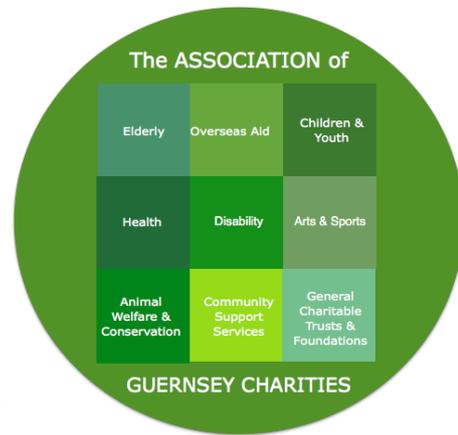


AGC Newsletter

October 2016



**For Charities ♦ About Charities
in the Bailiwick of Guernsey**

Welcome to the October 2016 Newsletter

This edition will concentrate on three important issues for members:

- in the light of the debacle over Gift Aid, we will explain more about the discussions we have with the States on your behalf,
- the outcome of the recent Members' Survey
- forthcoming developments in the regulatory environment with Charities and Non-Profit Organisations, which will affect all of you

There are also the usual pieces about

- The next Members' event
- Lottery and Lottery Grants
- Volunteering update
- Online Donations via www.giving.gg
- Some Reminders for Charities
- The benefits of your AGC membership
- Contact details for AGC Council Members

Discussions with the States

You will be aware that, up until the Gift Aid debacle, we were engaged with the States on your behalf on two levels, and clearly from the unexpected developments on the introduction of Gift Aid, you will be aware how time consuming and unreliable those meetings are. I will not dwell here on what I think of the States' commitment to the Social Compact, but simply describe how those meetings worked and what we had hoped to achieve before their last minute u-turn.

The **Third Sector Development Group** met quarterly with Jane Stephens (Policy Council) and Steve Wakelin (States Head of Policy and Strategy) to discuss matters of general interest to Bailiwick charities, and the success or otherwise of the Social Compact.

After some time in the wilderness with this initiative, we had thought that the States was much better engaged with us, particularly following the election earlier this year. We had several running Agenda items where we were actively attempting to instigate change for the better for Bailiwick charities.

You know that our general view of the financing of Bailiwick charities is that we are the poor relation compared to charities in the UK and Jersey; with one or two notable exceptions, you are all living hand-to-mouth and have such limited reserves that if you do not get that one important donation your charity could become financial non-viable very quickly. UK and Jersey charities do not share this financial precariousness to anything like the same degree, so we feel that there is something very wrong with the environment in the Bailiwick.

- we want the States to bring in UK style Gift Aid; the UK and Jersey have regimes that are far more generous. This more than anything else is needed to begin the restoration of Bailiwick charities to better financial health

- Bailiwick charities do not get a particularly good deal from the Lottery programme. In Jersey, charities get the proceeds of the whole programme, nearly four times that amount we get here from the Christmas lottery. It is a fact that the Lottery agents, those running the game and those selling tickets, get more than charities do, overall. We also think that the prizes, particularly the top prize, is excessively generous, to the detriment of the eventual payout to charities

- when looking at the Social Compact (to the extent that the States is prepared to honour its commitments) and the few of you that currently engage with the States, it would be an understatement to say that you get a poor deal; the documentation of many of these outsourcing arrangements is either non-existent, or does not contain terms that allow you to provide these services efficiently or effectively. This must change if your mission is to be sustainable. We were trying to get

the States to agree what should be in a proper Grant Agreement, be it Service based or Outcomes based, and re-document any that do not conform to a "Good Grant Agreement" pro-forma. Unfortunately, there has been a major stumbling block over provisions for recovery of costs – even though almost all of you do not get enough from these grants to cover your costs, the States is not prepared to allow a clause that enables grant payments to increase when costs do. Since they have not yet agreed that a Good Grant Agreement will allow cost increases to be recovered, the only obvious consequence would be that service has to reduce, which is pretty fundamental to the contract. I don't know whether we will be able to resolve this point, which is symptomatic of all discussions with the States.

- we were also following other sector-based initiatives such as improving the application terms for Overseas Aid grants by locally based charities.

The other level at which we were engaged is with the **Social Policy Partnership Forum**. This was established in the wake of the introduction of several new social policies in the past couple of years, where we suggested that our early input would have been beneficial before any discussion papers were published. As well as charity representation, other participants are from the business community. At present there are no active new Social Policy papers under discussion but existing policies under implementation were being reviewed:

- Children and Young People Plan
- Disability and Inclusion Strategy
- Supported Living and Ageing Well Strategy
- Social Welfare and Benefits Investigation
- Mental Health Strategy
- Drug and Alcohol Abuse Strategy

This was an important area of engagement for change by AGC Council but given the fundamental lack of commitment to the Third Sector, contrary to the Social Compact, we have serious doubts about the usefulness of any engagement with Government at present until they formally acknowledge their commitment to the Social Compact and explain how the position on Gift Aid fits with that.

As always, it is your Association and we will be pleased to get your views on this important subject.

Members' Survey

We try to make sure that we follow the wishes of the AGC membership, as best we can, so within a democratic association it is very important to ask you your opinions from time to time. Around 120 of you responded so the responses are a reasonable guide to your prevailing views.

Appended to this Newsletter is a summary of the responses, together with a selection of some noteworthy

individual comments, some commonly expressed, others more of a one-off.

Generally, we took the answers as providing reasonable confirmation that we are doing what you want us to do. The specific lessons we took from this are:

- you want more education and transparency over the Lottery Grant process, as well as some guidance on how to fill in a Lottery Grant application for the maximum chance of success.
- you would like us to repeat the Forums on Governance, Volunteering and Fundraising. Many of you would be interested in a session on using Social Media.
- the Newsletter, Bulletins and AGC website were of significant use to you, the Facebook and Twitter offerings less so
- no-one is keen on charging any sort of annual management fee (including your Council!) but it was generally recognised that a paid, permanent member of staff would be beneficial, funded from the Lottery. However, at present, until the overall Lottery proceeds can be substantially increased, your Council does not particularly favour this approach.
- there was a consensus on the current approach with the States of Guernsey.

The programme that we will follow for the next couple of years will be based on these conclusions.

Developments in Charity Law

I know that I told you in April that there was nothing onerous on the horizon, and that remains true, but there are going to be some developments, and, unfortunately some new laws, regulations and rules. However, we do not expect these to have much of an effect on the way that most of you operate.

Behind this change are new requirements from the OECD's Financial Action Task Force on Anti-Money Laundering. Sadly, in other parts of the world, charities have been used to raise money for terrorist groups. The FATF recognises that most charities do not allow themselves to be used this way, so is keen to avoid recommending heavy handed legislation. However, the Bailiwick is expected to play its part, as are other jurisdictions, in introducing clearer laws and rules over the next couple of years. Given that the risk of terrorist financing via Bailiwick charities is very low we do not expect these will disrupt your missions.

The States has asked our assistance with developing a straightforward set of new laws and rules, and guidance that will meet the FATF criteria (expressed in 400+ pages of pronouncements, 70 of which are on the subject of charities) so that there is minimal disruption to charities. We will also run a Forum, when the time

comes, to better explain what you will need to do, if anything.

More details will be provided when we reach a clearer understanding with the States about what is needed/appropriate.

Next Members' Forum – 8th November 2016, Les Cotils, 7.30pm

Given the comments from the Member's Survey about what you would like to discuss the next Forum will deal with:

- How to make Lottery Grant applications, and the Guidelines we follow in making decisions
- the use of Social Media by charities
- Charity Governance, in particular the role of the Registry, and what is generally considered to be "good practice"

Watch out for the forthcoming announcement of the event and the booking form!

Lottery and Lottery Grants

Lottery Grant application forms will be available on the AGC website towards the start of December, and the application period will close promptly at the end of January 2017.

You will all receive an e-mail notification about this at the time, and if you are in learning more about the application process and the guidelines we use, please make sure you register to the November Forum.

Volunteering Update



As you know, posting your volunteer vacancies to the AGC website (www.charity.org.gg) also updates the Volunteering website (www.volunteer.gg).

Volunteers can register their interest at www.volunteer.gg and we currently have over 80 volunteers registered. Many of these have already found volunteering positions, but some have not, so it is important to keep your requirements up to date.

So if you need Volunteers to help with your charity, or at specific events, or you need someone to fill a position on

your Committee, then the best way is to post your vacancy online at www.charity.org.gg.

Also, just be aware that individual vacancies stop appearing on www.volunteer.gg after three months, although they remain on your individual AGC webpage. So please review the posting from time to time and change the date to keep it current.

We also send quarterly newsletters to all volunteers to tell them current positions which are unfilled as per www.volunteer.gg - another important reason to keep your vacancies up-to-date.

Online Donations via www.giving.gg

Many of you have already signed up for www.giving.gg, and so far over £10,000 has been raised for Bailiwick charities.

Giving is free to join for AGC members, and donors can contribute via:

- their own Internet Banking (no charges deducted)
- Paypal (charges of 1.4% plus 20p)
- Barclaycard (charges of 1.25% of credit card, 0.5% debit cards, plus 3p for authorisation, plus a share of the £12 per month management fee we are charged).

Distributions to charities are made monthly.

If you want to participate in this free service from the AGC please contact your Chairman, Peter Rose (chairman@charity.org.gg) for a Declaration form.

Some reminders for all charities

Register of Non-Profit Organisations

Don't forget that if your income exceeds £5,000 or you have more than £10,000 in assets, you MUST register (new charities) or renew your registration (existing charities) annually each January, with the Registrar of Non-Profit Organisations.

The Registrar is Alan Bougourd, and the Deputy Registrar responsible for Charity and NPO registration is Helen Proudlove-Gains, both at the Guernsey Registry, who can be reached at 01481 743800 or at enquiries@guernseyregistry.com. The web address is www.guernseyregistry.com/charities.

Tax relief

Do you know that you can claim back the tax on certain donations?

If your charity receives a donation (or donations) from an individual (i.e. not a company) of at least £500 and not exceeding £5,000 in a calendar year, the donation is deemed to have been made to the charity net of income tax.

You should then ask the donor to complete a declaration to the Director of Income Tax, to confirm that Guernsey tax has been paid. The charity can then reclaim the relevant amount of tax (i.e. 20%).

For example, if the individual makes a donation to a Guernsey Registered Charity of £1,000 and completes the appropriate declaration, the charity is treated as having received the sum of £1,000 net of tax which gives the equivalent gross donation of £1,250 (i.e. £1,000 X 100/80). The charity would then claim a repayment from the Director of Income Tax in the sum of £250 (i.e. £1,250 - £1,000).

It is important to note that relief is only available in respect of donations made by an individual out of income taxed in Guernsey. It only applies to Guernsey charities which have registered in accordance with the Charities and Non Profit Organisations (Registration) (Guernsey) Law, 2008 (see the Charity Register, on the Guernsey Registry website, which is:

www.guernseyregistry.com/charities

Further details are available by contacting the Income Tax Office, by e-mail (charities@tax.gov.gg), letter or telephone on 724711.

The AGC website

Many of you have been logging in to correct or update your details, and to post your news events, and volunteer vacancies. Just a reminder of the benefits of the website:

- **each charity has its own webpage**, and you can **update your own details** (it is very easy)
- you can record **news items, volunteer vacancies, and events**, which will appear not only on your own web page, **but also on the home page**, which will give you prominent advertising on the first page that most users visit (again it is very easy)
- your **volunteer vacancy** postings also appear on www.volunteer.gg, the website that most potential volunteers visit to find volunteering opportunities
- provided you elect to join it, you have the ability to use www.giving.gg to raise money online for your cause or event, without all the accosts associated with commercial online donation platforms
- it is very easy for us to add "static" pages **so we can build a more comprehensive library of useful information for you**, and keep it up to date better.

The MOST important thing for this new website to be a success is that YOU must use it, to keep your details up-to-date, to record your new, your volunteer vacancies, and your events. **It should be at the heart of your contact with the wider public, and if you do use it to the fullest, you should benefit enormously.**

The benefits of AGC Membership

Just to recap what to expect from your AGC membership:

- 1 One General Meeting and Forum annually
- 2 An up-to-date website

- 3 A regular Newsletter, with ad-hoc Member Bulletins when needed
- 4 Sector meetings where there is sufficient interest within the sector
- 5 A robust and professional Lottery Grant Allocation process with sufficient transparency
- 6 Representation of the Third Sector with other bodies on your behalf
- 7 Collection of ad-hoc donations on behalf of the whole Charity Sector, but not active fund-raising

And finally AGC Council Contact details

The AGC Council has a dedicated phone line on which you can leave a message for someone to call you back at a convenient time. The number is 07781 433334.

If you prefer to contact us by e-mail, details are as follows:

Chairman	Peter Rose	chairman@charity.org.gg	01481 267023
Vice Chairman	Malcolm Woodhams	mail@charity.org.gg	01481 251542
Secretary	Maureen McLellan	secretary@charity.org.gg	
Treasurer	Mark O'Connor	mail@charity.org.gg	
Membership Secretary	Paula Robinson	membership@charity.org.gg	

Sector Representatives:

Sector	REP	EMAIL
Animal Welfare	Richard Lowe	animals@charity.org.gg
Arts	Richard Lowe	arts@charity.org.gg
Children & Youth	Karen Jagger	young@charity.org.gg
Community Support Services	Kate Raleigh	community@charity.org.gg
Conservation	Richard Lowe	conservation@charity.org.gg
Disability	Mark O'Connor	disability@charity.org.gg
Elderly	Kate Raleigh	elderly@charity.org.gg
General Charitable Organisations, Trusts and Foundations	Kate Raleigh	general@charity.org.gg
Health	Wendy Beaven	health@charity.org.gg
Overseas Aid	Richard Lowe	overseas@charity.org.gg
Sport	Richard Lowe	sport@charity.org.gg

Summary of the Results of the 2016 Members' Survey

Q1 How well do we achieve the objective to encourage charitable and community work in the Bailiwick ... (120 responses)

Very well 37% Well 61% Not well 2%

Ability to provide an opportunity to meet other members is important

Some confusion with the role of the GCF

Some charities are still not engaged with eth AGC

Need data on companies who will work with charities

Keep doing what you are doing

Would like to tap into the Volunteer database to approach volunteers directly

Difficult for Alderney charities to participate

Q2 How well do we administer and distribute charitable donations ... (120 responses)

Very well 45% Well 54% Not well 1%

Do you publish criteria?

Need feedback on why Grants were denied

Can you provide more information on other trusts and funds available to Bailiwick charities?

Raise the upper limit for Overseas Aid applications

Lobby the States for funds from other lotteries

Q3 Members' meetings. Did you attend, did you find them useful (42 responses)

Governance 62% Fundraising 60% Volunteering 52%

Generally very valuable

Problems for Alderney charities

Don't remember being notified

Q4 Help us plan future meetings (76 responses)

a) Repeat topics? (51 responses)

Most asked for all three (Governance, Volunteering, Fundraising)

5 answers said NO

b) Why didn't you attend Co-operation and working together? (66 responses)

10 didn't believe it was relevant to them

The rest had timetable conflicts

c) What other topics should we cover? (34 responses)

Social media and the Internet

How to use the AGC website
Befriending initiatives
Charitable Trusts, the role of Trustees and the Law
Financial matters - Accounts and budgets, investing reserves
PR and the Media
Event planning and management
Writing Grant applications
Availability of funders and CSR
How the 3rd Sector measures impact
Mapping the 3rd sector to identify gaps and initiatives
Insurance – practical steps

d) AGM of interest? (66 responses)

64 Yes
 2 No

e) General meetings more than once a year? (67 responses)

7 Yes, two a year
 The rest - No

f) Should we change the format? (41 responses)

Generally no changes (20 responses)
Earlier start times (1)
Better PA system(6)
More ability to mingle (fewer speeches/round tables rather than theatre seating) (7)
More audience participation (5)
Record and post online to enable those not present to view (1)
Join with GCF (1)

Q5 Usefulness of communications (83 responses)

Bulletins

Very useful 54% Fairly useful 37% Average 8% Not useful 0% Don't use 0%

Website

Very useful 38% Fairly useful 44% Average 10% Not useful 0% Don't use 8%

Facebook

Very useful 8% Fairly useful 20% Average 13% Not useful 1% Don't use 57%

Twitter

Very useful 1% Fairly useful 13% Average 9% Not useful 4% Don't use 72%

Newsletter

Very useful 57% Fairly useful 35% Average 9% Not useful 0% Don't use 0%

The AGC tries to take on issues that in some cases affect only a few members

Better publicity for the Facebook page

Newsletters are a bit long

Q6 Sectors (78 responses)

Do you benefit?

Yes 58% No 42%

Sector meetings?

Yes 65% No 34%

One-to-one meetings with Council members?

Yes 27% No 73%

How can Council better understand what you need?

Regular drop-ins?

Visits to member charities' meetings

Organise a charities Fayre (similar to Careers' Fayre)

Continue engagement with existing sector groups (Youth Commission etc.)

Q7 Websites (77 responses)

Are you aware of Charity.org.gg?

Yes 95% No 5%

Have you updated your page?

Yes 67% No 33%

Have you posted volunteer vacancies?

Yes 43% No 57%

Have you registered for giving.gg?

Yes 46% No 54%

Found it difficult to use

Have had no volunteers despite posting vacancies

Charities should be able to update their Giving pages themselves with photos and links

*Don't like the chronological way Volunteer vacancies are presented
Have been told that Giving is not secure
Need to get better commitment of employers with Volunteer.gg*

Q8 How should the AGC be funded (77 responses)

£50 annual membership fee

Yes 37% No 63%

Cover costs from Lottery Grant

Yes 83% No 17%

Alternatives?

*AGC could ask businesses for donations
Grant funding by the States*

Should there be a permanent member of staff?

Yes 71% No 29%

*A proper case should be presented to the AGM if this is being proposed
Would be the best way to get things done and prioritised – would be good value for money for the
3rd Sector
Most Bailiwick charities manage without paid staff*

Should this be a paid position?

Yes 69% No 31%

Q9 Working with Government (31 responses)

Is there anything else that should be on the list?

*Would like to be able to do online lotteries
Peer reviews and star grading system
Better definition of 3rd Sector strategic priorities
Same number for AGC and Charity Register
Get the Bailiwick closer to 0.7% of GDP for Overseas Aid contributions
Cut Overseas Aid and divert funds to Bailiwick charities*