

- **Advice**
- **Grants**
- **Loans**



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## Who we are

- **Independent charity** established 1976 as a revolving fund for heritage projects – only specialist heritage lender in the UK
- **Loans** since 1976, **grants** since 1990, plus free **advice**, lobbying and capacity building for sector
- Promotes the role of historic buildings and structures in regeneration, liaises with key stakeholders
- 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



## What we do

- We provide **advice**, information and financial assistance in the form of early project **grants** and **loans** for architectural heritage projects undertaken by charities and not-for-profit organisations.
- We **evaluate** the impact of our work and of the projects we fund to generate, develop and evaluate **new models** and approaches and to attract **new investment**.
- In partnership with others, we help **develop** individuals, groups and organisations to help them deliver **successful** projects, giving advice on fundraising and finance, community engagement and creating and developing partnerships.
- We seek to **share** our knowledge and stimulate new ideas through discussion and debates.



## In the last year...

- In just the last year alone we have supported over **140 projects** ranging geographically from Cornwall to the north of Shetland, & chronologically from a **12th century** former hospital building to a **1960s** former seminary.
- The AHF is now one of the largest UK institutional investors in community shares, and now owns over half a million pounds worth of shares in projects



# Funding Priorities

- Help communities find sustainable new uses for their historic buildings
- Community-led projects
- Social Enterprises / Community Businesses
- Organisations that haven't taken on a heritage building before
- Opportunities for investing in community share issues
- Asset Transfer
- Projects suitable to apply for HLF Heritage Enterprise



## What don't we fund?

- Churches in full-time religious use
- Repairs
- Maintenance
- Projects without either a Change of Use, or Change of Ownership
- Buildings in private ownership

# Grants Schemes

- Project Viability Grant - up to £7,500
  - To help a group work to help decide if their ideas are sustainable and help prove the viability of the project to themselves and other funders
- Project Development Grant – up to £30,000
  - To help with any relevant costs in the development phase prior to capital works starting on site

*Where appropriate we may offer to purchase community shares instead of offering a traditional grant.*



# Loan Schemes

- Range of loan options available for different points in a projects life, including
  - funds to purchase a property
  - working capital during on-site works
  - plugging a temporary fundraising gap to get permission to start from major funders
- Dedicated funds available for Scottish projects
- Interest rates and fees negotiable depending on risk, scale and nature of project – very competitive rates!





# Impact Measurement

- **89%** of AHF clients are more confident about the future of their organisation as a result of the AHF support
- **90%** of clients either *agree* or *strongly agree* that they are more confident in meeting the challenges of delivering their project as a result of engaging with the AHF.
- **90%** of clients have developed new formal or informal partnerships thanks to AHF support.
- **63%** of clients are confident they would undertake a similar project in the future



# Top Tips for Getting Funded

What helps make a successful application?



The Architectural Heritage Fund

# Top Tips for Getting Funded

**Read the Guidance!**



# Top Tips for Getting Funded

Talk to someone if possible



# Top Tips for Getting Funded

Invite funder to visit your project to see for themselves



The Architectural Heritage Fund

# Top Tips for Getting Funded

## Read the Guidance



# Top Tips for Getting Funded

Be clear what your vision is



# Top Tips for Getting Funded

Have a 2 minute elevator pitch





The Architectural Heritage Fund

# Top Tips for Getting Funded

Tell me a good story



## Top Tips for Getting Funded

*Don't* tell me about the building.  
*Do* tell me what the building will  
let you achieve or deliver



The Architectural Heritage Fund

# Top Tips for Getting Funded

Why now?



# Top Tips for Getting Funded

Show me where our funding fits  
in the bigger picture



# Top Tips for Getting Funded

Explain why you need our money?



# Top Tips for Getting Funded

Don't just ask for the maximum possible amount available



# Top Tips for Getting Funded

How will this money help move the project forward?



# Top Tips for Getting Funded

Can you match fund  
- and from where?





# Top Tips for Getting Funded

Will your plans have social or economic impacts?



# Top Tips for Getting Funded

Could your project deliver training or skills development?



# Top Tips for Getting Funded

Check when deadlines are.  
Don't leave it till 10 mins before  
(or after!) the deadline to apply



# Top Tips for Getting Funded

Check in advance what documents / evidence needed



# Top Tips for Getting Funded

Take and supply some good photos, some with people in



## Top Tips for Getting Funded

Get someone else to read your application and see if it makes sense to them



# Top Tips for Getting Funded

Check your numbers add up



# Top Tips for Getting Funded

Get the name of the funding organisation correct!





## Top Tips for Getting Funded

Think about how you can show how the local community supports your project



# Top Tips for Getting Funded

Final Tip:

**READ THE GUIDANCE!**



The Architectural Heritage Fund

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