

Meeting of the Finance, Planning and Resources Committee

4.00 - 6.00 pm on Tuesday, 5 November 2019
in 1B16 - Technopark, SE1 6LN

Agenda

<i>No.</i>	<i>Item</i>	<i>Pages</i>	<i>Presenter</i>
14.	Annual fundraising report 2018/19	3 - 8	NL

Date of next meeting
4.00 pm on Tuesday, 25 February 2020

Members: Michael Cutbill (Chair), Jerry Cope, Peter Fidler, Nelly Kibirige, Mee Ling Ng, David Phoenix and Deepa Shah

In attendance: Pat Bailey, Michael Broadway, Richard Flatman, Paul Ivey, Nicole Louis, Ralph Sanders and James Stevenson

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CONFIDENTIAL	
Paper title:	Annual Report on Fundraising and Charitable Funds, 2018/19
Board/Committee	Finance, Planning and Resources Committee
Date of meeting:	5 November 2019
Author:	Olivia Rainford, Director of Alumni and Development
Sponsor:	Nicole Louis, Chief Customer Officer
Purpose:	<ol style="list-style-type: none"> 1. To report on the University's fundraising and philanthropy programme 2. To report on the University's charitable endowments and other charitable funds 3. To report on matters arising from the University Policy on Gift Acceptance
Recommendation:	The committee is requested to note the report

Executive Summary

1) Fundraising and Philanthropy Programme

- (a) In 2018/9 LSBU received £18,500 in charitable donations. The University did not actively fundraise or launch a fundraising campaign in 2018/19.
- (b) A Fundraising Steering Group was established in October 2018 and consists of internal and external members that meet three times a year.
- (c) The University's Case for Support, No Barriers to Brilliance was approved by the Executive in June 2019, including a financial target of £500,000 pledged income for 2020.
- (d) The University is actively recruiting for x2 fundraiser positions as of 24th September 2019. In November 2019 recruitment will also commence for Director of Alumni and Development maternity backfill (February – September 2020).

2) Charitable Funds

As at 31st July 2019 the University held **£806,359 in historic endowments** and **£403,982 in other restricted charitable funds**. The largest of which is the Nathu Puri Institute fund, which constitutes £357,200 of this total. The

remainder of the funds cover a variety of historic prizes and scholarship commitments.

3) Gift Acceptance Policy

There is nothing to report with regard to Matters Arising from University Policy on Gift Acceptance. The policy is under review and will be updated in accordance with the Case for Support and **revisions to the Fundraising Code of Practice in August 2019.**

The Committee is requested to note the report.

Annual Report on Fundraising and Charitable Funds, 2018/19

1. The University's fundraising and philanthropy programme

1.1 Income Received

In 2018/19 LSBU received £18,499.50 in charitable donations, including a £10,000 commitment donation from alumnus Kevin Herriot, a Fundraising Steering Group member.

1.2 Fundraising Steering Group

The Group, founded in October 2018 has met four times to discuss and debate strategic direction and operations. At its next meeting the Group will review the University's revised Gift Acceptance Policy. Group membership is due for review in January 2020. Membership currently includes:

- **Professor Pat Bailey**, Deputy Vice Chancellor
- **Professor Patrick Callaghan**, Dean of Applied Sciences
- **Mike Simmons**, Director of Corporate Affairs
- **Linsey Cole**, Associate Director for Enterprise and Entrepreneurship
- **Andrea Boothman**, Senior Development Manager - LSBU
- **Olivia Rainford**, Director of Alumni and Development - LSBU
- **Nelly Kibirige**, President - LSBSU
- **Dan Cundy**, Executive Principal – South Bank Academies
- **Tom Toumazis**, Chairman – Product Earth Expo, Alumnus and LSBU Honorary Fellow
- **Kevin Herriot**, Alumnus and Donor
- **Torie Chilcott**, Co-founder – Paddle Consulting and LSBU Honorary Doctor

1.3 Case for Support

Following extensive consultation with the Steering Group, the University's Case for Support 'No Barriers to Brilliance' was approved by the Executive in June 2019. It was accompanied by a three-year Investment Case that included a £500,000 pledged income target for 2020.

Fundraising Investment Case Gift Table

Period	Prize income target	Bursary income target	Group-wide project income target	Target total
2019/20	£120,000	£0	£380,000 Inclusive learning projects Lambeth Mentoring pilot project	£500,000
2020/21	£250,000	£350,000	£900,000 Mentoring and additional projects to be identified	£1,500,000
2021/22	£250,000	£480,000	£1,270,000 Mentoring and additional projects to be identified	£2,000,000

1.4 Recruitment and Resourcing

Further to the Investment Case approval, recruitment is underway for a Fundraising Manager (Grade 7) and a Fundraising Officer (Grade 5), to accompany the existing 1.5 headcount allocated to fundraising in the team. Both positions are fixed term contracts until October 2021. The Director of Alumni and Development will require maternity backfill from February 2020 and an options analysis for appropriate resourcing is underway.

2. The University's charitable endowments and other charitable funds

2.1 At 31 July 2019 the University held £806,359 in a charitable endowment, which is an amalgamation of historic endowed charitable funds. These funds are invested and managed by Sarasin whose performance is overseen by Finance.

Of the funds, £4096.52 in income is historically designated to the provision of the Richard Davis Scholarship. The Governance team is seeking permission via the Charity Commission to amalgamate this fund into our remaining endowed charitable funds earlier as the course it supports is no longer provided at the University.

The funds are managed with the aim of securing capital growth and an annual income. In 2018/19 the income received was £26,108 up from £25,882 in the previous year.

Income was transferred to Student Services to support existing and planned student experience project activity.

2.2 The University held another £403,982 in restricted charitable funds. This is largely made up of remaining funds for the Nathu Puri Institute (£357,200) as well as designated gifts, such as the Annual Hitesh Tailor event and a small number of historic prizes and scholarships.

In 2018/19 restricted charitable funds were distributed across the following activities:

Amount	Fund	Description
£3549	Hitesh Tailor Annual Lecture	Marketing and catering for the annual event in November 2018
£966	Esmond Robinson Scholarship	Final scholarship payment for the 2017 MSc Addiction Psychology and Counselling scholar. Final year of the scholarship commitment.
£3045	Stuart A Johnson Scholarship	Offered to MSc students studying Building Surveying, Construction Project Management or Quantity Surveying. Final year of the scholarship commitment.
£4800	Prizes	A combination of historical prize awards.
£301,000	Nathu Puri Institute	Fund managed by the School of Engineering and restricted for the Nathu Puri Institute of Engineering and Enterprise.

Donor and alumnus Frank Brake passed away at the end of 2018 and conversations are ongoing with the Frank Brake Charitable Trust about the use of his remaining gift, totalling £18,600.

3. Matters arising from the University Policy on Gift Acceptance

The existing policy was approved by the Board of Governors in October 2012. The aim is “to ensure that the University’s reputation and operation are not adversely affected by its acceptance of financial or other donations and that due diligence is maintained in regard to the acceptance of donations to the University”. The key points of the policy are:

- “We do not accept gifts, grants or commercial sponsorship for University activities where the funding comes from an individual or organisation whose activities are counter to the recipient area of the University
- We do not enter into relationships which the University believes might compromise the independent status of LSBU or bring the name of LSBU into disrepute. We establish our principles including academic freedom independently or any funding opportunities.
- Donations, grants or commercial sponsorship are only accepted in accordance with the requirements of the UK Bribery Act 2010.
- We do not accept donations above £1000 from current students (or known related parties) without the express permission of the Vice Chancellor.”

The policy is currently under review in accordance with changes to the strategic priorities of the Alumni and Development team along with revisions to the Fundraising Code of Practice. The Gift Acceptance Policy will be distributed to the Executive and the Board from November 2019.

The Alumni and Development team has not been informed of or identified any gifts, grants or commercial sponsorship which have been accepted or solicited in breach of the existing policy.