

Building resilient relationships with funders



@EvalSupScot

#ResilientScot20

Evaluation Support Scotland



We work with the third sector and funders so that they can measure and report on their impact and use learning to improve practice and inform policy

www.evaluationsupportscotland.org.uk

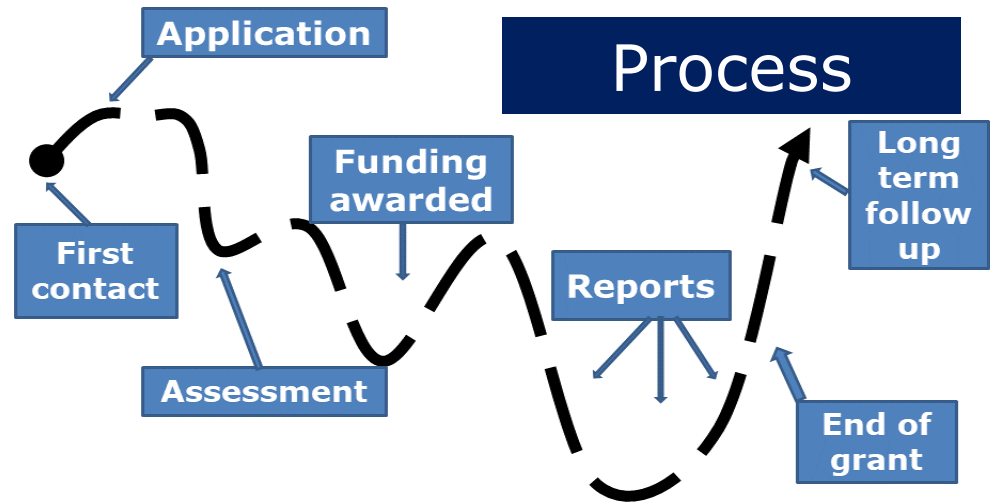
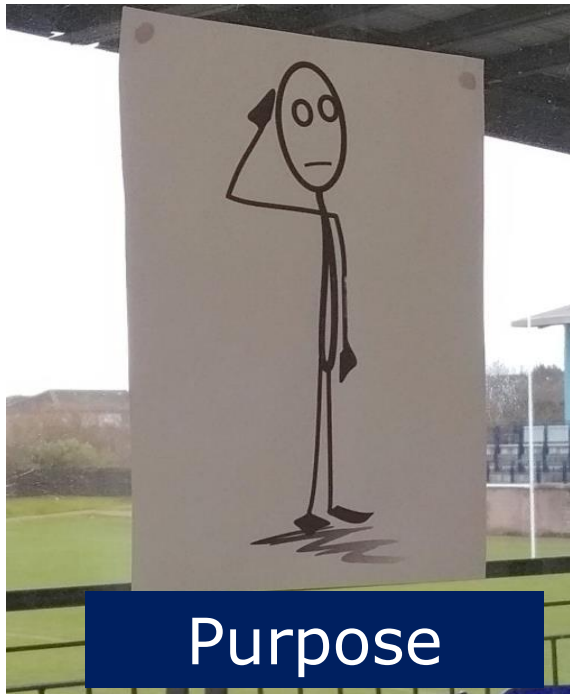
Aims:


- Learn about Principles of Positive Partnership guidance
- Consider how you might use some of the guidance in your own funding relationship
- Look more broadly at good practice in reporting and sharing learning with any funder

By end of session:

You will know more about how to build positive relationships with funders including Scottish Govt

When funding works well





A bit of fun
with a serious
point ...

I email a question to my partner



- A. They respond promptly and helpfully
- B. It takes a while but they do reply
- C. My email goes straight to junk



We are setting grant outcomes for the coming year



- A. We agree realistic outcomes together and how they link to SG strategic outcomes.
- B. We agree the grant is contributing to NPF. We'll worry about the details later.
- C. What's an outcome??



A new grant manager is in post

Superb



A: Let's have an early meeting and you can brief me on the grant.

B: I have 47 FOIs to deal with. No time to see you.

C: I have grants to manage?! That's news to me!!





It's end of year report time



- A. Grantholder reports on time with outcomes and learning. Grant manager gives feedback.
- B. Report is late and brief. Grant manager puts it in "read later" pile.
- C. What's this about "reporting" ...?



Houston we have a problem ...



A: We agree together how to solve it and focus on useful learning.

B: I'll tell him later

B: Any problems and I'll be cross

C: Call the Minister!!

What's my point?

- This is fundamentally about how we **communicate** with each other.
- **Understand** each other, recognise shared values
- It might help if take our **work** seriously but not (always) ourselves

So

Devised draft



Consulted on draft



Amend to incorporate feedback



Launch Jan 2020



Support to use?



www.evaluationsupportscotland.org.uk/our-work-partners/our-work-scottish-government/positive-partnership/

Why?

- To help you achieve positive funding relationships in the first place
- if problems arise, tackle them in a productive way.



Who for?

- ✓ Scottish Government Grant managers who directly manage grant funding
- ✓ Third sector grantholders of a grant managed by Scottish Government

Not

- ✗ About applying for funding
- ✗ Broader joint working
- ✗ Grants managed by third parties (but it does fit)

Four sections

- Starting the funding relationship
 - Maintaining the funding relationship
 - When relationships go wrong
 - When the funding comes to an end
-
- **Key messages**
 - **Actions** both could take

You can use common sense

- Much of the guidance is evidence-based good practice.

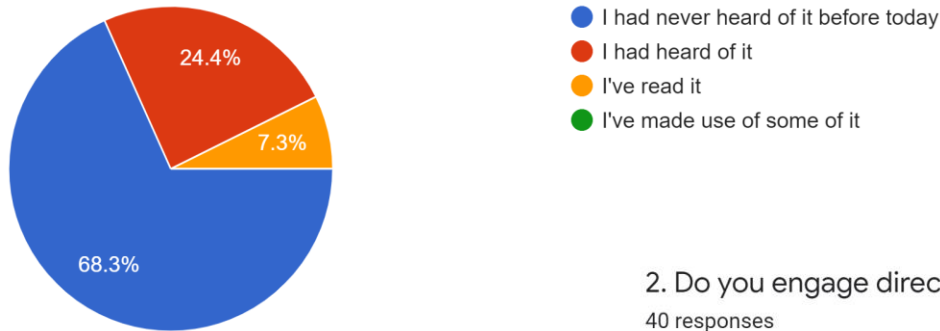
But ...

- Pick and chose what works for you
- Dip in and out
- If in doubt ... **talk** to each other

Quick poll results

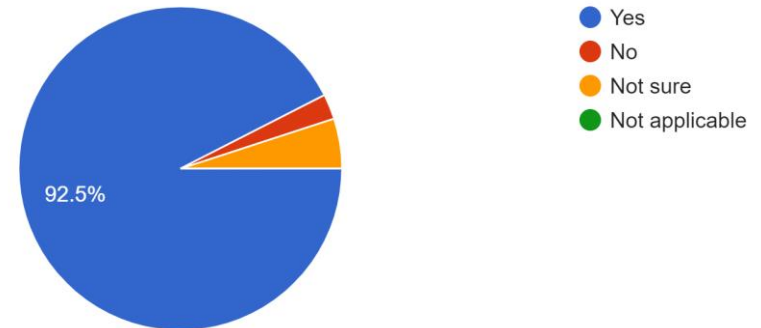
1. Had you heard of "Principles for Positive Partnership" before today? Please tick one

41 responses



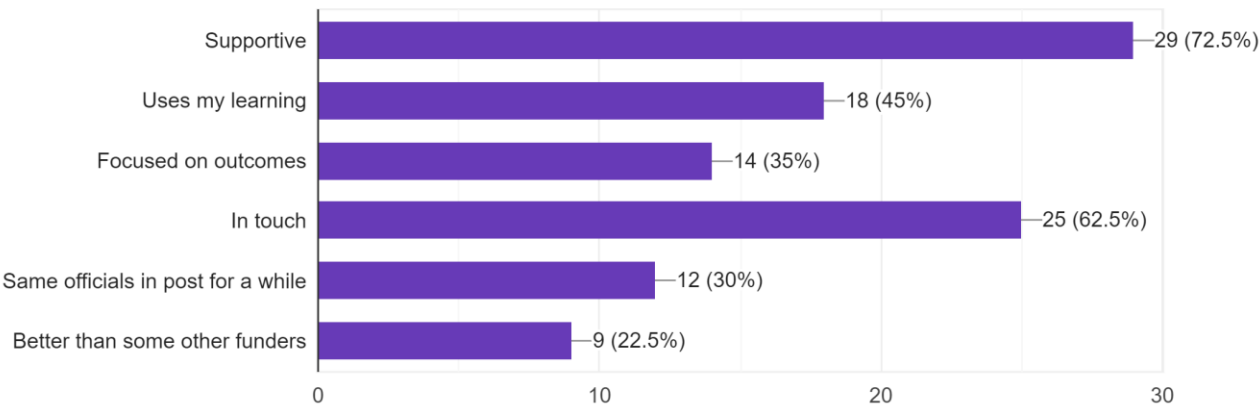
2. Do you engage directly with Scottish Government officials?

40 responses



3. Please tick ANY of the following that describe your relationship with Scottish Government.

40 responses



Manage your funder

1. Find out what funder wants at the start of your grant and **why**.
2. Keep in touch. Especially if there are problems.
3. Mix of stats and stories in report.
4. Include what didn't go well & how you will adapt – makes your report credible.
5. Ask for feedback.

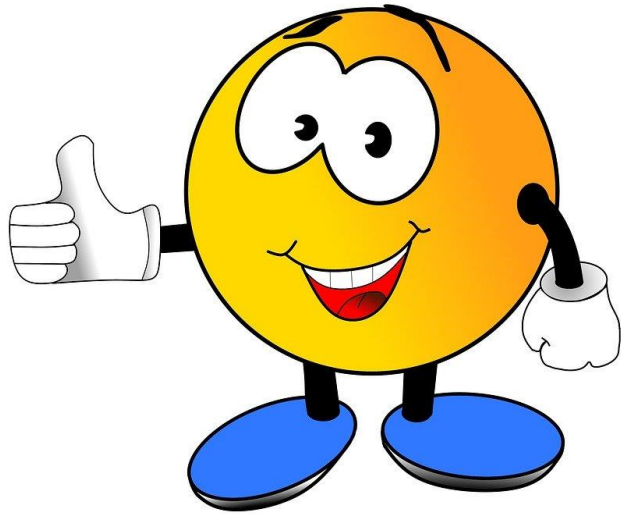
A good report
answers 3
questions

What did you do?

What difference did you
make?

What did you learn?

A good report ...



✓ Useful
for YOU



✓ Engaging
(impact &
learning)
Don't bore
your funder!



✓ Linked
to your
plans

Resources

please click to access



[Principles for Positive Partnership](#)

[Getting others on board](#)

[Covid-19 evaluation resources](#)

[Reporting resources](#)

[**Evaluating online and remote activities**](#)

Tuesday 27th October 2020

Free peer learning event