

# Fundraising Report | British Powerlifting

March 2024

The first quarter of the year served as an opportunity to establish a handful of grant practices to support ongoing fundraising efforts. This included the establishment of fundraising goals and the development of a [Opportunity Tracker](#).

## Fundraising Goals – Target Calculator

Target Calculator					Activity Overview	
	QIII 2024	QIV Q2024	QI 2025	QII 2025	23-Mar-2024	
Leads - £	£1,132,352.94	£1,405,147.06	£1,925,000.00	£2,367,647.06	£11,500.00	3
Scoping - £	£566,176.47	£669,117.65	£875,000.00	£1,029,411.76	£215,000.00	9
<b>Propose - £</b>	<b>£205,882.35</b>	<b>£308,823.53</b>	<b>£370,588.24</b>	<b>£411,764.71</b>	£0.00	0
<b>Negotiate - £</b>	<b>£61,764.71</b>	<b>£135,882.35</b>	<b>£210,000.00</b>	<b>£247,058.82</b>	£0.00	0
Closed-Lost - £	£20,588.24	£52,941.18	£102,941.18	£117,647.06	£0.00	0
<b>Closed-Won - £</b>	<b>£17,500.00</b>	<b>£45,000.00</b>	<b>£87,500.00</b>	<b>£100,000.00</b>	£0.00	0
Goal - £	£17,500.00	£62,500.00	£150,000.00	£250,000.00		
Goal - %	7.0%	25.0%	60.0%	100.0%	Current	
Actuals - Total					Opportunities	13
<b>Gap to Goal</b>	<b>£17,500.00</b>	<b>£62,500.00</b>	<b>£150,000.00</b>	<b>£250,000.00</b>		

I've outlined a goal to close **£250k in grant funding in the next 12 months**. This is pretty light, but we are also all volunteers. Once we establish a strong process for this, it very possible to close 5-10x this amount. The targets for each category are based on an average win rate combined with a small % decrease (new sector, volunteer based).

## Opportunity Tracker

#	Priority	Opportunity Name	Funder	Today	23-Mar-2024	Deadline	Amount	Status
1	1_High	<a href="#">Small Grant Program</a>	Sport England			Rolling	£15,000.00	2. Scoping
2	1_High	<a href="#">UK Sport England</a>				Rolling	£10,000.00	2a. Cultivation
3	1_High	<a href="#">Youth Sports Trust</a>				Rolling	£10,000.00	2a. Cultivation
4	1_High	<a href="#">UK Active</a>				Rolling	£10,000.00	2a. Cultivation
5	1_High	<a href="#">Women in Sport</a>				Rolling	£10,000.00	2a. Cultivation
13	1_High	Pilot Fund	Sport England			Rolling		2. Scoping
6	2_Med	Comic Relief				Rolling	£10,000.00	2a. Cultivation
7	1_High	<a href="#">The UK Fund   The Community Fund – National Lottery</a>	The Community Fund – National Lottery			Rolling	£50,000.00	2. Scoping
8	2_Med	<a href="#">Sports Facility Fund   Sport Scotland</a>	Sport Scotland – National Lottery			1 April 2024	£100,000.00	2. Scoping
9	2_Med	<a href="#">Be Active Wales</a>	Sport Wales – National Lottery			28 March 2024	£12,500.00	0. Pass
10	2_Med	<a href="#">A Place for Support - Crowdfunder   Sport Wales</a>	Sport Wales – National Lottery			Rolling	£0.00	1. Lead
11	2_Med	<a href="#">Tesco Community Grants</a>				Rolling	£1,500.00	1. Lead
12	2_Med	<a href="#">Foyle Foundation Small Grants Scheme   Active Together</a>				Rolling	£10,000.00	1. Lead

As the opportunity tracker continues to be filled out, it will serve as a platform for us to build a funding pipeline. When we couple this with an established win rate (usually takes 6-8 months), we can begin projecting forward potential funding.

To date, we've sent LOIs out to two opportunities, one of which we 'passed' on (Be Active Wales), and the other we are still in discussions for potential application (Sport England Pilot Fund – still classified as 'scoping').

**Key areas of focus for next quarter:**

1. Applying to 5+ opportunities
2. Establish R&R for Grants – driven by Board? Home Nations? Do we serve a support system or lead?
3. Establish top 5 programs the Board would like to fund. These need to be understood alongside current revenue projections. Examples include:
  - a. Nationally held equipment
  - b. National school, youth, disability programming, etc.
  - c. International travel for athletes, etc.
4. Ideally we establish some kind of central repository for grant applications. At the moment they live within my companies gmail, but I am of course open to shifting them. My suggestion would be a potential switch to a google platform all our email services (will pitch at the next Board meeting :-D)