

# What's Cooking?

## Keep it going! Guidance for schools and other settings on how they can make their cookery club sustainable

### Making the case

Sustainability isn't just about funding – it is also about developing relationships and partnerships with other organisations and individuals that achieve mutually beneficial outcomes. Resourcing can, and will, come from the most surprising sources.

Why are cookery clubs so important? What will make people want to support them, whether financially or in kind? Why should you, your senior management team, parents, pupils and the community be supportive and pleased that you have taken on the co-ordination of the club? How will it tie in with your development plan? What about the Behaviour Improvement Programme?

External evaluation of the What's Cooking? programme in the North East and East Midlands suggests the following beneficial outcomes for young people who have participated in the programme.

#### Young people:

- showed a greater understanding of the benefits of eating healthy food and of leading an active lifestyle
- intended to eat more healthily and began to try foods from a broader range of food groups
- were more involved in cooking at home and did so more often
- showed improved skills in food preparation, cooking and hygiene
- had a better understanding of food labelling, so they could make more informed choices about what to eat
- had increased social skills and greater confidence in their contact with other young people and with adults
- were observed to have a more positive attitude towards school

- developed better relationships with their families, and with people in the wider community.

These are all important benefits, but what funders, partners, senior managers, parents and policy makers want to know is: how do cookery clubs link with other initiatives and how do those coherent strategies enhance impact?

Without a doubt, cookery clubs can extend learning opportunities and levels of achievement for young people. Cookery clubs provide a wide range of curriculum extension activities, including physical activities, geography, information technology, maths and science, as well as learning how to choose, cook and eat safe, healthy food.



# Current initiatives

The table below details ways of adding value to your club by making links with educational policies and initiatives.

Initiative/programme	Overview of this initiative	How your cookery club can contribute
<b>Every Child Matters</b> <a href="http://www.everychildmatters.gov.uk">www.everychildmatters.gov.uk</a>	<p>This aims to protect children at risk of harm and neglect and to support all children to enable them to develop their full potential. There are five identified outcomes: be healthy; stay safe; enjoy and achieve; make a positive contribution; and achieve economic well-being.</p>	<p>A cookery club, as part of your study support programme, could contribute to all five outcomes.</p>
<b>Extended Services</b> <a href="http://www.teachernet.gov.uk/wholeschool/extendedschools/teachernetgovukcoreoffer">www.teachernet.gov.uk/wholeschool/extendedschools/teachernetgovukcoreoffer</a>	<p>As part of the 'core offer' of extended services in and through schools, schools need to develop and deliver the following range of services by 2010: a varied range of activities, including study support, parenting support and family support, swift and easy access, and community access to facilities.</p>	<p>If run regularly, your cookery club can contribute to all elements of the 'core offer' – for example, by ensuring that: the club runs outside of the core day; where appropriate, parents and the community are encouraged to take part; health and well-being are addressed; staff are briefed on how to deal with any disclosures; staff are suitably qualified to supervise children.</p>
<b>National Healthy Schools programme</b> <a href="http://www.healthyschools.gov.uk">www.healthyschools.gov.uk</a>	<p>This initiative aims to:</p> <ul style="list-style-type: none"> <li>• support children and young people in developing healthy forms of behaviour</li> <li>• help raise pupils' achievements</li> <li>• help reduce health inequalities</li> <li>• help promote social inclusion.</li> </ul>	<p>By 2009 all schools are expected to be accredited under the national Healthy Schools programme. It has four main themes: personal, social and health education; healthy eating; physical activity; emotional health and well-being (including tackling bullying). Each aim can be targeted through your cookery club.</p>
<b>Food in Schools programme</b> <a href="http://www.foodinschools.org">www.foodinschools.org</a>	<p>This aims to help schools implement a whole-school approach to food education and healthy eating.</p>	<p>If young people are encouraged to try new foods in What's Cooking? clubs, they will be more receptive to the changes in school meals.</p>
<b>Obesity Strategy</b>	<p>The public service agreement (PSA) target on obesity is the government's first high-level response to the major public health problem posed by the continuing rise in obesity. The target is challenging – 'halting the year on year rise in obesity among children aged under 11 by 2010 in the context of a broader strategy to tackle obesity in the population as a whole.' Halting the rise in obesity goes against recent trends – no other country has managed to achieve this and it will require a step change.</p>	<p>As well as promoting healthy eating, What's Cooking? clubs can successfully incorporate the use of exercise, both traditional and non-traditional, in order to encourage children, young people and their families to engage in healthier lifestyles.</p>

# Current initiatives continued

Initiative/programme	Overview of this initiative	How your cookery club can contribute
<b>Mental Health and Well-being</b>	<p>Child and adolescent mental health services (CAMHS) promote the mental health and psychological well-being of children and young people, and provide high-quality, multidisciplinary mental health services to all children and young people with mental health problems and disorders to ensure effective assessment, treatment and support, for them and their families.</p>	<p>Working with children and young people from a target group in your club can help achieve partners' targets and therefore be a positive factor in the well-being of the participants.</p>
<b>Parental Support and Family Learning</b>	<p>An effective method of enhancing your club provision is to develop opportunities for engaging with parents/other adults.</p>	<p>By engaging extended families in an intergenerational process you will accelerate culture change. This approach will encourage whole families to embrace change for the better. Whole families can engage in change together – attitudes to food options, buying produce and cooking with ingredients from a range of sources.</p>
<b>Other food-related initiatives, such as Let's Get Cooking</b> <a href="http://www.letsgetcooking.org.uk">www.letsgetcooking.org.uk</a>	<p>This is a national network of cooking clubs across England funded by Big Lottery for three years, aiming to help children, their families and the wider community to learn new cooking skills.</p>	<p>What's Cooking? complements this initiative. What's Cooking? clubs can apply for associate membership of Let's Get Cooking – this would help What's Cooking? co-ordinators sustain their clubs.</p>
<b>Licence to Cook</b> <a href="http://www.schoolsnetwork.org.uk/Article.aspx?NodeId=0&amp;PageId=238035">www.schoolsnetwork.org.uk/Article.aspx?NodeId=0&amp;PageId=238035</a>	<p>The entitlement to cook will mean that every young person aged 11 to 16 who wants to can learn basic cooking skills through dedicated lessons in cooking, diet and nutrition, hygiene and safety, and wise food shopping. This will be in addition to changes in food technology that the Qualifications and Curriculum Authority is already considering, to make lessons more practical.</p>	<p>What's Cooking? can support and complement this initiative. What's Cooking? clubs can be adapted to help schools deliver the Licence to Cook entitlement – this is especially valuable where pressure on curriculum time is making it hard for schools to fulfil this.</p>

# Working with partners

Effective partnerships are a vital part of successful out-of-school-hours learning club activities. They add value by offering opportunities to those involved that might not otherwise be available.

Good partnerships don't just happen though; they need to be managed and nurtured. So why bother? By working with partners, you will introduce a new dimension to your cookery club, widening the opportunities available to your children and staff, and developing lasting relationships that stand the school in good stead for the future. Effective partnerships will benefit everyone involved. Some suggestions of partners you might consider working with include:

## Top tip!

- Identify your local healthy schools co-ordinator and work with them to ensure your club complements your school's food and health policies. Your club's outcomes and outputs will provide valuable contributions to evidence needed for your school to gain accreditation as a healthy school. Visit [www.lhsp.org](http://www.lhsp.org) for more information on the Healthy Schools programme and co-ordinators in your area.

## Supermarkets and businesses

Supermarkets and local producers could help with shopping trips, provide funds or donate food and ingredients. You could also ask local businesses to set up volunteering schemes. Some branches of major companies are encouraging their employees to volunteer to take part in local community initiatives. You might also like to make contact with a farm that is willing to host visits from young people. You can find out more about farm visits at [www.face-online.org.uk](http://www.face-online.org.uk).

## Women's Institute (WI)

In many geographical areas members of this organisation will be delighted to give their expertise free of charge in return for free use of a room for their meetings. To find your local WI visit [www.womens-institute.co.uk](http://www.womens-institute.co.uk).

## Social enterprise partnerships

These are set up in regions to assist communities to develop programmes that will become sustainable after initial funding has been used. These benefit the whole community. Further information on social enterprises and their work in your area can be found at [www.sepqb.co.uk](http://www.sepqb.co.uk).

## Specialist schools (such as business enterprise colleges, FE colleges)

Learning mentors, students on catering courses at local universities and further education colleges might like to volunteer to help the club. In return, this may help them to achieve the community aspects of their course. Other groups that you might make links with include local sports clubs and youth clubs, who may have community partnership schemes.



## Top tips!

- When approaching partners, make it clear what added value their involvement will bring to the club and how members will benefit from it.
- When asking for support, don't forget to link what you want to achieve with a benefit for the partner – stress how it links with their own objectives.
- Get club members to write letters of thanks.
- Even companies not associated with food need to raise their profiles within the community. If financial support is unlikely, ask for goods in kind – these could be raffled to raise funds.
- Any sponsorship should be from organisations that promote healthy food and healthy eating.
- Ask community partners how the club might fit in with their targets and objectives and how they might be able to offer expertise or resources to help run your club.

# Practicalities

## Premises and equipment

Where you hold your club can make a difference to the number of participants that attend. You will need access to some specific equipment, but, wherever you end up, ensure that you:

- develop a club identity in the space you are using (posters offer a cheap and simple way of doing this)
- are aware of how many people you can comfortably fit into the room
- set aside an area for club members to display some work or photos of club activities; this gives a sense of pride and ownership and is also an excellent way to attract other pupils
- are able to provide a clean and safe area.

### Top tips!

- Acknowledge the commitment of staff and volunteers. Recognition of valuable contributions may well lead to a happier support group.
- Make good use of volunteers. For example, to help younger students with transition to secondary school, you could ask older students to act as mentors.

## Staffing

There are many people in every community both willing and able to help in cookery clubs. These range from people with qualifications in cookery to those with a wealth of experience and interest in working with young people – for example, Women's Institute (WI) members, chefs, school catering staff or college tutors.

In addition to providing staffing, some school catering organisations may be able to provide other support to What's Cooking? clubs. You may wish to explore this further with your school catering company.

Carers, parents, grandparents and other family members may wish to take part, either as members or support staff. This might encourage you to set up family cooking sessions.

Also bear in mind that by involving staff from different backgrounds, you will be adding value to the experiences of club members and staff by:

- promoting links between young people and other members of the community
- possibly reducing pressure on teaching staff if the club takes place in a school
- offering the opportunity to develop leadership skills

### Top tips!

- Another organisation may be able to donate space (for example, a classroom, youth centre or community hall) and facilities (such as paper, a photocopier and a kitchen).
- Join forces with other schools or community groups in your area to help bring down the costs of the club and increase the numbers of young people attending. This could allow you to share resources and staff.

- giving everyone concerned a better understanding of cultural differences.

You will of course need to comply with all of the safeguarding policies and procedures of the local authority in which the club is in operation. Information on who to contact should be available at the local school.

## Ingredients

To support the cost of ingredients, participants could be asked to pay a small contribution to attend the sessions. Alternatively, members could bring in their own equipment and ingredients. Work in partnership with local shops and supermarkets to access cheaper goods –



items are often sold off at the end of the day in supermarkets and bakeries. You may decide to fundraise in order to be able to offer ingredients at a subsidised rate.

Growing food yourselves that can then be used in your club is another way of reducing costs – produce is of course seasonal, so careful planning is needed.

Allotments help young people to learn about growing food. If you would like to find an allotment, contact your local authority, which will be able to provide you with details of allotment sites in your area; your school may even be eligible for a free plot.

Most local authorities will have comprehensive information about allotments on their website, and some local authorities hold 'allotment open days' for prospective plot holders.

# Fundraising

## Donated resources

Donating products and services is an invaluable and generous way local companies and organisations can support cookery clubs. Gifts in kind free up money that would have normally been spent on overheads, equipment or ingredients.

Types of in-kind support include:

- donation of products, materials and equipment – for example, an electrical retailer might donate kitchen equipment for your club
- advice and support – local businesses may offer their services for free or wish to sponsor your club
- contacts – the help of senior business people can be very important in fundraising from others in the local business community
- employee volunteering – companies may release staff to help local groups or organise voluntary activities with their staff, including fundraising events.

As well as providing grants, charitable trusts are also great sources of free support. Some trusts lend expertise – for example, graphic designers to produce materials or software to run questionnaires to evaluate your club.

Another source of help in kind is local media. Local radio and newspapers are

## Top tips!

- In Kind Direct ([www.inkinddirect.org.uk](http://www.inkinddirect.org.uk)) is a charity that distributes new goods donated by some of Britain's best-known manufacturers, including kitchen and electrical equipment.
- If you need computer hardware, visit [www.donateapc.org.uk](http://www.donateapc.org.uk).
- Find out whether school governors or members of the Parent Teacher Association (PTA) can obtain donations or resources to support the club from their employers.
- If the PTA is a registered charity, piggyback on this status to gain access to funding.
- Speak to local authority advisers to link your plans with other local authority or school initiatives.
- Look at the government website [www.governmentfunding.org.uk](http://www.governmentfunding.org.uk). This provides information on grants available from a number of government departments, including the Department for Children, Schools and Families.

often keen to be seen to be supporting the local community and to be championing local issues.

Make sure you do some background research on companies that you want to approach. It is important to carefully consider all the implications of being associated with a company that offers an in-kind contribution. This would include considering practical issues as well as ethical ones.

## Corporate sponsorship

Companies, even small ones, receive hundreds of letters every month asking for financial support. A small amount of research beforehand can make the difference between your letter ending up in the bin or your club receiving funding. Many companies do actively support schools and community partnerships through corporate sponsorship.

Phone the company in advance, and get the correct name, spelling and job title of the most senior person you can who will be influencing the decision to fund your club. Where possible, speak to, or arrange to meet, that person to discuss your project.

When asking for funding from a company, it is always worth putting the money involved into the context of other outings it may have. This can easily be

researched by asking for a copy of the company's annual report; you may find, for example, that the company spends many hundreds, or even hundreds of thousands, of pounds on advertising.

With an average advert costing £1,000–£2,000 to put in the local paper, highlight the value of good publicity linked to:

- a publicity photograph in the paper
- a letter to the editor telling readers how generous the company has been
- a poster thanking them for their support, and so on.

Don't sell yourself too cheaply!

## Local companies

Companies may be interested in supporting their community, for example, by making contributions in kind, or through donations or sponsorship to school clubs. Many local shops would be more than interested in providing a donation in exchange for a 'thank you poster' that they could display in their shop window, especially where there is a choice of shops that parents could use.

You may wish to contact your school's governors, as they may run businesses or have contacts within the local community that could provide support for the club.

# Fundraising continued

## Top tips!

- Approach local businesses or local branches of bigger organisations before you approach the 'parent' company – they are more likely to appreciate the local benefits of supporting your club.
- Consider what advertising benefits your club could offer to local sponsoring organisations, such as posters, press coverage and events.
- Address your letters to a particular person – not just 'Dear Sir', or 'To whom it may concern'. In your letter you could offer to meet the person to discuss the project and its potential impact.
- Business in the Community has links with companies throughout the country and can put schools in contact with local businesses. Further details can be obtained from their website at [www.bitc.org.uk](http://www.bitc.org.uk).
- Approach your local Education Business Partnership to see what support it can provide – see [www.nebpn.org](http://www.nebpn.org). For large organisations, get copies of annual reports and investigate their corporate social responsibility (CSR) policy, which will tell you how much money they donate to charities and community groups every year.

## National companies

There are several books that list companies that donate extensively (for example, *The guide to UK company giving* see page 10). They outline the types of causes companies support, and the kinds of funding they give. Such books can be bought or viewed at local reference libraries.

## National bodies

There are agencies with specific areas of interest, to whose local committees or branches schools may apply (for example, the police or Crime Concern, for crime prevention-related schemes).

There are national voluntary organisations whose benevolent work may make them interested in clubs (for example, Rotarians, Round Table, Lions, Townswomen's Guilds and Women's Institutes). These may give you a donation or invite you to speak at one of their meetings, so that members can directly see how they can support your activities.

Business in the Community (BiTC), for example, has links with companies nationally, and can put local authorities and schools in contact with local businesses. Most counties have an education officer. Visit [www.bitc.org.uk/what\\_we\\_do/where\\_we\\_work/index.html](http://www.bitc.org.uk/what_we_do/where_we_work/index.html).

## Top tips!

- It can often take up to three months for trust fund applications to be approved – think ahead and build in enough time for this in your planning.
- If the guidance says 'call before application', do so. If it says 'written requests only', then don't ring them up!
- The remits and aims of trust funds are usually quite specific, so make sure that you read all accompanying literature before you complete a bid.
- Be creative! If a funder only funds new projects, don't think you have to start again from scratch. Changing one aspect of the club's design, such as the target group or its theme, may be enough for it to qualify.
- Remember that you don't actually have to start from scratch. You can use government documents, publications of various study support/oshl organisations, the local authority education development plan, and your school improvement plan as starting points for your application.
- Make sure you use straightforward language in applications and avoid abbreviations.
- Young people and parents/carers that the activities would benefit are a great source of information and inspiration. Don't be afraid to ask if you can quote them in your application. This not only shows that you have undertaken an audit of what is needed, but also that the project will be supported. Before you sit down to begin your application, talk about what you want the project to be like with a colleague or friend.

## Funding from trusts

Grant-making trusts and foundations are charitable bodies that have usually been set up by an individual with the aim of funding charitable activities. There are thousands of them throughout the country, ranging from very local trusts that give away a few thousand pounds a

year, to large national bodies with millions of pounds at their disposal.

Many trusts and grant-making bodies look to assist disadvantaged children, promote healthy eating, support education and/or form community links. These are an excellent source of funding for clubs.



# Case study

## Acklam Grange School, Middlesbrough

Acklam Grange School in Middlesbrough has sustained its club by:



recipe came third and they won £500 and also a trip to Amsterdam to take part in a cook off.

### Social enterprise

Acklam successfully run two bistros each year for governors and staff. The pupils dress the dining room in school and prepare, cook and serve a set three-course meal to the diners. Dinners are charged a set fee of approximately £10 for their meal and profit raised from the meal goes towards funding future What's Cooking? activities.

The school provided the venue for the Middlesbrough Town Meal planning meeting, and members of the What's Cooking? club provided the supper. The meeting was attended by councillors and local businesses, and the funds generated will go towards taking 37 pupils to an Italian Cook School, in Tuscany, on 16 July 2009 for five days.

### Negotiating prices for visits and getting support from parents

Negotiating on price and getting contributions from parents enabled Acklam Grange to take a group of young people to a Cook School in the Lake District. The trip involved an overnight stay in Ambleside and the pupils had a full day at the Cook School. This proved an excellent experience and instigated the thinking behind the trip to Italy to be taught how to cook.

### Fundraising

The school sold cakes and smoothie lollies to raise money for their club and various charities; these include Children in Need, Breast Cancer Awareness and the school's own charity, the Meserani Project.

### Entering competitions

A team from Acklam entered the Chicory Challenge, which aims to draw attention to chicory's potential and inspire English cooks to create some great new chicory recipes (for more information visit [www.chicorychallenge.co.uk](http://www.chicorychallenge.co.uk)). The team's



# Where to now ...

**There is an increasing number of useful resources (books and web-based) offering information, guidance and searchable databases around the topic of funding. Some of the websites are free, while others are subscription only. The books and websites listed below are some of the major national ones available, but it is also worth enquiring about resources locally.**

## Websites

### Access Funds

This website provides the latest funding information from Central Government, National Lottery, devolved governing bodies, EU and quangos. The site also contains directories of funding programmes and guides to funding.  
[www.access-funds.co.uk](http://www.access-funds.co.uk)

Access to the website is free; the Access Funds subscription includes a monthly email bulletin (cost – £50 per annum for voluntary/community groups and £60 per annum per person for businesses and statutory organisations). A seven-day free trial is available on the subscription services.

### The Community Foundation Network

The Community Foundation Network (CFN) administers a wide range of region-specific charitable funds across the UK. Many of these funds will support oshl activities, including clubs.  
[www.communityfoundations.org.uk](http://www.communityfoundations.org.uk)

### The Co-operative Membership Community Fund

Awards can range from £100 to £5,000; the average award size in 2005 was £750, with the vast majority of awards being between £100 and £500.  
[www.co-operative.co.uk/ourcampaigns/modernco-operation/communityfund](http://www.co-operative.co.uk/ourcampaigns/modernco-operation/communityfund)

The Co-op's aim is to be the number one retailer in educating on, raising awareness of, and generally promoting diet and health issues to the wider community. Get Cooking, Get Shopping is a resource pack for developing community-based cooking and shopping skills.  
[www.pdf.co-operative.co.uk/pdfs/1818\\_GCGS\\_participants.pdf](http://www.pdf.co-operative.co.uk/pdfs/1818_GCGS_participants.pdf)

### Donate a PC

Donate a PC aims to assist UK non-profit organisations to acquire useful, working hardware donations and take some of the strain off the environment by reducing electronic disposals. It is a free matchmaking service for individuals and organisations to donate un-needed hardware (computers, printers etc) to UK charities, not-for-profit organisations and educational establishments.  
[www.donateapc.org.uk](http://www.donateapc.org.uk)

### Grants Online

This includes grants from the European Union, UK government departments, the National Lottery and UK grant-making trusts. Subscription starts at £25 plus VAT.  
[www.grantsonline.org.uk](http://www.grantsonline.org.uk)

### Big Lottery Fund

The Big Lottery Fund brings together the work of two National Lottery distributors: the Community Fund, which provides funding for charities and the voluntary and community sectors; and the New Opportunities Fund, which provides funding for health, education and environment projects.  
[www.thebiglottery.org.uk](http://www.thebiglottery.org.uk)

### Professional Fundraiser

This publication has a variety of free downloadable self-help fact sheets relating to applying for trust and other funding.  
[www.professionalfundraiser.org.uk/facts/fsl2.htm](http://www.professionalfundraiser.org.uk/facts/fsl2.htm)

### Profunding

Profunding details information about funding from grant-making trusts, companies, European funds, government schemes and the Big Lottery. Subscription starts at £300 plus VAT.  
[www.fundinginformation.org](http://www.fundinginformation.org)

### Trust Funding

Packed with information on more than 4,400 UK grant-making trusts, this successful and popular tool for fundraisers lists trusts giving over £3.6 billion a year between them. Search by geographical area, name of trust, type of grant or key words. Now with new sophisticated search facilities. Subscription starts at £175 plus VAT for a single user licence.  
[www.trustfunding.org.uk](http://www.trustfunding.org.uk)

### UK Fundraising

This includes links to funders' websites, book lists, training courses and other resources linked to fundraising.

[www.fundraising.co.uk](http://www.fundraising.co.uk)

### Government Funding

This site is your online window to grants for the voluntary and community sector and contains details of 31 funding schemes with a potential total of £200 million available. Registration to the site is entirely free (if your organisation has a turnover below £500k), and allows you to:

- receive emails on new and updated grant schemes
- include your details and search our directory of users
- post messages on the Bulletin Board
- save specific grant searches and information.

*A Guide to grants for individuals in need* and *The Educational grants directory* come together in this up to date, and easy to use database that contains over 3,500 grant-making trusts giving £362 million a year. Finding funds for individuals in need and for educational purposes has never been so easy. Subscription starts from £175 plus VAT for a single user licence.

[www.grantsforindividuals.org.uk](http://www.grantsforindividuals.org.uk)

This database contains all those companies in *The guide to UK company giving*, as well as newly discovered givers. Over 470 companies are featured, giving over £290 million in cash donations and more in other forms of community support. Entries contain full details on the various giving methods (cash donations, in-kind support, employee-led support, sponsorship and commercially-led support), describing both what the company is prepared to fund and the organisations it has supported in the past. Subscription starts from £175 plus VAT for a single user licence.

[www.companygiving.org.uk](http://www.companygiving.org.uk)

### Publications

You will see that some of the publications we recommend are quite expensive. If you are not able to buy these yourself, you should be able to find copies of them at your local reference library – or your local authority may hold copies.

#### The Directory of Grant Making Trusts 2007/08

This comprehensive reference work covers 2,500 grant-making trusts, each with the potential to give collectively £3 billion a year. With fully updated information supplied by the trusts themselves, the entries include concise contact details, what is and what is not

funded, type and range of grants made, and examples of recent grants. The extensive indexes – by geographical area, field of interest and type of beneficiary, and type of grant – allow users to target the trusts that are most relevant to their needs.

ISBN 978 1 903991 74 9

To order online:

[www.dsc.org.uk/publications](http://www.dsc.org.uk/publications)

£99 plus p&p

#### The Grant-making Trusts CD-ROM 2006

Combining the databases of DSC and CAF, which together produce Major Trusts 1 and 2 and DGMT, this resource contains more than 4,000 UK grant-making trusts, who between them give over £3.1 billion a year. Powerful combined search by geographical area, type of activity and type of beneficiary. Search by name of trust, location, type of grant, trustee or key word. PC format only. Runs on Windows 95 and above Network capability. 'Getting started' tutorial. Hyperlinks to trusted websites or email. Facility to bookmark selected trusts, add your own notes, print individual entries, and tag contact details and addresses for export.

ISBN 978 1 903991 71 8

To order online:

[www.dsc.org.uk/publications](http://www.dsc.org.uk/publications)

£176.25 plus p&p

#### Guide to UK Company Giving 2007/08

This invaluable guide includes details of over 500 companies in the UK that give a combined total of £290 million in cash donations to voluntary and community organisations. It includes 60 companies never before listed. New improved layout allows easier access to information.

ISBN 978 1 903991 76 3

To order online:

[www.dsc.org.uk/publications](http://www.dsc.org.uk/publications)

£39.95 plus p&p

#### A Guide to the Major Trusts 2007/08

##### Volume 1

Regarded as the fundraiser's bible, these essential reference works provide the only source of independent critical analysis of what trusts do in practice. Each volume contains recent grant information, contact details, deadlines, exclusions and applications advice for each trust.

Volume 1 has been expanded to cover the top 400 UK trusts giving individually in the region of £300,000 to £650 million each year and making total annual awards between them of around £2.1 billion.

ISBN 978 1 903991 77 0

To order online:

[www.dsc.org.uk/publications](http://www.dsc.org.uk/publications)

£39.95

### Schools Funding Guide

Schools in England fundraise over £200 million a year to supplement their budgets, but some are more successful than others. This guide lists over 200 potential sources of funding for primary and secondary schools in the maintained and independent sectors. Whether you are looking to raise a modest sum, or planning a major appeal, this book will help you devise and carry out a fundraising strategy that works. Written for teachers and headteachers, governors and parents. Covers charitable trusts, companies, the National Lottery, central and regional government, and the European Union. Introduction on how to plan and manage a fundraising programme. Appendix with a basic guide to charity law as it affects schools and PTAs.

ISBN 978 1 900360 57 9

To order online:  
[www.dsc.org.uk/publications](http://www.dsc.org.uk/publications)  
£19.95 plus p&p

### Fundraising from Grant-Making Trusts & Foundations

Grant-making trusts and foundations are set up to give money to charitable activities. The challenge for any fundraiser is to put an effective case for support by showing how their project matches the aims of the trust. This book takes you through:

- the origins and work of grant-making trusts
- putting together a project proposal and researching appropriate trusts
- the application and assessment processes
- working with trusts that have agreed to fund you.

ISBN 978 1 900360 77 7

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Tel: 024 7658 8440  
Fax: 024 7658 8441  
Email: [info.coventry@continyou.org.uk](mailto:info.coventry@continyou.org.uk)

Website: [www.continyou.org.uk](http://www.continyou.org.uk)

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