building a sustainable small charity sector. We will continue to deliver our free learning and capacity-building programmes to small charities and use every appropriate opportunity to build our profile to encourage new charities to access our services.

VAT

The UK tax system includes a set of tax reliefs and exemptions for charities and some of the charities we work with have identified VAT as a particularly confusing and cumbersome area of finance. Some small charities we have surveyed have expressed a desire for a simpler system with clear exemptions for charities.

With VAT changes already underway, the FSI will undertake research into, and survey small charities on, the current system of charity VAT and the implications of the new system. Using this research we will formulate an appropriate position to lobby the government to develop the best possible policy for small charities.

GIFT AID

Some small charities want to see the scheme simplified to ensure less administrative burden and greater clarity around Gift Aid income/eligibility.

HM Treasury have convened a working group to look at Gift Aid. We will watch developments and ensure that we contribute the thoughts of small charities at every opportunity.

GOVERNMENT RELATIONS

Some small charities have told us that they want far greater involvement in the public policy process, but don't have the means to undertake complex policy work, therefore would like to see a body set up to lobby and advise the Government on key small charity sector policy issues.

As part of our commitment to representing the voices of the small charity sector, the FSI will be undertaking more advocacy and lobbying work at government level to ensure that the sector can influence public policy. We will continually survey small charities to identify the issues that most impact their work and represent each of these issues in our communications with policymakers and the media.

COMMISSIONING

Some small charities feel that they do not have an adequate voice in the commissioning process for the delivery of public sector contracts. These charities have identified that a forum to bring together commissioners and small charities would be advantageous, as would additional support around tendering, delivering and evaluating partnerships.

At the FSI we see that many small charities are ideally placed to deliver public services and will do everything we can to ensure that these charities are supported to make the most of the opportunities presented by these contracts. Small charities interested in finding out additional strategic information around commissioning can access specialist support via FSI Advice Sessions and as we move forward we will review demand and ensure that small charities have direct access to the information required to make the right choices around the provision of public sector contracts.

“ I just wanted to say thank you for your time and all your advice on Tuesday. I left the meeting feeling that I had a much clearer idea for our major donor strategy. It was fantastic to tell you some of the obstacles we were facing and get your opinion on them. Sometimes it's hard to see the wood for the trees in a small organisation as you get so involved and attached. The FSI is such a fantastic organisation. The training and advice has been extraordinarily useful and manageable. ”

Shona Jones, Jubilee Action

“ What a great course. I can't thank you all at the FSI enough. Every word was valuable and the quality of the materials and your skills as a course leader made this the most important 2 days' work I have undertaken in a long time. We have the most incredible charity – so this will help! What we have not been able to do is portray that to donors. Now we can. Thanks to some great work with you this week. I am confident that we will be not only becoming a large charity by UK standards soon, but this will give us the boost we need to take our place as the go-to global expert provider of construction for developing countries and disaster relief. ”

Vicky Harris, Article 25



The FSI would like to thank all of the following for their tremendous support without which we would not be able to support small charities.

THE FSI TRUSTEES

Emma Harrison (Chairman), Graham Allen (Treasurer), John Grounds, Michael Sinha, Avi Armoni, Mark Lovell.

FANTASTIC VOLUNTEERS

Chris Hall, Stephen Broomhead, Margarita Christoforidou, The Goldman Sachs Volunteer Team, Jackie and the Team at Thornbridge, Jill and the Team at Thornbridge Outdoor Centre, Karl & Lorraine Eastham and all in the Baden Powell Scouts Association, Edale Mountain Rescue, Jacquetta Tibbitts, Richard Hale, Tarrick El Moudden, James Broomhead, Rosy Graham, Andy Richardson, Duncan Wilkie, Gesmay Paynter, Guillia Cogui.

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Emma Harrison, Mike & Carol Clare, Pauline Broomhead, Graham Allen, A4e, A4e Charity Champions, A4e Staff, Zurich Insurance, Credit Suisse, Legal & General, Goldman Sachs, nfpSynergy, Talent on View, Satya Jewelry, Schroder Charity Trust, The Coutts Charitable Trust, Santander UK Foundation, Rebecca Little-Lasbistes, Lena Curtis, Kim van Niekerk, Carla Thompson, Clive Williams, Joy Quinlan, Judith Entricknap, Julie Trigg, Katherine Harrison, Kay Jackson, Kelly Fortey, Kieran Chesbrough, Luke Dawson O'Neil, Lyndsay Cromie, Lynn Randall, Maria Thomas, Mark Dyer, Mavis Betts, Nadia Mackey, Nolan Nicklin, Richard Thomas, Shaun Russell, Tamsen English, Kim Sutton.

AMAZING RUNNERS

Michael Snook, Ollie Gray, Steve Marsland, Lynne Lewis, Giles Butcher, Alex Phipps, Alexandra Lyon, Andrew Walker, Anna Spencer, Bill Harrison, Chris Garlick, Erica Bramhall, Hannah Hackney, Julie Bevan, Julie Turner, Kathryn Cruz, Lucy Kirkham, Luke Dawson-O'Neil, Margaret Burton, Renee Robinson, Richard Hale, Richard Bramhall, Rosy Graham, Roxana Gregory, Russell Fairbrother, Sean Bolton, Stacy Thompson, Sylvia Harrison, Tarick El Moudden, Tom Griffin, Vicki Phipps, Andy Turner.

FORUM, WORKSHOP AND TRAINING SPEAKERS

Alan Eagle, John Nuttall, Tom Fitch, Moi Ali, Graham Precey, The Gallery Partnership (Pete VanOlinda and Mike Underwood), Rebecca Little-Lasbistes, Cumberland Ellis (Michael Sinha, Martin Ackland and Rebecca Patrickson), Jerry Fox, Patrick Cox, Nick Aldridge, Richard Turner, Kay Sprinkel Grace, Victoria Harris, Helen Walker, Mark Santos, Marian Rose, Simon Clarke.

THE FSI TEAM

Also very many thanks to the FSI Team, members change over time but there is huge commitment, dedication, creativity and passion from each and everyone of them. At the time of writing we would like to thank Jess Brown, Linda Pawlowski, Garreth Spillane, Kim Sutton, Jemina Talja and Sophie Thompson.

There are so many others who have given support to the FSI and we would like to thank each and every one of you for making what we do possible.

Pauline Broomhead, Founding CEO

The FSI

Ingestre Court
Ingestre Place
London
W1F 0JL

020 7009 3543

www.thefsi.org