

**COM
MON
CALL**

**Do it
Now
Now**



Common Call Fund Two:

Insights from applications to a Black-Focused Grant Fund



Contents

- 4.** [Foreword](#)
- 6.** [Introduction](#)
- 8.** [Improving the Process](#)
- 13.** [Key Findings](#)
- 28.** [Summary, Next Steps & Recommendations](#)
- 30.** [Appendix](#)
- 39.** [Partners](#)

Foreword

The UK social sector is shifting faster than ever, the last twenty-two months (2020/21) have been an extraordinary journey for equitable practice in grant-making and social investment. We are seeing more grant-making and on-ward investing into user-led organisations and through more representative distribution partners like ourselves.

[Do it Now Now's](#), Common Call has a fascinating and important story to tell about grant-making that is truly beneficial to the sector. The importance of the Common Call programme and experience cannot be underestimated. First, it is useful to the leaders of Black-led charities and social enterprises who received grant funds and support in extremely challenging conditions, as pressure on the public purse combined horribly with the pandemic to constrict the limited pools of money available. Second, as a Black-focused fund that attracted 1101 applications for funding and 580 applications for infrastructure “funder plus” support in the past 12 months, we must take stock of how Common Call tested long held perceptions about how and through whom frontline minoritised organisations access capital, which is still a live debate.

As with any pioneering initiative, Common Call has not been without its challenges. It was never going to disrupt the boundaries of traditional attitudes towards grant making without navigating tensions and often operating in unknown territories. We simply must tell the full Common Call story and in particular the stories of our grantees. We are committed to doing even more to empower and strengthen the Black-led organisations in our network who have long hoped for, and now benefit from, the existence of a fund like ours in their ecosystem. I know that historically we haven't done enough to tell that story.

From its Pilot to present day, Common Call is a success story. Our sector is better because of it. I believe passionately that this approach to grant making can grow, and key to that growth is the sharing of the experiences of pioneering organisations such as Do It Now Now. During COVID-19, we saw the power of local actors effectively responding to the pandemic and protecting marginalised communities, where top-down institutions had failed. There are many pertinent lessons and benchmarks to consider. We need the sector to put real funding behind the idea that proximate leaders best understand problems and therefore the solutions.

As we start to consider a post-pandemic era and the effects of it, such as the wedge of inequality, local practitioners and marginalised communities on the ground have run out of patience for truism, debates, or lengthy strategic planning processes. They are also out of patience for empty promises to ‘do better’ or ‘examine bias’ without significant shifts in funding and on-ward grant distribution through more representative partners.

As an organisation Do it Now Now has developed insight into the ‘contract of understanding’ between Black-led charities, social enterprises and funders. The organisation is uniquely placed to navigate the expectations of both parties and engender commitment from funders to address the most pressing needs of racial disadvantage in the UK's Black community.

So, what better time than to capture the data and to undertake this analysis and develop recommendations for funders based on the lessons from the Common Call Pilot. I hope you find the outcome as interesting and useful as I do.

Ugo Ikokuwu

Director of Investments and Grants



Introduction

As the title suggests, in this report, we're focusing on the data. Until now, the story of the fund has been told through a statistically unrepresentative dataset. As we come to the close of Fund Two, now with access to two years worth of applications, and interviews with many of the organisations involved, we can now paint a more complete picture.

It's important to remember that Common Call set out to achieve something that many people in the impact sector thought impossible; to persuade Trusts and foundations to reconfigure their funds to create new Black-led specific funding pots and for those funds to operate in tandem with other programmes being open to Black-led organisations.

Prior to Common Call's existence, funding to Black led charities and social enterprises in the sector, while not unheard of, was commonly restricted to well-resourced larger mainstream organisations with evaluation teams and the capacity to maintain relationships with funders. This fund has represented a bold new direction. In that context, we consider both the management and performance of Common Call across two disbursement phases (2020-2021 and 2021-2022).

Black-led charities and social enterprises (CSE's) are as concerned about sustainability as funders, but in different ways. The importance of revenue funding for activities and capital investments for CSEs cannot be overemphasised. This is especially the case following the current pandemic, the devastating effects, as well

as plans towards recovery. Many of these organisations, despite making social and economic impact, have been left in very precarious situations and on the fringes, which could affect their sustainability. Despite the intersectional barriers experienced by Black-led organisations, focused primarily on Black communities in the UK, these organisations have demonstrated resilience as they continue to make significant and transformative impact in underserved communities.

In the first phase of DINN's innovative funding project - Common Call a total of 16 organisations received funding worth a total of £50k. For a sector unused to onward grant distribution through Black-led intermediaries, this was a significant achievement (see [Quick view: learnings from our pilot grant fund - Do it Now Now](#)). The funded organisations supported communities over a period of 6 months, at the peak of the pandemic. This led to diverse outcomes for their communities including, improved general wellbeing, reduced hardships as well as fostering social integration during a period where lockdown measures strained social connections.

At the close of the fund, we found that approximately 60% of the income of the UK's Black-led, Black focused organisations comes from the personal savings and employment income of their Directors, while approximately 20% comes from grants.

Following the success of the Pilot, we are delighted to have received funding from Comic Relief's Global Majority Fund



to provide financial support to Black-led charities and social enterprises who have been disproportionately impacted by COVID-19 in the UK. The £300,000 fund includes contributions from Barclays, National Emergencies Trust, Esmée Fairbairn Foundation, The Clothworkers' Foundation and Comic Relief. Fund Two

is characterised by increased deal flow and deal size, as well as expanding our outreach to Black-led organisations who are making significant impact across several sectors. This will in-turn allow them to expand outreach to their service users and communities while making a significant impact.

In the first phase of DINN's innovative funding project - Common Call a total of 16 organisations received funding worth a total of £50k



Improving the Process

Learning Incorporated from Common Call 1

Between the Pilot Fund and Fund Two, we introduced changes aimed at significantly reducing key barriers associated with fundraising. The aim was to streamline the process while ensuring we created an inclusive due diligence process. The key updates are discussed below.

Application form

After Common Call's Pilot, post-grant discussions with applicants revealed the need to further streamline the application process. As many of these organisations are under-resourced and don't possess the infrastructure support to build their fundraising capacity. Following this feedback, we reduced the number of questions and paraphrased some of the questions for greater clarity.

We observed the quality of many applications to the Pilot fund were below sector standards, so in Fund Two we ran tailored information sessions, created social media and email based feedback loops to ensure our reachability. We also ran over a hundred 1-2-1 pre-application calls with a Grant Manager to discuss applications process and questions ahead of any completion. This had a significant impact on

the number and quality of applications we received. The feedback from applicants was also very positive and many of them valued the opportunity to speak with a Grant Manager.

Policy documents

During Common Call's Pilot, we sought to create a more inclusive due diligence process by supporting applicants to create the necessary policies and practices ahead of submission. In Fund Two, we went a step further. In the Pilot Fund, applicants were required to upload copies of several key organisational policies including Safeguarding, Diversity and Inclusion and more as documents as evidence of their adherence to best practice. However, following our review of these documents, we wanted to better understand the practicalities associated with implementing these policies day-to-day. Therefore in Fund Two, rather than ask questions that required a binary response and an uploaded document, we sought a greater understanding for how potential grantees would handle specific events. For example, asking what steps would be taken in the event of a Safeguarding risk. This provided us with the opportunity to examine practices within organisations, while providing organisations the opportunity to re-evaluate their practices.

Publicising of grant opportunity

In the Pilot, we relied on social media and organisations within our network to promote the funding call. We received a total of 483 applications. This was spread across the UK, however, a large percentage of the applications were from organisations based in England with a high percentage from London. As a result of our learning from Common Call's Pilot, one of our key goals for Fund Two was to ensure a much more diverse geographical spread of applications to the fund. We were able to achieve this through a number of ways. We capitalised on many of the relationships we had formed in the 12 months since we entered the grant-making sector as a funder. We also worked in collaboration with a number of regional partners and infrastructure organisations who co-hosted events with us. We developed regional partnerships and referral routes. Others listed our grant opportunity on their websites, or sent out a promotional email to their entire network of organisations. This was in addition to the press coverage we received in large part due to the efforts of our primary funder, Comic Relief. In total, we received 836 Expressions of Interest for Common Call Fund Two. We analysed the archetypes of organisations between the two funding calls and realised that there were fewer sole traders and for-profit businesses proportionally represented, although our funding criteria was flexible and open on the types of legal structures we invested into.

Grant amount

Considering the limited funding awarded to Do it Now Now to disburse in Common Call's Pilot Fund (£50,000), our aim was to maximise outreach while making an impact. As a grant-funded impact delivery

organisation (providing training in financial inclusion, leadership skills, employability skills and entrepreneurship) to thousands of Black people year-on-year, we know that even small grants can make a positive and significant impact on an organisation's sustainability. For example, small grants can be deployed by organisations in digitising their impact delivery, hiring a strategist to consult on a particular problem, or investing in their customer relationship management (CRM) software. Therefore, we advised potential applicants that awards would be between £1k and £3k. The average ask for that pot of funding was £2.2k. However, following the quality of applications, and the needs of applicants, we felt that although not a huge amount, awarding £3k to grantees would likely have a transformational impact on their organisation.

Based on interviews and quantitative data collected through the process, we knew that Black-led organisations applying to the fund were spending out-of-pocket on things that had not traditionally been welcomed in grant applications; core costs, staff costs, capital costs. With this in mind, we increased the lower asks and requested new budgets that included key costs that they habitually paid out-of-pocket. Following that process, we awarded £3k to a total of 16 organisations, deploying £48k in total. Based on the identified needs and an increased pot of funding for Common Call Fund Two, we decided to set grant amounts of £5,000 OR £12,500. Organisations could apply for either sum, based on eligibility as stated in the published guidelines.

We encouraged organisations to state the real cost of running their impactful interventions. This is because of the current pandemic, with reduced/loss of income/ disposable income it has become increasingly difficult to fund projects personally. In our upcoming Learnings Report we will investigate what effect this change had on the grantees and applicants. While it is not inherently negative that founders and directors are donating money to their own organisations (on average 60% of the organisation's turnover), it becomes negative when we investigate the compounding factors. In the midst of a pandemic born financial crisis it is important to remember that:

- **Black people are the least likely racial group to have a combined household income of over £2000, as of March 2020.**
- **The households most likely to have a weekly income of less than £400 are from Black ethnic groups, at 35%.**
- **19.6% of the Black population lives in the most economically deprived parts of the country, the highest of any racial group to be concentrated in deprived areas.**
- **14.7% of Black people also live in the most employment deprived parts of the country, again the highest of any racial group.**

The above figures are all according to the most recent reports by the [Office of National Statistics](#) who also state that 45% of the Black African population in the UK is living in poverty.

As an organisation that is both funded and funder, our start in this sector is not at all dissimilar from the dire financial constraints many of our grantees and applicants, CEO Bayo Adelaja has shared in articles and podcasts about her disbelief and utter relief upon [Do it Now Now](#) being able to pay a modest salary to help her transition into 40 hours a week on the organisation as opposed to 40 hours a week on Do it Now Now and 30 hours a week as a freelancer with demanding clients.

The sector cannot continue to expect people who are already experiencing the brunt of what society has to offer to sacrifice what is in hand to intervene for themselves and others. The promise of the impact sector is that it does this work on their behalf without asking them to sacrifice more than what is sensible or safe.





Key Findings

Number of Applications

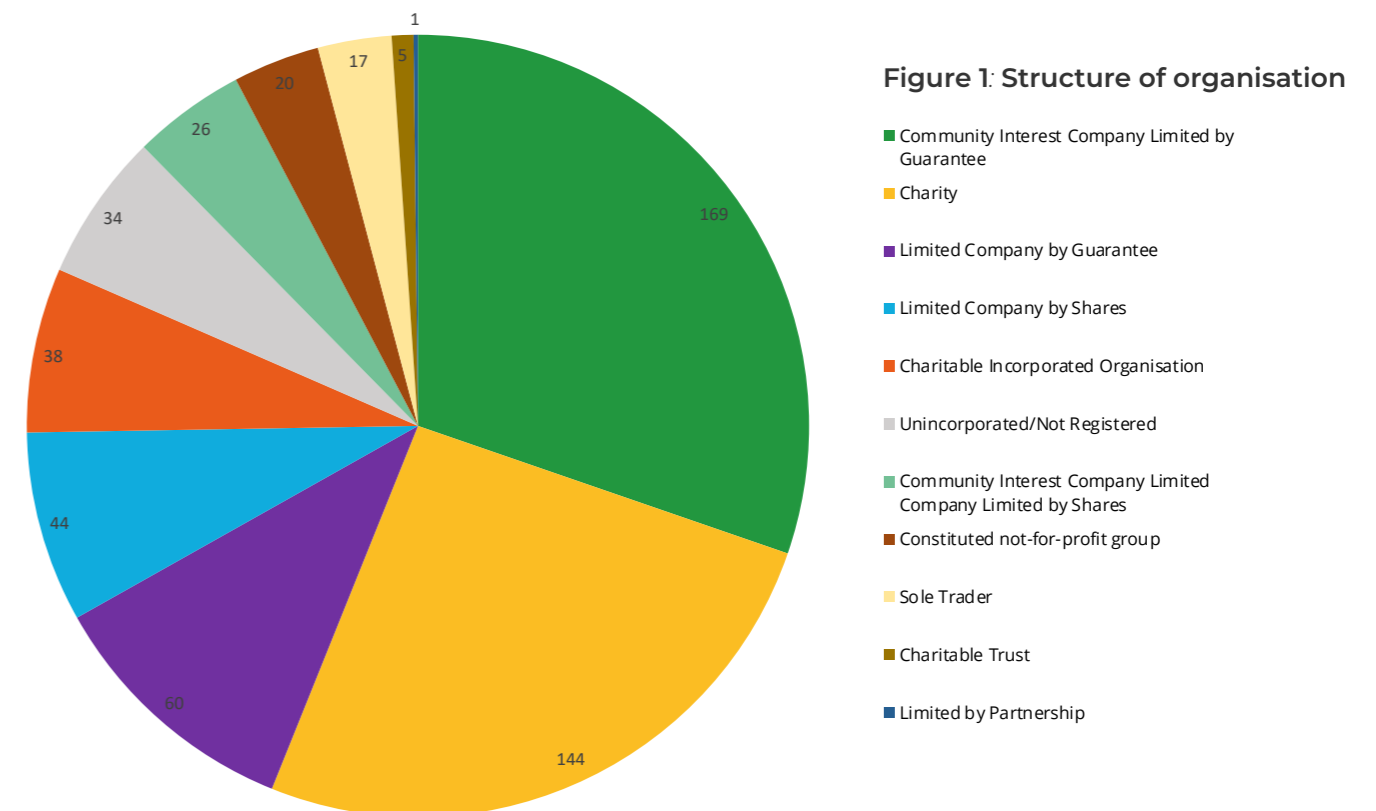
A total of 836 organisations expressed interest in the funding call. Of this number, 601 submitted and 235 organisations did not complete their applications. Our research reveals that there are two major factors responsible for this;

Lack of staff capacity, time and the need to direct resources where urgently needed.

Perception that they will be competing for the same oversubscribed pot of money.

Many Black-led organisations are typically micro and small. This means that only a few individuals carry out the day-to-day activities of these organisations, leaving little or no room for fundraising which typically requires expertise that lived experience leaders do not possess. Secondly, owing to the limited funds available (£300K) and the number of Black-led organisations across the UK, the organisations that did not complete the application weighed the opportunity cost of applying to a fund without proper training in bid-writing and full awareness of the funding landscape over spending that time supporting their communities and continuing to sacrifice their own personal finances to do so.

Structure of Organisations

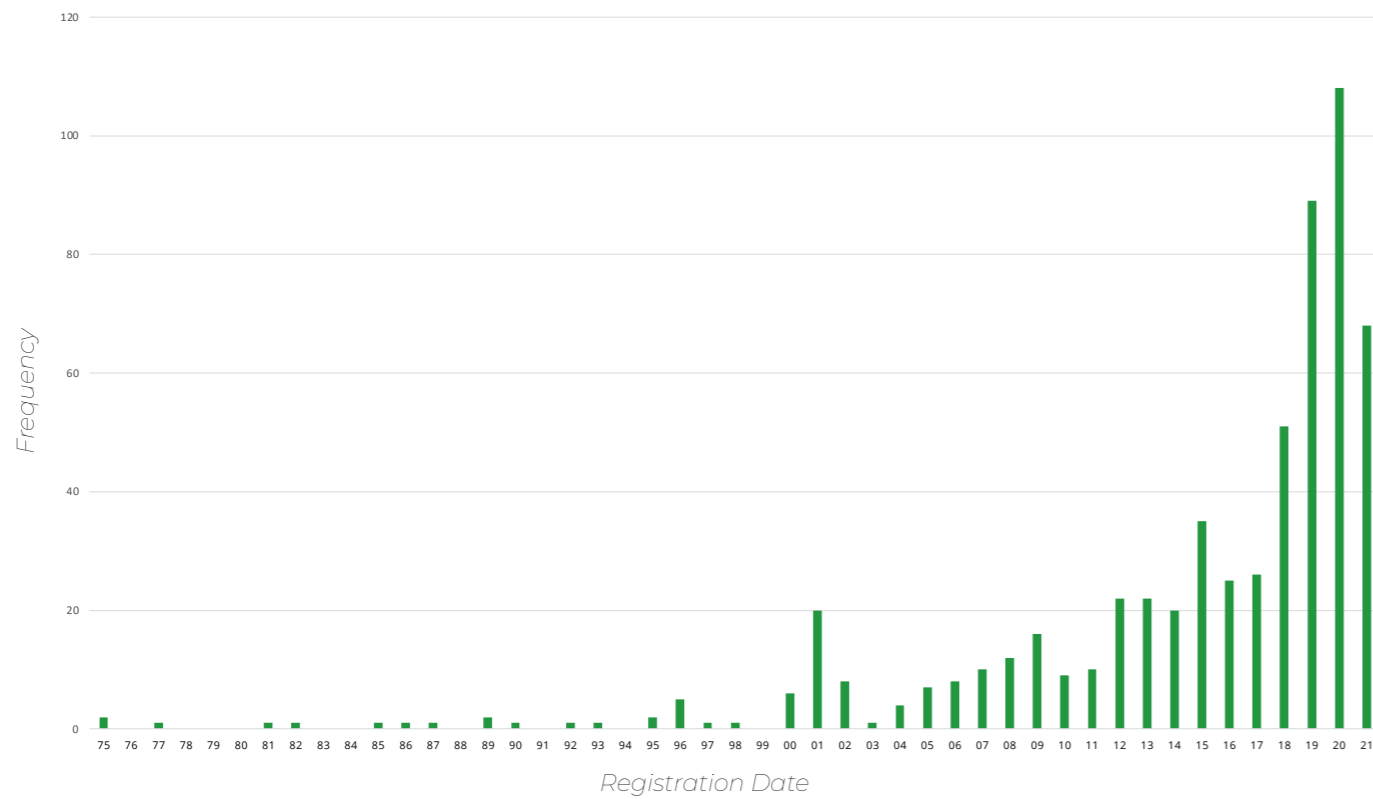


As shown in the figure above, the majority of the organisations that applied to Common Call 2 are Community Interest companies (CIC) limited by guarantee, followed by charities, while companies limited by partnership have the least representation. See Tables 5 and 17 in the Appendix.

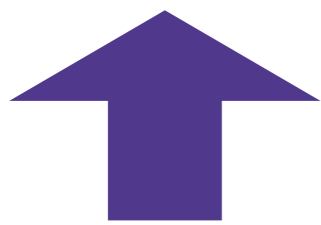
Year of Registration

While Common Call Fund Two was open to unregistered organisations, we noticed a wide variation in the years organisations were registered which ranged from 1975 to 2021. The figure below presents the number of registrations between 1975 to date, based on the 601 applications received (For more details, see Table 1 in the Appendix).

Figure 2: Year vs number of registrations

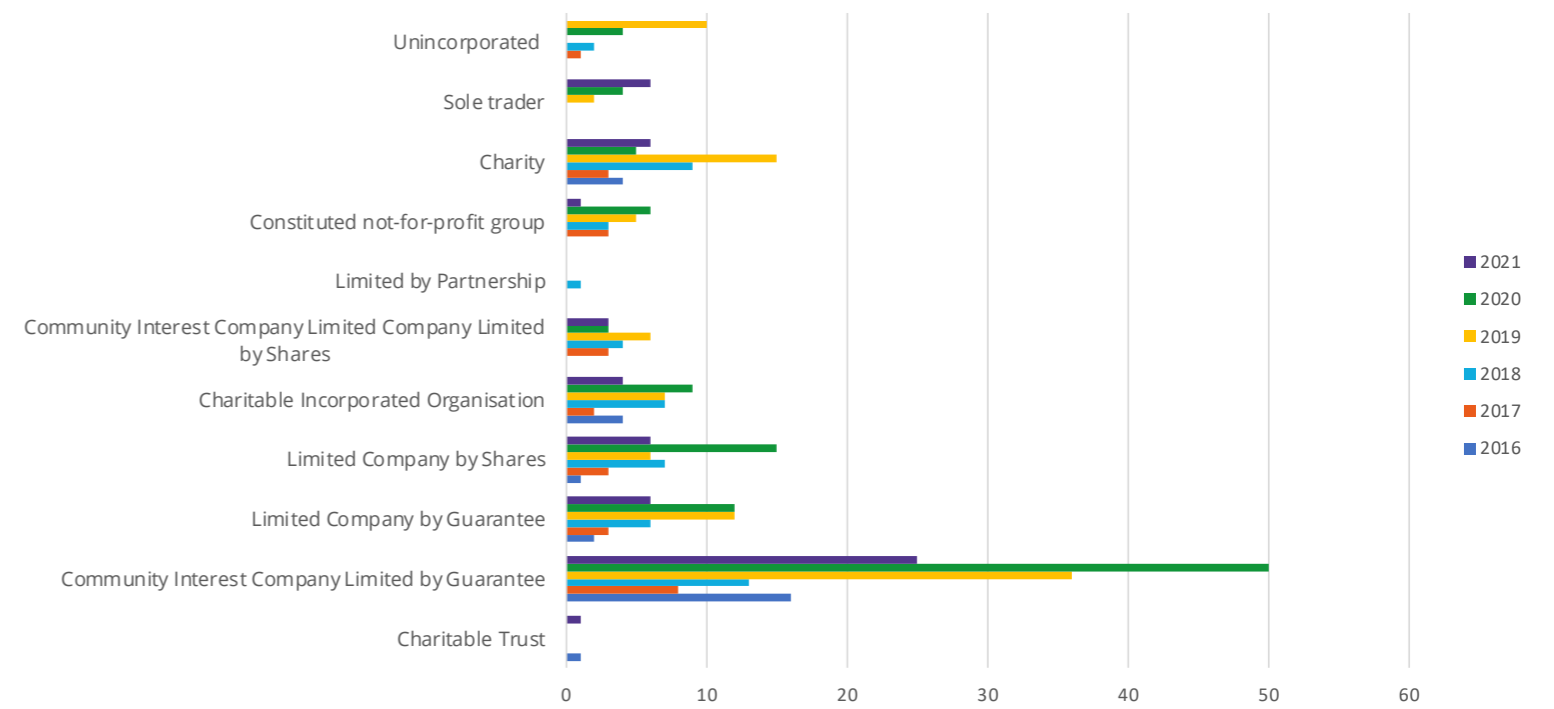


There has been an increase in the number of registrations since 2016, with the highest number of registrations (108) in 2020. This represents a 21.35% increase from registrations in 2019 (89). It is however not surprising, considering the role civil organisations played at the peak of the pandemic, supporting communities. The figure across shows the breakdown of registration by year and structure of organisation (see Table 2 in the Appendix).



21.35% increase from registrations in 2019

Figure 3: Structure of organisation vs Year of registration



As more Black people are running community projects, businesses and groups have come to discover the increased need for their services and the finance gap between their personal contributions and what is needed, many are seeking to engage in the formal funding system for the first time. It is expected that more registrations will take place in 2021.





Nation vs Number of Applications

The number of applications in Common Call 2 (601) represents a 33.26% increase from Common Call's Pilot Fund (451 applications). (See Table 3 in the Appendix).

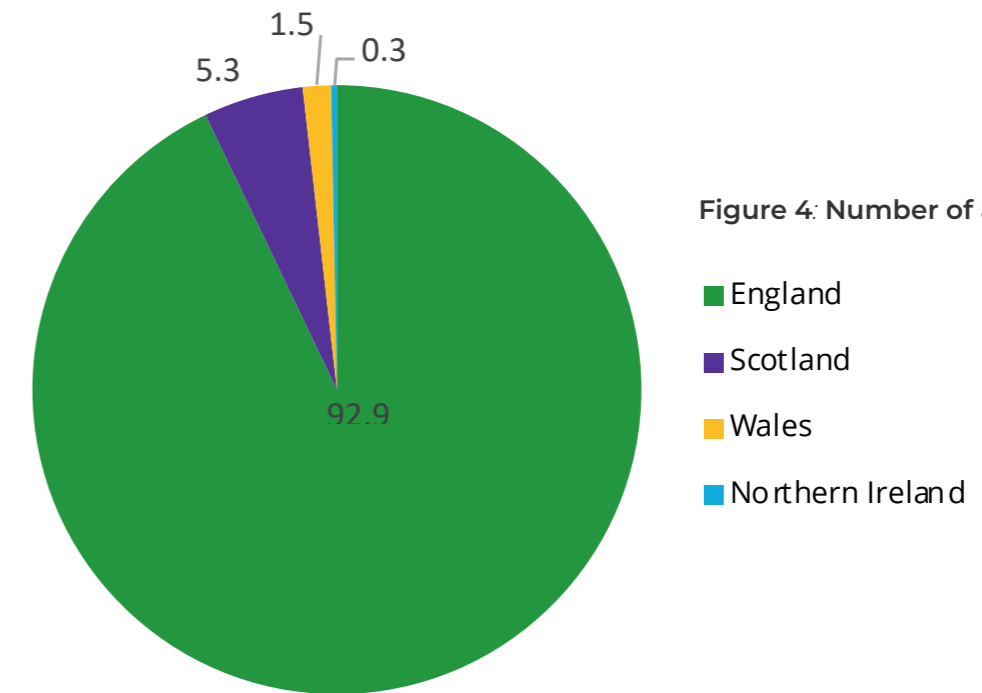


Figure 4: Number of applications per nation

Additionally, there was a marginal increase in the number of organisations applying from outside England compared to Common Call's Pilot Fund. For instance, we received 32 applications from Scotland and 9 from Wales, compared to the year before when we received 3 from Scotland and 1 from Wales. For Northern Ireland, the number of applications dropped from 9 to 2. The reasons for this are being explored and will be presented in our next report. However, plans are underway to expand the number of Black-led organisations within our network and promote a more national outlook. Focus will be on Scotland, Wales, and Northern Ireland while building on our network in England. The figure above shows the spread of submitted applications across the UK (based on nations). As shown in the figure, England has the highest number of applications, 93% with Scotland at 5%, Wales 1% and Northern Ireland, less than 1% (0.0033%).

Amount Requested

The total amount requested (£5,547,500) is significantly higher than that of the Common Call Pilot Fund (£1,300,000) representing a 327% increase. Clearly, the current demand for grant funding exceeds the supply of £300,000. Breakdown of demand across nations is as shown in figure on page 18. (See Table 4 in the Appendix).



327% increase of funding requested overall from the Common Call Pilot Fund

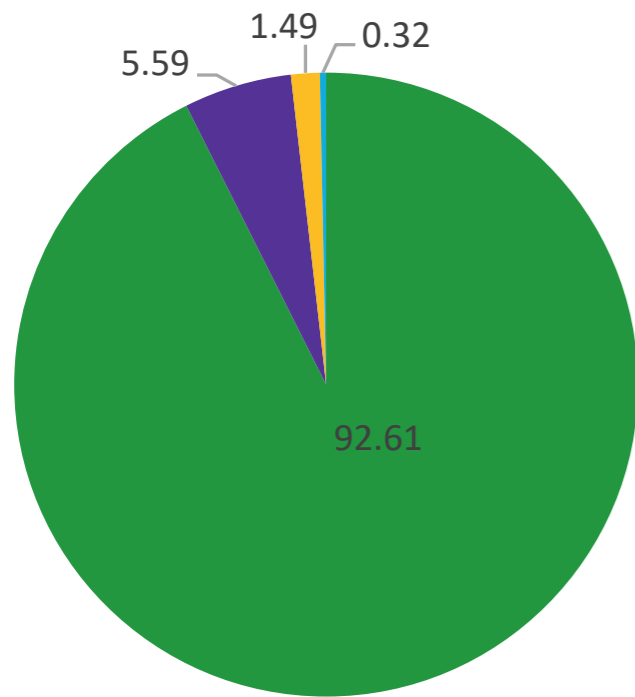


Figure 5: Amount requested per nation (%)

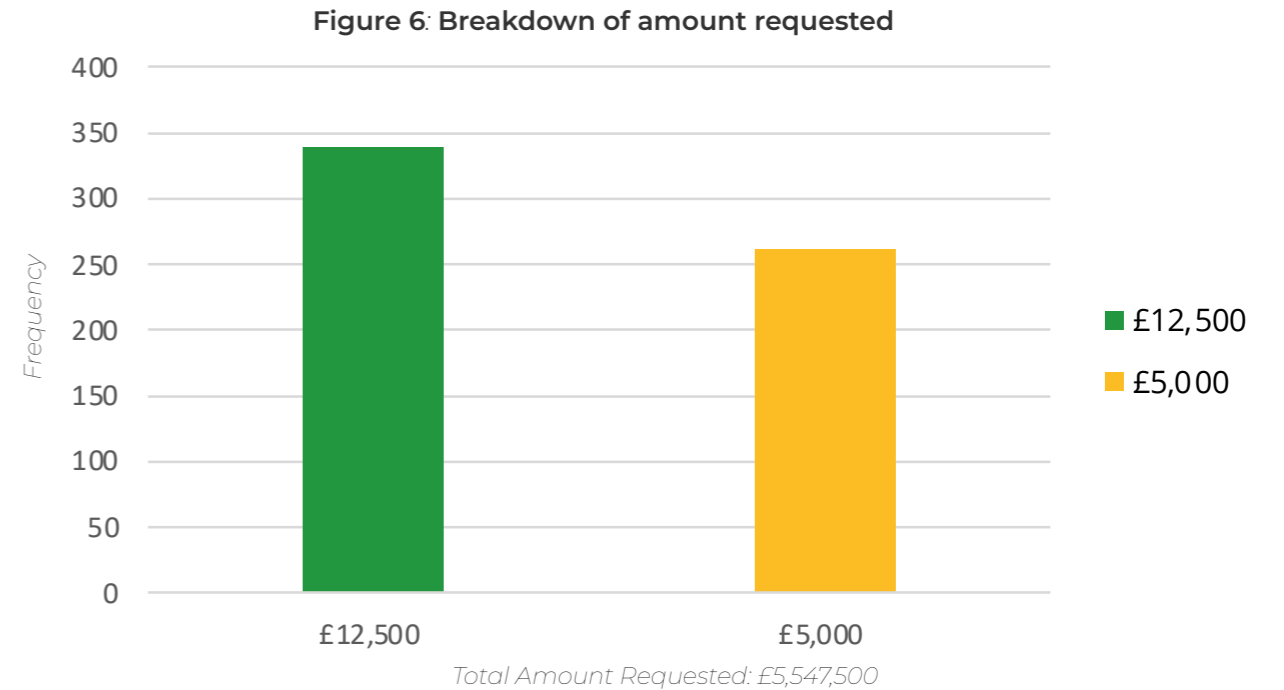
- England
- Scotland
- Wales
- Northern Ireland

It is unsurprising that the request from England (£5,137,500) is significantly higher than the cumulative amount (£410,000) from other nations (Scotland: £310,000; Wales: £82,500 and Northern Ireland: £17,500). This is considering the ratio of applications across nations as well as the demographic breakdown of the Black communities across the UK, with England accounting for 60% of the entire Black population in the UK. However, as mentioned previously, we are working towards capturing more Black-led organisations across the UK.



Breakdown of Amount Requested

Unlike Common Call's Pilot Fund, in which organisations could only apply for £3,000, under Fund Two, organisations could apply for 2 strands - £12,500 or £5,000 with limitations on which could be chosen based on their registration status and income over 12 months prior to the application. Breakdown of the amounts requested is shown in the figure below. (See Table 19 in the Appendix).



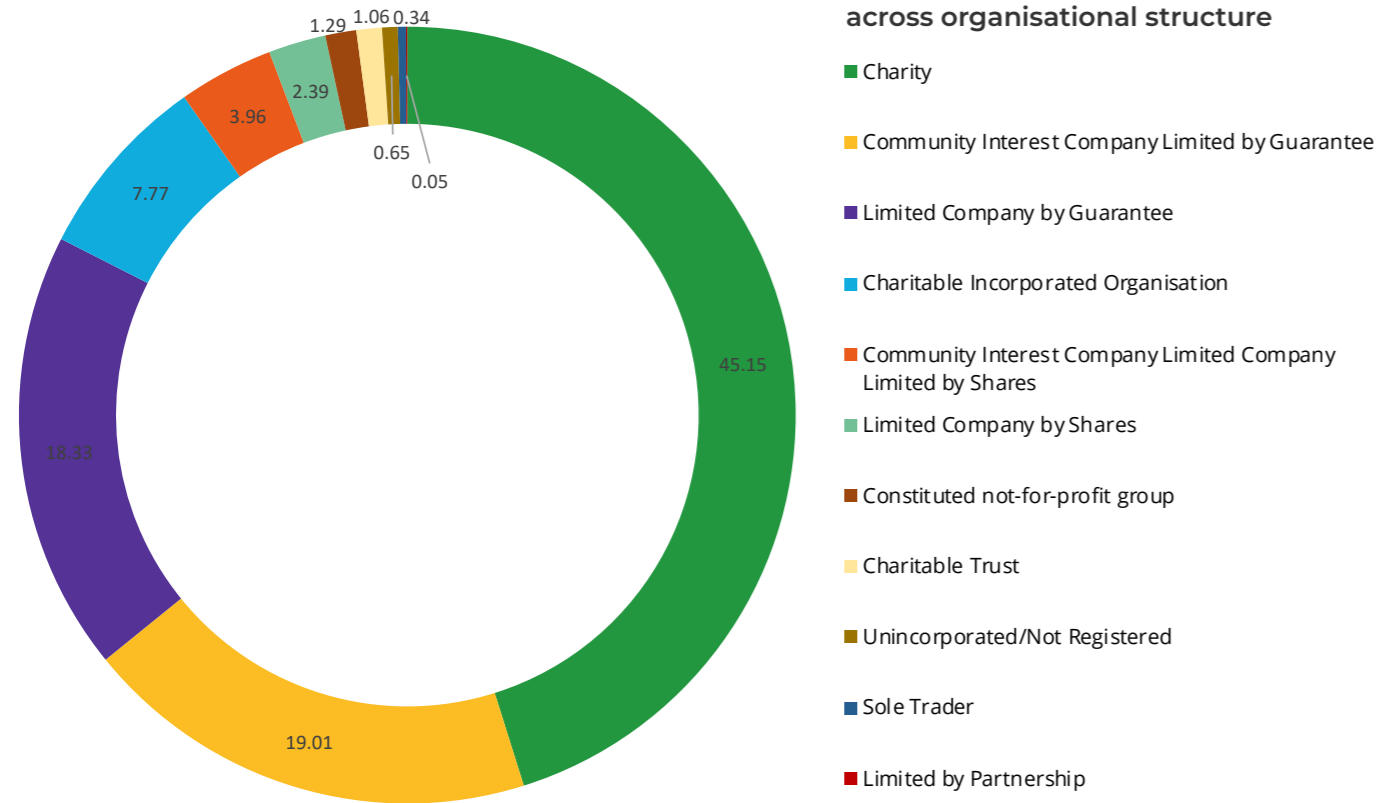
56% of organisations requested £12,500 and 44% requested £5,000. Again, it is not surprising that more organisations applied for grants of £12,500. This reflects the demand for grants for the delivery of support to Black communities on a sustainable basis as previously stated. Preliminary discussions with organisations suggest that some organisations opted for £5,000 despite being eligible for £12,500, as a means to increase their chances of securing grants.

Funding request from England is significantly higher than the cumulative amount from other nations.

Income

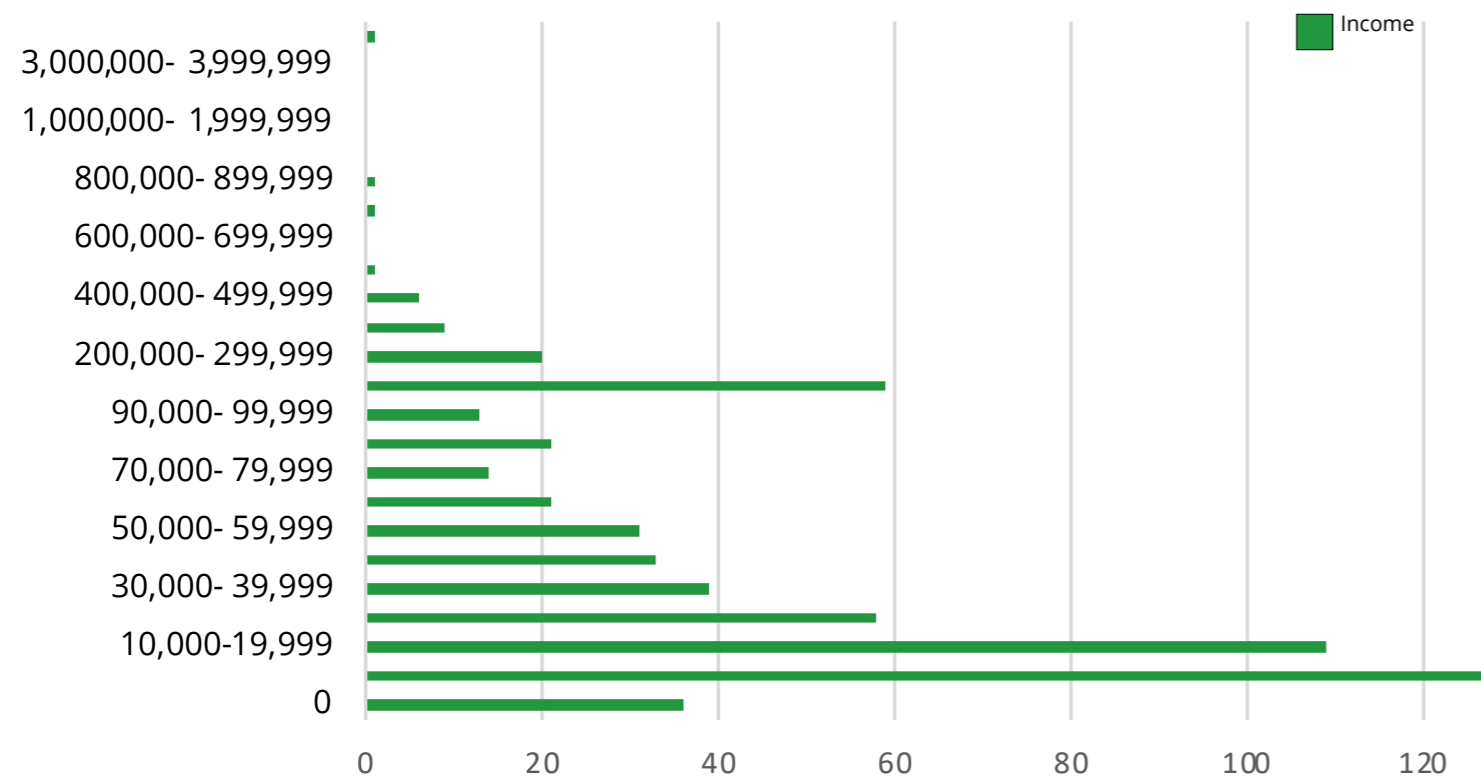
The income of the 601 organisations that completed their applications amounted to £38,665,056.57 in the past 12 months. As shown in Figure 7 on page 20, charities had the highest amount of income, representing 45% of the total income received. The second highest income was reported by CICs limited by guarantee, representing 19% of the total income received. Next is companies limited by guarantees representing 18% of the total income received. Income from charitable incorporated organisations amounted to 8% of the total income received. Limited by partnership organisations had the least reported income (0.05%). (See Table 6 in the Appendix).

Figure 7: Breakdown of total income across organisational structure



It is worthy of mention that the total income received by these organisations could potentially mask the level of income received by individual organisations in the past 12 months. The figure below provides an overview of income levels (see Table 7 in the Appendix).

Figure 8: Income range vs Number of Organisations:



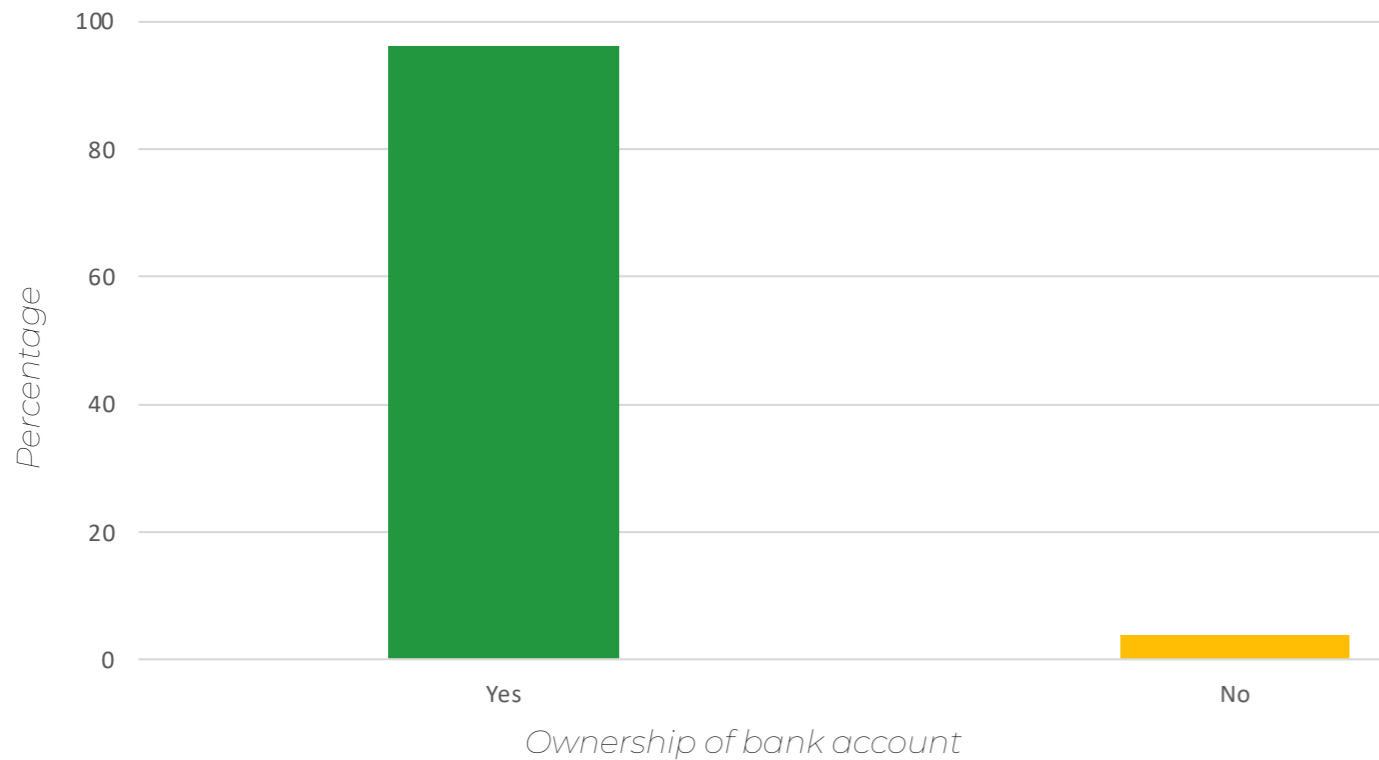
It is worthy of mention that there is only one large organisation in our sample. However this is not a fair picture of the spectrum of the entire Black community's income range as the call for Common Call Fund Two specifically states that we would only be funding organisations with an income under £500K.

As shown in Figure 8 on page 20, 36 organisations did not receive any income during the period under review, 128 organisations representing 21.23% had income of up to £10,000 and 109 organisations representing 18.1% had income of between £10,000 and £19,999. 59 organisations represented 9.8% reported income between £100,000 to £199,000, very few organisations reported income above £200,000 in the past year. Our findings elicit concerns over the sustainability of 273 organisations (45.4%) who earn less than £19,999 annually. Evidently, apart from organisations being underfunded, there is a wide income gap, highlighting the challenges faced by organisations whose incomes are above £250,000 (a typical cut off by funders for small grants) and those with incomes of greater than £250,000 but less than £500,000. Due to funder cut-offs, these organisations could be systematically excluded from accessing grants, because as organisations grow past a certain income threshold, the funders that supported them are unable to provide grants any longer due to eligibility criteria in terms of income threshold. Preliminary findings indicate that there is not enough support from the sector to ingratiate Black led organisations into social investment to help them bridge that gap. This will be further explored, and findings presented in a future report.

Ownership of Bank Accounts

Our findings show that though 96% of the 601 organisations that completed Common Call Two funding applications have bank accounts, 4% do not. Considering the importance of financial inclusion for individuals, communities, and enterprises, we will examine the factors responsible for non-ownership of bank accounts. Thereafter, we intend to work with organisations who do not currently have a bank account, as well as financial institutions to explore how identified barriers can be addressed. More specifically, we are interested in the effect of non-brick and mortar banks (challenger banks) on fundraising activities. This is especially as most funders require the organisation to have a bank account as well as two signatories. This is not possible with challenger bank accounts who typically accommodate only one signatory (see Table 12 in the Appendix).

Figure 9: Ownership of bank account



Sources of Income

Equally important is the source of income. Analysis reveals that the income of Black-led organisations is derived from multiple, often overlapping sources including grants, bank loans as well as personal savings of Directors.

352 organisations reported income from 'Grants Only', Charities were the most represented (39.2%). Next is Community Interest Companies (28%). Again, this is unsurprising based on the number of organisations with this structure and requirements of funders especially with respect to asset lock. Next is Charitable Incorporated Organisation with 10.2% reporting income from Grants Only. While not surprising, it is worthy of mention that companies limited by shares and partnership who reported income from grants only accounted for 0.9% and 0.3% respectively. This suggests that regardless of social objectives and impact, organisations with these legal frameworks/structures do not typically attract/receive grants arising from the legal structure of their organisations. Funders typically request asset locks in place and where this is not the case, irrespective of social objective and impact, it becomes a challenge. We will explore this further in an upcoming report.

96% of the 601 organisations that completed the funding applications have a bank account



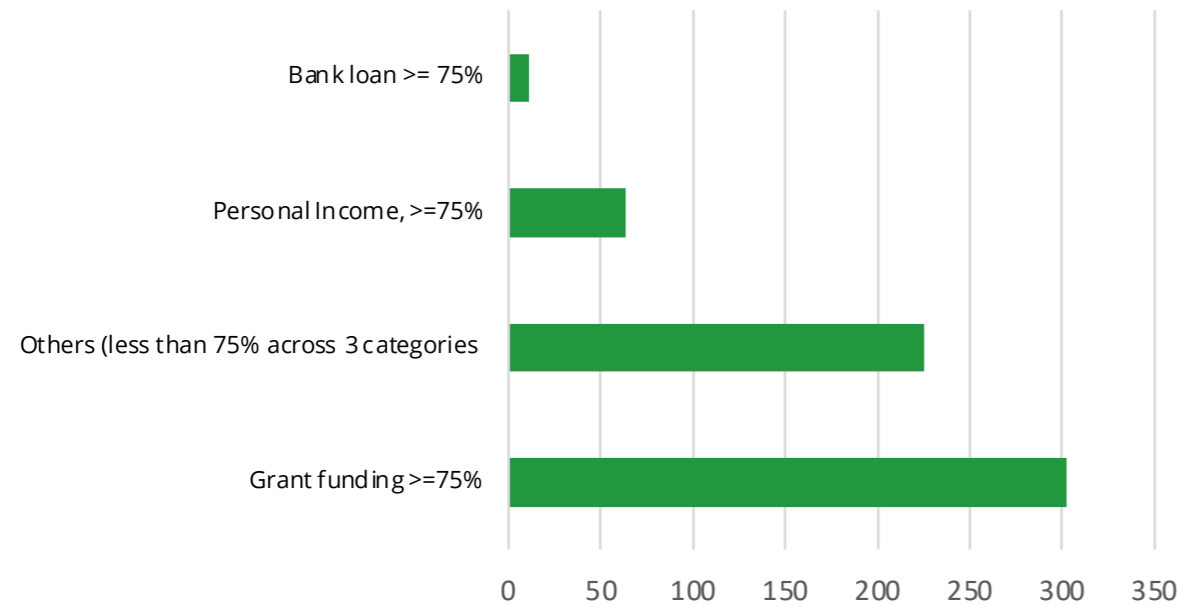
Key Findings on Breakdown of Top Income Sources

Findings from our analysis indicate that there are overlapping sources of income (For more information, see Table 13 in the Appendix). Generally, grants represent a substantial source of income for Black led organisations. 119 organisations, representing 19.8%, reported that 100% of their income were from grants, while 125 organisations, representing 20.8%, had no income from grants. Additionally, 393 organisations representing 65.4% did not report any income from the personal income and savings of Directors, 54 organisations representing 8.99% derive 100% of their income from personal income and savings of Directors and Management Team, as well as from PayDay Loans. This affects the general income of the Directors who are essentially funding projects and supporting communities through personal sacrifice. It is remarkable that 93 organisations, with social missions are funded solely from the personal income of Directors, Trustees, and Management team. Most of the organisations in that reality are Limited Companies by Shares, Unincorporated Organisations and Community Interest Companies Limited by Shares. Income from Bank Loans are not as common as income from grants and personal income/savings. For instance, only 4 organisations representing 0.7% reported 100% income from only Bank Loans.

Breakdown of Top Income Sources

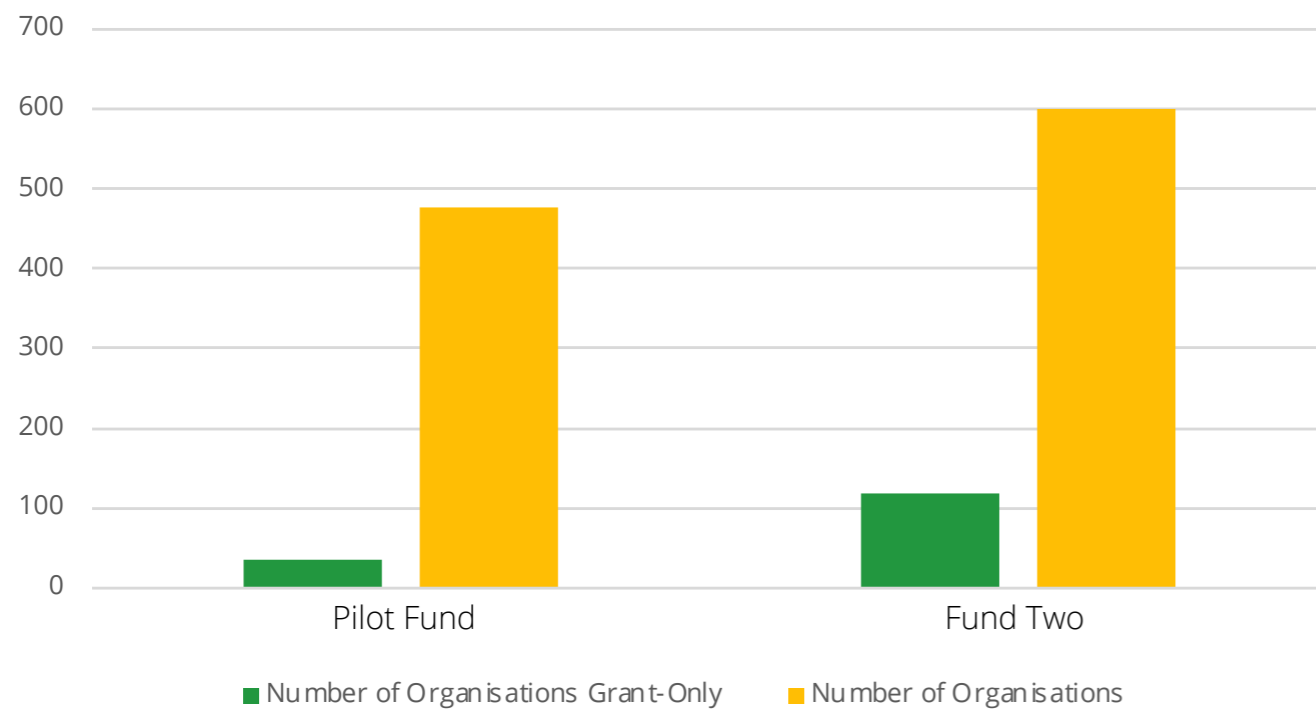
Three major sources of income are identified. Grants, Bank loans and Personal savings, with income obtained from 'Grants only' accounting for 58.6% of total annual income. As there are overlapping sources of income, we were interested in sources of income that represented over 75% of organisations total income across the three main identified income streams. As shown in the figure below, grants represent the highest source of income (75% and over) while bank loans had the least. (See Table 15 in the Appendix).

Figure 10: Source of income 75% and above



Findings from Common Call One and Two suggest there has been an increase in income from grants funding. This is shown in the figure below. (See Table 16 in the Appendix).

Figure 11: Common Call Pilot Fund and Fund Two: Income as Grants only



Preliminary analysis suggests that there are several factors responsible for this. These include increased awareness, availability of more grants and increasing focus on grant funding for improved income. Furthermore, corporations have not rebounded in terms of streams of income.



Outcome Areas

Findings indicate that organisations work across several outcome areas (see Table 8 in the Appendix). For this analysis, we were interested in their primary outcome areas. Breakdown of outcome areas is as shown in figure below.

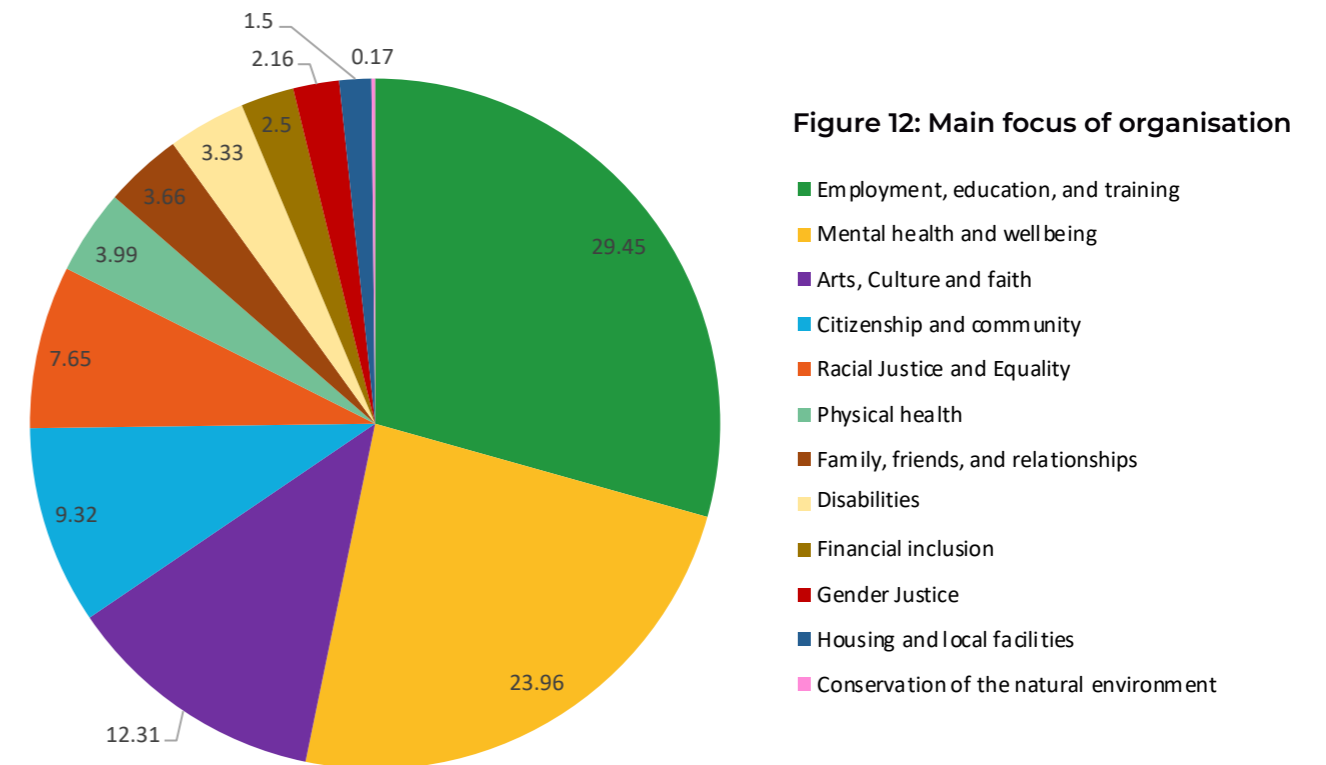


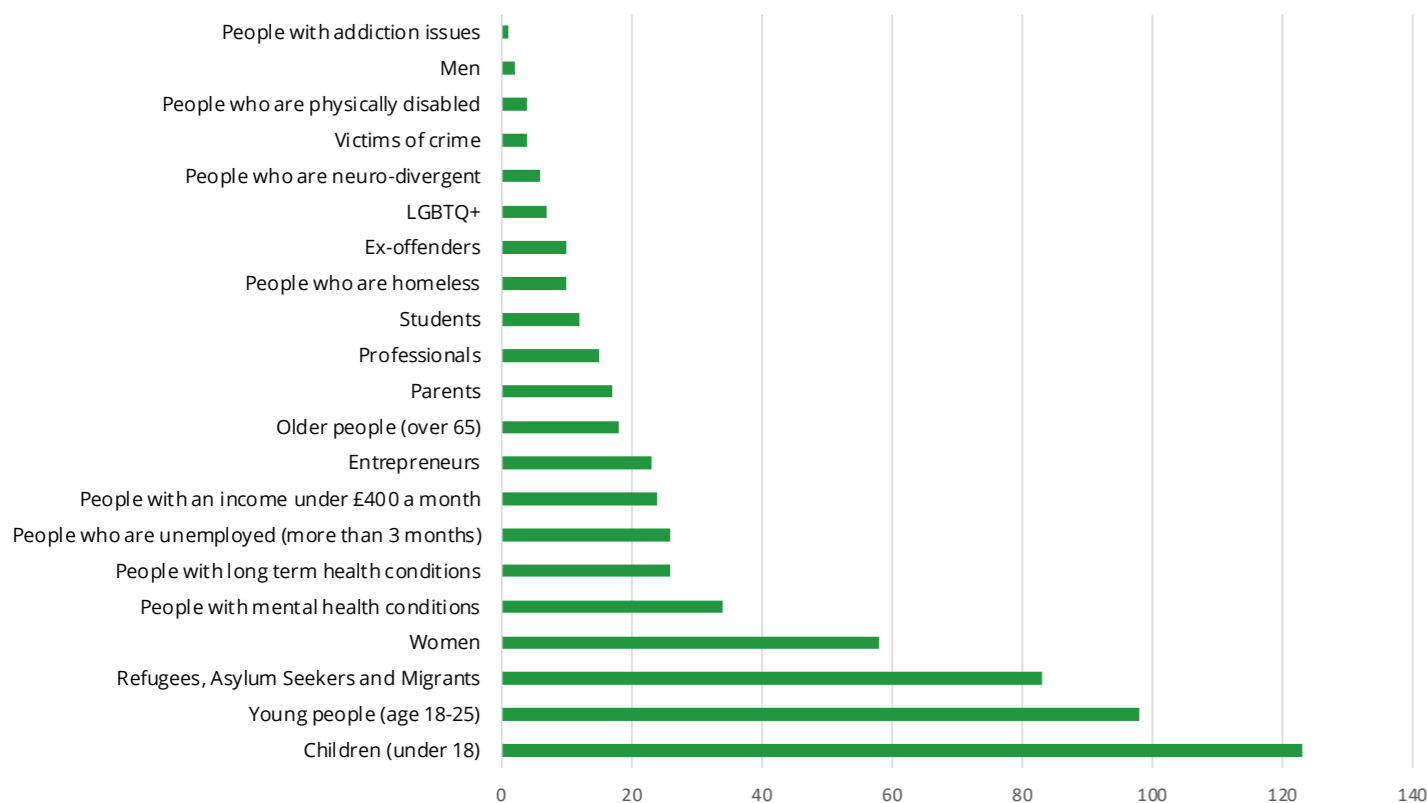
Figure 12: Main focus of organisation

The top 5 outcome areas accounted for are 'Employment, Education and Training' (30%), 'Mental Health and well-being' (24%), 'Arts, Culture, and Faith' (12%), 'Citizenship and Community' (9%) and 'Racial justice and Equality'(8%). This provides useful insight into some of the key challenges facing the Black community and the groups working to address those issues. The findings suggest that employment is one of the most pressing challenges for Black communities in the UK. This is unsurprising considering that unemployment rates are significantly higher for ethnic minorities at 12.9% compared to 6.3% for their White counterparts (Equality and Human Rights Commission, 2020). There is a need for more funding channelled towards organisations that seek to promote employability or create employment for individuals from Black communities. The top three outcome areas differ between the Common Call Pilot Fund and Fund Two, the most remarkable difference found in outcomes relating to 'Art, Culture, and Faith'. Previously 'Art, Culture, and Faith' outcomes was the second lowest outcome area while it is now present in the top three areas and accounts for 12%. This may provide an insight into the potential shift of the landscape of Black communities and associated areas for support.

Demography of Support

Although organisations typically support multiple groups, our analysis focuses on the main demographic Black-led organisations support and whether the organisations have lived experiences of the problems they seek to solve. Breakdown of demography is as shown in the figure below. (See Table 9 in the Appendix).

Figure 13: Demography

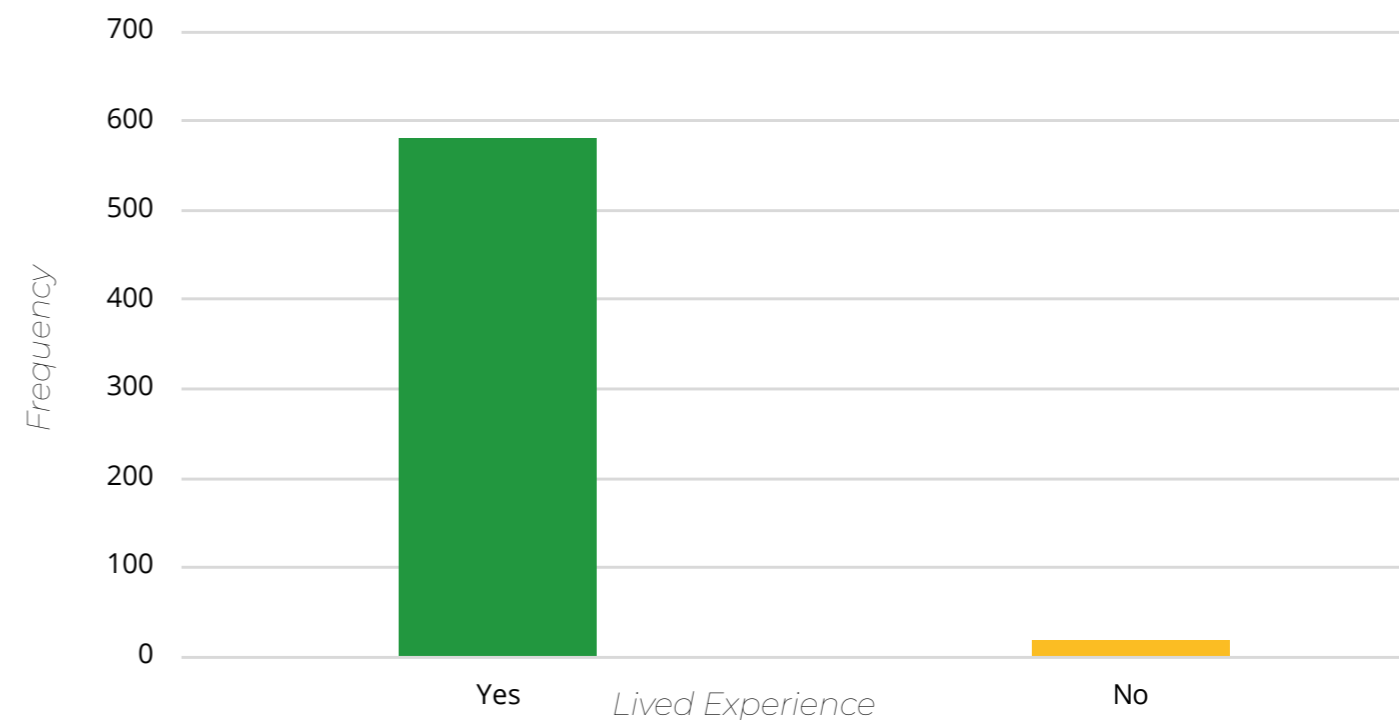


Top 5 demographic focus are: Children (21%), Young people (18-25) (16%), Refugees, Asylum Seekers and Migrants (14%), Women (10%) and Low-income earners-less than £400 a month (4%). Going by the outcome areas identified above, it is surprising that Individuals unemployed for more than 3 months (4%) as well as people with mental health conditions (6%) did not make the top five demographic list especially as they are part of the top three outcome areas. We intend to investigate this further in our upcoming reports. Our current hypothesis is that the organisations in our Fund Two pool, due to the under-funded nature of their work may not have the resources to work with the people that are furthest away from support and instead primarily work at the level of lower impact for less affected people. If this is the case, it would prove to be a disservice to the Black community and the people who run those organisations who are not able to provide the level of support that is truly needed by the community they serve. Another potential factor could be a lack of skills in the area that would support them to take responsibility for the deep impact work needed at the fringes of service provision for deeply under served populations. When coupled with the reality that most Black-led organisations are led by a Lived Experience Leader, it is incumbent upon the sector to support Lived Experience Leaders to become more effective in providing deep impact work for people at the fringes of the sector's existing service provision.

Lived Experience

Individuals with a strong understanding of local communities, and the prospects and problems faced by the people in them are better placed to provide support. Lived Experience Leadership is the premiere way to expand the reach of civil society into the so-called 'hard to reach' places.

Figure 14: Lived Experience



As shown in the figure above (see Table 10 in the Appendix), 97% of organisations have Lived Experience of the issues they seek to address. The high percentage of Leaders with Lived Experience tells a profound story about the impetus and drive for sector entry and continued existence. The organisations led by people with Lived Experience are addressing societal issues from a place of experience and lived expertise, and thus, should be effectively empowered to do so.

Summary, Next Steps & Recommendations

Geographical Spread

Most of the applications came from England. We aim to expand our outreach across the other nations in the UK to better understand the similarities, differences, and contextual challenges. This will enable us to expand and design our products and services according to needs. Additionally, an expanded network will be useful to stakeholders, funders, and policy makers.

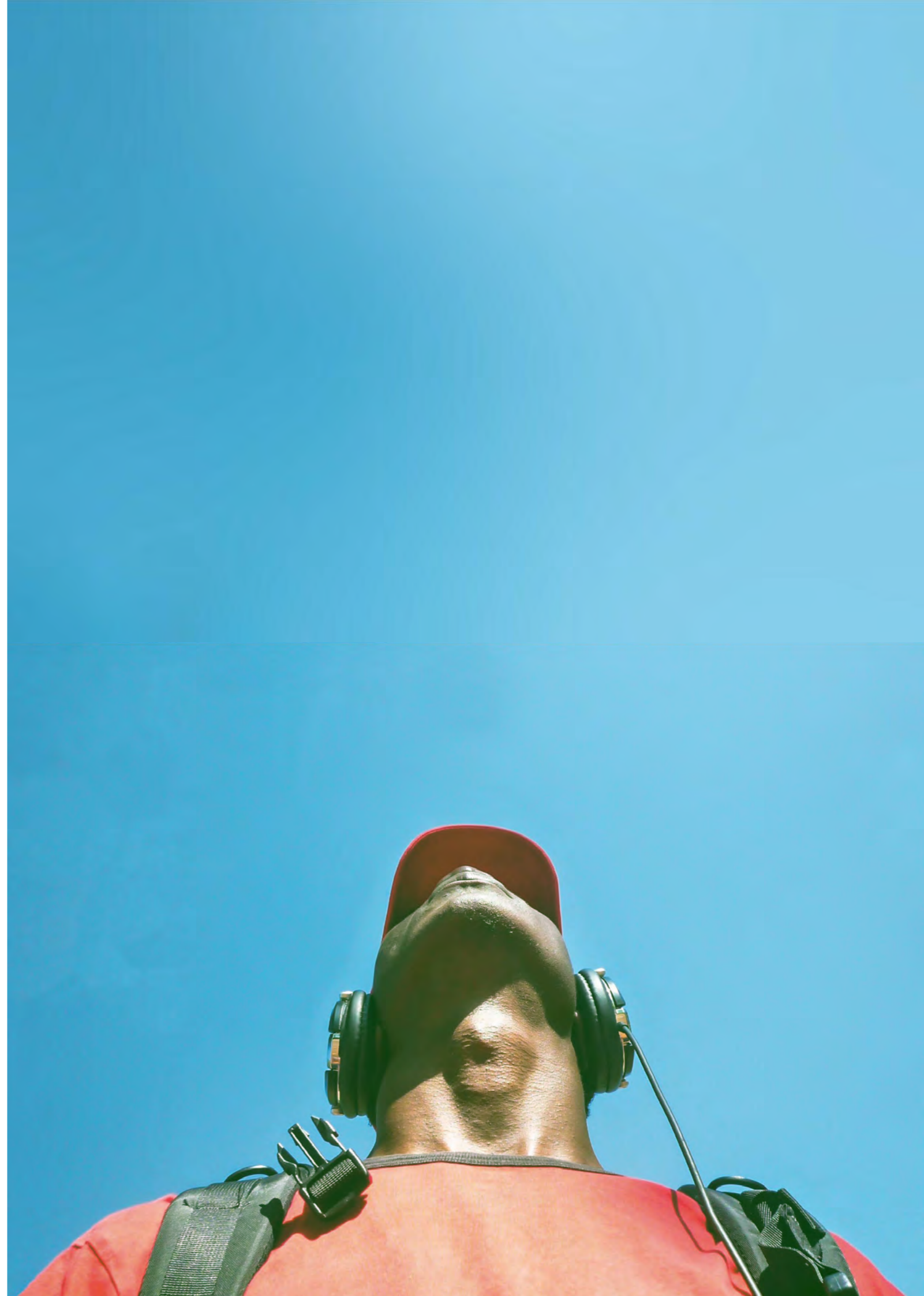
Income

Several Black-led organisations, typically micro and small, are struggling to remain afloat. These organisations, despite numerous challenges, are making a significant impact on their local communities. Black Individuals and families are over-represented in low-income groups and are more likely to be living in poverty than their white counterparts (Equality and Human Rights Commission, 2020). Therefore, the reliance on personal income is highly disturbing and proves even more that there is an urgent need to ensure Black-led organisations are funded and supported to do deep-rooted work in their local communities.

Fund Two was oversubscribed by almost 350% of the amount of funding we have available to disburse. As mentioned in our previous report, there is the need for significant direction of funds towards Black-led organisations specifically. As more funders embrace this concept of ring fenced funding for the specific communities that are most in need, we will find more individuals that are so-called 'hard to reach' will be able to engage with the sector through the Lived Experience Leadership of Black-led organisations, thereby diversifying access to support as well as the provision of that support.

Lived Experience

Evidence provided in this report indicates that Black-led organisations developed out of a significant challenge of Lived Experience. In addition to having a deep-rooted understanding of the problem based on their own experience, Black-led organisations also have cultural and linguistic similarities to the 'hard to reach' groups that the sector consistently fails to access. As a sector, we need to remove the barriers experienced by these organisations especially with regards to securing funds, training, and expertise for the transformative work they do.



Appendix

Table 1: Year vs Number of Registrations

Year	Number of Orgs
1975	2
1976	0
1977	1
1978	0
1979	0
1980	0
1981	1
1982	1
1983	0
1984	0
1985	1
1986	1
1987	1
1988	0
1989	2
1990	1
1991	0
1992	1
1993	1
1994	x
1995	2
1996	5
1997	1
1998	1
1999	0
2000	6
2001	20
2002	8
2003	1
2004	4
2005	7
2006	8
2007	10
2008	12
2009	16
2010	9
2011	10
2012	22
2013	22
2014	20
2015	35
2016	25
2017	26
2018	51
2019	89
2020	108
2021	68

Table 2: Structure of Organisation and Year of Organisation (2016-2021)

Structure	2016	2017	2018	2019	2020	2021	Total
Charitable Trust	1					1	2
Community Interest Company Limited by Guarantee	16	8	13	36	50	25	148
Limited Company by Guarantee	2	3	6	12	12	6	41
Limited Company by Shares	1	3	7	6	15	6	38
Charitable Incorporated Organisation	4	2	7	7	9	4	33
Community Interest Company Limited Company Limited by Shares	0	3	4	6	3	3	19
Limited by Partnership	0	0	1	0	0	0	1
Constituted not-for-profit group	0	3	3	5	6	1	18
Charity	4	3	9	15	5	6	42
Sole trader	0	0	0	2	4	6	12
Unincorporated	0	1	2	0	4	10	17

Table 3: Number of Applications per Nation

Nation	Number of Applications	Percentage
England	558	92.9
Scotland	32	5.3
N. Ireland	2	0.3
Wales	9	1.5
Total	601	100

Table 4: Amount requested per Nation

Nation	Amount requested (£)	Percentage
England	5,137,500	92.61
Scotland	310,000	5.59
N. Ireland	17,500	0.32
Wales	82,500	1.49
Total	5,547,500	100

Table 5: Structure, Nation and Number of Organisations

Structure of Organisation	England	N. Ireland	Scotland	Wales	Total
Charitable Incorporated Organisation	38	0	3	2	43
Charitable Trust	5	0	1	0	6
Charity	144	0	16	4	164
Community Interest Company Limited by Guarantee	169	0	6	0	175
Community Interest Company Limited Company Limited by Shares	26	1	0	0	27
Constituted not-for-profit group	20	0	3	0	23
Limited by Partnership	1	0	0	0	1
Limited Company by Guarantee	60	0	1	1	62
Limited Company by Shares	44	0	0	0	44
Sole Trader	17	0	0	0	17
Unincorporated/Not Registered	34	1	2	2	39
Total	558	2	32	9	601

Table 6: Structure of Organisation Vs Annual Income

Structure of Organisation	Income (£)	Percentage
Charitable Incorporated Organisation	3,002,992.78	7.77
Charitable Trust	410,387.00	1.06
Charity	17,455,506.71	45.15
Community Interest Company Limited by Guarantee	7,350,815.97	19.01
Community Interest Company Limited Company Limited by Shares	1,532,064.69	3.96
Constituted not-for-profit group	497,083.10	1.29
Limited by Partnership	20,000.00	0.05
Limited Company by Guarantee	7,086,477.16	18.33
Limited Company by Shares	925,590.78	2.39
Sole Trader	131,892.15	0.34
Unincorporated/Not Registered	252,246.23	0.65
Grand Total	38,665,056.57	100

Table 7: Income range vs Number of Organisations

Income range (£)	Frequency	Percentage
0	36	5.99
1-9,999	128	21.29
10,000-19,999	109	18.14
20,000- 29,999	58	9.65
30,000- 39,999	39	6.49
40,000- 49,999	33	5.49
50,000- 59,999	31	5.16
60,000- 69,999	21	3.49
70,000- 79,999	14	2.33
80,000- 89,999	21	3.49
90,000- 99,999	13	2.16
100,000- 199,999	59	9.82
200,000- 299,999	20	3.33
300,000- 399,999	9	1.50
400,000- 499,999	6	0.99
500,000- 599,999	1	0.17
600,000- 699,999	0	0
700,000- 799,999	1	0.17
800,000- 899,999	1	0.17
900,000- 999,999	0	0
1,000,000- 1,999,999	0	0
2,000,000- 2,999,999	0	0
3,000,000- 3,999,999	0	0
4,000,000- 4,999,999	1	0.17

Table 8: Outcome Areas

Outcome Areas	Frequency	Percentage
Arts, Culture and faith	74	12.31
Citizenship and community	56	9.32
Conservation of the natural environment	1	0.17
Disabilities	20	3.33
Employment, education, and training	177	29.45
Family, friends, and relationships	22	3.66
Financial inclusion	15	2.5
Gender Justice	13	2.16
Housing and local facilities	9	1.5
Mental health and wellbeing	144	23.96
Physical health	24	3.99
Racial Justice and Equality	46	7.65
Total	601	100

Table 9: Demography

Demography	Frequency	Percentage
Children (under 18)	123	20.46
Entrepreneurs	23	3.83
Ex-offenders	10	1.66
LGBTQ+	7	1.17
Men	2	0.33
Older people (over 65)	18	3
Parents	17	2.82
People who are homeless	10	1.66
People who are neuro-divergent	6	0.99
People who are physically disabled	4	0.67
People who are unemployed (more than 3 months)	26	4.33
People with addiction issues	1	0.17
People with an income under £400 a month	24	3.99
People with long term health conditions	26	4.33
People with mental health conditions	34	5.66
Professionals	15	2.5
Refugees, Asylum Seekers and Migrants	83	13.81
Students	12	2
Victims of crime	4	0.67
Women	58	9.65
Young people (age 18-25)	98	16.3
Total	601	100

Table 10: Lived Experience-led

Category	Frequency	Percentage
Yes	582	97
No	19	3
Total	601	100

Table 11: Structure of Organisation vs Annual Income

Organisational structure	No of organisations	Percentage representation in sample	Amount (£)	% Representation of income by structure of organisation
Charitable Incorporated Organisation	43	7.2	3002992.78	7.77
Charitable Trust	6	1	410387	1.06
Charity	164	27.3	17455506.71	45.15
Community Interest Company Limited by Guarantee	175	29.1	7350815.97	19.01
Community Interest Company Limited Company Limited by Shares	27	4.5	1532064.69	3.96
Constituted not-for-profit group	23	3.8	497083.1	1.29
Limited by Partnership	1	0.2	20000	0.05
Limited Company by Guarantee	62	10.3	7086477.16	18.33
Limited Company by Shares	44	7.3	925590.78	2.39
Sole Trader	17	2.8	131892.15	0.34
Unincorporated/Not Registered	39	6.5	252246.23	0.65
Total	601	100	38665056.57	100

Table 12: Ownership of Bank Account

Categories	Frequency	Percentage
Yes	578	96.2
No	23	3.8
Total	601	100

Table 13: Sources of Income

Source of Income	Frequency	Percentage
Business Bank loan	2	0.3
Competition winnings	2	0.3
Grant funding	352	58.6
Grant funding, Business Bank loan	5	0.8
Grant funding, Business Bank loan, Social investment loan	2	0.3
Grant funding, Competition winnings	8	1.3
Grant funding, Competition winnings, Business Bank loan	2	0.3
Grant funding, Competition winnings, Social investment loan	1	0.2
Grant funding, Social investment loan	3	0.5
Personal employment income (of the Directors, Board or Leadership Team)	21	3.5
Personal employment income (of the Directors, Board or Leadership Team), Grant funding	29	4.8
Personal employment income (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	2	0.3
Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	1	0.2

Table 13: Continued

Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Payday loan (of the Directors, Board or Leadership Team)	1	0.2
Personal loan (of the Directors, Board or Leadership Team)	1	0.2
Personal loan (of the Directors, Board or Leadership Team), Grant funding	7	1.2
Personal savings (of the Directors, Board or Leadership Team)	42	7
Personal savings (of the Directors, Board or Leadership Team), Business Bank loan	2	0.3
Personal savings (of the Directors, Board or Leadership Team), Competition winnings	1	0.2
Personal savings (of the Directors, Board or Leadership Team), Grant funding	41	6.8
Personal savings (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	4	0.7
Personal savings (of the Directors, Board or Leadership Team), Grant funding, Competition winnings	1	0.2
Personal savings (of the Directors, Board or Leadership Team), Grant funding, Competition winnings, Business Bank loan	2	0.3
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team)	25	4.2
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Business Bank loan	3	0.5
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Business Bank loan, Social investment loan	1	0.2
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Grant funding	26	4.3
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	2	0.3
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Grant funding, Competition winnings	2	0.3
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team)	2	0.3
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Business Bank loan	1	0.2
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding	1	0.2
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	1	0.2
Personal savings (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team)	1	0.2
Personal savings (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Business Bank loan	1	0.2
Personal savings (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding	1	0.2
Personal savings (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	2	0.3
Total	601	100

Table 14: Structure of Organisation vs Number of Applications

Structure of Organisation	Frequency	Percentage
Charitable Incorporated Organisation	43	7.2
Charitable Trust	6	1
Charity	164	27.3
Community Interest Company Limited by Guarantee	175	29.1
Community Interest Company Limited by Shares	27	4.5
Constituted not-for-profit group	23	3.8
Limited by Partnership	1	0.2
Limited Company by Guarantee	62	10.3
Limited Company by Shares	44	7.3
Sole Trader	17	2.8
Unincorporated/Not Registered	39	6.5
Total	601	100

Table 15: Source of Income 75% and above

Category	Frequency	Percentage
Bank loan >= 75%	11	1.83
Grant funding >=75%	302	50.25
Personal Income, >=75%	63	10.48
Others (less than 75% across 3 categories)	225	37.44
Total	601	100

Table 16: Grants only for Pilot Fund and Fund Two

	Number of Organisations Grant-Only	Number of Organisations	% of Orgs Grant-Only
Pilot Fund	36	478	7.53
Fund Two	119	601	19.8

Table 17: Source of Income

Source of Income	No of Orgs
Business Bank loan	2
Competition winnings	2
Grant funding	352
Grant funding, Business Bank loan	5
Grant funding, Business Bank loan, Social investment loan	2
Grant funding, Competition winnings	8
Grant funding, Competition winnings, Business Bank loan	2
Grant funding, Competition winnings, Social investment loan	1
Grant funding, Social investment loan	3
Personal employment income (of the Directors, Board or Leadership Team)	21

Table 17: Continued

Personal employment income (of the Directors, Board or Leadership Team), Grant funding	29
Personal employment income (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	2
Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	1
Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Payday loan (of the Directors, Board or Leadership Team)	1
Personal loan (of the Directors, Board or Leadership Team)	1
Personal loan (of the Directors, Board or Leadership Team), Grant funding	7
Personal savings (of the Directors, Board or Leadership Team)	42
Personal savings (of the Directors, Board or Leadership Team), Business Bank loan	2
Personal savings (of the Directors, Board or Leadership Team), Competition winnings	1
Personal savings (of the Directors, Board or Leadership Team), Grant funding	41
Personal savings (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	4
Personal savings (of the Directors, Board or Leadership Team), Grant funding, Competition winnings	1
Personal savings (of the Directors, Board or Leadership Team), Grant funding, Competition winnings, Business Bank loan	2
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team)	25
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Business Bank loan	3
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Business Bank loan, Social investment loan	1
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Grant funding	26
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	2
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Grant funding, Competition winnings	2
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team)	2
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Business Bank loan	1
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding	1
Personal savings (of the Directors, Board or Leadership Team), Personal employment income (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	1
Personal savings (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team)	1
Personal savings (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Business Bank loan	1
Personal savings (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding	1
Personal savings (of the Directors, Board or Leadership Team), Personal loan (of the Directors, Board or Leadership Team), Grant funding, Business Bank loan	2
Grand Total	601

Table 18: Structure of Organisations

Structure of Organisation	Frequency	Percentage
Charitable Incorporated Organisation	43	7.2
Charitable Trust	6	1
Charity	164	27.3
Community Interest Company Limited by Guarantee	175	29.1
Community Interest Company Limited Company Limited by Shares	27	4.5
Constituted not-for-profit group	23	3.8
Limited by Partnership	1	0.2
Limited Company by Guarantee	62	10.3
Limited Company by Shares	44	7.3
Sole Trader	17	2.8
Unincorporated/Not Registered	39	6.5
Total	601	100

Table 19: Breakdown of amounts requested by organisations

Amount	No of organisations	Total (£)	Percentage
£12,500	339	4,237,500	56
£5,000	262	1,310,000	44
Total	601	5,547,500	100



Our Partners





Contact

Bayo Adelaja

Founder & CEO

bayo@doitnownow.com

+447904968917

www.doitnownow.com



DINN Enterprise CIC (11937494) is a
Community Interest Company Limited by Guarantee.
Common Call is an initiative of Do it Now Now, the trading name of DINN Enterprise CIC