



NIGHT TIME ECONOMY
SOLUTIONS

Fundraising Strategy Service – Info Pack

At Night Time Economy Solutions, we are passionate about working collaboratively with our clients to achieve their fundraising goals. We're especially keen to work with individuals and organisations to improve their resilience and long term planning, so we can all contribute to a thriving cultural industry.

Our team of Fundraising Consultants and Grant Writers are skilled across a range of funds and funding streams. We work across the creative, cultural, environment and innovation sectors, creating bespoke long term strategies.

"An incredibly positive experience. Night Time Economy Solutions were a responsive to our needs, understood the nuances of sector, and helped us navigate the challenges of the application. They communicated clearly and patiently with us, and we actually found the actual process a valuable exercise in reflecting on our own organisation."

- Dalston Superstore

Next Steps:

Book a free introductory call with our Head of Fundraising, Phoebe Wall-Palmer. This is an opportunity to share more about your ideas, the funding you're looking for and to see if we might be a good fit for you.



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Our strategies comprise of 4 key stages:

Consultation & Research

Your lead consultant will work to understand your current business context and scope opportunities for fundraising (grants and alternative funding streams). They will draw together available opportunities, locally, regionally and nationally, and check eligibility terms for each.

2. Strategy Report

The findings will then be comprised in a working strategy document – this will be a practical and implementable piece of work that will help steer your organisation forward. The document will include a summary of findings, a database of available funding and a bespoke timeline of recommended action points (strategies range between 1 and 3 years).

3. Implementation

The action points will then be implemented. Work with us consistently to make the strategy happen, from preparing high quality, peer-reviewed applications to launching your first crowdfunder.

4. Review & Refresh

The funding landscape shifts constantly – it's vital your strategy responds to change. You'll meet at least once every 6 months for a full review of the strategy, tracking activity against targets, and we'll extend the length of your strategy so that you always have your sights on the long term plan.



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FAQs

What are your contract and payment terms?

- We initially contract clients to the first two stages of work (Consultation & Research, Strategy Report) and there is no obligation to then work with us to implement your strategy.
- Our strategy work is charged at £375 per day +VAT. Most of our clients require around 4-5 days for the first two stages of a Fundraising Strategy. We invoice upfront for the first two stages, though please discuss with us in the introductory call if you would like to explore a payment plan.
- Further work on the Implementation and Review & Refresh will be quoted on a case by case basis.

Who will I work with?

- You will work with one of our Consultants initially who will be your first point of contact throughout the strategy work. They will be supported by other consultants and the Head of Fundraising and Fundraising Team Administrator.
- During the Implementation stage, we may bring on board other team members and specialists to ensure you always have the best possible person working on your specific application or funding stream.

Why do I need a Fundraising Strategy?

- We are very experienced in working with grassroots organisations that often exist on project funding. We know how hard it is to see the long-term vision and explore other income streams when capacity is stretched and your position is tenuous. This has been particularly challenging for cultural organisations since Covid-19 and the current Cost of Living crisis.
- Working with us to not only design a bespoke strategy, but implement it in collaboration with you and your team, will mean you are freed up to focus on what you do best - create impactful and engaging work that benefits our communities.
- You may also be interested in combining a Fundraising Strategy with our new service, NTES Produce. This provides long-term and ad hoc producing support for those that cannot afford a full time producer.