



Development
Trusts Association
Scotland

A Thriving Community-led Network

New Futures: Former Places of Worship

Finance and Funding



Today's workshop: Finance and Fundraising



- Housekeeping:
 - Please keep yourselves on mute, to avoid background noise
 - Feel free to introduce yourselves in the chat; and if possible, put your name and church building in your Zoom profile
 - Please also put any questions in the chat/raise hand – and if you have a question for a specific funder, say that too
 - We are recording this session
 - 2 hrs so hope to have a comfort break around 1pm.
- Follow up:
 - We will send the slides out by email
 - Feedback forms – this week and in three months' time
 - Get in touch! With us – and each other (via us if you'd prefer)



Community Ownership Support Service

The Community Ownership Support Service (COSS) is a Scottish Government funded programme, set up to:

- Help community groups in Scotland take on assets for their community, giving them greater control of land and buildings, and helping to ensure local service delivery in the future
- Support local authorities, other public bodies and members of Community Planning Partnerships to transfer a building or land asset, recognising the benefits of partnership working with the community to meet future goals
- See the animated guide on the [COSS website](#)



**Community
Ownership
Support Service**

Development Trusts Association Scotland



'New Futures: Former Places of Worship' programme

- A three-year programme (January 2025 – December 2027)
- Funded by National Lottery Heritage Fund (NLHF), Historic Environment Scotland (HES) and Development Trusts Association Scotland (DTAS)
- To provide enhanced support to community groups considering taking on a church across Scotland
- In direct response to the significant and unprecedented number of former places of worship that are due to for disposal over the next several years
- Staffing: Three Churches Advisors and a Churches Programme Officer (two over the course of the programme)



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**Development
Trusts Association
Scotland**

A Thriving Community-led Network



Who delivers the programme, and what does it offer?

- The [Community Ownership Support Service](#), within the [Development Trusts Association Scotland](#)



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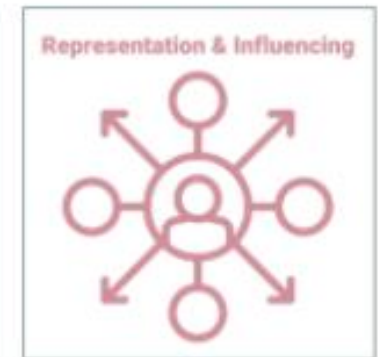


Louise Paterson

Churches Programme Officer

Scotland

louise@dtascot.org.uk





Today's workshop: Finance and Fundraising

- Hosted by Audrey Dunn, COSS Churches Advisor
- Presentations from:
 - [Scottish Land Fund](#)
 - [The Architectural Heritage Fund](#)
 - [The National Lottery Heritage Fund](#)
 - [Historic Environment Scotland](#)
- Plenty of time for questions (after presentations)
- Our top tips!

Scottish Land Fund
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AHF Transforming
Heritage

 **Heritage
Fund**



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Top Tips!



- Read the guidance and cross reference as you complete the application.
- Make sure you meet the criteria and can achieve the funding priorities.
- Make the most of the pre-application services team – submit an EOI (Expression of Interest)/ PEF (Pre-application Enquiry Form) to get initial feedback.
- Show Viability: Fully consider your budget and all elements you need to deliver your project successfully.
- Concisely tell your story.
- Demonstrate need and support.
- Show Sustainability: Explain your plans post grant funding.
- Be realistic! (*SMART objectives).
- Get a critical friend to proof-read (Your friendly Churches Advisor perhaps ;-))
- Give yourselves plenty of time.

*Specific, Measurable, Achievable, Relevant, Timebound



Next year's online workshop programme

(so far – dates tbc)

JANUARY

- Finance and Fundraising 2: Other Funding Methods
- Your Building: A Guide

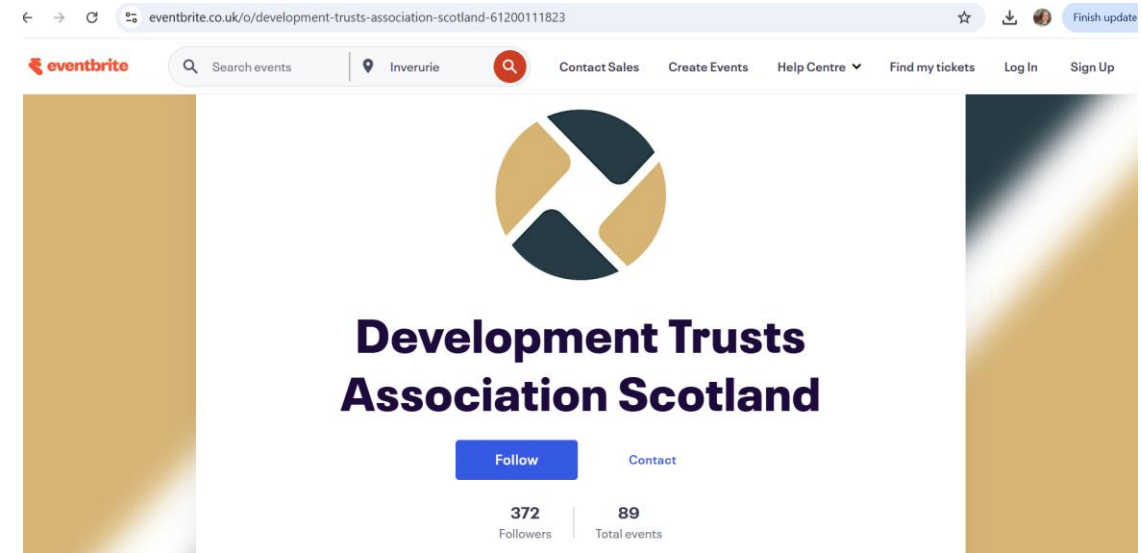
FEBRUARY

- Business Planning
- Financial Planning

MARCH

- Community Right to Buy (with the Scottish Land Team)

[Check out the DTAS Eventbrite page for more information and to book](#)



What
else?



Contact details

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DTA Scotland, 1B Washington Lane, Edinburgh, EH11 2HA

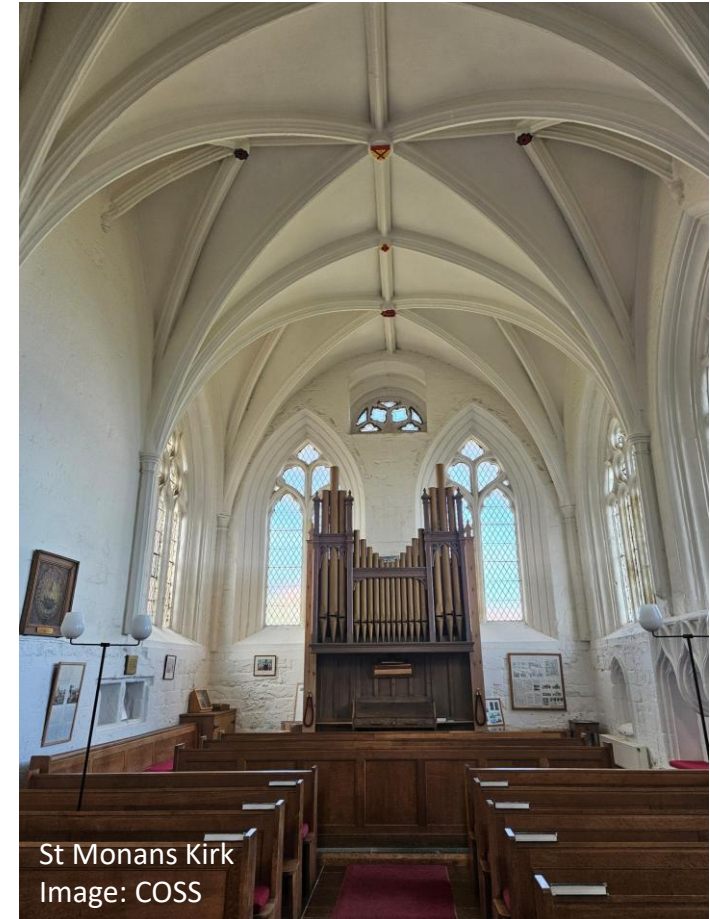
<https://dtascommunityownership.org.uk/>

BlueSky - [DTAScotland](#) / [Community Ownership Support Service](#) / [Democratic Finance Scotland](#)

LinkedIn - [DTAScotland](#) Facebook - [DTAScotland](#) Instagram - [DTAScotland](#)

DTA Scotland is a Scottish Charitable Incorporated Organisation (SCIO) No. SC034231

Browse our upcoming **events** and sign up [HERE](#)



Community
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Development Trusts Association Scotland

Scottish Land Fund

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New Futures : Former Places of Worship Webinar.

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

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Scottish Land Fund

- In our final year of the current SLF programme.
- Remaining feasibility funding to be spent by March 2026
- Still taking referrals for eligible projects.

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Process

- Initial Enquiry – National Lottery Community Fund
- Early Support – HE Case Officer appointed
- Stage 1 application for Feasibility and Investigative Costs
- If successful, use Stage 1 funding to develop full application
- Consideration by Scottish Land Fund Committee
- If successful, award funding and complete transaction

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Route to Ownership

- Real not speculative
- Negotiated Sale, Asset Transfer or Community Right to Buy
- Pre-Stage 1 support available from TSI, CLS, OOS, Scottish Government and SLF

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Eligibility -Who can apply?

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

Governing document at Stage 2 requirements (for CLG, SClG, CBS)

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

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SLF Grants for Acquisition

- An asset not a liability (immediate use/meanwhile use)
- Based on independent valuation not the sellers asking price
- Up to £1 million (Up to 95% of agreed sale price : average is 80%) – balance met through co-financing or negotiated discount.
- If asset development funding is required- are you speaking with other funders? Lottery/SG ROGF/ Heritage/Local Authority/Windfarm/Trusts

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Project Emphasis

All projects need to demonstrate:

- Added benefit of community ownership –additional financial investment, economic, social and environmental impact.
- 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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- Across the SLF 4 programme period (2021-2026) we have awarded £31.7m to 196 projects.
- 26 were church owned assets.
- The current 'pipeline' of SLF referrals and active projects includes a further 25 church assets.

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Church Acquisitions using SLF: Issues to Consider

- Rationale for the acquisition
- Condition of the building and likely source of funding for repair/rebuild
- Location and displacement
- Vendor conditions and community consultation

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Contact:

Initial Enquiries to National Lottery Community Fund Scotland

advicescotland@nlcommunityfund.org.uk

tony.crosbie@hient.co.uk

www.hie.co.uk/ten-steps

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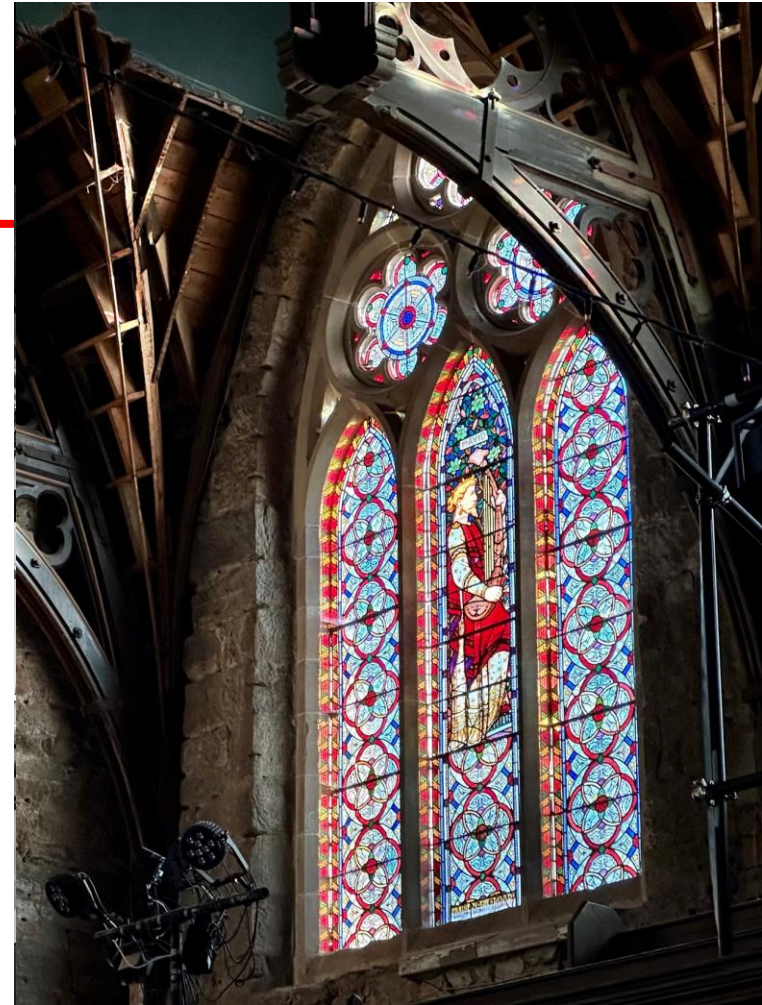
AHF

Scotland | Alba



Architectural Heritage Fund

- Independent charity established 1976 – the only specialist heritage lender in the UK
- Loans since 1976, grants since 1990, plus free advice, lobbying and capacity building for heritage sector
- Ongoing support to >100 projects a year, urban and rural, usually in partnership with other funders
- Network of support officers throughout the UK providing advice and guidance to communities that wish to repair and adapt buildings and structures at risk

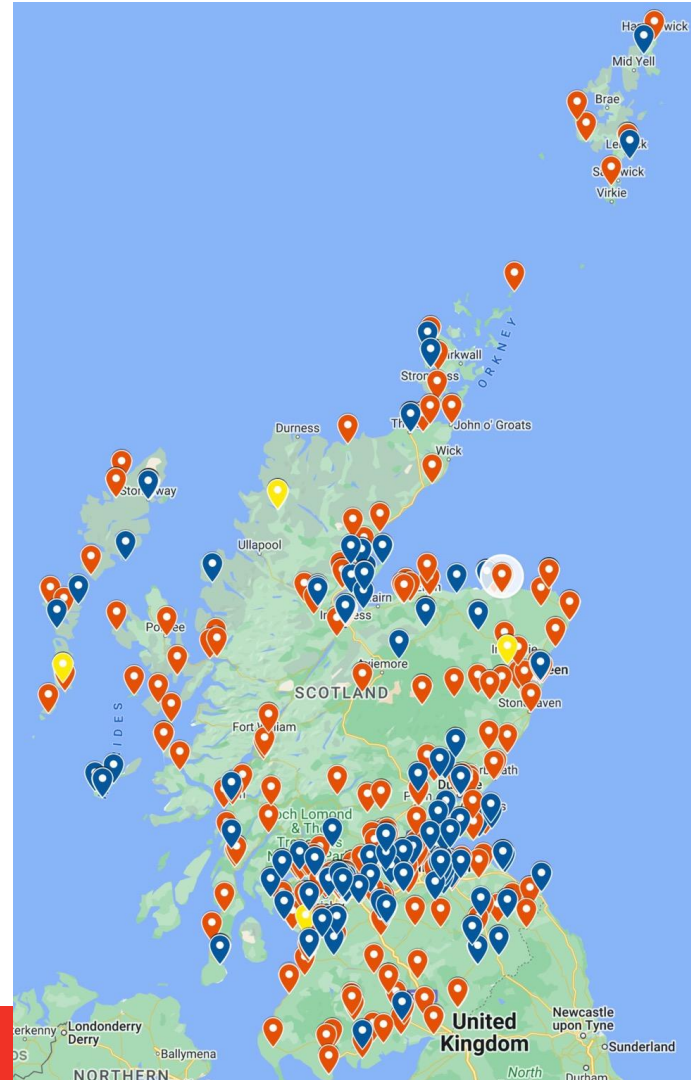


AHF in Scotland

- Supported more than 400 different historic building regeneration projects, delivered by 270 different organisations.
- **Grants**
Over 550 different grant offers
> £4.2 million offered since 1990
- **Loans**
Over 170 different offers
> £20 million offered since 1976



**WILLIAM GRANT
FOUNDATION**



Our Priorities

- Help communities find **sustainable new uses** for their local historic buildings
- Community-led regeneration using heritage buildings
- Social Enterprises / Community Businesses / Affordable Housing
- Tackling isolation & rural poverty
- Organisations that haven't taken on a heritage buildings before
- Opportunities for community ownership or control



Eligibility – What **don't** we fund?

- Churches in full-time religious ownership/use
- Projects *only* involving Repairs or Maintenance
- Projects without either a potential Change of Use, and/or Change of Ownership
- Projects run by individuals or for-profit organisations
- Buildings without historic interest (not necessarily only listed buildings!)



AHF Project Support

There's no such thing as a **typical** project!

But there are lots of commonalities between projects

– even if things don't always happen in the same order!

We'll talk to you and try to understand the specifics of what you want to do – and **why** you want to do it –

before we give advice or recommend financial support.



Project Viability Grants

Up to **£15,000**. No match funding required.
Monthly application and decision cycle.

Help to answer some key questions:

- Should we take on this building – or not?
- What would it cost to buy it? (*Valuation*)
- What would we use it for if we owned it? (*Options Appraisal*)
- What changes would we need to make? (*Architect*)
- What would it cost to make the changes? (*Quantity Surveyor*)
- How will we make money to pay to run it? (*Business Plan*)
- *Plus a small additional fund:*
WGF TSF – Allows for Emergency Works – up to £15,000



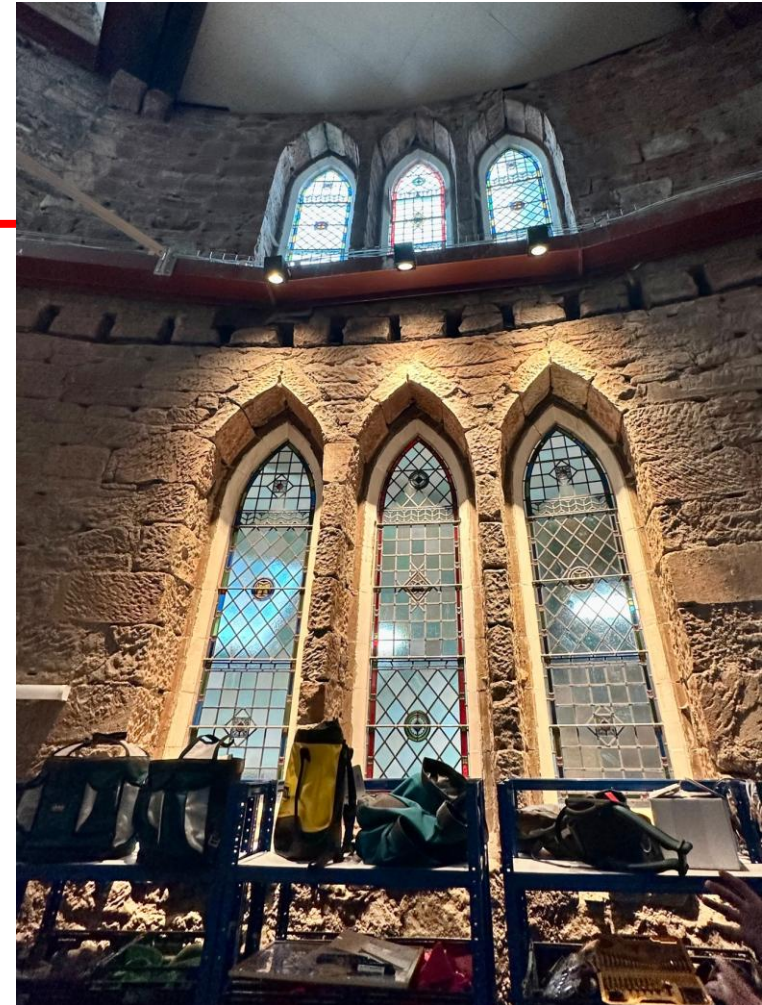
Project Development Grants

Up to **£45,000**. Usually looking for 50% match funding.
Monthly or quarterly application and decision cycle.

Once you've decided to go ahead, and have a rough idea what you want to do.

Help to take the project to the point of applying for capital funding:

- Add detail to outline plans
 - Revise costings based on final designs
 - Take outline to detailed business planning
 - Capital Fundraising
-
- Organisation Capacity Building – help pay for a Project Organiser or similar staff member to manage the project



Loan Finance Support

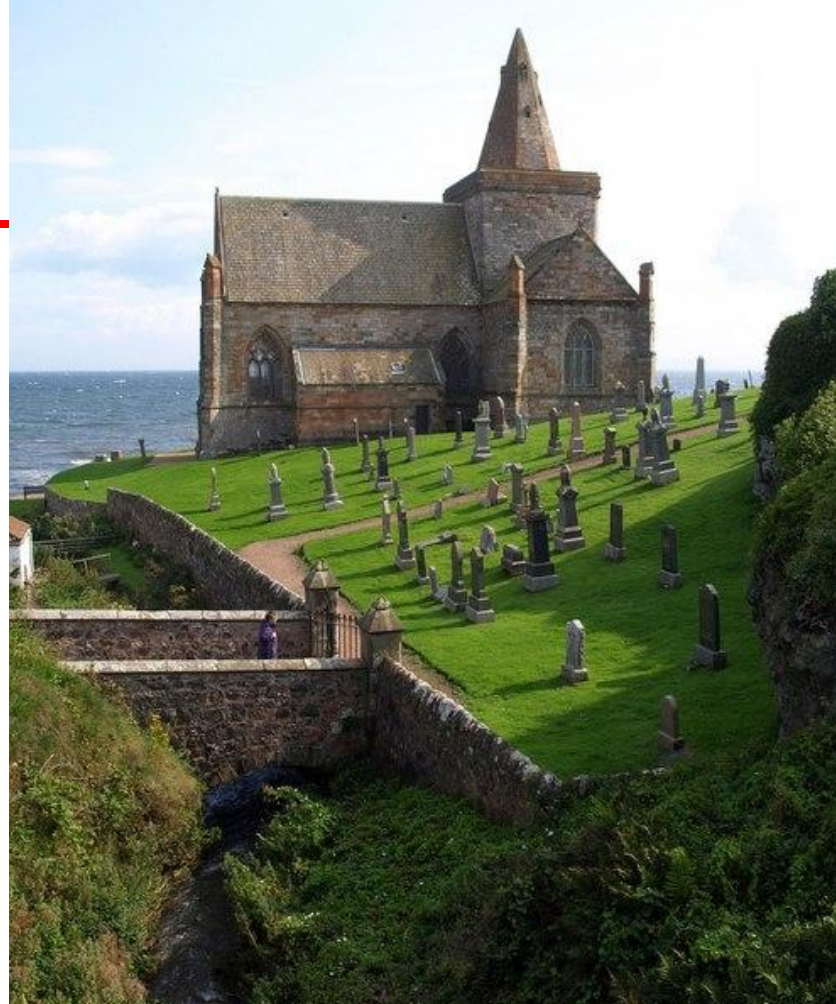
- Acquisition
- Fundraising Gap
- Capital Works Cash Flow
- Business Development & Revenue
- From £30k - £500k +
- From 6 mo. to 10+ years
- Interest rates dependent on available security



Case Study: St. Monan's

Category A listed church in Fife

- April 2023 – one of a number of churches to be sold looked at as part of a thematic study of Fife A-listed churches by Fife Historic Buildings Trust
- work funded by AHF Viability Grant
- March 2024 – AHF Development Grant: business planning, condition survey, conservation statement, project management support
 - matched against SLF R1, Common Good Fund
- April 2025 – Scottish Land Fund award £171,741 to purchase the building
- Heads of Terms now being agreed



Case Study: Above Adventure

Unused, Cat. B listed church in central Kilmarnock

£3.8M Project

Now a fully accessible and inclusive indoor climbing centre

- Major external and internal repairs and alterations
- Church pews and balcony largely removed
- New modern link building added between church and hall
- Historic fabric – including pews and pillars – re-used elsewhere in building as much as possible
- Focal stained glass windows cleaned and restored



Case Study: Above Adventure

EIGHT YEARS LATER...

AHF Support Timeline:

2015: Viability funding assisted with a feasibility study.

2016: Development grant, for design team fees.

2018: Development grant, for further design team fees

2017 & 2020:

Two: separate social investment loan offers totalling over £200,000 helped enable both an initial meanwhile use phase in the church hall, and then to deliver the full large-scale capital project.

AHF was also able to introduce the project to other private funders who then helped with further capital funding.



Case Study: Above Adventure



Get in Touch!

AHF Scotland Team

Gordon Barr and Jo Robertson

www.ahfund.org.uk/scotland

Email: scotland@ahfund.org.uk

Tel. 0300 121 0346





Heritage
Fund

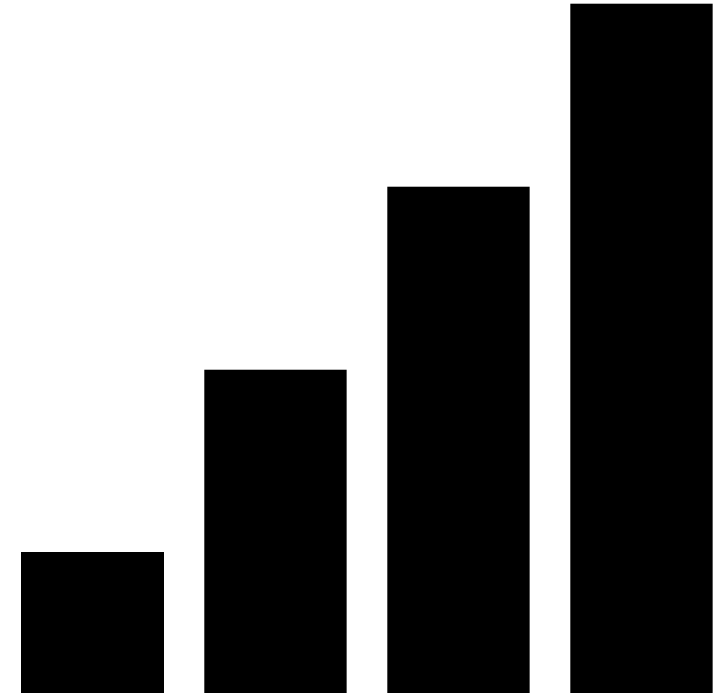
Rikki Payne Senior Engagement Manager, Scotland

Opinion poll

On a scale of 1 (low) to 5 (high)

How confident do you feel about
making an application to The
National Lottery Heritage Fund?

Drop your answer in the chat.



Stats Slide – Since October 2024

Small Grants £10 - £250,000

- 36 Project Enquiries
- Totalling £4,516,829
- 12 Awards
- Totalling £1,461,324
- 33% success rate

Large Grants £250,000 - £10mill

- 18 EOIs
- Totalling £39,076,531
- 8 successful EOIs
- 5 Awards
- Totalling £8,536,905
- 28% success rate

An aerial photograph of a historic stone church with a prominent square tower. The tower has two levels of arched windows with decorative tracery and a crenellated top. The main body of the church has a steeply pitched roof and a large arched window. To the left of the church is a graveyard with numerous small, rectangular headstones. The church is surrounded by lush green trees and a clear blue sky. The text "Places of Worship Film" is overlaid in the center of the image.

Places of Worship Film

Heritage 2033

As the largest funder for the UK's heritage,
**our vision is for heritage to be valued,
cared for and sustained for everyone, now
and in the future.**



Our Approach



Open programmes for all types of heritage projects with the majority of decisions made at local level.



Strategic interventions to tackle issues at large and cross-territory scale.



Partnerships that combine resources and expertise to create investments with greater impact.



A focus on place, landscape and nature, heritage in need and responding to opportunities and emergencies.

Heritage In Need: Places of Worship Strategic Initiative

We will invest a minimum of £15million in places of worship projects that have a strategic impact at a regional or national level.

We want to help places of worship across the UK tackle heritage challenges. We want to see them become more sustainable, share their heritage and welcome people from all backgrounds, including those who rarely visit.

Rich in culture and collections, places of worship tell the story of the religious, social and economic changes of the people of the UK. We recognise the scale of the challenges facing places of worship and those who care for them, and we are committed to supporting them through that change.



St Mary's Cathedral, Edinburgh



Garnethill synagogue, Glasgow

Saving heritage

Conserving and valuing heritage, for now and the future.

Protecting the environment

Supporting nature recovery and environmental sustainability.

Organisational sustainability

Strengthening heritage to be adaptive and financially resilient, contributing to communities and economies.

Inclusion, access and participation

Supporting greater inclusion, diversity, access and participation in heritage.



Investment Principles

National Lottery Heritage Grants



£10,000 to £250,000

- Project Enquiry Form service available
- Single-round application
- No deadlines to apply
- 8-week assessment
- Maximum 5 years
- No mandatory match funding
- Respond to Investment Principles

National Lottery Heritage Grants



£250,000 to £10million

- Mandatory Expression of Interest Form
- Two-round application: Development and Delivery
- 3-month assessment for each application
- Quarterly deadlines to apply
- Minimum 5% match funding for grant up to £1million and 10% for over £1million
- Respond to Investment Principles

Old Kirk of Kilmaronock

Awarded just over £245k in September 2024
– total cost £486,994

Applied for under £250,000

Vision: Support a former Church of Scotland property to become an active community hub which is engaged with the heritage of the wider parish.

Stand out – They are doing the project in phases – this is phase 3



St Conan's Kirk

Awarded over £906,000 in May 2023
– currently in development phase
(grant of nearly £94,000)

Vision: to engage many more people
with this exceptional building

Stand out: responding to identified
need to address wellbeing and
loneliness in this rural community

Previous experience of successfully
delivering a repair project



St Conan's Kirk, Loch Awe, Argyll





Lochwinnoch Community Development Trust

Awarded in November 2024 – currently in development phase
(grant of nearly £198,250)

Vision: To save Lochwinnoch's category A listed parish church and prevent it from becoming a derelict vacant building, reimagining it for use that will benefit the whole community.

Stand out: Responding to identified community needs to; address access to outdoor space and for locally affordable flexible spaces for community use, from smaller scale classes to a venue for the annual Arts Festival.





Research in Action on Church Heritage

Prioritising need and creating momentum to tackle an urgent challenge for the nation

[https://www.socantscot.org/
what-we-do/research-in-
action-on-church-heritage/](https://www.socantscot.org/what-we-do/research-in-action-on-church-heritage/)

5 key questions

- Can you clearly explain what the project will do, and what the need and opportunity is for the project?
- Can you clearly describe the heritage that is the focus of the project, why it is important and why it is at risk?
- Do you have an effective **governance structure** for the delivery of the project, as well as the sustainable management of your heritage in future?
- What work do you need to do, and do you have all the knowledge, skills and experience needed to develop your project, or do you need additional support?
- Do you have connections to other relevant projects or organisations that can help you develop and deliver the project, or can you establish some helpful connections?

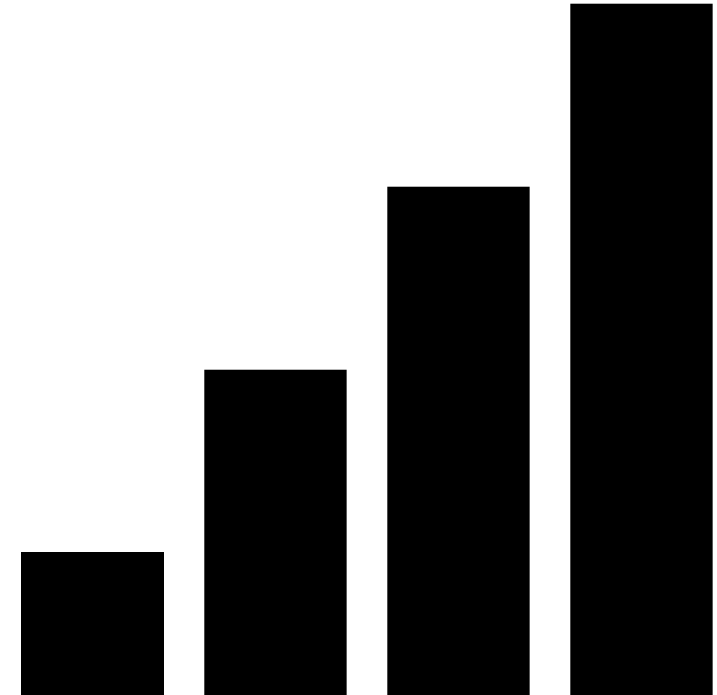


Opinion poll revisited

On a scale of 1 (low) to 5 (high)

How confident are you now?

Drop your answer in the chat.





Thank you!

NEW FUTURES WORKSHOP

HISTORIC ENVIRONMENT GRANTS (HEG)



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GRANT PRIORITIES

- Increase understanding of and engagement with Scotland's historic environment
- Enhance communities' use of the historic environment in place making
- Strengthen the resilience of Scotland's historic environment
- Use the historic environment as a catalyst for climate action
- Increase the quality and availability of historic environment skills
- Increase economic benefits from the historic environment in a sustainable and inclusive way

HISTORIC ENVIRONMENT GRANTS

FUNDING STREAMS AND TIMESCALES

Express Grants (£1,000 to £25,000)

Expression of interest - Open all year - 10 days

Application - Open all year
6-8 week decision timeframe

Small Grants (£25,001 to £100,000)

Expression of interest - Open all year - 10 days

Application - Three deadlines a year (30 April; 31 August; 31 December)
10-12 week decision timeframe

Large Grants (£100,001 to £500,000)

Expression of interest - Open all year - 10 days

Application - Three deadlines a year (30 June; 31 October; 28 February)
12-16 week decision timeframe



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HISTORIC ENVIRONMENT GRANTS

SUBMITTING AN EXPRESSION OF INTEREST (EOI)

- Before submitting an application, you need to submit an EOI and have it approved.
- In the EOI, applicants need to tell us:
 - An overview of your project;
 - Project timeframes;
 - Project estimated costs;
 - What level of funding you are asking for;
 - Where is your match funding coming from;
- For small and large grants, it is advised to submit the EOI well in advance of the application deadline.



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HISTORIC ENVIRONMENT GRANTS

MAKING AN APPLICATION

- The Project - project title, project activities; timeframes.
- Historic Environment Asset - significance; designation; ownership.
- Project Costs and Income – eligible and non eligible; match funding.
- Urgency – why now?
- Outcomes – HES Grants Priorities.
- Deliverability and Sustainability – project risks; longer-term impact; maintenance plan.
- Evaluation
- Supporting Documents



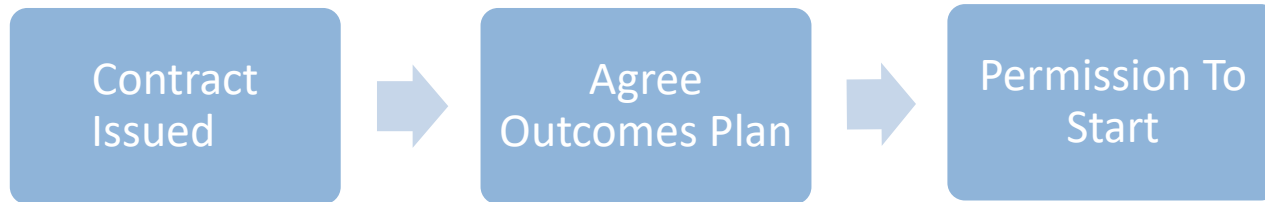
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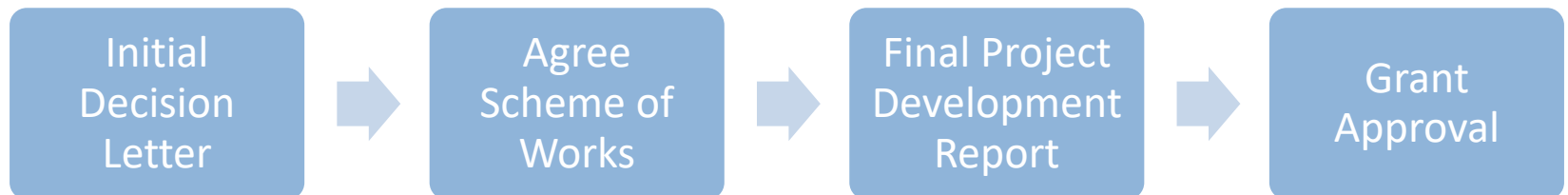
HISTORIC ENVIRONMENT GRANTS

IF YOUR APPLICATION IS SUCCESSFUL

Non-Repair Projects:



Repair Projects:



THANK YOU!

ANY QUESTIONS, PLEASE CONTACT:

GRANTS@HES.SCOT



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