



T3SC Factsheet 9

funding jargon

The Dictionary says jargon is “unintelligible talk; gabble; slang” Despite what you may feel, it isn’t always bad - it provides a kind of technical shorthand and we all use it. BUT jargon can be a terrible barrier and it can make the funding maze very tricky to navigate.

Don’t be daunted by jargon. T3SC are here to help. We think its very important groups understand the language funders use; knowledge is power and we want to help you make the best funding applications possible. PLEASE get in touch if you need further clarification or you come across any more jargon you need translating into plain English.

Accessibility/Inclusiveness - Is your project open to everyone who might benefit? Is it really?

Added value - Extra benefits gained from a project and / or funding

Additionality - Work which is extra to that provided by statutory bodies. Sometimes it also means over and above what you usually do

Aims and Objectives - Aims are what you want to do; objectives are what you will do to make you aim happen (eg an aim is to support a community; an objective to achieve this is running a community centre)

Apportionment - Assigning part of your organisations core costs to a particular project (often the only way to pay for them; see also full cost recovery)

Beneficiaries - The people who will benefit from your service

Business Plan - A project (or organisation) outline with budgets, dates, specific details etc. The exact content and format will depend on the subject

Capacity Building - Enabling groups or individuals to gain the skills they need to progress, sometimes now called capacity releasing

Capital Costs - for buildings, also equipment. Not revenue

Contract Funding (sometimes called Service Level Agreements or SLAs) - This means money is given to provide a particular services or to do a particular activity on a business agreement basis, usually with a statutory body such as a council or Health Authority

Core Funding - Day to day running costs of an organisation or project (eg utility bills, rent, staff salaries)

Drawing Down or Rolling Out - Funders use this to mean when you can claim the money they are going to give you

Duplication - Providing the same, or similar, service as something that already exists. Funders think this is wasteful

Evaluation - Using the information that you have gathered about your work to review its effectiveness and, if necessary, make changes in the way that you work. It is about quality, and experience not just facts and figures (see monitoring)

Executive or Project Summary - This is usually found at the beginning of a business plan and is a brief outline of what the report includes

Exit Strategy - What will you do when the funding runs out? An exit strategy is a plan that explains this. You may wind down the project, generate income (become sustainable) or look for grants from elsewhere

Full Cost Recovery - Making sure a grant covers all the costs a project incurs eg extra electricity, management time, postage etc.

In kind - Donations or support that are not cash, eg a volunteers time or paint from a local shop

Inputs - What you need and what you will be doing to deliver your project

Leverage - Funders like their money to act as a lever to help you release further money from other sources so that their contribution goes further

Match Funding - Some funders will not give 100% of costs; other sources must supply a percentage of funding or resources such as volunteer time as well.

Milestones - Interim targets which show how well your project is progressing towards its aim

Monitoring - Measuring the work that has been done. It is objective, and usually includes facts and figures. See also evaluation

Outcomes - The impact of the work that you have done (eg what benefits did your after school club bring to the children who attended it?) The change you have made.

Outputs - The activities or service you provide; amount produced by the work you have done (eg the number of children who have attended an after school club)

Overall - broad change (as opposed to specific change)

Partnership - Working together with other groups/ projects/ statutory bodies. Many funders like this, but be warned - not all partnerships are equal so check the small print!

Performance Indicators - used to show outcomes and outputs may be facts, figures or soft data as appropriate. They help you measure change

Project - A discreet chunk of work which can stand alone. It will be some or all of the following: new, short term, aiming at achieving particular and identifiable things

Qualitative data—What people think or feel; experiential 'soft' data to measure outcomes.

Quantative data—facts and figures; 'hard' information

Retrospective Funding - Funding for work which has already taken place. This is very hard to get, so always give plenty of time to get funding before you start work!

Revenue Costs - Ongoing costs such as rent, utilities bills and wages

Seedcorn Money - Money for new groups or projects to start something growing

Statutory - Statutory means a legal requirement. A statutory body is something like The Council, Primary Care Trust or Police who have a legal duty to exist and do certain work. Government funding pays for things they have to do. It may be possible to get funding for work over and above this (eg most grant givers won't pay for education covered by the national curriculum but may help with school based community work.)

Sustainability - a really important issue for groups and funders, Can/ how will your project support itself in the long term. What will your long term plan and benefits be?

Targets - specific aims for a project eg 30 people will be involved

Target Group - main group services are intended for

Track Record - a groups history

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