

FUNDING SOURCES – FURTHER READING

This factsheet aims to highlight key publications and sites that offer guidance to those looking to find funding to support starting any type of business or working self-employed. Where possible, we have signposted to organisations and authors that we feel offer information particularly relevant to the creative industries.

Sources of funding available to those working across the general business or creative sector can be found within our 'Funding Sources – General Business' or 'Funding Sources – General Creative' factsheets. Funding sources specific to your art form are listed separately; see factsheet 'Funding Sources – Literature', for example.

Library Key:

* Available to read in the 4 CEO offices

^G Available to read in the Glasgow office

^{G/E} Available to read in the Glasgow and Edinburgh offices

Directory of Publications

- **Culture.Info 'Publications (Print & Online)'** – International / Europe and UK funding publications available across sector: funding.culture.info/
- **Edinburgh Voluntary Organisations' Council (EVOC)** – Fund Finder for the voluntary sector: www.evoc.org.uk (click 'Development Support' > 'Finding Funds')
- **Australian Government Research hub Funds Development** – regularly updated list of internationally published funding articles, guides and publications. www.australiacouncil.gov.au/research (click 'Arts Funding')

Publications & Web Articles

General Business and General Creative

- **An Introduction to Sustainable Funding: Understanding Your Options**, *Graham Collins and Claire Glossop* (NCVO, 2006) ISBN – 0 7199 1674 7 ^G
- **Arts Funding Guide**, *Susan Forrester & David Lloyd* (Directory of Social Change, 6th edition 2002) ISBN – 1 903991 10 2 *
- **Avoiding the Wastepaper Basket: A Practical Guide for Applying to Grant Making Trusts**, *Tim Cook* (London Voluntary Service Council, 1996) ISBN – 1 872582 61 3 ^G
- **Financing a New Business**, *Phil Stone* (How to Books, 2001) ISBN – 1 85703 706 5 ^G
- **Introducing Funding and Finance for Voluntary and Community Organisations**, A6 pocket guide (NCVO, 2006) ISBN – 0 7199 1685 2

- **Introductory Pack on Funding and Finance**, edited by Deborah Turton (NCVO, 2006) ISBN – 0 7199 1685 2. (Includes 4 booklets on the topics of Fundraising, Trading, Procurement and Contracting, and Loan Finance)
- **Prizes and Awards: The Essential Guide for Artists, Writers, Photographers, Poets**, edited by Caroline Warhurst, Juliette McAuliffe (Dewi Lewis Publishing, 3Rev edition, 2005) ISBN – 1 90458716X *
- **Arts & Business Sponsorship Manual**, Andrew McIlroy, Lisa Bell, Paul Brown et. al. (A&B, 1997) ISBN – 095405685X
- **Writing Better Fundraising Applications: A Practical Guide**, Michael Norton & Mike Eastwood (Directory of Social Change, 6th edition 2002) ISBN – 1 903991 09 9 ^{E/G}

General Business and General Creative

- **Applying to Trust Funds** – when and how to apply: www.voluntaryarts.org (click 'Publications' > 'VAN Briefings' > 'no.87')
- **Fundraising for Beginners** – Westminster Arts' Arts Fund Directory and Fundraising for Beginners: www.cwac.org.uk (click 'Links and Resources')
- **FunderFinder** – 'Apply Yourself' free Windows-only funding software programme: www.funderfinder.org.uk
- **Funding & Financing Work Factsheet** – exploring ways to fund and approach funding: www.culturalenterpriseoffice.co.uk (click 'Information' > 'Search all' > 'Factsheet' > 'Funding and Financing Work')
- **Funding Toolkit** – including Funding Do's and Don'ts, Designing a Fundable Project, Funding Bid Structure, Personal Selling Points, Funding Source List: www.full-circle-arts.co.uk (click 'Toolkits' > 'Funding Toolkits')
- **Funding Factfile** – demystifying the fund-raising process for voluntary and community organisations. 'Hints & Tips' guide to filling application forms, writing letters to trusts and foundations and completing business / development plans: www.dundeecity.gov.uk/fundingfactfile
- **How to Write a Successful Funding Application** – step-by-step guide for voluntary organisations: www.voluntaryarts.org (click 'Publications' > 'VAN Briefings' > 'no.91')
- **Introducing Funding and Finance for Voluntary and Community Organisations** – A6 pocket guide: www.ncvo-vol.org.uk/sfp/?id=3992
- **Jargonbuster** – definition and explanation of some of the terms funders and support agencies use in funding applications and guidance notes: www.cafonline.org (click 'For Charities' > 'Funding Solutions' > 'Grants')
- **j4bGrants Resource Centre** – guide to sourcing grants, soft loans and awards broken into Business, Community, EU and Social Enterprise Funding: www.j4bgrants.co.uk (click 'Resource Centre')
- **LabforCulture Tips** – find and approach the right source of funding for your project, initiative or organisation; learn how to navigate the application process for EU calls for proposals, foundations' grants programmes and sponsorship negotiations: www.labforculture.org/en/funding/tips
- **Money** – overview of managing and raising money within a voluntary organisation: www.scvo.org.uk/scvo/Information/Money.aspx

- **The Income Spectrum** – a tool to carry out a quick diagnostic of the different ways in which organisations currently bring in funds and also what resources, both staff and cash, are outlaid against each income type:
www.missionmodelsmoney.org.uk (click on link at bottom of page for old site > click 'Reports and Tools')

Literature

- **The Writers' Handbook 2007**, edited by Barry Turner, (Macmillan, 2007) ISBN – 0 333 90563 6 *
- **Funding Applications: Golden Rules**, Abigail Campbell (Arts Council England): www.nawe.co.uk (click 'Funding')

Music

- **Open Learning Materials – Workbook 8: Business & Money**, *New Deal for Musicians*: www.ndfmlearning.com ^G

Performance

- **Apply for Funding** – information sheet for people working in the dance sector advising about approaching public funding bodies:
www.communitydance.org.uk (see 'Resources')
- **Essential Guide to Business in the Performing Arts**, Vivien Freakley & Rachel Sutton (Hodder & Stoughton) ISBN – 0 340 65525 9 ^G
- **Fundraising Toolkit: A Foundation for Community Dance & Youth Dance England Handbook**, Susanne Burns: www.communitydance.org.uk see 'Resources and advocacy materials' > 'Fundraising toolkit'
- **The Dancers' Survival Guide**, *Dance UK* (Dance UK, 1999), ISBN – 0 9515631 5 7 (see 'Chapter 4: Grants & Bursaries') ^G

Screen & Digital Media

- **Film / New Media: Raising Money** – information sheet including Sources of Finance, Finance Underwriting, Company Development Funding, Tax Incentives and more:
www.ecca-london.org/resources/funding/film_new_media/
- **The UK Film Finance Handbook 2005 / 06: How to Fund Your Film**, Adam P Davies & Nic Wistreich (Netribution Limited, 2005) ISBN – 978 0 9550143 0 7 ^G
- **Get Your Documentary Funded and Distributed**, Melissa McCarthy, Jess Search (Shooting People) ISBN: ISBN – 0 9544 8741 9
www.shootingpeople.org/docsbook/ ^G

Visual Arts

- **Going for Grants** – subscriber resource on 'a-n The Artists' Information Company' website. Includes top tips for successful funding applications from experienced artists, curators and arts professionals: www.a-n.co.uk
- **Writing Applications** – comprehensive guidance outlining how to apply to funds, exhibitions, residencies and opportunities. www.artquest.org.uk (click 'Money' > 'Writing Grant Applications')

Disclaimer: Cultural Enterprise Office is not responsible for any advice or information provided by any external organisation referenced in this factsheet.