

# Fundraising Strategy

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Hull History Centre is a partnership between Hull City Council and the University of Hull. The City Council's obligations to the partnership are administered and delivered on its behalf by Hull Culture & Leisure Ltd a wholly owned Hull City Council company. The partners aim to provide a seamless service to stakeholders and the following should therefore be read as applying to both partners unless otherwise stated.

## 1. Introduction

The Hull History Centre has always sought to identify possible sources of funding to support its work and activities with the Centre itself being funded through a Heritage Lottery Fund (HLF) grant of £7.7m awarded in August 2007. As well as funding the capital expenditure the grant included posts for audience development, education officer and cataloguing archivists. The project ended on 31 December 2013 and the HLF formally recorded the project as complete after the final grant payment on 21 January 2015.

The end of the HLF project saw the loss of the audience development, education officer and cataloguing archivist posts. External funding has been sought since to enable the Hull History Centre to continue to offer audience development opportunities and employ project archivists to tackle discrete elements of the cataloguing backlog. *Heritage Learning*, a self-funded organisation operating on a not-for-profit basis and part of Hull Culture and Leisure, provides an educational offer on behalf of the Hull History Centre.

Whilst it has an impressive track record to date, there is an ever increasing competitiveness in securing external funding and the Hull History Centre will need to liaise and coordinate its efforts to maximise the likelihood of success. Fundraising for additional activity is a target of this strategy, not to make-up for any reductions to core funding.

## 2. Current position

Many of the strategic objectives in the Hull History Centre's *Forward Plan* relate specifically to securing additional funding, either within the respective organisation or from external sources, to tackle the cataloguing backlog and to engage with further audience development and continuous service improvement activities.

The Hull History Centre has been successful with both internal and external advocacy.

## 2.1 Funding Secured by Hull City Archives:

Grant body	Date awarded	Value	Work	Current Status
National Cataloguing Grant Programme	Oct 2011	£29,801	Cataloguing WW2 records	Project completed
Arts Council England	2013	£8,840	'Magic Door' schools project inspired by works of Dan Billany	Project completed
Anonymous [condition of grant]	2014	£18,000	Research & exhibition relating to Jewish Community Archives	Project completed
James Reckitt Library Trust	Jan 2015	£14,800	Exhibition and event to launch a WW2 oral history project	Project completed
The Ann Watson Trust	Mar 2016	£300	Towards an educational trolley	Project completed
The Hull Charterhouse	Sep 2016	£8,000	To catalogue additional records deposited by Charterhouse (Jan 2016)	Project due to finish in Dec 2016
National Cataloguing Grant Programme	Oct 2016	£37,000	Cataloguing the Dock Board Records	Expected to start Mar 2017
	<b>total</b>	<b>£116,741</b>		

## 2.2 Funding Secured by Hull University Archives

Grant body	Date awarded	Value	Work	Current Status
Andrew W. Mellon Foundation (University of Virginia)	Oct 2009	£94,440	AIMS Project (born-digital archives)	Project completed
Turnbell bequest (to University Library)	Aug 2013	£4,500	Digitisation of Larkin poetry workbooks	Project completed
University of Hull (Internal Investment Programme)	Dec 2013	£24,000	Cataloguing project relating to George Gray / Liquid Crystals	Project completed
National Cataloguing Grant Programme	Dec 2013	£32,725	Cataloguing project relating to Francis Johnson (architect)	Project completed
HLF Skills for the Future (via The National Archives)	Apr 2014	£58,000	Transforming Archives trainees, 2014-15 to 2016-17	Project runs until Oct 2017
Ferens Education Trust	Dec 2014	£3,000	Develop HullCraft project (with LEAP)	Project completed

Grant body	Date awarded	Value	Work	Current Status
Rugby League Cares (& Hull FC & Hull KR)	Jan 2015	£1,200	For Rugby Revelry – History Makers event	Project completed
Association of Chief Police Officers	Jun 2015	£30,000	Cataloguing project with online education element	Project is due to finish Mar 2017
Private individual	Nov 2016	£2000	Towards cataloguing his father’s papers	To be spent in 2017
	<b>total</b>	<b>£249,865</b>		

### 3. Potential funding raising sources

#### 3.1 Heritage Lottery Fund (HLF)

The HLF remains the largest source of funding for archives work and activity, and the Hull History Centre grant remains one of the largest single grants made to the sector. We could apply for funding again to HLF but we would need to demonstrate that the project was completely different from the initial one. A future bid would need to build on the main project and emphasise the need for support to maintain our outreach offer and to tackle the cataloguing backlog.

#### 3.2 National Cataloguing Grant Programme

The Hull History Centre has made three successful applications to secure funding to catalogue collections in its care (Hull City Archives – WW2 records in 2011 and Dock Board records in 2016, and Hull University Archives – Francis Johnson archive in 2013). The scheme does not require match funding but only covers staff time, it explicitly does not cover any expenditure relating to outreach and promotion of the collection. Applications are in two stages with those shortlisted to phase 2 being required to provide a detailed project plan. The average grant is £32k. The grants scheme is scheduled for a review by The National Archives and if it continues the University Archives intends to apply for funding once more in 2018.

#### 3.3 James Reckitt Library Fund

The Hull History Centre was successful in securing £14,800 from this fund in 2015 in order to produce an exhibition and a source guide at the end of the WWII cataloguing project (funded by a National Cataloguing Grant Award).

In the past the Trust would only fund projects or activities that directly involved the public library service provided by Hull City Council. However, their vision now sees libraries as an ‘integrating force acting alongside a whole range of organisations and services promoting culture, knowledge and information to help forge social and

cultural identity and community cohesion’, and they are keen to work in partnership ‘to create a network of interconnected, impactful openings for cultural enrichment.’

Although funding through the Trust still prioritises the library service, the fact that the Hull History Centre holds the Local Studies Library collection and that Libraries and the Centre have common goals should ensure that they look favourably on an application by the Hull History Centre.

#### 3.4 Arts Council, England (ACE)

The Arts Council is primarily concerned with funding arts, museums and libraries but archives can make a case where activities are aligned with these elements. The Hull History Centre did previously secure a small grant, for its Magic Door project in 2013 on the basis that it was working in partnership with Libraries. There is potential for the Hull History Centre to feature as a partner as part of a Museums or Libraries ACE application and will explore opportunities when they arise.

Hull History Centre as a partner to an application by Hull Museums has been successful in securing ACE funding for the Curious Collections project which will see two exhibitions and further engagement work in 2017.

The ACE/V&A Purchase Grant Fund supports the purchase of material, including archives, for permanent collections of non-nationally funded organisations in England and Wales. Grants may be made of up to 50 per cent of the purchase price so does require match funding but Hull University Archives has successfully secured funding in the past from this source.

#### 3.5 Arts and Humanities Research Council (AHRC)

AHRC funding is research focussed, but projects can include costs for cataloguing if this work is central to the research project. Applications, which are very competitive, must be submitted by a UK HE institution and must place considerable emphasis on public engagement. The Hull History Centre has been approached to be a partner for a number of AHRC applications principally in association with public engagement elements. The University Archivist is actively engaging academics to consider inclusion of cataloguing and other critical collections work in future applications.

#### 3.6 Depositors

The matter of funding is a difficult issue to initiate with depositors as our primary interest and concern is the acquisition and preservation of material. For larger collections in particular the question about contributing towards the cost of packing, boxing and cataloguing the archives is an easier topic to discuss.

In recent years the Hull History Centre has secured some funding from depositors including the Association of Chief Police Officers (£30k), the Hull Charterhouse (£8k) and a private individual (£2k). This funding allows the cataloguing of the materials to be accelerated and made available without adding to our cataloguing backlog. This experience will give us more confidence to make approaches of this nature with future depositors.

We are wary of embedding this as an explicit element of our acquisition policy as this may discourage potential deposits. We will look to see how we increase awareness of the costs for storing and cataloguing archives as part of this work.

### 3.7 Corporate sponsors, private trusts and foundations

Hull is home to a number of large corporate businesses with connections to the collections held at the Hull History Centre such as Associated British Ports and the Humber Bridge Board. The Hull History Centre has a working relationship with these organisations, but does need to develop an understanding of the corporate sponsorship opportunities.

Securing funding through corporate sponsorship, private trusts and foundations has been a significant element of City of Culture and we will work with colleagues to understand how the Hull History Centre can engage with individuals and organisations to support our current and future work.

## 4. Future Fundraising

The management team of the Hull History Centre will continue to identify appropriate means of fundraising to support the current and future work of the service. Over the next two years this will include:

- Seek to secure a place on the Fundraising for Archives development programme for archives being run by The National Archives
- An application to the National Cataloguing Grants Programme – University to apply in the 2018 round
- An application to the James Reckitt Trust in 2017 to support the updating of our information technology offer
- Approach a number of our major depositors for assistance in cataloguing the records we currently hold

## Review

This strategy will be reviewed on an annual basis, with the next review due in October 2017.