



# Annual Report and Financial Statements 2021-22

Year ended 31<sup>st</sup> March 2022

**360 Giving Trading as 360Giving**

c/o Esmée Fairbairn Foundation, Kings Place, 90 York Way, London N1 9AG

Charity Registration Number. 1164883

Company Limited by Guarantee. Registration (England and Wales): 09668396.

# Annual Report 2021-22



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# Introduction

## Welcome from the Chair

In 2021-22, 360Giving built on successes from previous years and extended our impact even further, continuing to shift the framework of philanthropic giving in the UK.



With Covid-19 catalysing change that was already happening, publishing open grants data has now become the norm and expected practice in the funding sector. As we come to the end of 2021-22, almost 80% of UK grants by value are now shared using the 360Giving Data Standard – a brilliant achievement.

By the end of the year, 225 funders have published data on over 700,000 grants, worth over £170 billion – and last year over 35,000 people accessed and used this data in the 360Giving tools alone. These are huge milestones for 360Giving.

This annual report reflects on the last year of our current strategy 'Unlocking the Power of Grants Data', and as we enter a new phase, 360Giving is ready to hand over to a new board leadership to take us into an exciting and ambitious next stage.

With this in mind, after seven years on the Board I am stepping down as Chair of 360Giving and handing on the baton to Fozia Irfan, OBE. Fozia brings extensive experience of grantmaking and social action to the Board. I am very much looking forward to staying on as Founder, and continuing to champion and support the work of the organisation. I can't wait to see what will be achieved next!

I am proud of everything that 360Giving has achieved to create meaningful change in the funding sector and want to extend my thanks to the team, who have worked tirelessly to grow 360Giving, and champion open data for public good. I would also like to thank our Trustees for their advice and guidance in steering the charity, and friends in the sector for their constant support and our collaborators who've helped us to achieve our goals.

Finally, I'd like to thank our funders (listed on page 30), without whom the pioneering work of 360Giving would not be possible.

The Trustees (who are also Directors of the charitable company for the purposes of the Companies Act) present their annual report together with audited financial statements of 360 Giving (trading as 360Giving) for the period ended 31 March 2022.

A handwritten signature in black ink that reads "Francesca Perrin".

Francesca Perrin OBE, Chair of Trustees

## About 360Giving

### Our mission and vision

**Our vision** is for grantmaking in the UK to become more informed, effective and strategic.

**Our aim** is for more money to go to where it is needed most to support communities and good causes through a more informed understanding of the grantmaking picture.

**Our mission** is to help UK funders publish their grants data in an open, standardised way, and support people to understand and use this data to improve charitable giving.

### Our values

Everything that we do, and everything we intend to do, as an organisation is embedded in our five core values. These principles are ingrained into our culture, practices and priorities.

**Purposeful** – We have a bold and ambitious aim for grantmaking to be more effective and strategic, by inspiring funders to use data in their decision-making. We're focused on driving meaningful change in philanthropy for charities, and improving outcomes for communities and good causes across the UK.

**Open** – We champion open data for the public good. We help funders make grants data open and provide free, open-source, tools to make it more accessible, so others can use it to target resources where they're needed most. We are open in our approach: we share ideas, challenges and lessons with others, and are open to feedback and committed to improvement.

**Curious** – We're inquisitive and we believe in using evidence. We inspire and enable people to use 360Giving data to better understand the voluntary sector. We support funders to use data to inform their decisions, share insights and learn from each other.

**Collaborative** – We exist at the intersection of philanthropy, charities, data and tech. Through facilitating data sharing and insight in philanthropy, we work with funders, charities, researchers, analysts and developers to achieve our objectives, and strive to support them to deliver theirs.

**Inclusive** – We make data, our tools and support accessible to all. We prioritise people over tech, use clear language in explaining what we do, and strive to respond to people's needs – whatever their level of knowledge or digital skills.

## **What we do**

We support funders to publish their data using the 360Giving Data Standard. This enables them to share information on who, where and what they fund in a way that others can access and use for free.

We also help people to access and use the data, and have created tools to make it easy to explore, download and visualise. Because the data is standardised, it can be looked at and analysed all together, helping us to see and understand grantmaking across the UK.

## **Our story**

It is more important now than ever before for funding to be distributed strategically, as the needs of society far outweigh the available grants. Yet historically, there has been limited transparency in the philanthropy sector of how grantmaking organisations spend their money, making it hard to identify shared opportunities and challenges, or to assess UK grantmaking and its impact on society as a whole.

However, 360Giving has made a significant contribution to changing this. Over the last few years, publishing open grants data has become normalised and is expected practice for UK grantmakers. This means there is now a critical mass of open, comparable information available on UK grants.

For the first time in the UK, it's possible to see and analyse grants given by different funders all together. We are creating real and meaningful change in the sector. We need to build on this momentum, and use our learning and the tools we have developed to get UK funders to shift the norm from merely sharing data to using it in their day-to-day work. The data has transformed the knowledge base of the sector, and now is the time for a permanent shift in data culture and practice.

## Our Products and Tools

**360Giving Data Standard** – The [360Giving Data Standard](#) is a uniform and consistent way to describe grants data. Publishing data using this Standard format means it's easier to find, understand and analyse funding across the UK.

**GrantNav** - [GrantNav](#) is our flagship search-engine for grants data. Explore and download data about where funding goes and how much is given – across billions of pounds of grants – for causes and communities across the UK.

**360Insights** - [360Insights](#) is a free tool to help you understand funding better. Combine and visualise 360Giving, charity and location data to see an overview of grants by amounts, dates, geography, recipient types and funders.

**COVID-19 Grants Tracker** - The [COVID-19 Grants Tracker](#) was launched during the pandemic and pulls together and visualises data published by funders in the 360Giving Data Standard about grants they made in response to the pandemic.

**Data Quality Dashboard** - The [Data Quality Dashboard](#) shows the data quality of 360Giving data as a whole and for each individual publisher. It provides insights into the key features that make the data useful for analysis to help publishers to identify opportunities for their data to be improved.

**Data Quality Tool** - The [Data Quality Tool](#) assesses key information about grants data to check whether it is valid against the 360Giving Data Standard format, as well as giving helpful feedback on any data quality issues.

**Data Registry** - The [Data Registry](#) is a list of all the funders that currently publish their grants data in the 360Giving Data Standard, with direct links to their data sources.

**Resource Library** – The [Resource Library](#) is a collaboratively-built list of resources that can help funders, or people interested in grantmaking, to find, use and benefit from data.

**Complete Guide to Publishing** - A [comprehensive guide](#) to help funders through the process of openly sharing their grants data in the 360Giving Data Standard. It covers the three main stages of this process: planning, preparing and publishing.

## 2021-22 highlights



**35**

new funders

-45% ↓



**225**

funders sharing data

+18% ↑



**720,019**

grants published

+29% ↑



**173bn**

worth of UK grants

+61% ↑



**32,955**

GrantNav unique visitors

+36% ↑



**133,612**

GrantNav searches

+9% ↑



**51**

participants in Data Surgeries

+16% ↑

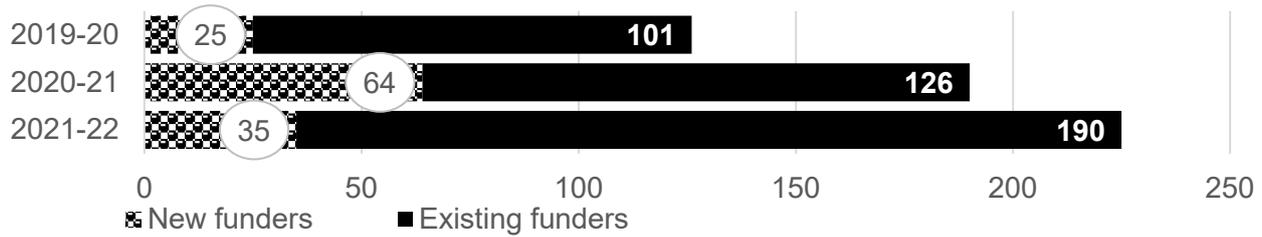


**668**

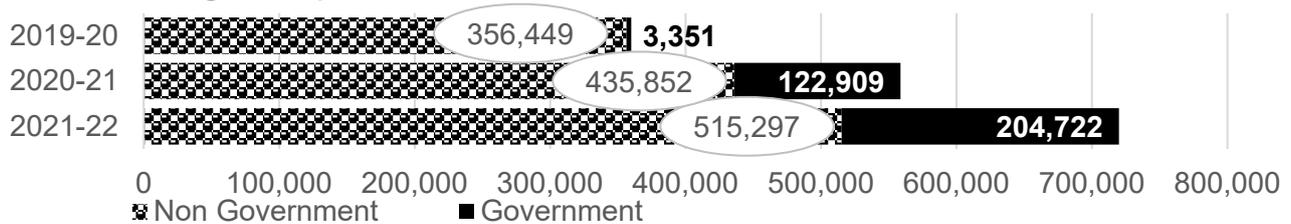
people read our  
Covid-19 research

# Highlights of progress over the years

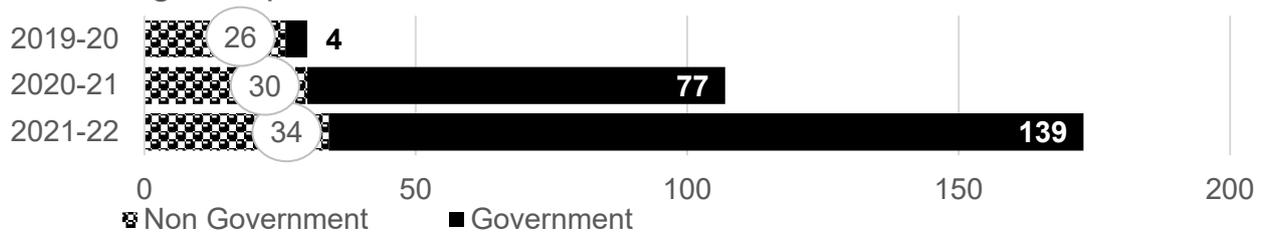
## Number of funders



## Number of grants published



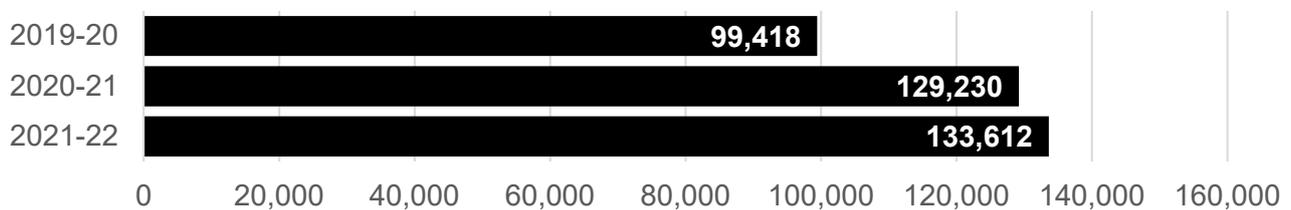
## Value of grants published in £bn



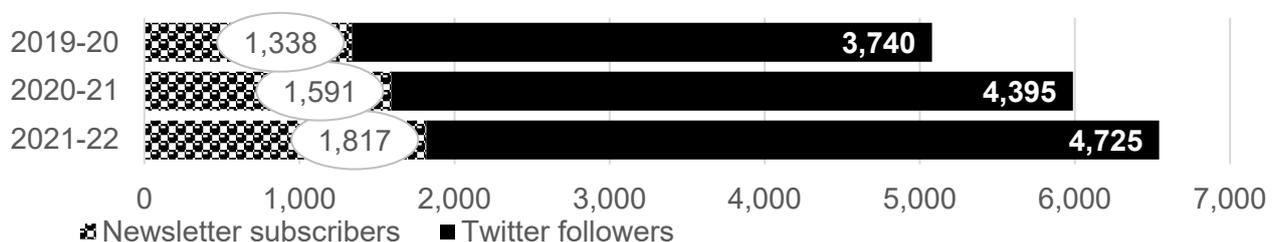
## GrantNav Unique Visitors



## GrantNav searches



## Media reach



# Strategic Report

## Achievements and performance

### Overview

2021-22 continued to present the civil society, open data and philanthropic sectors with unique challenges. Sitting at the intersection of these three worlds, the 360Giving team has continued to work hard (and from home) to unlock the power of grants data.

Our strategy was accelerated in a number of areas at the beginning of the pandemic, which meant that 2021-22 saw 360Giving simultaneously building on the funder momentum to share data, whilst delivering some projects that were delayed from 2020-21 when we had prioritised building tools and delivering analysis to support funders in real-time.

Highlights from the past year include total grants published exceeding £170bn from 225 funders. We made publishing even easier for funders (helping this number to grow higher) with our new comprehensive Complete Guide to Publishing website which was launched in December. This guidance was designed to be as accessible as possible, and we are already seeing examples of organisations using the guidance to answer their own queries.

360Giving has also been working on making the data as rich, accurate and reliable as possible. We continued to support the implementation of the DEI (diversity, equity and inclusion) extension to the 360Giving Data Standard and explored further options to enhance the 360Giving Data Standard, including to better record location data and regranting data. In February, we launched our new Data Quality Dashboard which displays the key qualities of 360Giving data overall to help funders to understand the features of good data quality and offers them the ability to compare their data with others.

To help increase data literacy in the funding sector, 360Giving has continued to host and take part in meetings and events. We successfully delivered the Data Champions programme and hosted Data Surgeries on how to use GrantNav, Flourish data visualisation tool and Colab Notebooks, and on making maps. Open to colleagues across the sector, these sessions were designed to increase understanding in how to interpret grants data, and to encourage people to be more curious when using datasets. In addition, we've taken part in a number of external events, most notably showcasing 'collaborative coding' at the #Data4GoodFest in May 2021.

In December we published our [‘UK Covid relief and recovery grants: data analysis’](#) report. As well as setting out patterns in grantmaking, it explained how we collected the data and makes recommendations about what more needs to be done to make the data useful for analysis in future. This report was picked up by several sector media outlets, and we aim to use it as a platform and model to share more analysis in the years to come.

To encourage engagement in and use of the data, we have upgraded both our GrantNav and 360Insights tools to make them easier-to-use functionally, particularly through improved searches and filters and enhanced features to support greater use of the data, in particular adding integration between these two tools allowing the results from one to be displayed in the other.

We’ve also updated our Resource Library with new submissions so that it continues to be a useful space for people to find helpful tools, guides and datasets that can help with grant data use and analysis.

Our growing good reputation in the wider sectors that 360Giving works in also gained momentum. We were pleased to be runners up in the British Data Awards and the Civil Society Media Charity Awards. Furthermore, 360Giving’s efforts to make grants data open and transparent featured prominently in reports published by [OECD](#), the [ODI](#) and the [Law Family Commission](#) – to name a few.

This years’ annual report marks the end of our 2019-22 strategy, ‘Unlocking the Power of Grants Data’. 360Giving is proud of what we have accomplished in 2021-22 (and the previous years).

**Now it is time to move from ‘Unlocking the Power of Grants Data’ to ‘Unleashing the Impact of Grants Data’. Explore our 2022-25 strategy:**  
[www.threesixtygiving.org/unleashing](http://www.threesixtygiving.org/unleashing).

## Headline targets and milestones

Below is a summary of how we have performed against the headline targets and milestones set out in our 2019-22 strategy and in our previous annual report. Green status indicates that the target has been achieved and amber that an element of the target was not met

Targets/milestones	Results	Status
80% of UK grants (by value) published using the 360Giving Data Standard	This has been almost achieved with 79% overall, with 225 funders publishing their data at the end of the financial year – however it should be noted that has not been delivered evenly for individual funder types. For example, we have 100% of central government departments publishing their data but 52% of the value of Trusts and Foundations.	Green
360Giving data published at least annually by central government departments that award UK grants	The Cabinet Office team published central government grants in the 360Giving Data Standard in March 2022.	Green
A Data Champions programme that builds data literacy and ambassadors for open data	The annual programme is now well established. This year 32 participants took part, in a variety of roles in diverse organisations including central and local government, lottery distributors, national and local trusts, community foundations and corporate foundations.	Green
Series of regional/sectoral projects supporting in-depth analysis of grantmaking activities	We undertook a number of ‘deep-dive’ analysis projects during the year, most notably our Covid-19 grants research and analysis of specialist legal advice funding for the Community Justice Fund. This latter model of working with a partner on in-depth analysis replaced our previous model of Data Expeditions which we did not deliver in 2021-22 as the model was less aligned to our needs and the outcomes could be achieved more effectively in other ways.	Amber
Updated tools and platforms that support easier access to and understanding of the data	We updated many of our tools during the year, with significant upgrades to GrantNav, 360Insights and the Publisher Guidance Platform as well as updates to the Quality Tool.  We also launched a new tool, the Data Quality Dashboard.	Green

## Progress on our goals

We've made significant progress towards achieving the aims set out in our 2019 -2022 strategy, 'Unlocking the power of grants data': [www.threesixtygiving.org/unlocking](http://www.threesixtygiving.org/unlocking)

In it we set out four ambitious goals:

1. Normalising open data sharing within the grantmaking community
2. Improving the quality of the data that's being shared
3. Increasing the data literacy of grantmakers
4. Growing data use and shared learning

During 2021-22 we made significant progress towards these goals. Here we have outlined the actions that we have taken, how we have worked with others, and what we have learned.

### **Goal One – Normalise open data sharing**

**More grantmakers regularly sharing their data in an open, comparable way, providing a more comprehensive picture of grantmaking across the UK.**

#### Individual publisher support

Overall, we've seen a higher proportion of funders wanting to publish their grants data in response to the Covid-19 pandemic to support collaboration and effective decision-making. The mass of open, comparable grants data available in 360Giving's tools has contributed to creating a far more comprehensive and transparent picture of grantmaking than there was at the beginning of the 2019-22 strategy.

We've ended the year with 225 funders openly sharing over 700,000 grants in the 360Giving Data Standard, which is an 18% increase in the number of funders since last year. 35 funders published their data for the first time, a decrease from the peak of 64 new funders seen during 2020-21 due to funders publishing their Covid-19 response grants and the addition of 14 central government departments sharing grants data for the first time in 2021, but higher than in pre-pandemic years (25 in 2019-20).

Several major funders shared their data this year, which had a significant impact on almost reaching the strategy moon-shot goal of 80% of UK grants by value on GrantNav by March 2022 – with the final figure at 79%. This meant the total value of grants shared using the 360Giving Data Standard reached £173 billion this year (2020-21: £77bn).

## Tools and technology

Over the course of our current strategy, we have achieved a transformational shift in the funding sector, from open data sharing being best practice, to the norm and expected practice. To encourage funders to publish their grants data, we endeavoured to make understanding and publishing data using the 360Giving Data Standard as straightforward as possible.

To this end, in 2021-22 we developed a [Complete Guide to Publishing](#), a detailed guide on an accessible platform which was tested with both 360Giving data users and publishers. After launching in December, the guidance already had 1,674 unique visitors by the end of March 2022, with positive feedback from users.

We've also launched a Data Quality Dashboard, which aims to help funders to recognise the qualities of their own data and provides insights into the key features that make the data useful for analysis. Before launch, we carried out user testing with publishers and data users to identify usability issues and find out whether it met their needs when it comes to better understanding the quality of 360Giving data. We used their insights to inform several improvements and new features which we then implemented.

This tool already had 478 unique visitors by the end of March 2022 (5 weeks after launch), and has been praised for its ease of use. The Dashboard will be a critical tool for encouraging the development of the quality and depth of data shared by funders, supporting grantmaking decisions to be further informed and effective.

We also worked during the year to upgrade the Data Quality Tool which was launched in May 2022, focusing on making it more user-friendly so that users better understand how the features of their data impact on its usefulness.

As we look ahead to our 2022-2025 strategy, we will be working to improve the ease and efficiency of sharing data through streamlining the publishing process and introducing 'Introduction to publishing' workshops.

## **Goal Two – Improve data quality**

**Better quality data being shared more regularly and improved understanding of the Data Standard, the data that is currently published and how it can be used.**

### Driving up data quality

As seen with the decreasing trend in number of new funders publishing using the 360Giving Data Standard, there has also been a decrease from the previous year in the

frequency of existing funders publishing more data, due to some funders moving away from rapid response grantmaking and resuming pre-pandemic schedules of grantmaking and publishing. At the end of the year, 34% of funders had shared grants which were distributed in the last six months, a drop from 47% in the previous year.

Having current grants data improves both its reliability and useability for our users, meaning the data is not only better quality, but can be better used to direct funding efforts. Our Data Quality Dashboard, launched in February 2022, includes indicators for the recency of published grants and regularity of publisher updates, and we will continue to support funders to increase the frequency of their updates under our 2022-2025 strategy.

Furthermore, to increase the quality of 360Giving data, we have been encouraging the use of better organisation identifiers, which will improve the useability of the dataset as it allows users to see the most accurate picture of grants to a recipient.

The number of funders with relevant organisation identifiers in the data has grown to 91% in 2021-22, an increase of 3% from the previous year. Overall, we have made good progress with this aim, however there is further work to be done to encourage more funders to use organisation identifiers whenever possible.

### Keeping the 360Giving Data Standard fit for purpose

The DEI Data Standard, developed in 2020-21 with the DEI Data Group, has had strong engagement across the funding sector during the year and we are starting to see the taxonomy being adopted by other sector bodies. In particular, it has been incorporated into the Funders for Race Equality Alliance's audit tool. When the extension to the 360Giving Data Standard has been adopted by enough funders to provide meaningful information, we plan to update the 360Giving tools and reporting to include the DEI Data Standard fields.

During the year we updated the 360Giving Data Standard to allow publishers to include Metadata which describes their data and their organisation as part of their 360Giving data files. This new feature allows funders to provide useful context about the data they share to users, which is a feature of good quality open data.

### Addressing technical challenges

After postponing both the geography and regranting working groups to prioritise supporting funders during the pandemic and the development of the DEI Data Standard last year, during 2021-22 we worked with users of 360Giving's data (from across sectors) to further

understand what challenges there are when collecting, using and publishing location data and recording regranting relationships.

The outcomes from these discussions, survey and commissioned research on geography have provided greater clarity on what further guidance and useful additions to the 360Giving Data Standard need to be made, and a new section of the Complete Guide to Publishing has been developed and launched as a result. We've shared our learnings in our paper, [‘Exploring Location Data and the 360Giving Data Standard’](#).

Work also began on the regranting project, and stakeholder interviews have given us a deeper understanding of the range and types of regranting, funder collaborations and multi-partner programmes. Further information about this is available in our blog, [Following the money – Exploring regrants in the 360Giving Data Standard](#).

In 2022-23 we will consult on potential enhancements to the 360Giving Data Standard based on the learning from the working groups, for implementation of changes during the year.

## **Goal Three – Increase data literacy**

**Improve skills, understanding and capacity to use data as part of good grant giving and greater ambition to become data-informed.**

As an advocate for a more data-informed sector, 360Giving wants to support people to use data to drive their decisions. Our aims under this goal specifically align to our mission to help build individuals' capacity to use data.

### Data Champions

We completed another Data Champions programme this year. The programme offers participants the chance to learn more about data and how to build and improve their organisation's data culture.

Feedback has been positive, with the structure of the sessions and peer-learning and collaboration aspects of the programme particularly well-received. However, outcomes measured were slightly lower than they were in 2020-21. We are exploring this, and the shifts that others have also reported in attendance and engagement with online development programmes this year, and looking at adjustments that we could make going forward. It should also be noted that a number of participants changed roles and/or organisations during the period of the programme and this led to three people dropping out completely as they were no longer in grantmaking organisations and a number of others

finding it less relevant in their new roles. Many charities have reported higher staff turnover in 2021-22 so it appears to be in line with sector trends that our programmes might have been affected by this.

21 of the 32 Data Champion participants completed the programme (25 Data Champions completed in 2020-21), and 23 participants completed the evaluation survey. Here are some highlights of the outcomes reported by participants as a result of the programme with 2020-21 figures in brackets:

- 88% (92%) of participants have increased knowledge of how they can grow a data culture in their organisation with 74% (85%) reporting a better understanding of how to work with data as a result of the programme and feeling more confident doing so.
- 83% (85%) of participants would feel comfortable contacting a fellow Data Champion to share information or ask a question.
- 78% (77%) of participants reported that they will change at least one area of their work plans or practices as a result of the programme, with 65% (69%) implementing at least one action before the end of the programme.
- 74% (96%) would recommend the programme to someone working with data in a funding organisation.

We will be taking learning from this year's cohort going forward and will be following up with participants to explore if any long-term changes have occurred organisationally as a result of the programme.

## Data Champions Alumni

To ensure that we continue our strong relationships with Data Champions and help them to keep connected with each other as a peer network, and to support further personal development and building data maturity in their organisations, we have begun working with DataKind UK to run a quarterly Data Champions alumni event programme. Starting with a pilot meeting on using open datasets, we are focusing on harnessing the roles that Data Champions do or could play to transform how grantmakers see and use data.

Overall, attendees found the format and content of this meeting helpful, with 100% of the evaluation respondents agreeing or strongly agreeing that they would try to use more open datasets in their work as a result. Furthermore, attendees commented that they hadn't heard of or used some of the tools displayed before. We're aiming to continue these successful sessions in the coming year, with quarterly meetings to provide alumni with the

support, tools and information that they need to support ongoing development as Data Champions.

## Data Surgeries

Four Data Surgeries were held this year, and similar to last year, 'Making Maps' has been the most popular session with 16 attendees. Other topics also included how to use GrantNav, Flourish and Colab Notebooks. Our data surgeries have been praised for being informative, interactive and straight-forward. As well as hosting our own events, we also delivered two well-attended (47 attendees in total) sessions at the Data4Good Festival in May 2021.

We plan to continue to deliver learning workshops for those wanting to grow their data skills, but will re-evaluate our delivery models as a part of our new strategy.

## Office Hours

10 Office Hours (pro bono consultancy sessions) were held in 2021-22 (11 in 2020-21), giving one-to-one guidance for both grantmakers and researchers on how to use 360Giving data. Topics ranged from cleaning data to finding relevant data sources. Due to limited capacity, Office Hours were not proactively promoted this year, however there are plans to continue this service under a revised model in the new strategy, as we recognise the benefits of providing a space for others to come to us for exploratory conversations and enquiries.

## Data Expeditions

In 2020-21, we partnered with Open Data Manchester to pilot the online delivery of Data Expeditions. Although there were two Data Expeditions in the plans for 2021-22, we did not go ahead with them, as we found alternative ways to deliver the outcomes of bringing funders together to answer shared questions using data. For example, we worked with Access to Justice Foundation to do a 'deep dive' analysis into funding for the specialist legal advice sector for the Community Justice Fund. This approach required less time commitment from the funders and 360Giving staff and provides a model for collaborating on data projects going forward.

## **Goal Four – Grow data use and shared learning**

**Ensure the ongoing credibility and influence of our work, built on testing and learning, demonstrating the data’s relevance to different stakeholders.**

We’re striving for good open data practice in the sector through our tools, research and opportunities for shared learning.

### **Collaborative Learning Projects**

We published in-depth research on grants made in response to the Covid-19 pandemic in December 2021, '[UK Covid relief and recovery grants: Data analysis](#)'. As well as setting out trends in UK grantmaking and how funding patterns changed, this report explains our data collection methods and outlines what more needs to be done to make the data useful – particularly relating to location data, which we have made concrete steps to tackle through our geography working group.

The research was well-received by the funding community and highlights why open grants data is so important. Read by 668 people, and shared widely in sector media and social media, this research was unique in bringing together characteristics of grants themselves, grant recipients and patterns of grant funding. It also indicates the demand for more deep-dive analyses in the future.

We have also worked with Access to Justice Foundation to produce a specialist report, completed in March 2022, exploring the specialist legal advice sector and its funding. This research provides an illustration of what is possible with the data on thematic topics and supports our assumptions that funders would be interested in commissioning reports on sector scope, funding sources and funding themes. Feedback on the report was encouraging, and was described as useful, accessible and impressive.

### **Tools for data use**

#### **GrantNav**

In 2021-22, GrantNav had 32,955 users (2020-21: 30,725) and 133,612 searches (129,230). Increases of 7% and 3% respectively. There were 57,183 visits.

Significant improvements were made to GrantNav in 2021-22, particularly to the search facility and filtering options. New functionality was added meaning that searches can now be opened and visualised in 360Insights, and the search summary box has been expanded.

## **360Insights**

360Insights total visitors increased to 3,012 in 2021-22, a 43% growth on the previous year. This includes people who have opened 360Insights from their GrantNav search.

360Insights underwent a significant upgrade which was launched in February 2022 with the aim of providing a simpler interface for creating overview visualisations of enhanced 360Giving data. This upgrade has also significantly improved the performance of the site, with wait times significantly reduced.

In the new version, there are a number of new features: most notably, grants are now heat-mapped by UK nation and English region, with the option to view by local authority, the homepage shows visualisations of the whole 360Giving dataset, and there are new filters, such as 'funding organisation type', which helps users to narrow down the data. In addition, 360Insights pages are now downloadable reports, making it easier for funders to use and share the information internally and externally.

## **COVID-19 Grants Tracker**

Two years on from the launch of the COVID-19 Grants Tracker, it was used by 3,363 people in 2021-22. As expected, visits have continued to decrease as time progresses since the peak in the months following the start of the pandemic. Through the publication of government grants data for 2020-21 period at the end of March, including funding from the Culture Recovery Fund, the tool features 68,667 grants shared by 174 funders with a total value of over £4bn.

## **Resource Library**

To further encourage shared learning, our Resource Library – a collaboratively created list of 88 different tools, guides and resources – was refreshed and updated in February 2022. With new submissions from the latest cohort of Data Champions, the Resource Library's refresh aims to remind people of the tools available and encourage the funding community to engage and share their own resources, facilitating better data use. It has been a helpful resource to signpost people to.

## **Wider organisational progress**

### Communications and engagement

In 2020-21 we worked with a user research agency to help us to understand our audiences and their needs better. Over the course of 2021-22 we have been embedding their findings so that we can better meet the needs of stakeholders that use and share our

data, particularly around accessibility. This research directly fed into our 2022-25 strategy and other pieces of work.

Our reputation and profile have continued to grow. 360Giving was celebrated in several 2021 end of year blogs and pieces from sector ‘thinkers’, including in NPC’s [‘The future of philanthropy, 2030 and beyond’](#), Philea’s [‘The pandemic showed what foundations can achieve by working together. Now let’s think collaboratively about the future’](#), a blog by Fran Perrin for Pro Bono Economics on [‘Better data, better giving.’](#) and featured prominently in reports published by [OECD](#), the [ODI](#) and the [Law Family Commission](#) – to name a few. Furthermore, we were mentioned in two books – [‘Data Science for Social: Philanthropy and Social Impact in a Complex World’](#) and [‘Modern Grantmaking’](#).

We presented to six funders forums throughout the year, a renewed interest in our work being prompted by the increased relevance of data and information sharing for funder networks during the pandemic.

With vacancies in the communication and engagement function for the majority of the year, we focused on a small number of priority areas. This included exploring issues relating to the withdrawal of the Government Registers Service, contributing to Pro Bono Economics’ work on the future of civil society data for the Law Family Commission, and supporting the Data Collective.

Furthermore, we’ve contributed to DCMS, Cabinet Office and Charity Commission consultations and supported various government departments and regulators to understand data published and opportunities to maximise the impact of data.

## Organisational development

A key priority for the year has been to plan for the future and develop the 2022-25 strategy – which is now completed and published following extensive consultation and conversations.

We have been taking big steps to streamline our work and invest in our organisational development to be fit for the future.

We appointed a new hosting supplier and migrated our servers, which has reduced our administrative overheads by consolidating our hosting, and improved our security and the tools’ performance – as well as significantly reducing the environmental impact of our tools and hosting.

We commissioned development of our Salesforce CRM to meet our internal needs and improve the efficiency and effectiveness of our processes and knowledge management. We also selected and configured a project management tool so that we can better coordinate our work, manage capacity and have a clearer understanding of how the teams' projects intersect with each other.

We've invested in our data governance and cyber security to ensure we are adhering to best practice. We undertook the IASME Governance assessment and renewed our Cyber Essentials accreditation. 360Giving is also signed up to the National Cyber Security Centre Web Check service, meaning all our sites and tools are regularly checked and any vulnerabilities addressed.

360Giving has also become recognised as a Living Wage Employer (having always paid above living wage).

With the pandemic changing the way that we work, 360Giving has invested time and resources in team development and culture and has supported the transition to different types of working. This work has come at an exciting time, by the end of 2021-22, we finally gained a complete operational team (for the first time in two years).

This puts us in a stronger position to deliver the exciting new strategy.

## Diversity, equity, inclusion and wellbeing

In 2021-22, we continued to invest in development activities to embed accessibility and inclusion in our work and team culture. Examples of this in action include improvements to our website and tools, and changes to the session designs for Data Champions. Making communications inclusive was also a particular focus for the online publisher guidance design, copy and platform implementation.

We have also had an internal development programme to support our continuous improvement. This included an anonymous diversity and inclusion survey to review our position. Figures here include staff and Trustees together, as the number of staff is too small and would risk publishing identifiable information.

### Diversity

We have a reasonable level of diversity overall – although recognise there is room for improvement. In particular, racial diversity in the staff team is limited and there is limited diversity on other identities and characteristics in the Board. Both the Board and staff team are significantly over-represented with higher levels of education and class factors.

Survey respondents self-reported the following identities/characteristics:

- 82% Under 45
- 64% Female
- 18% LGBTQ+
- 27% Disabled
- 36% From communities experiencing racial inequity
- 45% Attended UK State School – Comprehensive
- 0% Highest level of education below degree level
- 27% First generation to go to university

We actively sought to increase the diversity of members of the 360Giving Data Stewardship Committee in the recruitment in February 2022, and have successfully achieved this. This recruitment process was completed after the diversity survey so Stewardship Committee members are not included in the statistics above.

We continue to review and improve on our practice to embed DEI across all our areas of work. We recognise that there is room to recruit from a broader pool of talent particularly those without formal higher education qualifications and to this end, over the last 18 months, we have used the Applied platform for all staff recruitment to try to reduce bias through anonymous application processes and structured assessment processes. We will continue to explore recruitment options to improve our practices as vacancies arise, as is viable within our budget and capacity.

## Inclusion

There were high levels of agreement on the inclusion statements, but as always, room for improvement. All staff and Trustees agreed or strongly agreed with the following statements:

- I feel like I belong at 360Giving
- I feel I can be myself and express my identity in my role at 360Giving
- I feel 360Giving has an inclusive culture where diversity is valued
- I feel respected and valued at 360Giving
- I believe that 360Giving is a safe and supportive environment

One was neutral on each of the following statements – with the remainder agreeing or strongly agreeing. Two staff members started a couple of weeks before the survey took place and this may have impacted results:

- I would feel comfortable sharing with the CEO or the Chair if I required an adjustment
- If I have a concern about harassment or discrimination, I know where to lay my complaints

One Trustee was neutral on the following statement:

- I would recommend 360Giving as a great place to work/be a trustee

No staff or trustees reported seeing or experiencing any unwelcome comments or conduct, or any discrimination.

## Future plans

The 360Giving strategy includes ambitious targets to increase the scale and impact of 360Giving's work. In order to deliver this impact, we need to attract and keep the best talent in the organisation and ensure that our offer and delivery are meeting the needs of stakeholders. Diversity, inclusion and wellbeing are key to deliver this and core to effectiveness and decision-making to remain responsive to needs.

We aim to mainstream inclusion understanding and skills within our staff team in order to improve stakeholder experience and our capacity to meet the needs of our diverse sector. We recognise that our work in this area will always be a work in progress and as our understanding develops and we refine our approach, we will continue to ask ourselves hard questions and go further as we strive to represent good practice, within our capacity as a small organisation.

Overall, our DEI (diversity, equity and inclusion) aims are:

1. To ensure an inclusive culture that values diversity in how we treat each other, those we work with and users of our services
2. To ensure that our programmes, tools and resources are accessible, inclusive and meeting the needs of a diverse range of stakeholders
3. To increase awareness of equity considerations in the use of grants data and support the practices of others
4. To ensure that DEI and wellbeing considerations are actively part of all our internal practices and decision-making to maximise our impact

## Focus

In such a small staff team, it is impossible to be representative or diverse across every characteristic.

We have considered where we can have the most impact in relation to our work and will focus on neurodiversity in 2022-23. Neurodiverse individuals, particularly people who identify as autistic, are more commonly found in data roles, so likely to be within our programme participants and publisher contacts. It is an area where adjustments might have more impact.

This focus will include learning activities for the team, achieving the [NICE Kitemark](#) for Neurodiversity Inclusivity Confident Employers, and implementing considerations into our services. We will also share our learning from this with funders to support inclusion of neurodiverse individuals within their organisations in the data roles that we work with.

## Challenges and learning

There are three themes to our reflections over this reporting period

### 1. Strategy learning

Like many organisations, in 2020-21 we prioritised our work to support the pandemic response – but this was a reprioritisation rather than a rewriting of the strategy. In 2021-22 we found ourselves delivering delayed projects from 2020-21 and the 2021-22 plans. We were largely successful in delivering this, but at a cost to wellbeing. With major funding ending and a need for a new strategy to support longer-term fundraising, it was not possible to consider rolling the existing strategy forward an extra year.

It was challenging developing the 2022-25 strategy and needing to fundraise for it while still delivering this huge volume of work from the 2019-22 strategy. It was hard to have the headspace to focus on the future with these pressing demands on our time. However, this dynamic did make us focused in the development of the new strategy and we are really pleased with the very robust and inclusive process and the high quality of the end result.

The focus on the challenges with the 2019-22 strategy in implementation shaped the development over the 2022-25 strategy. The 2019-22 strategy was output focused (specified projects and targets for volume of delivery) – but some activities had become less relevant with the changing context and this framework didn't provide us with flexibility to respond to needs. Where there were elements that became less relevant, we dropped them completely like the Data Maturity Framework, but this affected our targets. The new

strategy is more outcomes focused (based on the difference we are seeking to make) and shaped by users, and we hope will be flexible enough to allow us to respond to needs and what will be effective, while still providing a clear framework and direction for what we are seeking to achieve.

There have been several learnings for us from 2021-22 that we have already incorporated in to plan including:

- Actively making more time for strategy and planning in the operational plans and workloads (we have a plan for the plan!)
- Increasing more flexible funding so we have fewer pressures to develop new strategies and targets at times when they are not needed internally
- More outcomes-based strategy, planning and targets to be able to be more responsive to needs – and focused on what's most effective.

## **2. People and culture**

Turnover had a big impact during the year – in the staff team, Board and Stewardship Committee. The time for recruitment, induction and support for people to reach effectiveness was significant. This especially had an impact on the strategy development process with changes in the staff team and Board – with long vacancies in the staff team impacting capacity at the same time.

A learning was that the investment in organisational culture paid off and it helped us to be more resilient and truer to our values in this time of change and pressure, but also more effective as a team.

Capacity was a major issue. We ended the year with a full staff team in place for the first time in two years, but it will take time for everyone to be fully up to speed. Similarly, it is challenging having an almost all new Board who have had very limited time in in-person meetings. We need to invest time in staff and Board team building and development.

## **3. Surge capacity**

At a time when we were finding it difficult, so were our partners. Consultants and agencies also had capacity issues, affected by sickness and competing work, and were unable to deliver the days in their contracts, or deliver at the time we needed or had planned. One agency that we had a good relationship with closed during the year. We had overruns on some projects by suppliers. Our work is quite niche and so we have found it challenging to identify specialist external support.

We are investing in project management systems to oversee and monitor the work and better manage the impact on internal workloads of changes to plans. We also need to invest in identifying potential associates to support with additional capacity in different specialist areas to relieve some of the pressure on the small staff team. Developing our surge capacity will allow us to respond to needs better, but also relieve the pressure when we have vacancies or things don't go to plan.

## Plans for the future

### Strategy 2022-2025

In March 2022 we launched an ambitious new strategy for 2022-2025, '[Unleashing the Impact of Grants Data](#)'. This strategy aims to shift the norm from funders sharing data to using it to make strategic decisions, and create a permanent transformation in data culture and practice.

In 'Unleashing the Impact of Grants Data' we have set our four goals. They are:

- Goal 1:** Increase relevant data available for informed decision-making
- Goal 2:** Improve the quality and depth of data for increased usefulness
- Goal 3:** Enhance data use for greater effectiveness
- Goal 4:** Lead and influence practice for impact

The 2022-25 strategy marks a step-change in our aims and priorities as an organisation. Over the course of the three years, we will be taking a more proactive approach to our work, including targeted funder recruitment, increased sector engagement and leading on analysis and research.

### Priorities for 2022-2023

Our priorities for the first year of our strategy are as follows:

#### Goal 1: Increase relevant data available for informed decision-making

Our focus is on retaining and proactively recruiting funders in priority groups to fill gaps in key funders publishing and support more meaningful insights into UK grantmaking.

In 2022-23 this will be done through a proactive approach to Community Foundations and other larger local grantmakers and funders that provide grants to individuals.

We will also focus on streamlining the publishing process to make it more efficient for funders to publish their data, and enhance the guidance and support tools available to support funders to do so.

### Goal 2: Improve the quality and depth of data for increased usefulness

We have made significant progress over recent years in increasing the volume of grants data available, but more focus is now needed on improving data quality and timeliness.

360Giving will achieve this through automated communications and reporting to support timeliness of publication, providing a mechanism for grantees to request amendments on data published about them and through the implementation of potential geography and regranting changes from the working groups.

### Goal 3: Enhance data use for greater effectiveness

With more data available, we need to increase the number of people accessing the data to realise its impact. This will be achieved through development of our existing tools and developing new ways for people to access them and the data.

Our main focus of work in 2022-23 to enhance data use for greater impact will be to develop widgets to embed GrantNav/360Insights into funder and network websites, and the development of new event programmes to support people to have the skills to use data published in the 360Giving Data Standard.

We will also launch new partnerships and services to increase analysis and shared data use.

### Goal 4: Lead and influence practice for impact

We are aiming to increase the amount and variety of analysis we do proactively, and will publish more research ourselves.

We'll share learning with other organisations, including data, philanthropy and social sector organisations, and will share challenges and lessons – as well as successes.

We will grow our partnerships and our influencing and advocacy work to ensure a supportive environment for our work and open grants data.

### What's changed?

We're going to build on our previous successes, but this strategy also marks a step-change in several key areas:

- **More proactive and strategic** - We will have a greater role in sharing learning and a voice in advocating for good practice.
- **Process improvement** - We make it easier for funders to get started with publishing and to share and update data without relying on intensive support.
- **Changes to our business model** - Increasing the levels of earned income will support our longer-term sustainability, and new activities will be aligned to our strategic goals and will allow us to extend our reach and impact.
- **Increased focus on data use** - We are seeking a permanent shift in the culture and practice in how funding organisations view and use data.
- **Partnerships** - While we have always worked with others, we're looking to work even more collaboratively with more funder networks, sector bodies, corporate partners and associates to deliver this strategy.

## Key measures and milestones

Key areas from the strategy that we will focus on in 2022-23 so that we can build on our successes and achieve our goals include:

**Goal 1:** Increase relevant data available for informed decision-making

- 270 funders publishing grants data by end of March 2023 (March 2022: 225)
- 30% of funders publishing and updating independently (March 2022: 13%)

**Goal 2:** Improve the quality and depth of data for increased usefulness

- Implement three new categories or features into the 360Giving Data Standard

**Goal 3:** Enhance data use for greater effectiveness

- At least 33,000 unique visitors/users of 360Giving's data tools
- At least 100 people attend 360Giving's learning events

**Goal 4:** Lead and influence practice for impact

- Over 400 people read 360Giving's reports and analysis
- 60% of funders publishing their open grants data self-report using 360Giving data or analysis to inform decision-making

These are extracts from a much larger performance framework for our work. We continue to hold quarterly planning meetings to review our progress, discuss challenges and look at what we are learning.

## Principal risks and uncertainties

360Giving maintains a risk register to identify and record the principal risks we are exposed to and confirm that systems are in place to manage those risks. The Board, staff team, and Finance Committee review the risk register periodically, monitoring risks and, where possible, taking steps to mitigate them by ensuring management implements controls and obtains insurance where appropriate.

The main risks faced by the organisation are:

Risk	Mitigation
<p><b>Internal capacity Issues</b></p> <p>As a small staff team there is a risk that we will be spread too thinly or there is uneven workload for individuals.</p> <p>We have a lot of products and stakeholders with the diversity of earned income activities, workloads might become harder to manage.</p> <p>There is also a risk of loss of key staff – we have been significantly affected over the last two years by vacancies and staff turnover.</p> <p>There is also a potential capacity issue about our skills mix. The new strategy will place high demands on managers – both in balancing the managing versus doing (strategic and operational) and new skills to manage increasingly commercial requirements.</p>	<p>Invest in new project management processes and tools.</p> <p>Investment in CRM and information management to reduce dependency on individuals and impact of changes. Skills and knowledge sharing for short-term cover.</p> <p>Ongoing investment in staff development and wellbeing. Investment in leadership development.</p> <p>Ruthless prioritisation and more dynamic decision-making.</p> <p>Be quick to drop activities not performing as well.</p> <p>Acknowledging and investing in the change and culture management to support the earned income focus.</p>
<p><b>External dependencies</b></p> <p>More dependent on consultants and suppliers so harder to manage some of these changes in quality, timeliness and culture.</p> <p>Difficulty getting surge capacity – some of what we do is quite niche/specialist. We aren't always able to buy in the extra capacity when we need it</p>	<p>Tighter management of suppliers with a dedicated Product Manager role.</p> <p>Investment in project management processes – and prioritisation between projects. Understand when we may not be able to deliver a new activity and manage expectations.</p>

Risk	Mitigation
	Build relationships with suppliers. Develop a bank of potential associates in advance.
<p><b>Loss of grant funding</b></p> <p>Risks environmentally as there is less funding for infrastructure as many funders are prioritising frontline delivery – and several funders have closed their infrastructure funding (some temporarily while they review them).</p> <p>There are fundraising risks reflecting our maturity. Established things are sometimes less attractive than innovations.</p> <p>(Note: over £600k secured for 2022-23 by April 2022. The risks are about longer-term funding for 2023-24 onwards)</p>	<p>Applying early so if grant funding is not secured there is more lead time to change plans.</p> <p>Engagement of key funders in the strategy development process for buy-in and alignment.</p> <p>Trustee support with approaches to "cold" funders.</p> <p>Contingencies developed such as accelerating earned and partnership income quicker than original strategy plans or reducing outputs and outcomes.</p>
<p><b>Board Performance</b></p> <p>Changes to Board – Moving from founder Trustees and Chair to a completely new Board by November 2022. It can also take new Boards time to form independent effective working relationships.</p>	<p>Careful communications management about founder's change of role.</p> <p>Recruitment of a Chair already close to our stakeholders and our work.</p> <p>Governance Code review processes. Board Appraisal process. Robust policies and procedures. Induction processes.</p> <p>Board development to support effectiveness through the transition.</p>

## Financial review

### Results for the period

Total income for the period was £518,900 (2021 – £587,955). Total income included grants of £516,846 (2021 – £587,955), including unrestricted donations of £350,000 (2021 – £355,000) and monies received for specific projects of £162,846 (2021 – £232,955).

Expenditure totalled £606,450 (2021 – £508,392) resulting in an overall deficit of £87,550 (2021 – a surplus of £79,563), comprising a deficit on unrestricted funds of £13,194 (2021

– surplus £60,467), deficit of £19,556 on restricted funds (2021 – surplus £19,096) and the full disbursement of the brought forward designated fund of £54,800 (2021 - £nil). This was a planned deficit reflecting projects started in 2020-21, but not fully completed before the end of the financial year, including investment in tool development. These projects were completed by July 2021.

The charity's balance sheet at 31 March 2022 shows total funds of £177,209 (2021 – £264,759) split between unrestricted general funds of £149,989 (2021 – £163,183), designated funds of nil (2021 – £54,800) and restricted funds of £27,220 (2021 – £46,776). The charity's free reserves are equal to the balance of unrestricted general funds.

## **Reserves policy**

The trustees have a policy of ensuring that they hold in free reserves adequate funds to allow for the orderly wind-down of the charity should that ever prove to be necessary. The amount required for this is currently estimated to be £135,450.

At 31<sup>st</sup> March 2022, the level of the general fund or free reserves was £149,989 (2021 - £163,183), which exceeds the target reserves balance. The excess funds will be used to cover increased budgeted operating costs for the year ended 31<sup>st</sup> March 2022 arising from a higher staff complement and costs for the year 2022-23.

## **Going concern**

The trustees have assessed the position of the charity as a going concern in preparing this report and financial statements and have made this assessment in respect of a period of one year from the date of approval of these financial statements, based on the expected level of activity during 2022-23 and the first half of 2023-24 and income already secured. The charity had net current assets at 31 March 2022 and few recurring and fixed costs. The coronavirus pandemic has not hindered the charity's operations in any meaningful way. The trustees have concluded that there are no material uncertainties related to events or conditions that may cast significant doubt on the ability of the charity to continue as a going concern, and the charity will have sufficient resources to meet its liabilities as they fall due.

## **Fundraising**

The charity does not have any dedicated fundraising roles and does not undertake public fundraising activities. We adhere to the Code of Fundraising Practice with respect to the grants that we apply for and receive. No complaints were received during the year.

## Principal funding sources

We thank all our supporters, without whom our work would not be possible. Funders in 2021-22 were:

- Esmée Fairbairn Foundation
- Indigo Trust
- National Lottery Community Fund
- Paul Hamlyn Foundation
- Pears Foundation
- Tudor Trust

# Trustees' Report

## Structure and governance

### Legal Structure

360 Giving, operating under the name 360Giving, is constituted as a company limited by guarantee registered in England and Wales (number 09668396) incorporated on 2<sup>nd</sup> July 2015, and registered as a charity with the Charity Commission (number 1164883).

It is governed by a Memorandum and Articles of Association. The maximum liability of members in the event of a winding up is £10. At 31 March 2022 there were nine members who are all trustees and directors of the charitable company.

### Charitable Objects

The constitutional objects are restricted to the following:

The promotion of the voluntary sector for the benefit of the public by encouraging, supporting and assisting grant makers, grant recipients and funders to adopt an open online common standard for the reporting of grant information thereby assisting donors and funders to more effectively make charitable donations and to more effectively target their grant-making by identifying gaps in provision.

These are embedded in our vision and reflected in our strategy and activities.

### Public benefit

The Trustees confirm that they have complied with the duty in section 4 of the Charities Act 2011 to have due regard to the Charity Commission's general guidance on public benefit, 'Charities and Public Benefit'.

360 Giving's Board of Trustees regularly monitors and reviews the success of the organisation in meeting its key objectives. The trustees confirm, in the light of the guidance, that these meet the public benefit test and that all the activities of the charity, described in the Strategic Report, are undertaken in pursuit of these aims.

This report demonstrates how our activities during the year, and strategy, have delivered our charitable objects and demonstrates that the requirements to identify public benefit have been met. Our strategy and plans for 2022-23 show our commitment to continuing to deliver public benefit in the years ahead.

## **Appointment of Board members**

The Board of Trustees comprised nine Directors as at 31<sup>st</sup> March 2022. In accordance with the charity's Articles, new directors are appointed by ordinary resolution of the directors. Apart from the Founder Director, Francesca Perrin, all Directors are appointed for an initial tenure of three years, with the possibility of being offered one extension of a maximum of three years. There is no set period of office for the Founder Director/Chair. All Directors are required to sign a declaration of interests and confirm that they meet the requirements outlined in HMRC's guidance of fit and proper persons and Charity Commission Automatic Disqualification rules. They are subject to the same Terms of Reference and Code of Conduct. They are also covered by the organisation's disclosure policy, whistleblowing policy and privacy policy.

## **Trustee induction and training**

New trustees complete an induction programme with the Chief Executive and Chair before attending their first Board meeting to brief them on: their legal obligations under charity and company law, the Charity Commission guidance on public benefit, and inform them of the content of the Memorandum and Articles of Association, the committee and decision-making processes, the strategy and recent financial performance of the charity. Trustees are encouraged to attend relevant training and events that facilitate the undertaking of their role. The members of the Board of Trustees who served as trustees (and directors of the company) during the period and up to the date on which this report was approved were as follows:

- Francesca Perrin, OBE (Chair, to 5<sup>th</sup> July 2022)
- Fozia Irfan, OBE (Chair, from 5<sup>th</sup> July 2022)
- Geoffrey Chapman (Treasurer)
- Danil Mikhailov (Vice-Chair)

- Anna de Pulford (to 15<sup>th</sup> July 2021)
- Manny Hothi
- Farah Ahmed
- Jonathan Cracknell
- Bonnie Chiu (from 15<sup>th</sup> July 2021)
- Jo Kerr (from 15<sup>th</sup> July 2021)
- Thrisa Haldar (from 15<sup>th</sup> July 2021)

No trustee received any remuneration for their services during the period (2021 – none). Expenses of £60 were paid by the charity on behalf of one trustee for childcare costs relating to attendance at a trustee meeting (2021 – £90).

## **Role of the Board, management and decision-making**

The Board is responsible for setting strategy and the general management and supervision of the work of 360Giving.

A Chief Executive has been appointed by the trustees to manage the day-to-day operations of the charity. To facilitate effective operations, the Chief Executive has delegated authority, within terms of delegation approved by the trustees, for operational matters including finance and employment.

Trustees receive regular updates on the organisation’s activities and delivery. They meet quarterly at formal Board and Finance Committee meetings at which they review management accounts with forecast out-turn, the risk register and progress against planned deliverables. Trustees and staff interact regularly and specifically the Chief Executive meets regularly with the Chair.

In 2020 the organisation undertook a review of governance against the Charity Governance Code for large charities and implemented improvements to practice and documentation as a result. All elements of the code relevant to the organisation have now been applied, and reviewed in 2021 following the Board Appraisal process.

The 360Giving Data Standard is governed by a Stewardship Committee which is independent from the Board of Trustees, but makes recommendations to 360Giving and the Board. The Committee is directed and governed in line with its Terms of Reference. Committee members are appointed following an agreed process. It is their role to oversee and account for the appropriate and timely maintenance of the Standard, including what upgrades are required and the process for making them.

In January 2021 we commissioned an external review of the 360Giving Data Standard and its governance which was implemented in 2021-22, including an open recruitment of new members appointed in March 2022.

The Committee meets two to four times a year to discuss the Standard schema, look at how it is being used and consider any proposed changes or upgrades. This is a voluntary committee with representatives from grantmakers, users of 360Giving data and open data and standards experts.

## **Key management personnel**

The key management personnel of the charity in charge of running and operating the charity on a day-to-day basis comprise the trustees and the Chief Executive. The trustees receive no remuneration. The remuneration of the Chief Executive is set through analysing and benchmarking against the average rate paid in the sector.

## **Statement of Trustees' responsibilities**

The trustees (who are also directors of 360 Giving for the purposes of company law) are responsible for preparing the trustees' report and financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the income and expenditure of the charitable company for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable United Kingdom Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in operation.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Each of the trustees confirms that:

- so far as the trustee is aware, there is no relevant audit information of which the charity's auditor is unaware; and
- the trustee has taken all the steps that he/she ought to have taken as a Trustee in order to make himself/herself aware of any relevant audit information and to establish that the charity's auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006.

The trustees are responsible for the maintenance and integrity of financial information included on the charity's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

The above report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small companies. It was approved by the Board and signed on its behalf by:

A handwritten signature in black ink, reading "Francesca Perrin". The signature is written in a cursive, flowing style.

Francesca Perrin, OBE (Chair)

Approved by the Board of Trustees on 5<sup>th</sup> July 2022

# Independent Auditor's Report

## Independent auditor's report to the members and trustees of 360 Giving

### Opinion

We have audited the financial statements of 360 Giving (the 'charitable company') for the year ended 31 March 2022 which comprise the statement of financial activities, balance sheet, statement of cash flows and notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- Give a true and fair view of the state of the charitable company's affairs as at 31 March 2022 and of its incoming resources and application of resources, including its income and expenditure for the year then ended
- Have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice
- Have been prepared in accordance with the requirements of the Companies Act 2006

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Conclusions relating to going concern

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt

on 360 Giving's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

## Other Information

The other information comprises the information included in the trustees' annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information contained within the annual report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

## Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- The information given in the trustees' annual report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- The trustees' annual report has been prepared in accordance with applicable legal requirements.

## Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the trustees' annual report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- Adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- The financial statements are not in agreement with the accounting records and returns; or
- Certain disclosures of trustees' remuneration specified by law are not made; or
- We have not received all the information and explanations we require for our audit; or
- The directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the trustees' annual report and from the requirement to prepare a strategic report.

## Responsibilities of trustees

As explained more fully in the statement of trustees' responsibilities set out in the trustees' annual report, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

## Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud are set out below.

### Capability of the audit in detecting irregularities

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations, our procedures included the following:

- We enquired of management, which included obtaining and reviewing supporting documentation, concerning the charity's policies and procedures relating to:
  - Identifying, evaluating, and complying with laws and regulations and whether they were aware of any instances of non-compliance;
  - Detecting and responding to the risks of fraud and whether they have knowledge of any actual, suspected, or alleged fraud;
  - The internal controls established to mitigate risks related to fraud or non-compliance with laws and regulations.
- We inspected the minutes of meetings of those charged with governance.
- We obtained an understanding of the legal and regulatory framework that the charity operates in, focusing on those laws and regulations that had a material effect on the financial statements or that had a fundamental effect on the operations of the charity from our professional and sector experience.
- We communicated applicable laws and regulations throughout the audit team and remained alert to any indications of non-compliance throughout the audit.
- We reviewed the financial statement disclosures and tested these to supporting documentation to assess compliance with applicable laws and regulations.
- We performed analytical procedures to identify any unusual or unexpected relationships that may indicate risks of material misstatement due to fraud.
- In addressing the risk of fraud through management override of controls, we tested the appropriateness of journal entries and other adjustments, assessed whether the judgements made in making accounting estimates are indicative of a potential bias and tested significant transactions that are unusual or those outside the normal course of business.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements

or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities is available on the Financial Reporting Council's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditor's report.

### Use of our report

This report is made solely to the charitable company's members as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.

*Sayer Vincent LLP*

Judith Miller (Senior statutory auditor)

12 July 2022

for and on behalf of Sayer Vincent LLP, Statutory Auditor

Invicta House, 108-114 Golden Lane, London, EC1Y 0TL

# Financial Statements

## Statement of Financial Activities

### Year to 31 March 2022

	Notes	Designated Funds £	General Funds £	Restricted Funds £	2022 Total Funds £	2021 Total Funds £
<b>Income from:</b>						
Donations	2	-	350,000	-	<b>350,000</b>	355,000
Charitable activities	3	-	6,000	162,846	<b>168,846</b>	232,955
Other income		-	46	-	<b>46</b>	-
Interest received		-	8	-	<b>8</b>	-
<b>Total income</b>		<b>-</b>	<b>356,054</b>	<b>162,846</b>	<b>518,900</b>	<b>587,955</b>
<b>Expenditure on:</b>						
Charitable activities	4	54,800	369,248	182,402	<b>606,450</b>	508,392
<b>Total expenditure</b>		<b>54,800</b>	<b>369,248</b>	<b>182,402</b>	<b>606,450</b>	<b>508,392</b>
<b>Net income and movement in funds</b>	10	<b>(54,800)</b>	<b>(13,194)</b>	<b>(19,556)</b>	<b>(87,550)</b>	<b>79,563</b>
Transfers between funds	10	-	-	-	-	-
<b>Net income and movement in funds</b>	10	<b>(54,800)</b>	<b>(13,194)</b>	<b>(19,556)</b>	<b>(87,550)</b>	<b>79,563</b>
<b>Reconciliation of funds:</b>						
Total funds brought forward		54,800	163,183	46,776	<b>264,759</b>	185,196
<b>Total funds carried forward</b>		<b>-</b>	<b>149,989</b>	<b>27,220</b>	<b>177,209</b>	<b>264,759</b>

All of the operations undertaken by the charity during the above two financial periods are continuing operations.

The notes on pages 43 to 52 form part of these financial statements.

## Balance Sheet

At 31 March 2022

	Notes	2022 £	2022 £	2021 £	2022 £
<b>Current assets</b>					
Debtors	8	169		-	
Cash at bank and in hand		<u>221,825</u>		<u>313,619</u>	
		<b>221,994</b>		<b>313,619</b>	
<b>Creditors</b>					
Falling due within one year	9	(44,785)		(48,860)	
<b>Net current assets</b>			<b>177,209</b>		<b>264,759</b>
<b>Total net assets</b>			<b>177,209</b>		<b>264,759</b>
<b>Represented by:</b>	10				
Restricted funds			27,220		46,776
Designated funds			-		54,800
Unrestricted general funds			<u>149,989</u>		<u>163,183</u>
			<b>177,209</b>		<b>264,759</b>

Approved by the Board of Trustees of 360 Giving, Company Registration Number 09668396 (England and Wales), and signed on their behalf by:



Francesca Perrin, OBE (Chair)

Approved on 5<sup>th</sup> July 2022

The notes on pages 43 to 52 form part of these financial statements.

## Statement of Cash Flows

### Year to 31 March 2022

Statement of cash flows	Notes	2022 £	2021 £
Cash flows from operating activities:			
Net cash provided by operating activities	A	(91,794)	101,375
<b>Change in cash and cash equivalents in the year</b>		<b>(91,794)</b>	<b>101,375</b>
Cash and cash equivalents at the beginning of the year		313,619	212,244
<b>Cash and cash equivalents at the end of the year</b>	<b>B</b>	<b>221,825</b>	<b>313,619</b>

### Notes to the statement of cash flows for the year to 31 March 2022

A Reconciliation of net movement in funds to net cash provided by operating activities	2022 £	2021 £
<b>Net movement in funds (as per the statement of financial activities)</b>	<b>(87,550)</b>	<b>79,563</b>
Adjustments for:		
Decrease/(Increase) in debtors	(169)	7,000
Increase/ (Decrease) in creditors	(4,075)	14,812
<b>Net cash provided by (used in) operating activities</b>	<b>(91,794)</b>	<b>101,375</b>
B Analysis of cash and cash equivalents	2022 £	2021 £
Cash at bank and in hand	221,825	313,619
<b>Total cash and cash equivalents</b>	<b>221,825</b>	<b>313,619</b>

The notes on pages 43 to 52 form part of these financial statements.

# Notes to the Financial Statements

## 1. Principal accounting policies

The principal accounting policies adopted, judgements and key sources of estimation uncertainty in the preparation of the financial statements are laid out below.

### a) Basis of accounting

The financial statements have been prepared under the historical cost convention with items initially recognised at cost or transaction value unless otherwise stated in the relevant accounting policy note(s).

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102) (Charities SORP FRS 102), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Charities Act 2011.

Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy or note.

In applying the financial reporting framework, the trustees have made a number of subjective judgements, for example in respect of significant accounting estimates. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The nature of the estimation means the actual outcomes could differ from those estimates. Any significant estimates and judgements affecting these financial statements are detailed within the relevant accounting policy below.

The accounts are presented in sterling and are rounded to the nearest pound.

### b) Public Benefit Entity

The charity constitutes a public benefit entity as defined by FRS 102.

### c) Assessment of going concern

The trustees have assessed the position of the charity as a going concern in preparing this report and financial statements and have made this assessment in respect of a period of one year from the date of approval of these financial statements, based on the expected

level of activity during 2022-23 and 2023-24 and income already secured. The charity had net current assets at 31 March 2022 and few recurring and fixed costs. The coronavirus pandemic has not hindered the charity's operations in any meaningful way. The trustees have concluded that there are no material uncertainties related to events or conditions that may cast significant doubt on the ability of the charity to continue as a going concern, and the charity will have sufficient resources to meet its liabilities as they fall due.

#### d) Income recognition

Income is recognised in the period in which the charity is entitled to receipt, the amount can be measured reliably and it is probable that the funds will be received.

Donations and grants are recognised in the period in which the charity becomes legally entitled to the income, it is probable the income will be received, and that income can be measured with reasonable certainty. Income is deferred if the donor specifies conditions that the income is to be expended in a future period or where grants are awarded on an annual basis.

Income relating to commissioned projects is recognised in line with the performance of that project. Where income is received in advance of work having been performed the income is deferred to the extent that the work is yet to be undertaken.

Income relating to events is recognised on the date the event took place – and in the case of a series of events, the date the first event took place.

#### e) Expenditure recognition and the basis of apportioning costs

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to make a payment to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably.

All expenditure is accounted for on an accruals basis. Expenditure comprises direct costs and support costs.

Expenditure on charitable activities includes all direct and indirect costs (including support and governance costs) associated with furthering the charitable purposes of the charity through the provision of its charitable activities.

All expenditure is stated inclusive of irrecoverable VAT.

#### f) Fixed assets

Fixed assets worth over £2,000 will be capitalised.

For the purposes of depreciation, the anticipated useful life of 360Giving's assets are as follows:

<u>Type of Fixed Asset</u>	<u>Anticipated Useful Life</u>
Computer equipment	3 years
Office equipment	3 years
Furniture	5 years

360 Giving does not currently have any fixed assets worth over £2,000

#### g) Pension costs

The charity contributes to pension arrangements on behalf of its employees in to a defined contribution scheme. The cost of the contributions is charged to the statement of financial activities over the period in which the cost is incurred.

#### h) Taxation

Provision for corporation tax is not necessary as the company is a registered charity. No deferred tax provision is required.

Tax recovered from voluntary income received under Gift Aid is recognised when the related income is receivable and is allocated to the income category to which the income relates.

#### i) Debtors

Debtors are recognised at the settlement amount, less any provision for non-recoverability. Prepayments are valued at the amount prepaid. They have been discounted to the present value of the future cash receipt where such discounting is material.

#### j) Cash at bank and in hand

Cash at bank and in hand represents such accounts and instruments that are available on demand or have a maturity of less than three months from the date of acquisition.

#### k) Creditors and provisions

Creditors and provisions are recognised when there is an obligation at the balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably.

Creditors and provisions are recognised at the amount the charity anticipates it will pay to settle the debt. They have been discounted to the present value of the future cash payment where such discounting is material.

## l) Fund accounting

Unrestricted general funds are those funds which can be used freely to meet the charity's charitable objects.

Designated Funds are unrestricted funds that have been earmarked by the trustees for a specific purpose.

Restricted funds are monies raised for a specific purpose or restricted to a specific purpose by the donor. Expenditure on activities furthering these purposes is charged to the appropriate fund.

## 2. Donations

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	2021 Total Funds £
Grants				
Esmée Fairbairn Foundation	150,000	-	<b>150,000</b>	<i>150,000</i>
Indigo Trust	100,000	-	<b>100,000</b>	<i>150,000</i>
Tudor Trust	30,000	-	<b>30,000</b>	<i>30,000</i>
Paul Hamlyn Foundation	45,000	-	<b>45,000</b>	<i>25,000</i>
Pears Foundation	25,000	-	<b>25,000</b>	-
<b>Total Funds</b>	<b>350,000</b>	-	<b>350,000</b>	<b>355,000</b>

## 3. Income from charitable activities

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	2021 Total Funds £
Grants				
National Lottery Community Fund	-	162,846	<b>162,846</b>	<i>160,955</i>
Lloyds Bank Foundation	-	-	-	<i>30,000</i>
Equalities Data Project	-	-	-	<i>40,000</i>
Tudor Trust	-	-	-	<i>2,000</i>
DataKind UK	4,000	-	<b>4,000</b>	-
Other income	2,000	-	<b>2,000</b>	-
<b>Total Funds</b>	<b>6,000</b>	<b>162,846</b>	<b>168,846</b>	<b>232,955</b>

## 4. Expenditure on charitable activities

	Notes	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	2021 Total Funds £
Staff costs	5	161,375	99,916	<b>261,291</b>	250,376
Project and delivery costs		176,801	75,024	<b>251,825</b>	206,143
Comms and running costs		70,524	2,715	<b>73,239</b>	34,993
Governance costs	6	15,348	4,747	<b>20,095</b>	16,880
<b>Total expenditure</b>		<b>424,048</b>	<b>182,402</b>	<b>606,450</b>	<b>508,392</b>

Comms and running costs are the support costs of the charity and are made up of central administrative costs such as computers and software, banking costs, team expenses and communications costs that are not related to specific projects such as social media.

## 5. Staff costs

	2022 Total £	2021 Total £
Wages and salaries	219,201	210,560
Social security costs	24,640	22,385
Pension costs	10,463	9,840
Other staff costs	6,987	7,691
<b>Total staff costs</b>	<b>261,291</b>	<b>250,376</b>

The average number of employees analysed by function was:

	2022 Number	2022 FTE	2021 Number	2021 FTE
Charitable activities	<b>5.3</b>	<b>5.2</b>	5.3	4.7

One employee earned £60,000 - £70,000 during the period (2021 - one).

Key management personnel of the charity in charge of directing, controlling, running and operating the charity on a day-to-day basis comprise the trustees and the Chief Executive. The total employment cost of the key management personnel for the period was £77,856 (2021 - £75,736).

The charity trustees were neither paid nor received any other benefits from employment with the charity in the year (2021: £nil). No charity trustee received payment for professional or other services supplied to the charity (2021: £nil).

Trustees' expenses represent the payment of childcare costs totalling £60 (2021: £90) incurred by one trustee (2021: nil) relating to attendance at meetings of the trustees.

## 6. Governance costs

	<b>2022 Total £</b>	<b>2021 Total £</b>
Audit fee	6,300	6,000
Accountancy	13,735	10,790
Trustee expenses	60	90
<b>Total governance costs</b>	<b>20,095</b>	<b>16,880</b>

## 7. Taxation

360Giving is a registered charity and is therefore not liable to corporation tax on income derived from its charitable activities, as it falls within the various exemptions available to registered charities.

## 8. Debtors

	<b>2022 Total £</b>	<b>2021 Total £</b>
Prepayment	169	-
<b>Total debtors</b>	<b>169</b>	-

## 9. Creditors

	<b>2022 Total £</b>	<b>2021 Total £</b>
Trade creditors	32,501	18,722
Accruals	12,284	30,138
<b>Total creditors</b>	<b>44,785</b>	<b>48,860</b>

## 10. Funds

	At 1 April 2021 £	Income £	Expenditure £	Transfers £	At 31 March 2022 £
Restricted funds					
National Lottery Community Fund	41,826	162,846	(177,452)	-	27,220
Equalities Data Project	4,950	-	(4,950)	-	-
<b>Total restricted funds</b>	<b>46,776</b>	<b>162,846</b>	<b>(182,402)</b>	<b>-</b>	<b>27,220</b>
Unrestricted funds					
Designated – Development Fund	54,800	-	(54,800)	-	-
General funds	163,183	356,054	(369,248)	-	149,989
<b>Total unrestricted funds</b>	<b>217,983</b>	<b>356,054</b>	<b>(424,048)</b>	<b>-</b>	<b>149,989</b>
<b>Total all funds</b>	<b>264,759</b>	<b>518,900</b>	<b>(606,450)</b>	<b>-</b>	<b>177,209</b>

### National Lottery Community Fund

The fund comprises money received for the delivery of the 2019-2022 strategy and to support funders to become more adept at gathering, interpreting, and sharing high-quality data in order to facilitate more collaborative, effective and strategic grantmaking.

### Equalities Data Project

The fund comprises £20,000 received in 2020-21 from the National Lottery Community Fund and £20,000 from the Esmée Fairbairn Foundation, for the development of a taxonomy to record the equity of funding on behalf of the DEI Data Group and develop a DEI extension to the 360Giving Data Standard.

### Development Fund

In the final quarter of 2020-21, the organisation was particularly impacted by the pandemic, with vacancies, sickness, and home-schooling demands affecting our capacity and that of key partners. As a result, a number of key projects due to be completed in March 2021 had some of the external costs delayed until April and May 2021. These activities were well developed before year end and most had contracts in place committing to this expenditure. As result of these commitments, these funds were put aside in to a short-term Development Fund to more accurately reflect the financial position. These funds were spent in 2021.

## 11. Analysis of net assets between funds

	<b>General Funds</b> £	<b>Designated Funds</b> £	<b>Restricted Funds</b> £	<b>2022 Total Funds</b> £	<b>2021 Total Funds</b> £
Current assets	194,774	-	27,220	<b>221,994</b>	313,619
Creditors	(44,785)	-	-	<b>(44,785)</b>	(48,860)
Total	<b>149,989</b>	-	<b>27,220</b>	<b>177,209</b>	<b>264,759</b>

## 12. Liability of members

The charity is constituted as a company limited by guarantee. In the event of the company being wound up, the members are required to contribute an amount not exceeding £10.

## 13. Related party transactions

Francesca Perrin is the Chair of the Indigo Trust and Thrisa Haldar is the lead Executive. During the year £100,000 (2021 - £150,000) was received as a donation from the Indigo Trust.

Approaches for funding were made during 2021-22, and donations of £2,945 each were received in April 2022 from Turn2Us and BBC Children in Need, employers of Trustees Jo Kerr and Fozia Irfan respectively.

Bonnie Chiu became a Trustee in July 2021. Her employer, The Social Investment Consultancy, provided services to 360Giving between September 2020 and January 2021 before her appointment as a Trustee.

## 14. Prior year figures

SOFA year to 31 March 2021

	Designated Funds £	General Funds £	Restricted Funds £	2021 Total Funds £	2020 Total Funds £
<b>Income from:</b>					
Donations	-	355,000	-	<b>355,000</b>	<i>295,000</i>
Charitable activities	-	-	232,955	<b>232,955</b>	<i>205,284</i>
<b>Total income</b>	<b>-</b>	<b>355,000</b>	<b>232,955</b>	<b>587,955</b>	<b>500,284</b>
<b>Expenditure on:</b>					
Charitable activities	-	294,533	213,859	<b>508,392</b>	<i>476,969</i>
<b>Total expenditure</b>	<b>-</b>	<b>294,533</b>	<b>213,859</b>	<b>508,392</b>	<b>476,969</b>
<b>Net income and movement in funds</b>	<b>-</b>	<b>60,467</b>	<b>19,096</b>	<b>79,563</b>	<b>23,315</b>
Transfers between funds	54,800	(54,800)	-	-	-
<b>Net income and movement in funds</b>	<b>54,800</b>	<b>5,667</b>	<b>19,096</b>	<b>79,563</b>	<b>23,315</b>
<b>Reconciliation of funds:</b>					
Total funds brought forward	-	157,516	27,680	<b>185,196</b>	<i>161,881</i>
<b>Total funds carried forward</b>	<b>54,800</b>	<b>163,183</b>	<b>46,776</b>	<b>264,759</b>	<b>185,196</b>

## Fund movement year to 31 March 2021

	At 1 April 2020 £	Income £	Expenditure £	Transfers £	At 31 March 2021 £
<b>Restricted funds</b>					
National Lottery Community Fund	27,680	160,955	(146,809)	-	41,826
Equalities Data Project	-	40,000	(35,050)	-	4,950
Lloyds Bank Foundation	-	30,000	(30,000)	-	-
Tudor Trust	-	2,000	(2,000)	-	-
<b>Total restricted funds</b>	<b>27,680</b>	<b>232,955</b>	<b>(213,859)</b>	<b>-</b>	<b>46,776</b>
<b>Unrestricted funds</b>					
Designated – Development Fund	-	-	-	54,800	54,800
General funds	157,516	355,000	(294,533)	(54,800)	163,183
<b>Total unrestricted funds</b>	<b>157,516</b>	<b>355,000</b>	<b>(294,533)</b>	<b>-</b>	<b>217,983</b>
<b>Total all funds</b>	<b>185,196</b>	<b>587,955</b>	<b>(508,392)</b>	<b>-</b>	<b>264,759</b>

## Analysis of net assets between funds year to 31 March 2021

	General Funds £	Designated Funds £	Restricted Funds £	2021 Total Funds £	2020 Total Funds £
Current assets	202,593	54,800	56,226	<b>313,619</b>	219,244
Creditors	(39,410)	-	(9,450)	<b>(48,860)</b>	(34,048)
<b>Total</b>	<b>163,183</b>	<b>54,800</b>	<b>46,776</b>	<b>264,759</b>	<b>185,196</b>

# Reference Information

Board of Trustees	Francesca Perrin, OBE (Chair to 5 <sup>th</sup> July 2022) Fozia Irfan, OBE (Chair from 5 <sup>th</sup> July 2022) Geoffrey Chapman (Treasurer) Danil Mikhailov (Vice-Chair) Anna de Pulford (to 15 <sup>th</sup> July 2021) Manny Hothi Farah Ahmed Jonathan Cracknell Bonnie Chiu (from 15 <sup>th</sup> July 2021) Jo Kerr (from 15 <sup>th</sup> July 2021) Thrisa Haldar (from 15 <sup>th</sup> July 2021)
Chief Executive	Tania Cohen
Company Secretary	Tania Cohen
Charity name	360 Giving (Trading as 360Giving)
Registered and principal office	c/o Esmée Fairbairn Foundation Kings Place 90 York Way London N1 9AG
Company registration	09668396 (England and Wales)
Charity registration number	1164883
Auditor	Sayer Vincent LLP Invicta House 108-114 Golden Lane London EC1Y 0TL
Solicitors	Portrait Solicitors 21 Whitefriars Street London EC4Y 8JJ
Principal bankers	C Hoare & Co 32 Lowndes Street London SW1X 9HZ



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