

**ROCKET  
SCIENCE**

# Revitalising your Grantmaking

Yorkshire Funders 21 June 2023



## Session overview

1. Introduction
2. Three programme examples
  - London & Quadrant (L&Q) Foundation
    - Community based grantmaking with monthly decisions
    - Engaging residents in decision making
  - London **Violence Reduction Unit's** (VRU) Stronger Futures Programme
    - Test and learn
    - 2 year funding with capacity building
  - **Go! London**
    - Pooled funding from Greater London Authority (GLA), Sport England, and London Marathon Foundation
    - 2 year funding with capacity building
3. Group exercise/discussion
4. Q&A



## Who are Rocket Science?

We are a consulting and programme management practice (established 2001) with a **social purpose** helping to tackle inequalities through research, fund management and evaluation across the UK.

Our grantmaking model:

### Design and Development

**Review** your existing internal grant-making processes to inform future best practice

**Help develop** the business case for your fund, the rationale, cost-benefit assessment and realistic outcomes

**Design** the fund's governance, guidance for applicants, assessment and communications strategy, following co-production and culturally-informed approaches

**Provide systems** and processes to manage one or multiple grant streams, either using our own grant management system, or advising on the best solution for your needs.

### Application and Assessment

**Engage** and support applicants, including market warming, providing one to one advice and video and/or telephone support

**Manage** applications, including eligibility checking and shortlisting

**Establish** and implement a robust assessment and decision-making process using our online grant assessment tools

**Carry out** proportionate due diligence to support any recommendations for funding.

### Mobilising and Monitoring

**Manage** the grant award process, including grantee induction, drafting grant agreements and payments

**Support** grantees with mobilising their project, verifying policies and procedures; assuring systems for reporting

**Monitor** and report on progress and outcomes using our real-time data dashboards.

### Evaluating and Learning

**Evaluate** the design and impact of your grant programme using both formative and summative methods

**Develop** communities of learning to bring grantees and funders together to learn about what works, areas for development, build capacity and networks

**Work with you** to share learning and insights with different stakeholders, policymakers and communities.

## Revitalising your Grantmaking

# L&Q Foundation Place Makers Fund - Overview

- Investing £800k pa in local organisations and charities committed to **changing lives and enhancing communities**
- **6-year** relationship
- **Community-led** and **place-based** projects that reflect the needs of the local area
- Grants of £10k and £25k
- **Rolling programme** with **monthly decisions**

## Place Makers Fund Prospectus





# L&Q Foundation – Learning and reflections

- **Real time data and online end-to-end solution**
- **Engaging residents in online decision making**
- **Delegated authority to staff**
- **Applicant loops** – Surveys and discussions to ensure continuous improvement to processes
- **HACT social value** calculator embedded into monitoring forms
- **Agile** and able to **react quickly** to changing needs (Covid and now Cost of Living)
- **Capacity building** support
- **Continual learning and reflection**

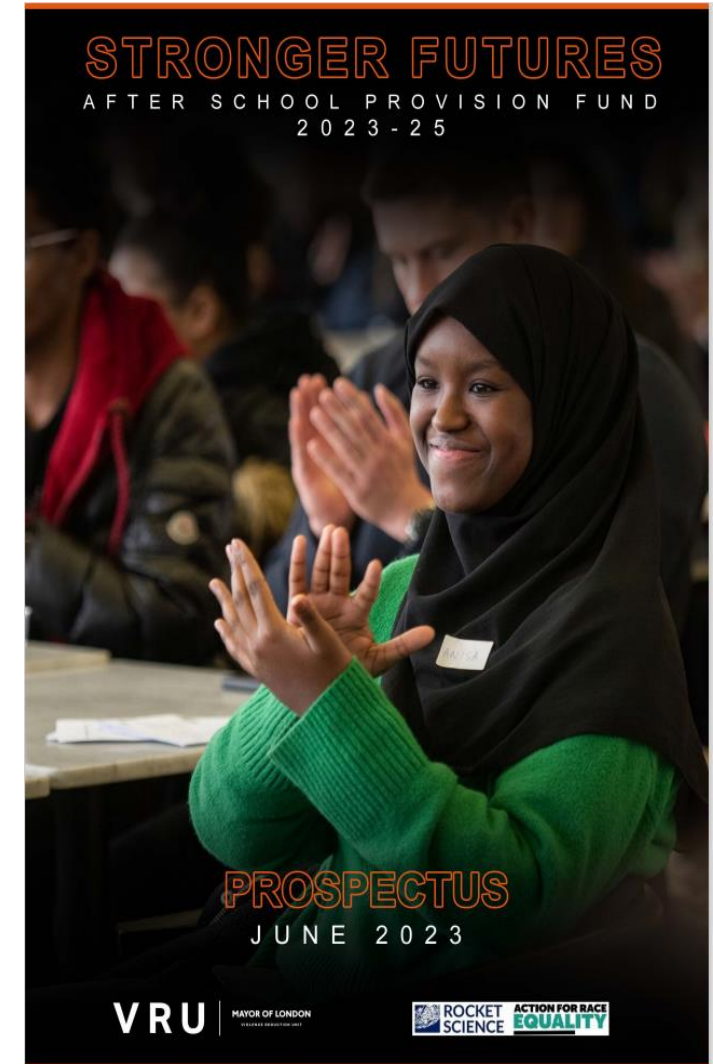


# VRU Stronger Futures Programme - Overview

£1.9m to support 18 **community-led groups** to support vulnerable young Londoners by providing them with **opportunities and support in the hours following school**, as well as at weekends in some cases.

Investment of up to £160k over two years and capacity building to support **vulnerable 8–18-year-olds who are either at risk or have been involved in violence**.

- 2 year investment and opportunity to build organisational resilience
- “Rip up the book and start again”. – Confirm outcomes, objectives, governance structures, eligibility and priorities
- Test and learn focusing on IVAR commitments



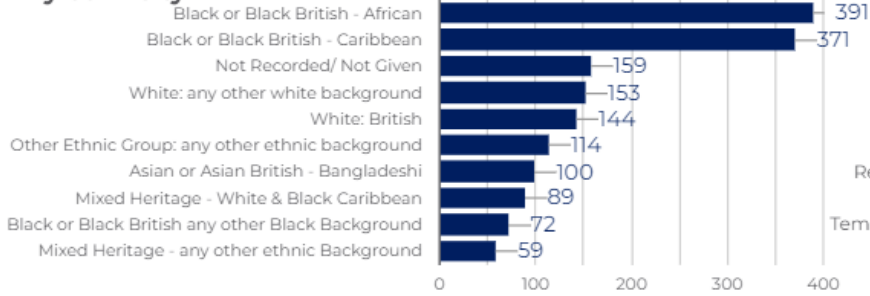


# VRU Stronger Futures Programme – Learning and reflections

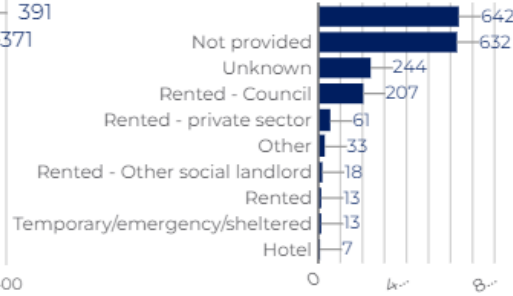
- Testing new ideas – interview based
- Now a **flagship** programme embedding learning into other programmes
- Rocket Science is a **strategic partner**
- **Customer centred/equity lens**
- **Listening and adapting to need – sponsor form**
- **Straight forward** approaches
- **Funding in advance**
- **Working with** applicants and grantees
- **Networking/collaboration** and **learning** events
- **Capacity building** tools and workshops
- **Specialist 121 support** has enabled organisations to be more **sustainable**.



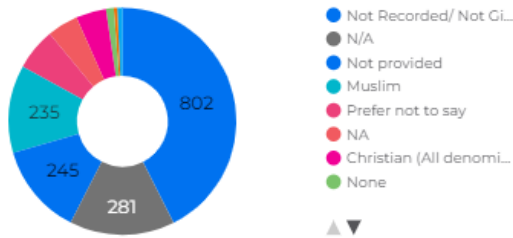
### By ethnicity



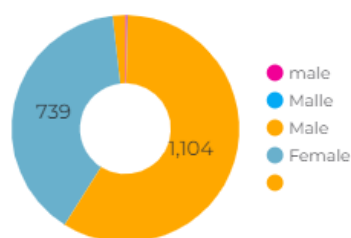
### Tenure/accommodation



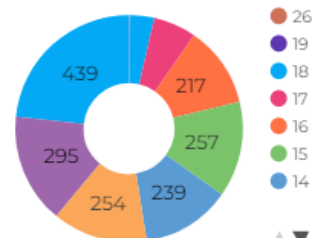
### Religion



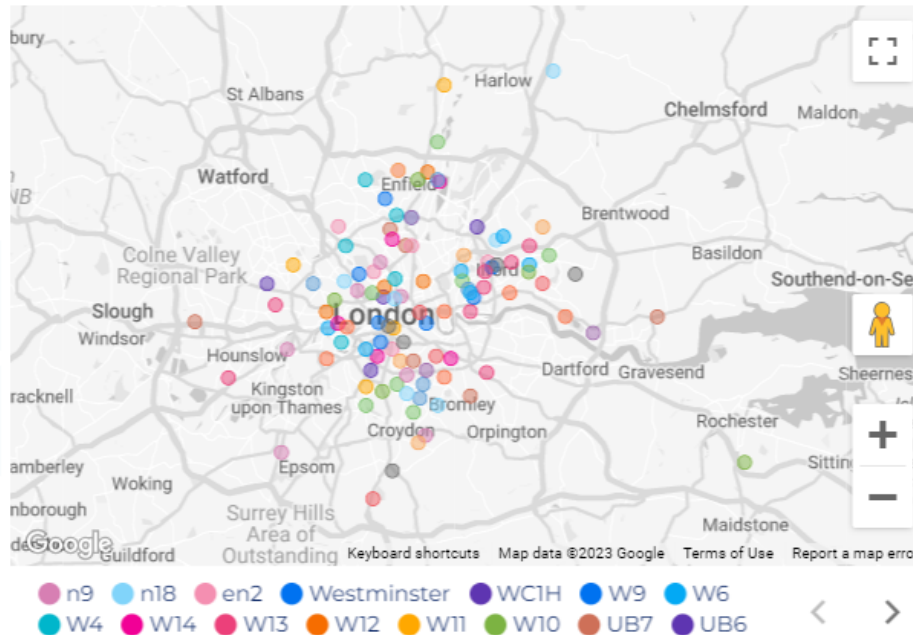
### Gender



### Age



### Location:



Are they new to this programme?	No.
Yes	1,205
No	676
null	1

School exclusions	No.
1. Unknown	828
2. Not excluded from school	448
3. N/A	365
4. Not Recorded/ Not Given	168
5. Other	20
6. Excluded from school (permanent)	19

Disability	No....
No	1,604
Not provided	121
Yes	107

Number of young people **1,883**

Average participation (weeks) **24**

Average sessions attended **18**

### No. of sessions attended

Acad/soc enrichment (avg)	9	Schools/educ based (avg)	11
Creative (avg)	5	Sports based (avg)	10
Holistic 121 support (total)	8,956	Therapy/counselling (total)	398
Mentoring (Group avg)	15	Training (CYP, Parents) (avg)	6
Mentoring (Vol/Peer led)	1,844	Training (professional) (avg)	3
Needs assessment	1,305	Workshops/Group (Avg)	6





## Go! London - Overview

### About the Go! London partnership

The **Mayor of London, London Marathon Foundation** and **Sport England** are funding Go! London, with partnership support from **London Marathon Events** and **London Sport**

The aspiration is to pool resources in order to simplify grant giving and maximise the impact of **Sport & Physical Activity for underserved children and young people, aged 4-24, in London**

Other funders and partners may join in the coming months and years



FUNDED BY  
MAYOR OF LONDON



IN PARTNERSHIP WITH





### Go! London – Learning and reflections

- Funder **collaboration** is challenging
- Agree **outcomes, objectives** and **shared values** from the outset
- Outcomes and objectives informing **criteria, priorities** and **application forms**:
  - Fit to fund form (to test eligibility and priorities effectively)
  - Expression of interest form
- **Clarification meeting**
- Sported and London Youth providing **capacity building** - supporting unsuccessful applicants to become fundable
- Use **priorities to focus effort** – Decisions makers were risk adverse in round 1 but will use priorities to implement and not waste applicant time.



### Summary

1. Understand each other's **appetite** and **propensity for risk**. We should take risks
2. Confirm **outcomes, purpose, values** (IVAR principles) and fund **objectives** from the outset
3. Remember **design** is the most important element of any programme
4. Use a **customer journey/lens** and **equity partners**
5. **Straightforward and inclusive approaches** – breakdown traditional funder barriers
6. **Transparency** and **openness** particularly around eligibility and priorities
7. **Proportionality**. Ask why and minimum requirements
8. Building **relationships**
9. **Listen** and **respect** applicant time
10. Remember we are all on a journey – **everyone is learning**



### Breakout session

#### 1. How could you increase impact?

For example, engaging further equity-groups in your decision/ decision making, process surveys - how are you listening and targeting your funding to meet the sector's needs?

#### 2. Is there anything you could do differently to reach the groups you want to support and ensure your support is having most impact?

For example, moving away from registered charities, simplifying processes, building a legacy?

Revitalising your Grantmaking



## Questions and Answers

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