

# Community Ownership : Viability not Liability

*Nicky Donald*

*COSS Advisor*



# Community Asset Transfer – what is it?

A process to allow a community organisation to take over publicly-owned land or buildings, in a way that recognises the public benefits that the community use will bring. This could be to manage, by lease or transfer of title in to full ownership.

**If the land is put up for sale or lease and a community body offers the best (or the only) bid, that is just a commercial transaction.**

Assets are land and any buildings or other structures on the land, like bridges, walls or piers. (It does not include vehicles or equipment.)



# Community Ownership Support Service

- COSS is part of the Development Trusts Association for Scotland (DTAS)
- COSS is a Scottish government funded programme, adviser led across all 32 LA areas, set up to :
  - help community-based groups take ownership of assets for community benefit – asset transfer
  - support local authorities and other public agencies (relevant authorities) to transfer assets into community ownership.



# Experience: 2011 to Today

- Over 780 enquiries
- 116 Asset Transfers
- 340 ongoing cases

All this experience has led to development of support services and tools designed specifically for asset acquisition.



# Is this new?



# What do they do?

**Provide childcare**, make benches, manage office space, teach ICT, support small businesses, cook healthy food, recycle paper, support other community organisations, **manage community centres**, run cinemas, build, sell and rent out houses, undertake youth work, repair and sell bicycles, provide home help schemes for older people, **run community transport schemes**, lobby Councils for improvements on behalf of local people, undertake consultancy work, run schools for excluded young people, manage parks and play areas, own restaurants and cafes and pizzerias, have festivals & fun days & Dickensian Christmas Fairs, run credit unions, support neighbourhood management and other local initiatives, prisoner of war camps and Scottish government nuclear bunker development, set up social enterprises, homework clubs, DJ Workshops, run community energy projects, five a side football, manage Healthy Living Centres, **district heating systems**, support local artists, swimming pools and gyms, provide wedding and conference facilities, create web-sites, **regenerate town centres**, teach basic skills English and Maths, **run bed and breakfasts**, lend money, employ local people, run play schemes, sports days, teach construction skills, manage sports facilities, provide a refuge for women, publish community newsletters, teach catering skills, support community radio, make soap and bath stuff, run community arts projects, build footpaths and cycleways, **manage renewable energy schemes**, build green and affordable homes, manage grant funding, manage local markets and market halls, run community cohesion projects, manage street ranger schemes, install CCTV, own and manage shops, leisure centres, benefit advice and debt counselling, promote tourism, manage heritage sites, skills training, undertake social audits, own and run pubs and bars, build and manage BMX tracks, run Archaeology survey companies, provide sets for film and television productions, **manage allotments**, make chocolate (and sell it to Selfridges!), make jam (and sell it to the Co-op) from orchards providing jobs for people with learning disabilities, own hostels, build boats, run Tourist Information Centres, sheltered and special need housing, own abattoirs, provide ferry services, own cinemas and theatres and museums, event management, own a security company, run a taxi service, **grow and sell food**, support people to find work, own and manage harbours and pontoons, deliver high speed broadband, smokehouses, airports, **doula services**, make widgets for central heating, own castles and former Bishop's palaces, crofts and farms, run the Post Office, have a photography company which creates jobs for young people, employ people with special needs, community bulk-buying schemes, make films, own camping and caravan sites, **run night clubs**...

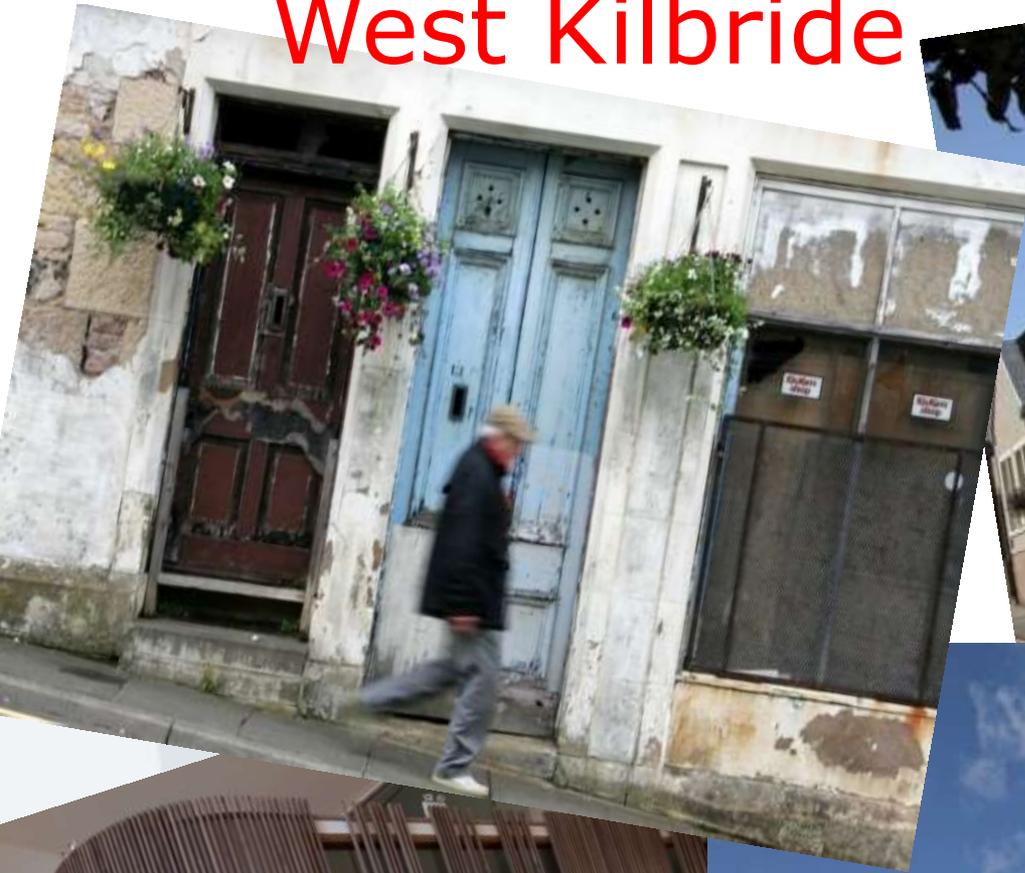
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# The Kyle Centre



# West Kilbride





# Campbeltown



Tea and a blether

For more information visit [www.visitcampbeltown.com](http://www.visitcampbeltown.com)

Compeltown Christmas Lights Group Presents a

## Winter Ball

Saturday 19th November 2016 from 6.30pm, venue:

### Campbeltown Town Hall

Tickets £50 available from The Treshouse. Limited Availability



£1 PER SHEET - WIN £20 CASH + TOWN HALL POTTERY GIFT

Help us to raise funds for the repair, restoration and maintenance of the



New Deer Public Hall presents

## MIRACLE ON 34TH STREET (1994)



After meeting a sceptical little girl, a department store Santa sets out to prove to her, and to the rest of the world, that he is the real Father Christmas.

**New Deer Public Hall**

**Sunday 4th December @ 2pm**

Tickets £5 (full) & £4 (under 16) from the Pharmacy (01771 644217) or Food For Thought, New Deer (01771 644366), online at [neatshows.co.uk](http://neatshows.co.uk) or on the door.



# Why now?

- **Negative** – financial downturn, squeeze on services, buildings closing
- **Positive** – new legislation to help communities have a say in service delivery and use assets to deliver by the community for the community



# Community Empowerment (Scotland) Act 2015

				
<b>PART 1</b>	<b>PART 2</b>	<b>PART 3</b>	<b>PART 4</b>	<b>PART 5</b>
NATIONAL OUTCOMES	COMMUNITY PLANNING	PARTICIPATION REQUESTS	COMMUNITY RIGHT TO BUY TO BUY LAND	ASSET TRANSFER REQUESTS

					
<b>PART 6</b>	<b>PART 7</b>	<b>PART 8</b>	<b>PART 9</b>	<b>PART 10</b>	<b>PART 11</b>
DELEGATION OF FORESTRY COMMISSIONERS FUNCTIONS	FOOTBALL CLUBS	COMMON GOOD PROPERTY	ALLOTMENTS	PARTICIPATION IN PUBLIC DECISION MAKING	NON DOMESTIC RATES



# Relevant Authorities

- Local authorities
- Scottish Ministers (including agencies such as Forest Enterprise Scotland and Transport Scotland)
- Crofting Commission
- Further Education colleges which are “incorporated colleges”
- Health Boards, both regional and Special Health Boards
- Highlands and Islands Enterprise
- Historic Environment Scotland
- National Park Authorities (Cairngorms and Loch Lomond and Trossachs)
- Regional Transport Partnerships
- Scottish Canals
- Scottish Courts and Tribunals Service
- Scottish Enterprise
- Scottish Environment Protection Agency
- Scottish Fire and Rescue Service
- Scottish Natural Heritage
- Scottish Police Authority (who own all land and buildings used by Police Scotland)
- Scottish Water



# Part 3 – Participation Requests

Participation in an Outcome Improvement Process with a Public Service Authority

- To help **start a dialogue**
- **Contributing to the decision making** process
- Contribute to **service change**
- Seek support for **alternatives** which improve outcomes



- **Presumption in favour of community** – unless there are good grounds for refusal
- **Currently no formal appeal process**

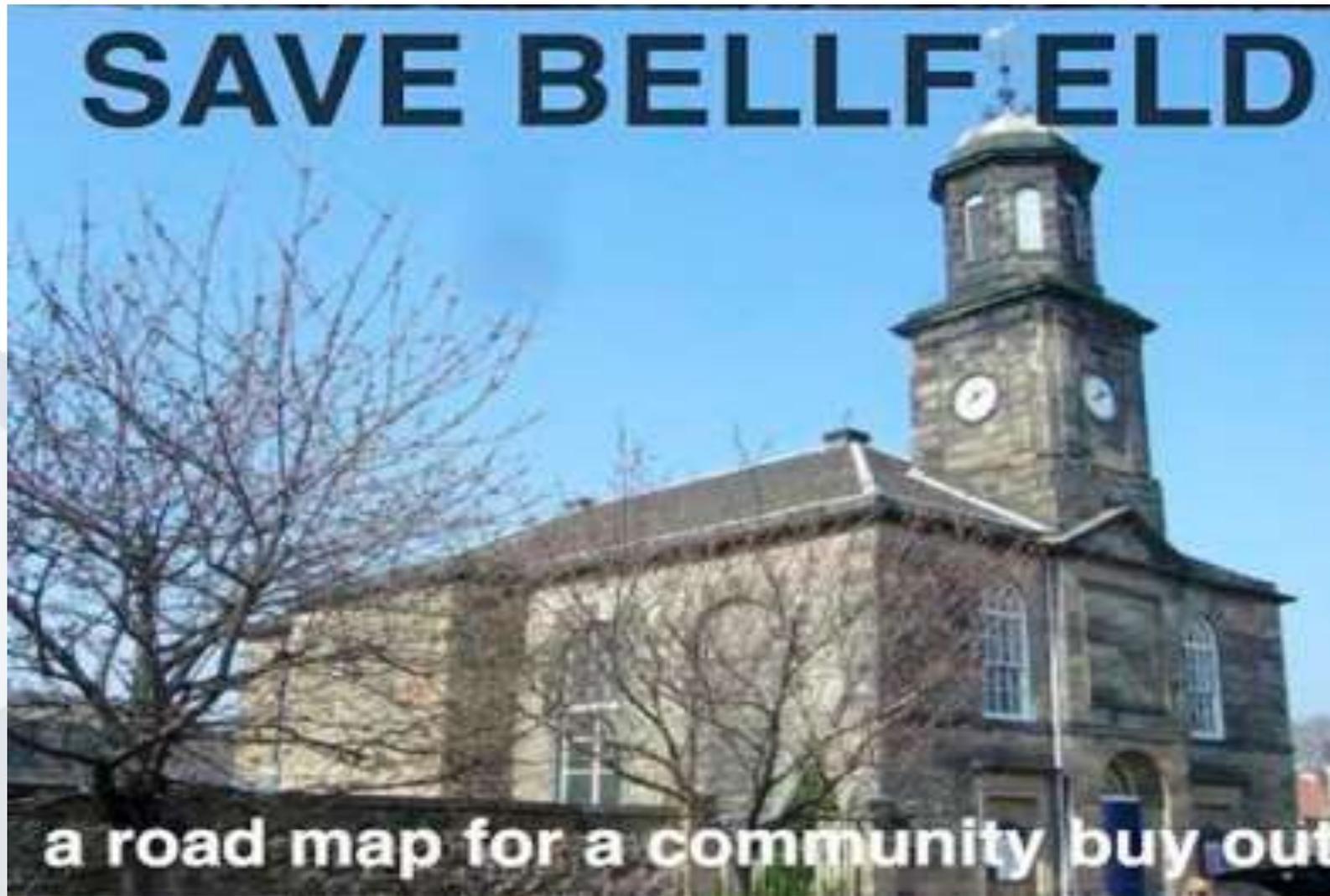


## Part 4 – Community Right to Buy

A CRtB is a **pre-emptive right to buy land** for communities throughout Scotland under Part 4 of the Land Reform (Scotland) Act 2003 - Geographically Defined Communities



# Action Party, Bellfield Church, Portobello



# Part 4 – Abandoned, neglected and detrimental land

Eligible if :

- It is **wholly or mainly abandoned or neglected** or,
- The use or management of the land is such that it **results in or causes harm**, directly or indirectly, to **the environmental wellbeing of a relevant community**
- Community compulsory purchase (via LA)
- Live from June 2018





R'S HAIR & BEAUTY  
Salon Tel: 811996



## Part 5: Key rights in CEA for asset transfer

- Communities have the right to request to **purchase, lease, manage or use** land and buildings belonging to local authorities and other Scottish public bodies (**Relevant Authorities**) – at **less than best financial consideration**, based on the **added economic, social, health, environmental** benefits the community can bring



# More key points in CEA for asset transfer

- the assets **do not** have to be on a “surplus to requirements” list
- Asset Registers produced
- **presumption of agreement** to requests unless reasonable grounds for refusal
- clear timeframes for responses
- appeals procedure



# Who can make a request - Community Transfer Body

- Community of **geography** or **community of interest**
- Open membership/controlled by that community
- Community benefit purpose
- Surplus applied to benefit of community



## For transfer of full title the community body must also be:

- A limited company with a Dissolution Clause
  - (i) to another community transfer body
  - (ii) to a charity.
- A Scottish Charitable Incorporated Organisation (SCIO)
- A Community Benefit Society (BenComm)

**All with no fewer than 20 members.**



# First Steps

- Look up CAT policy and procedures on Relevant Authority's website
- Download Guidance
- Contact COSS or local support (TSI, Council)
- Make initial contact with RA (Expression of Interest)..... **BUT NB**
- Source funding for development
- Prepare full CAT application



**Asset Transfer**  
under the Community  
Empowerment (Scotland) Act  
2015

**Guidance for Community  
Transfer Bodies**



January 2017

 Scottish Government  
Riaghaidh na h-Alba  
gov.scot

**Asset Transfer**  
under the Community  
Empowerment (Scotland) Act  
2015

**Guidance for  
Relevant Authorities**



January 2017

 Scottish Government  
Riaghaidh na h-Alba  
gov.scot



# How your request will be assessed

- **Public benefits of the transfer proposal must be demonstrably greater** than that of an alternative proposal
  - **economic development; regeneration; public health; social wellbeing; environmental wellbeing**
- **Best value** (discounting market valuation)
- **Ability of the group / project to deliver**
- **Impact on the public body's functions** & any conflict with wider obligations
- Level of **community support** / conflict with other community interests



# Challenges in Community Ownership

- Community capacity
- Preference to leasing assets
- Disproportionate sense of risk
  - overly bureaucratic process
  - clawback arrangements
- Securing development finance
- Developing enterprising models to sustain assets



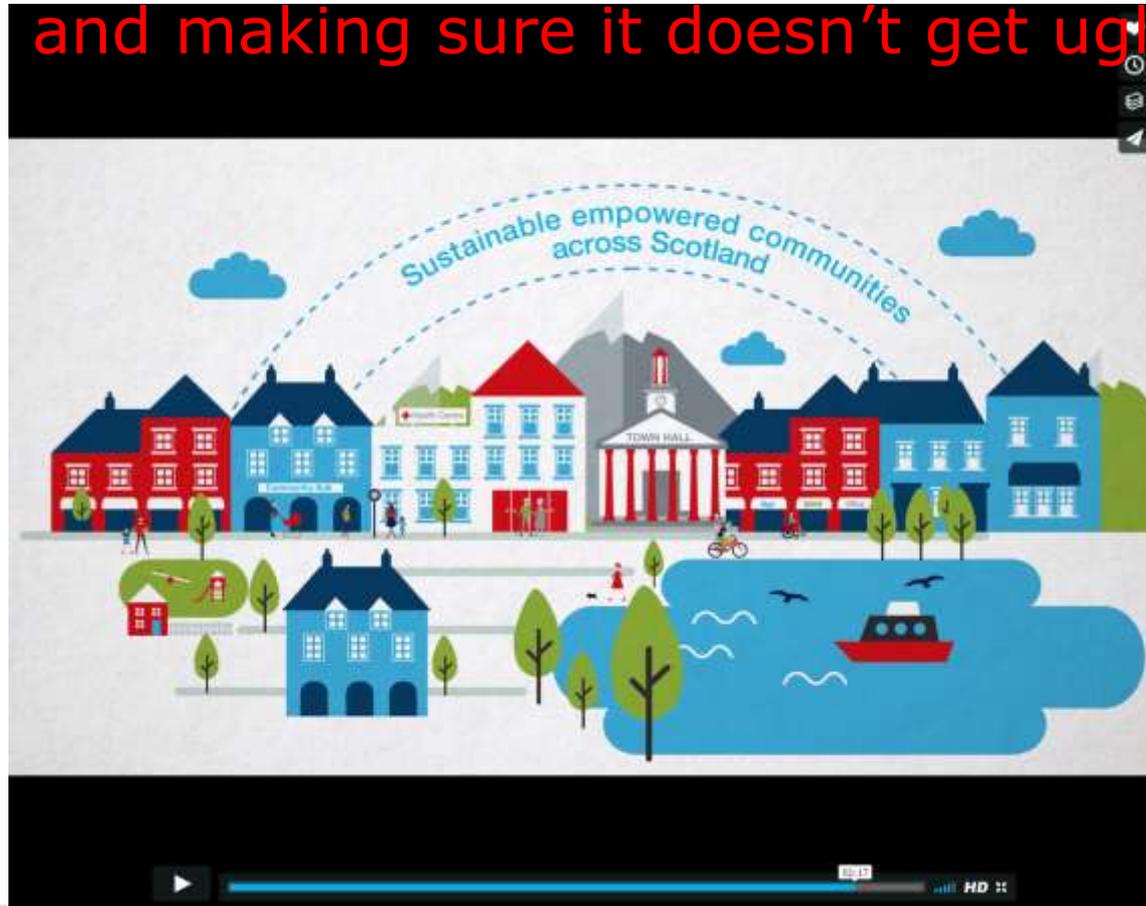
Just because you CAN.....

.....does it mean you  
SHOULD?



# Viability not Liability

supporting the good, preventing the bad  
and making sure it doesn't get ugly!

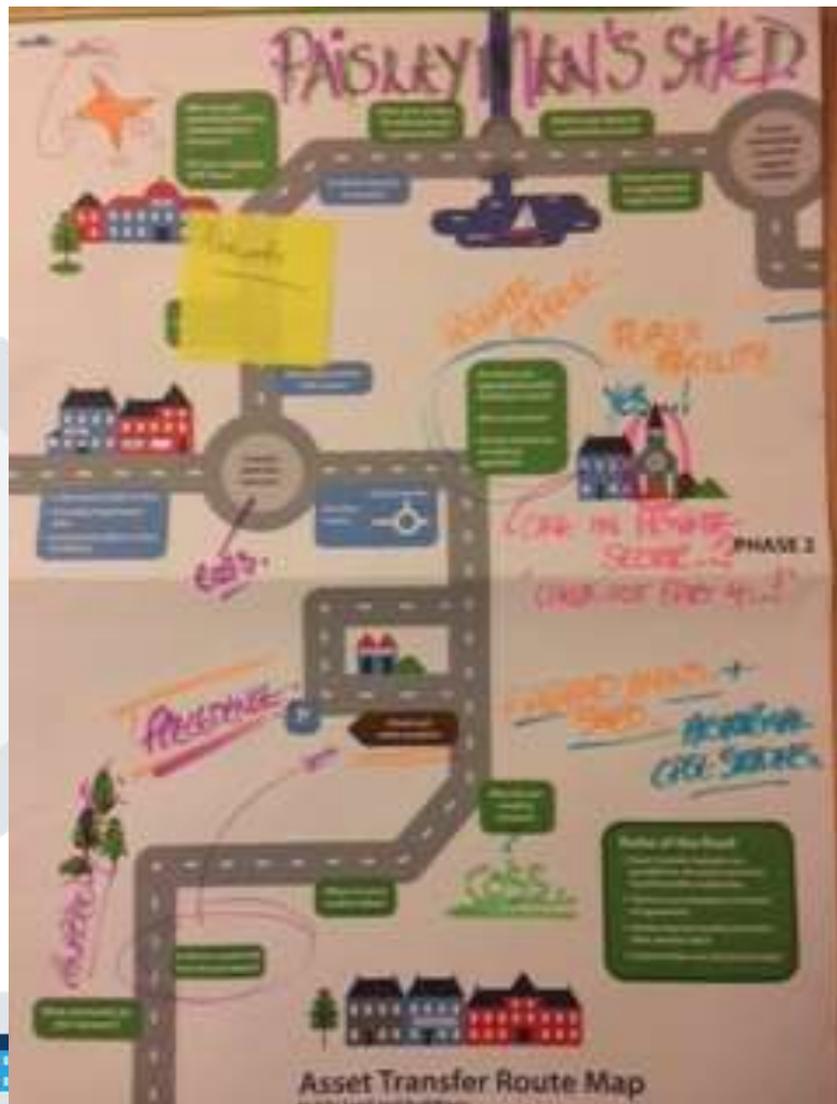


## Key questions to ask before you start:

- what is the **need/demand**? How do you know?
- do you **require** an asset to deliver on the need?
- have you looked at every asset option?
- Is anyone **doing it already**?
- Is there anyone else you can **join up with**?



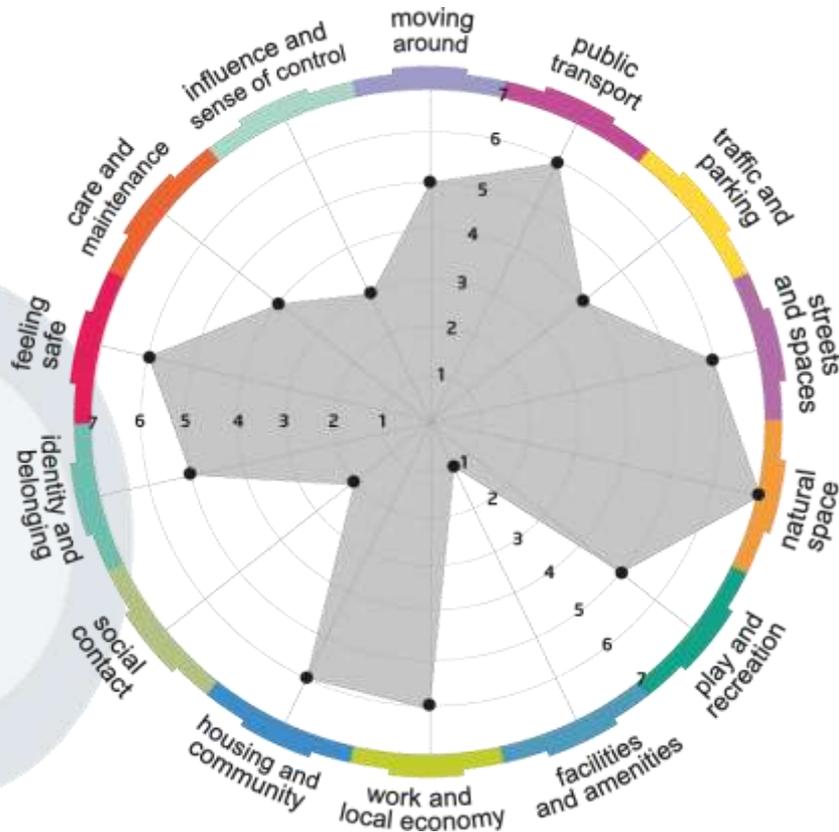
# COSS Resources – Route Map



...@PaisleyMensShed



# The Place Standard



[www.placestandard.scot](http://www.placestandard.scot)

- Free online tool
- simple framework - It allows you to think about the physical elements of a as well as the social aspects (for example whether people feel they have a say in decision making).



# Identify genuine community need = What do you want to do and why do you want to do it?

- Community events
- Questionnaires



# Learning from others who have done it already

## Community Learning Exchange Fund



- The Exchange will fund up to 100% of the costs of a visit up to a limit of £750, including a host fee.
- Learn from those who have done it before



# Working in partnership

- “We rent out office space to 2 other organisations”
- “A nursery rents the lower floor of the building and this underwrites all our fixed costs” (heating, lighting, 2 p/t staff, cleaning)
- “The gym is a partnership with the NHS and we have 430 members. This makes a profit for us.”



# Be Realistic about the Condition of the Asset



- Closing for cost saving
- Find out costs of refurbishing costs for refurbishing.
- Is it going to be cheaper to rebuild?
- Or choose another asset?



## Key questions to ask before you start:

- Do you want to **buy, lease or manage**?
- will the project **promote or improve**: economic development, regeneration, public health, social wellbeing, environmental wellbeing.
- will it **reduce** inequalities?



# Reasons for community going for lease

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- interim lease

- ✓ Phased approach to full title AT is completely legitimate
- ✓ to build up confidence and experience
- ✓ to test their business ideas
- ✓ must check heads of terms
- ✓ break clauses in favour of ownership



# BUT.....

- short term lease can cause funding issues
- Usually full repairing
- Groups being offered market leases
- Burdens

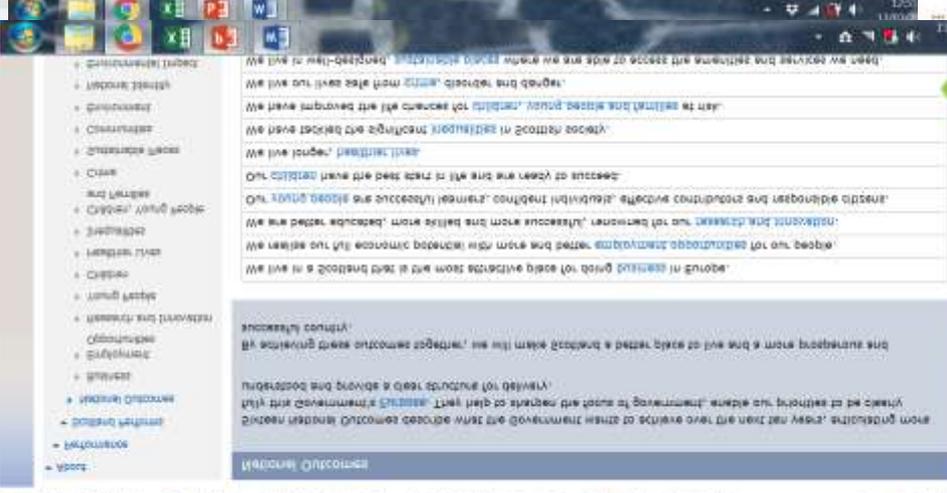
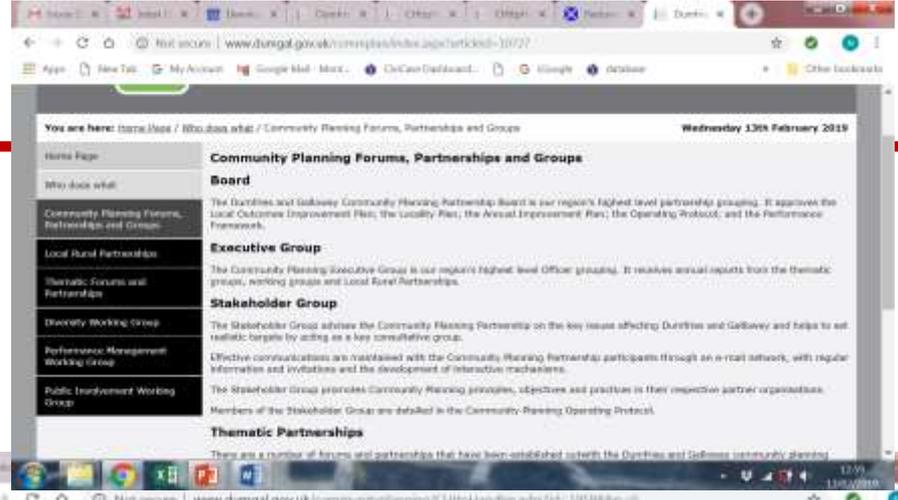


# Benefits of ownership of title

- Can make major alterations/ extend/ re-furbish
- Greater incentive to make such improvements
- Balance sheet strength – can borrow against
- Control and certainty over future of asset – can make long-term plans around it
- Better stewardship of local assets if community owns (and uses) them



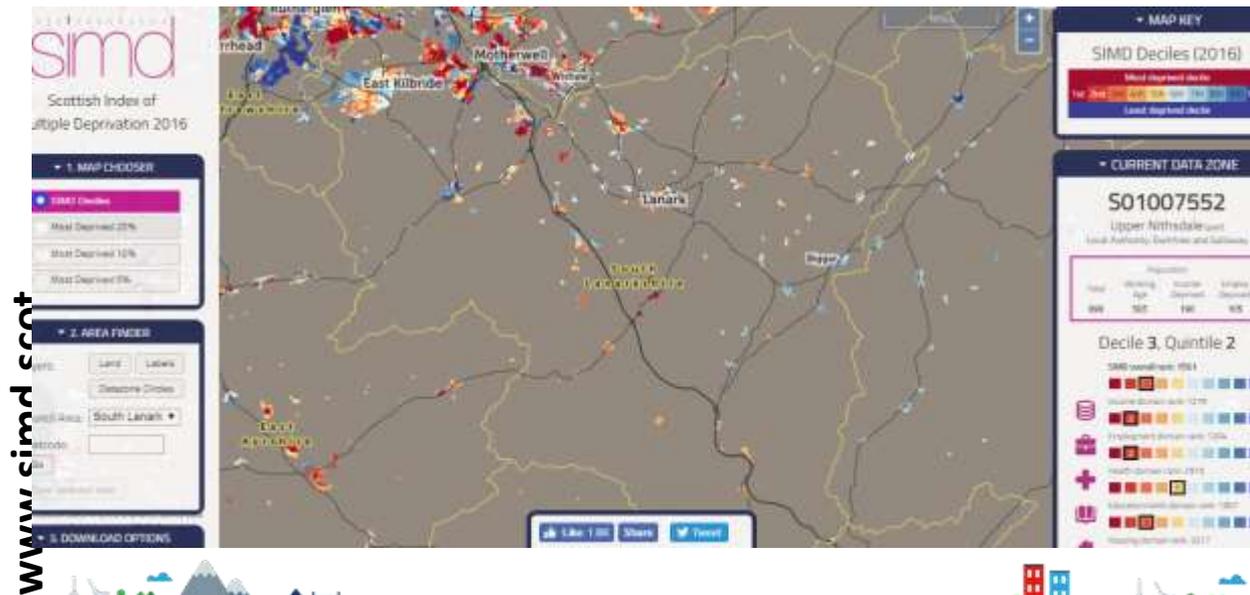
# Demonstrating added value - PLANS!



# Demonstrating economic/social/health/environmental value – the added value

- You can make a difference
- Can you deliver services in partnership with others? LA, NHS etc.

Are you in an SIMD area?



# Demonstrating Added Value

## Informal Enquiry



## Formal Enquiry = measurable outcomes

GLOBAL SOCIETAL CHALLENGES	<b>e</b> conomic Relative Population Growth and Inhabitation	<b>e</b> nvironmental Climate Change, Resource Scarcity and Biodiversity Loss	<b>S</b> ocial Poverty, Inequality, Aging, Migration and Displacement	<b>g</b> overnance Increasing Expectations for Private Sector to Act Responsibly and Be Proactive
OUR SUSTAINABILITY OBJECTIVES	<b>Provide Resilient Infrastructure and Energy-Efficient Building Solutions</b>	<b>Enable a Low-Carbon and Resource-Efficient Industry</b>	<b>Implement a High-Impact Social Strategy to Empower Communities</b>	<b>Embed Our Core Values into Every Action</b>
OUR SUSTAINABILITY PRIORITIES	<ul style="list-style-type: none"> <li>• Providing sustainable products and services</li> <li>• Delivering solutions for affordable &amp; resource-efficient buildings</li> <li>• Implementing resilient and low-impact infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>• Optimizing our carbon footprint through the use of alternative fuels and raw materials as well as clean energy</li> <li>• Minimizing air emissions and enhancing our environmental management</li> <li>• Conserving land, biodiversity and water</li> </ul>	<ul style="list-style-type: none"> <li>• Actively participating in the development of sustainable communities</li> <li>• Creating social and inclusive business opportunities</li> <li>• Promoting empowerment, diversity and community capacity-building</li> </ul>	<ul style="list-style-type: none"> <li>• Placing health &amp; safety first</li> <li>• Ensuring satisfied customers and responsible suppliers</li> <li>• Engaging and retaining our talent</li> <li>• Strengthening business ethics, compliance and transparency</li> </ul>
VALUE CREATED FOR SHAREHOLDERS AND OTHER STAKEHOLDERS	<ul style="list-style-type: none"> <li>• Increased competitiveness and a differentiated portfolio of products, services and solutions with sustainable attributes</li> <li>• Growth opportunities from new market segments in both emerging and developed markets</li> <li>• Enhanced profitability of commercial business model</li> </ul>	<ul style="list-style-type: none"> <li>• Increased value of the natural capital in our land and farming assets</li> <li>• Reduced and predictable fuel, power and water costs</li> <li>• Enhanced license to operate due to cutting environmental performance</li> </ul>	<ul style="list-style-type: none"> <li>• Increased the best employee and private equity value factor in community development</li> <li>• Attracted engine of economic growth and job-creation in local communities</li> <li>• Enhanced social returns of our operations</li> </ul>	<ul style="list-style-type: none"> <li>• Improved reputation as a company with superior sustainability performance</li> <li>• Satisfied customers that enhance profitability and increase operational efficiency</li> <li>• Thrive workforce and increased employee engagement</li> </ul>



But if not you then who?  
Don't worry – help is out there

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**0131 225 2080**  
[nicky@dtascot.org.uk](mailto:nicky@dtascot.org.uk)  
[www.dtascommunityownership.org.uk](http://www.dtascommunityownership.org.uk)



# Viability Not Liability Enterprising Assets



# Sustainability

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Confidence that you can be sustainable...

Sustainable growth encompasses a business model that creates value consistent with the long-term preservation and enhancement of financial, environmental and social capital...

*Review of Enterprise and Management Studies, 2013*

- “Washing your face”
- Creating a surplus – saving for a ‘rainy day’



# Planning for sustainability

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**When is the time to start thinking about sustainability?**

**Now!**

- Before you take it on
  - As you develop your transfer proposals
  - As you implement your plans
- ... there is help out there!*



# Building costs



= £X



## Staffing & contract costs



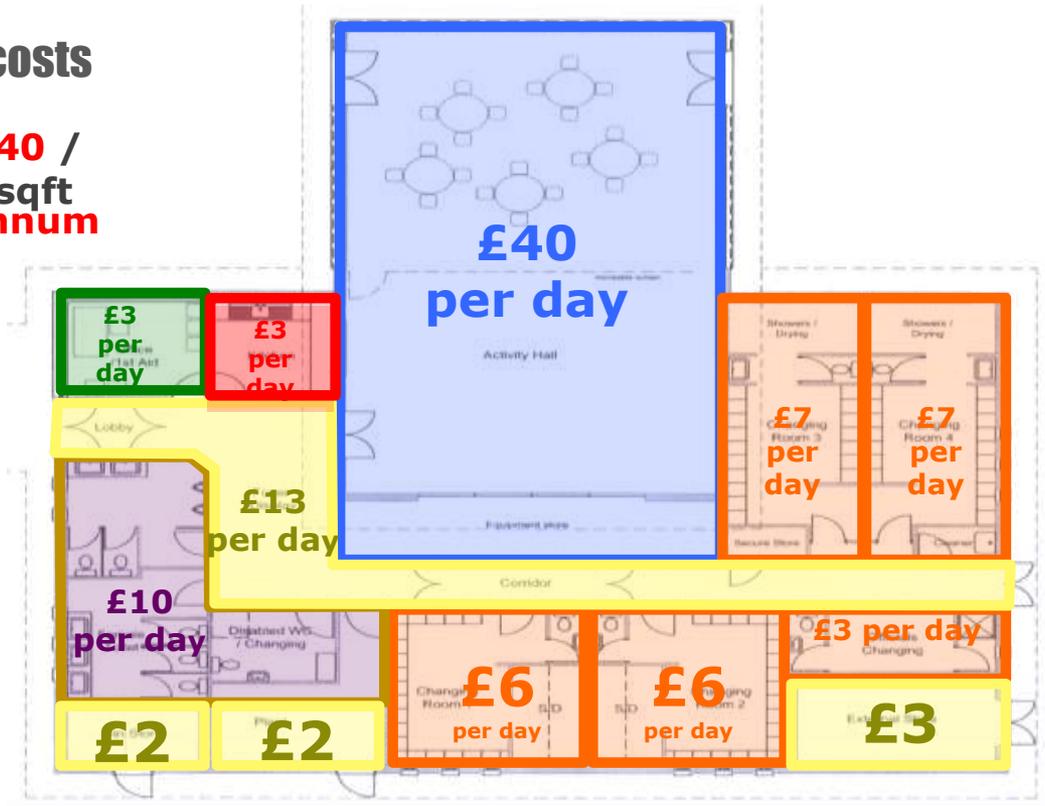
= £Y

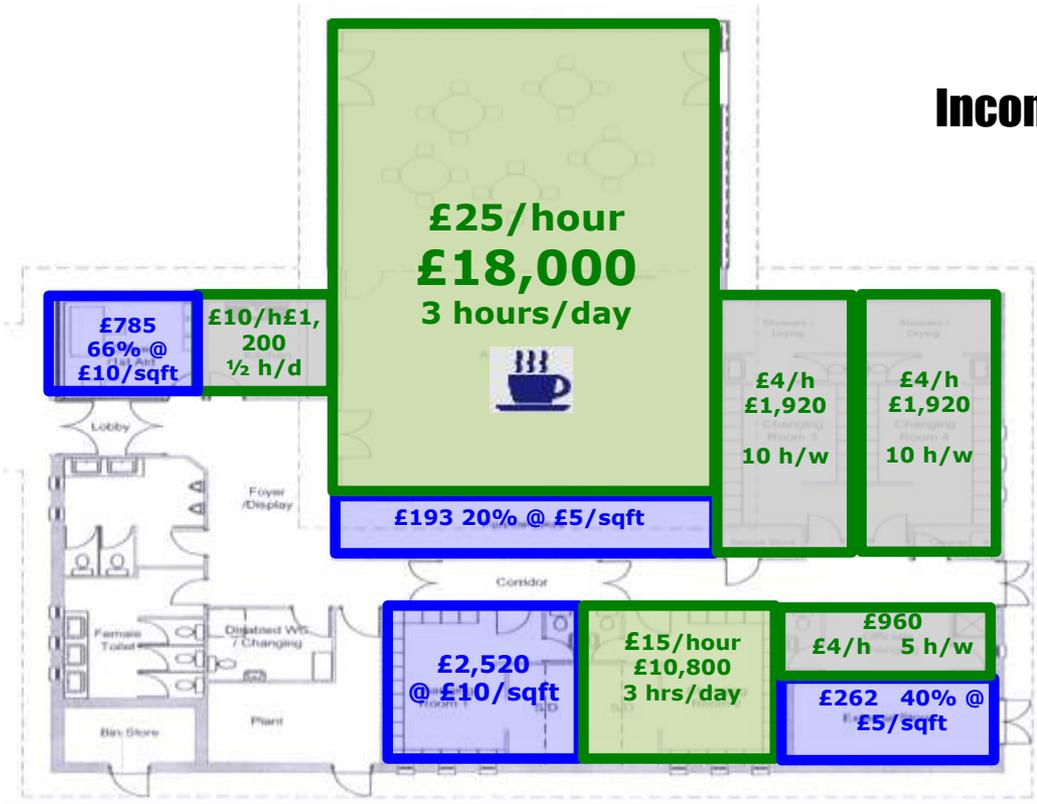
£X + £Y = operating costs



# running costs

**£37,840 /**  
**4,221sqft**  
**≈ £9/sqft/annum**





## Income

**Work & Storage  
Space:**

**£3,760**

**Room Rental:  
£34,800**

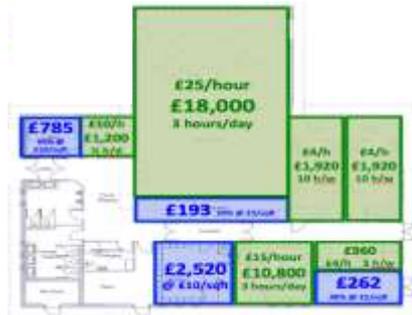
**Refreshments:  
£3,240**

*50p profit/cup  
1/person every 3 hours*

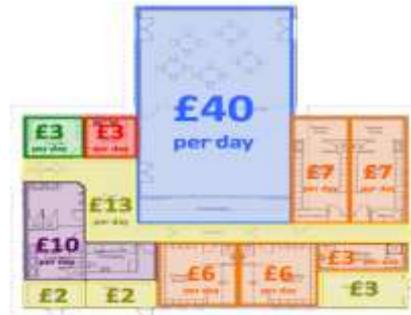
**Total income:  
£41,800**



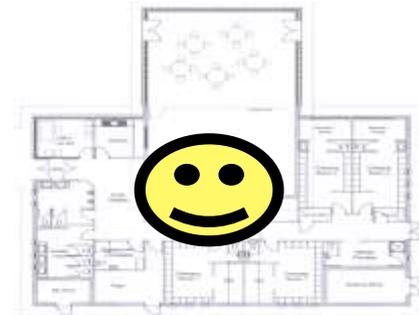
## the Bottom Line



**£41,800**



**- £37,840**



**= £3,960**



# Enterprise

It's all about...

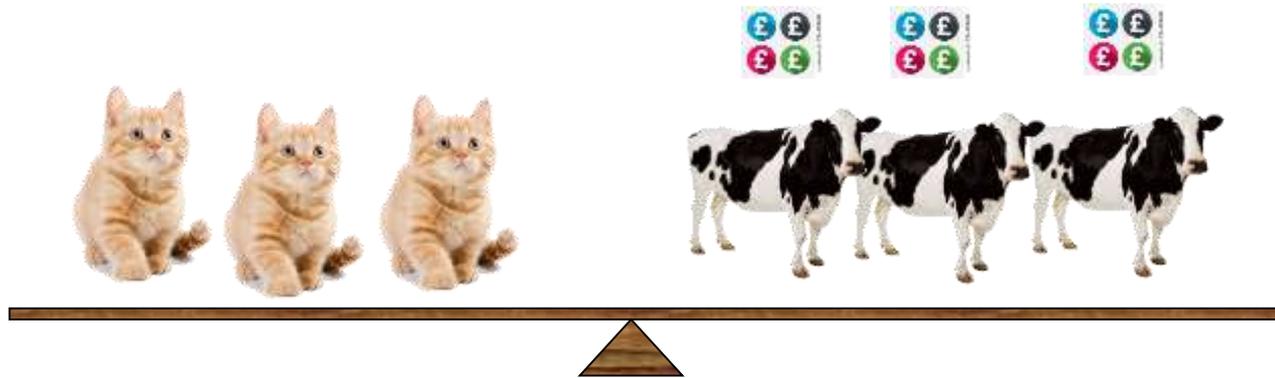


...being able to support  
your pet kitten



# Enterprise

... with your cash cows



**Income Generation - Getting the Balance Right**



# Enterprise

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What does a cash cow look like?



**It could be a contract or a Service Level Agreement (SLA)**



**It could be direct sales**



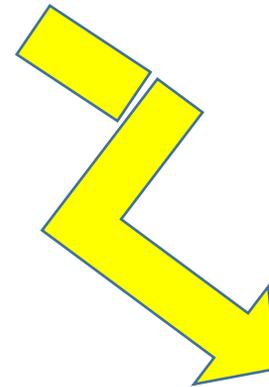
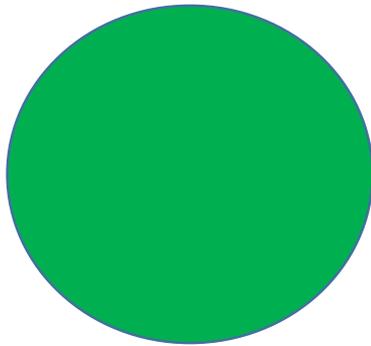
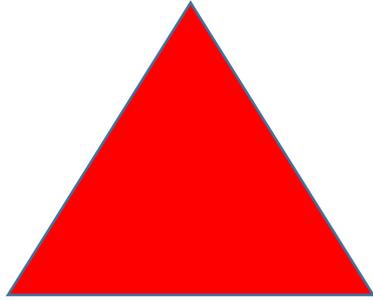
**It could be space rental**



**.... or any combination of those.**



# Personality types



# Capacity

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## Organising yourself:

- As a committee
- As a subgroup
- Recruit people onto Board with relevant expertise and interests
- Professional experts/fundraising consultants
- Partnerships



# COSS Support for Asset Transfer Requests



# Support

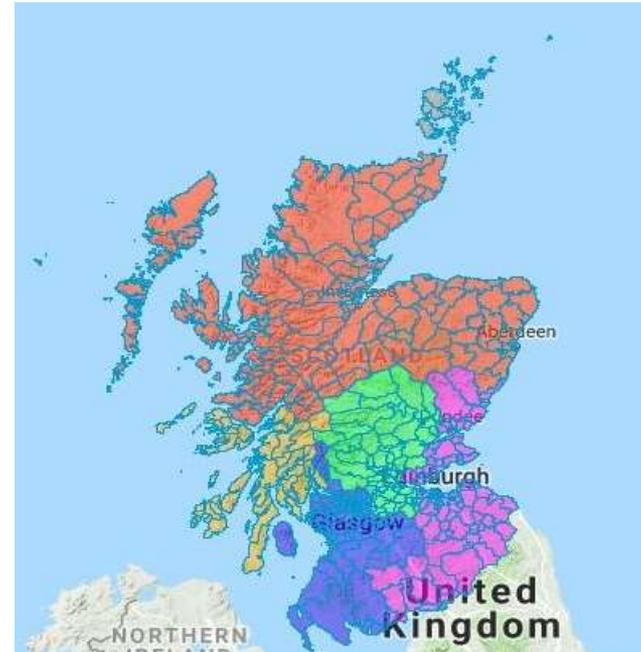
## One to One

- Whole of Scotland
- Advisors on the phone, via email and face to face support for groups

## Training Events

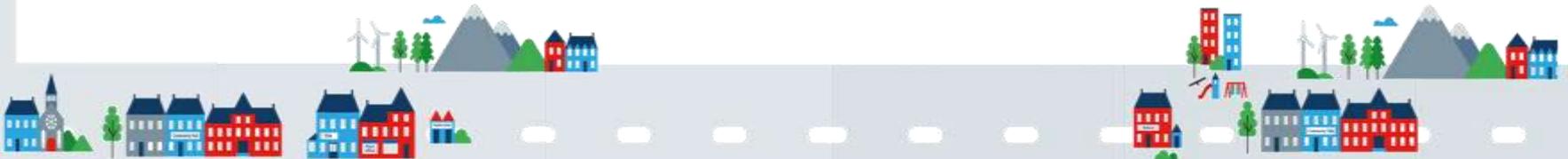
- Awareness raising
- Relevant topics and themes

## Publications and online resources



# Networks

- Part of Development Trusts Association Scotland ([www.dtascot.org.uk](http://www.dtascot.org.uk))
- There are over 268 DT members across Scotland
- Links to community asset projects across UK
- Scottish Community Alliance – specialist community intermediaries
- Community Learning Exchange Fund – up to £750 for visits



[www.dtascommunityownership.org.uk](http://www.dtascommunityownership.org.uk)



**COMMUNITY OWNERSHIP SUPPORT SERVICE**  
Development Trusts Association Scotland

Search

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### Community Asset Transfer

Taking on an Asset - a step by step guide to an Asset Transfer Request

[Find Out More](#) →

### Community Place Plans

Grassroots, whole community, plans that make a difference.

[Find Out More](#) →

### Community Rights

Community Rights under Scottish Government legislation

[Find Out More](#) →

### Public Bodies

Transferring Assets - a guide to developing an asset transfer policy and processes

[Find Out More](#) →







# Support for Relevant Authorities

- Staff and Councillor Training on Part 5: Asset Transfer
- Assist with development of Asset Transfer policies
- Respond to general queries about the SG guidance
- Relationship brokering when requested



# Representation

- Collating regular issues that come up and reporting to help resolve
- Discussion on funding available
- Supporting groups with appeals to SG
- Review of RA processes to fit with Act
- Input to SG short life working groups relevant to Asset Transfer



# Contact

Edinburgh main office –

Email - [coss@dtascot.org.uk](mailto:coss@dtascot.org.uk)

Telephone – 0131 225 2080

South Ayrshire Advisor – David Henderson

Email – [david@dtascot.org.uk](mailto:david@dtascot.org.uk)

Telephone – 07496 957019

Dumfries and Galloway Advisor– Nicky Donald

Email – [nicky@dtascot.org.uk](mailto:nicky@dtascot.org.uk)

Telephone 0131 316 4706







# What is a CAT?

- **Council land and property can be a resource to help local communities realise their plans and aspirations.**
- **The Council can transfer assets to community organisations who want to own/ manage them to the benefit of their community**



# Bakers Oven Dumfries High Street



# Have a conversation?

- A Community Transfer Body can request any council building or land they consider suitable for their goals.
- SCIO
- Community Benefit Company
- Company limited by Guarantee (Charitable Status)
- It starts with a conversation



# Johnson School Kirkcudbright



# Interested?

- Express an Interest- submit
- Think about your business plan
  1. Community Engagement- where's the need?
  2. Community Benefits- what good is it? SROI?
  3. Finance- who keeps it going?



# Saint Peters Primary Dalbeattie



# Sources of Support?

- Ward Officers
- Third Sector D&G
- DTAS
- COSS
- Others... Anchor groups.....those who have been through the process  
Filming now...



# Decision Makers?

- Ward Elected members
- Area Committee
- Policy and Resources Committee
  
- Decision notices
- What's next



# Is it possible? Last financial year

- Full Asset Transfers: 12
- No. of Stage 1s: 20
- No. of Stage 2s: 8
- Short term Leases 18
- Long term leases 4



# FAQs

- CATs only for Council land and buildings?
- What help is available?
- How much should a building/ land cost under CAT?
- What can the Community Transfer body do if a CAT is refused?
- When should we apply for funding?
- What if more than one group applies for the same land/ property?



# CAT or Lease?

- CAT
- 20- 25 year lease.
- Further Information:
- <https://www.dumgal.gov.uk/article/16441/Community-asset-transfers>



# Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Ailsa Murphy

Scottish Land Fund Adviser

Highlands and Islands Enterprise



**The Scottish Government**



Highlands and Islands Enterprise  
Iomairt na Gàidhealtachd 's nan Eilean

# Scottish Land Fund

Ionmhas Fearainn Na H-Alba

## Scottish Land Fund 3

*Supporting Scottish communities to become more resilient and sustainable through the acquisition, ownership and management of land and land assets.*



**The Scottish Government**



Highlands and Islands Enterprise  
Iomairt na Gàidhealtachd 's nan Eilean

# Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Communities will:

- Achieve more sustainable economic, environmental and / or social development through ownership of land and buildings
- Have a stronger role in and control over their own development
- Own well managed, financially sustainable land and buildings



**The Scottish Government**



Highlands and Islands Enterprise  
Iomairt na Gàidhealtachd 's nan Eilean

# Scottish Land Fund

Ionmhas Fearainn Na H-Alba

## SLF 3

- Over 600 referrals to date
- Pipeline enquiries - currently around 250 projects in varying stages of development.
- 110 communities have acquired assets to date
  - 51 Highlands and Islands
  - 59 Rest of Scotland



**The Scottish Government**



Highlands and Islands Enterprise  
Iomairt na Gàidhealtachd 's nan Eilean

# Scottish Land Fund

Ionmhas Fearainn Na H-Alba

## Process:

- Enquiries through Big Lottery Fund
- Referral to SLF Adviser – applicant support
- 2 stage application process:
  - Stage 1 assessment by Highlands and Islands Enterprise
  - Stage 1 decision by SLF Management Group
  - Stage 2 assessment by Big Lottery Fund
  - Stage 2 decision by independent Scottish Land Fund Committee, appointed by Ministers



**The Scottish Government**



Highlands and Islands Enterprise  
Iomairt na Gàidhealtachd 's nan Eilean

# Scottish Land Fund

Ionmhas Fearainn Na H-Alba

## Two-stage process:

### Stage 1 – Feasibility/ Pre-acquisition

- Information gathering;
  - Business planning;
  - Feasibility funding
- To help investigate community aspirations, feasibility, sustainability around ownership of a particular asset

### Stage 2 – Acquisition

- Grants for acquisition;
  - Limited revenue funding.
- NB acquisition only, NOT post-acquisition development costs



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## Stage 1: Feasibility Funding (pre-acquisition)

### Who can apply?

- Geographic community based organisations with a written governing document and at least three unrelated people in your management committee. Must have a UK based bank or building society account

### How much?

- £2,500-£30,000\* (\*- average is c£10,000)

### For what?

- Valuation, conditions survey, feasibility/business planning, community consultation



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## Stage 2: Grants for Acquisition

### Who can apply?

Organisations that are community-led, community-controlled and defined by a *geographical area* i.e. not communities of interest.

### Governing document requirements (e.g. CLG; SCIO; CBS)

- Social Purpose
- Open Membership
- Community Control
- Non Profit-Distributing



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## Stage 2: Grants for Acquisition

- Based upon independent valuation **not** asking price
- **Up to £1 million** (Up to 95% of SLF project costs – average is around 80%) – balance through co-financing or negotiated discount
- Needs to be an asset not a liability (immediate use/meanwhile use)
- If post asset development funding is required- are you speaking with other funders? For example RCGF/Heritage Funders/LEADER/ National & Local trusts



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## SLF 3 2019 - end of current programme

For all projects we will place an increasing emphasis on the need to demonstrate:

- Added value of community ownership –additional financial investment, SROI, economic and environmental impact etc.
- The sustainability of community ownership e.g. post acquisition funding strategy; robust business plan demonstrating the viability of projects seeking to generate income to meet running costs.
- Robust, demonstrable community support for the project



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- The highest number of referrals continues to be in Highland Council area, followed by Argyll & Bute and then Dumfries and Galloway
- The Dumfries & Galloway region continues to be one of the busiest areas
- Currently there are 9 active projects which are at various stages in the pipeline
- Examples of some of the projects which we've recently supported: Old Luce Development Trust, Thornhill Old School Collective, Glentroll & Bargrennan Community Trust & New Luce Community Trust



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# Scottish Land Fund

Ionmhas Fearainn Na H-Alba

## Contact:

Big Lottery Fund (all initial enquiries)

0300 123 7110

[advicescotland@biglotteryfund.org.uk](mailto:advicescotland@biglotteryfund.org.uk)

[aisla.murphy@hient.co.uk](mailto:aisla.murphy@hient.co.uk)

[www.hie.co.uk/ten-steps](http://www.hie.co.uk/ten-steps)



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**Rachael McQueen &  
Neal Bennison**

**South Scotland Team**



Last year, we supported communities to deliver



**1,131  
projects**



in Scotland using money raised by



**National  
Lottery  
players**

We fund

all sorts

of work

# What can we fund?

- ✓ Salaries/staffing costs
- ✓ Overheads
- ✓ Travel
- ✓ Refurbishment
- ✓ Equipment
- ✓ Promotion/marketing
- ✓ Building/asset purchase

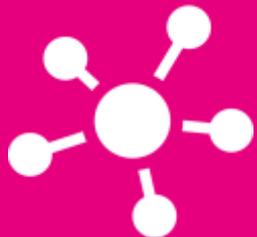
We want projects  
we fund to be:



people-led



strengths-based



connected

# National Lottery Awards for All Scotland



AWARDS  
FOR ALL  
SCOTLAND

- ▶ Simple to apply for **£300** to **£10,000**
- ▶ Very broad: community, sports, arts
- ▶ Events, equipment, promotion, start-up costs and more
- ▶ Involve your community in planning/delivery!

**Our larger grants broadly fall  
into two categories...**

**Themes**

**Local  
community**

# What grants are available?

## Themes

- ▶ **Improving Lives:**  
Two levels of grant  
Up to £150,000  
Over £150,000
- ▶ **Young Start:**  
Up to £100,000

## Local community

- ▶ **Community-Led Activity:**  
Up to £150,000
- ▶ **Community Assets:**  
Up to £1M
- ▶ **Scottish Land Fund:**  
Up to £1M



# Themes (Improving Lives and Young Start programmes)

- Children, young people & families in challenging circumstances
- Isolation, loneliness, loss
- Surviving abuse
- Challenging discrimination
- Wider work led by young people 8-24 (Young Start)

# Community Assets

A young woman with long brown hair and bangs is sitting at a table in a community center. She is looking towards the camera with a slight smile. In the background, another woman in a blue shirt is sitting at the same table, and there are various items on the table, including a red container and some toys. The room has white walls, a black chair, and a framed picture on the wall.

**Empower people to create strong and resilient communities by helping them to acquire, manage or develop assets such as buildings or land.**

# Community Assets

£10k-£1M

- Address local inequality/disadvantage via purchase/development of assets
  - For local community run/led orgs
    - Ownership not leasing
      - Capital and revenue



**This fund isn't about buildings....**

**...it's about using buildings  
(or other assets) to help  
address specific local issues  
and achieve positive  
outcomes.**

# Community Assets



## More likely to fund if...

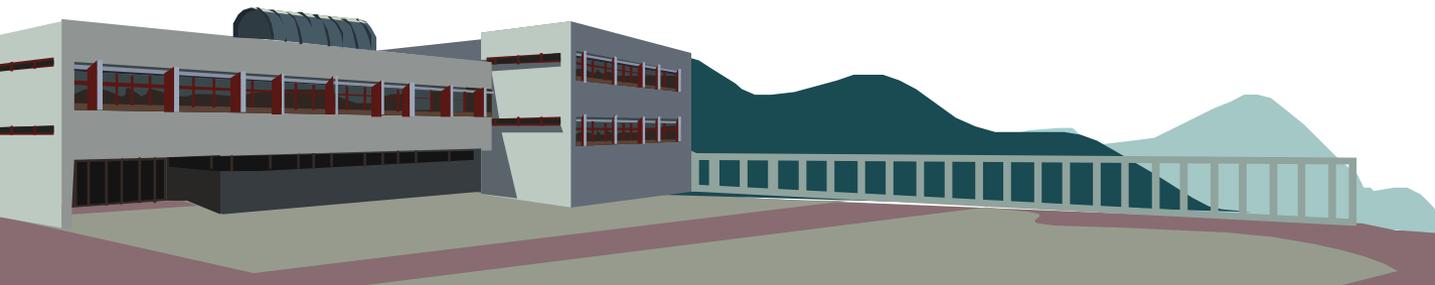
- It will strongly address disadvantage/inequality
- It is people led and builds on the key strengths of a community
- There is a clear link from significant social issue(s) in the area to the proposed project for example:

Lack of jobs is driving young people from our area

Redevelop the village hall to include a social enterprise that will employ local people, alongside other better facilities

Older people in our area are very isolated and lack support

Develop a combined community centre and day care for older people, with lunch club and social activities



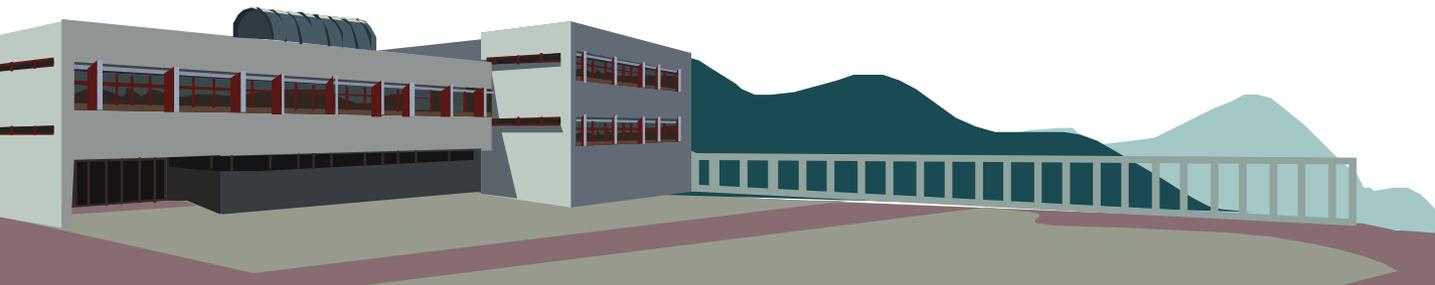
# Community Assets



## Unlikely to fund...

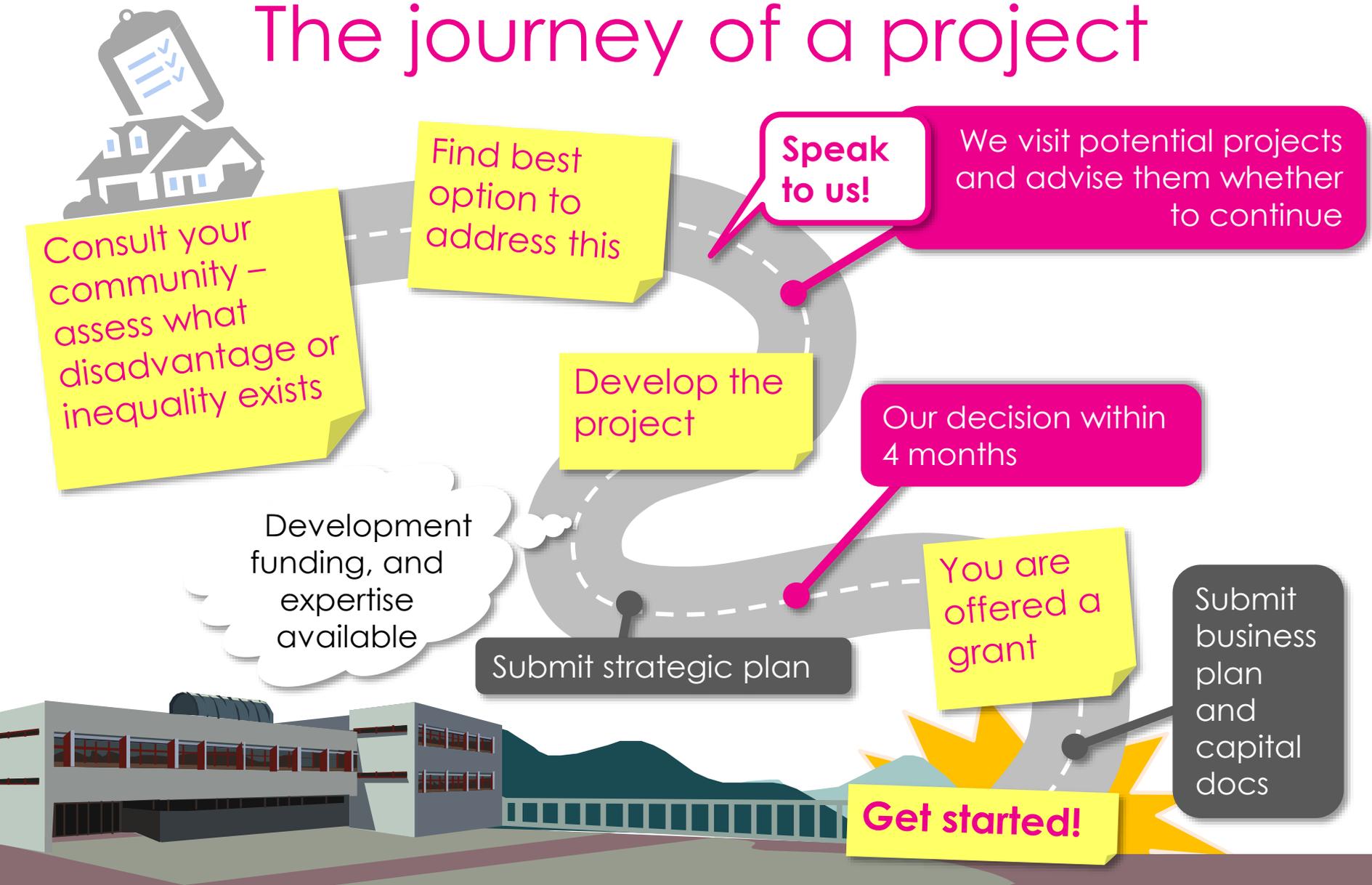
- Just sports facilities
- Single focus building (e.g. Scout hut, Men's Shed)
- Project mainly focused on heritage/conservation of a specific building
- Car park, play park or park improvements
- Place of worship
- Building for purely amenity use

Often means general refurbishment costs of a village hall or similar are unlikely to be funded.



# Community Assets

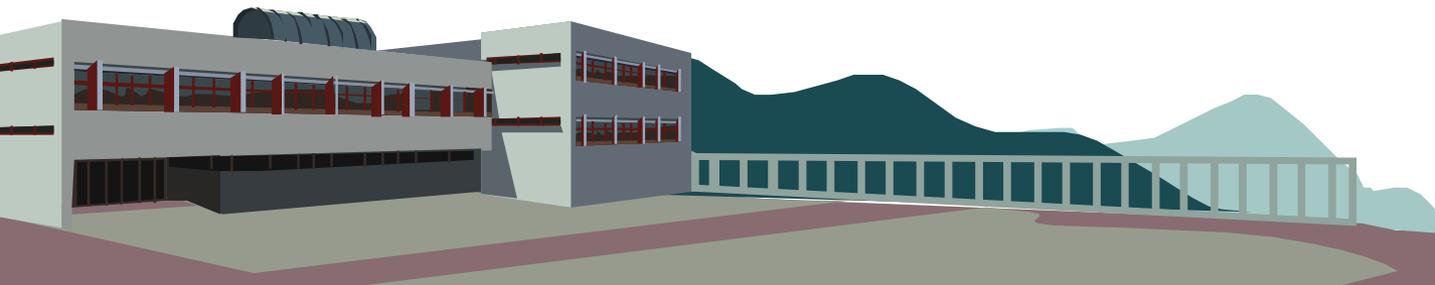
## The journey of a project



# Community Led



- **Everyone in the community has the opportunity to influence and get involved in community-led activity**
- **People in the community are better connected and work together to improve their well-being**
- **Grants of up to £150k for 3-5 years**
- **Success rates: 54% South Scotland, 57% D&G**



# Our blog



latest on new  
funds  
how-tos  
news...

[bigblogscotland.org.uk](http://bigblogscotland.org.uk)

# Monthly E-bulletin



Latest funding success rates



Ever wondered how likely you are to be successful when applying to us for funding?

[Read our blog](#)

▶ hints and tips  
▶ info on funds  
▶ other stories...

# Keep in touch!

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facebook.com/TNLCommunityFundScotland

advicescotland@tnlcommunityfund.org.uk

0300 123 7110