LEAPING INTO THE FUTURE OF GIVING

Saturday 29th February 2020
HEALTH AND SAFETY INFORMATION

- No fire alarm drill is planned for today
- Fire exit doors
- Meeting point in the leisure centre’s car park
- Toilets
- Use of hand gels
WELCOME AND OPENING PRAYER

Rt Rev David Walker
Bishop of Manchester
Please say the opening prayer together:

Lord, we welcome You amongst us today and celebrate the gift of life that you have given us

We ask that You would open our ears so that we may hear your voice

Open our minds so that we may receive Your eternal wisdom

Open our spirits so that we may know Your leading and guidance

And open our hearts so that we may receive Your wonderful love

We ask all this in the glorious name of Jesus

Amen
CHURCH FOR A DIFFERENT WORLD

- Giving is changing
- Not the methods we want to receive donations
- Offering the methods donors want to use
- Not a 'silver bullet' solution
TACKLING THE ELEPHANT IN THE ROOM

• All of us talking about money and the importance of Christian giving
• Using theology
• Doing this positively in sermons, prayers and personal actions
• Promoting your Church's charitable work in its community
• Fundraising in your community to support your charitable activities
“As for those who in the present age are rich, command them not to be haughty, or to set their hopes on the uncertainty of riches, but rather on God who richly provides us with everything for our enjoyment. They are to do good, to be rich in good works, generous, and ready to share, thus storing up for themselves the treasure of a good foundation for the future, so that they may take hold of the life that really is life.”

Timothy 6:17-19
LEAPING INTO THE FUTURE OF GIVING

Saturday 29th February 2020
WHY GIVING IS SO IMPORTANT TO THE FUTURE SUCCESS OF YOUR CHURCH AND OUR DIOCESE

Canon Phillip Blinkhorn
Chairman, Manchester Diocesan Board of Finance
OUR DIOCESE

• It is a worshipping, growing and transforming Christian presence at the heart of every community
• It is made up of:
  ▪ 2.1 million people
  ▪ 415 square miles
  ▪ Over 300 Churches
  ▪ 33,300 adults on our Church electoral rolls
  ▪ 191 Church schools
  ▪ c. 59,000 pupils
GROWING

- Monday Mass, Holy Trinity in Shaw
- Huge growth in children and families attending
- Worship has been made more accessible and inclusive
- 40 minute service using Common Worship liturgy
- Aimed at all ages and those not used to attending a Church
NURTURING

• St Mary’s in Ellenbrook, Worsley
• Based on collaborative ministry using ALMs
• Responsibility for different areas – sick visiting, worship and Parish administration
• Rev Karen Hopwood Owen has encouraged the vocations of lay people
• They now inspire each other
SERVING

- St John’s Centre, Old Trafford
- A space for people of all backgrounds and all ages
- To learn, eat, share skills and have fun
- Recognised qualifications
- Supporting local families and children
- Well being activities
- Room hire
OUR FINANCIAL CHALLENGES

• Operating deficit of £1 million plus in 2019
• Decline in income from Parish Share and Parochial Church Fees
• Restructuring has already taken place
• Stipendiary clergy numbers we can afford in coming years
• Down to 175 by 2022
• Break-even budget by end of 2022
OUR ATTENDANCES CHALLENGE

The graph shows attendance from 2014 to 2018. The blue line represents regular attendance (sum 12 times per year or more), and the orange line represents total attendance (sum all attendance).
OUR INCOME AND COSTS CHALLENGE

Income and costs

- Congregation giving (sum)
- Parish Share received (from accounts)
- Clergy costs (stipend, NI and pension)
- Linear (Congregation giving (sum))

Year: 2014, 2015, 2016, 2017, 2018
Stipendiary numbers 2011 to 2022

<table>
<thead>
<tr>
<th>Year</th>
<th>Actual</th>
<th>Existing Ministry - plan</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>240</td>
<td>197.5</td>
</tr>
<tr>
<td>2012</td>
<td>238</td>
<td>195.5</td>
</tr>
<tr>
<td>2013</td>
<td>228.37</td>
<td>185.0</td>
</tr>
<tr>
<td>2014</td>
<td>224.70</td>
<td>175.0</td>
</tr>
<tr>
<td>2015</td>
<td>219</td>
<td>173.5</td>
</tr>
<tr>
<td>2016</td>
<td>214</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>206.9</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>201</td>
<td></td>
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<tr>
<td>2019</td>
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<tr>
<td>2020</td>
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<tr>
<td>2021</td>
<td></td>
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<tr>
<td>2022</td>
<td></td>
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</tbody>
</table>
WHAT DOES A CLERGY STIPEND COST?

- Increasingly, Parish Share contributions from Churches don’t cover their clergy costs
- Many Churches rely on a subsidy from the Diocese

<p>| | |</p>
<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Stipend</td>
<td>£26,331</td>
</tr>
<tr>
<td>National Insurance contributions</td>
<td>£2,159</td>
</tr>
<tr>
<td>Pension contribution</td>
<td>£9,876</td>
</tr>
<tr>
<td>Housing costs</td>
<td>£9,000</td>
</tr>
<tr>
<td><strong>Total average cost</strong></td>
<td><strong>£47,366</strong></td>
</tr>
</tbody>
</table>

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The Church of England

Diocese of Manchester
WHAT NEXT?

• It is possible to increase giving in our Churches
• The Church of England and The Diocese of Manchester will support you
• Training to enable your Church’s clergy and laity to be successful
• Using new and existing giving methods
• Implement ideas from today’s conference and learn from each other’s experiences

Commit to the Lord whatever you do, and he will establish your plans.
— Proverbs 16:3 —
LEAPING INTO THE FUTURE OF GIVING

Saturday 29th February 2020
Building a Generous Church

Jonathan de Bernhardt Wood
National Advisor, Giving and Income Generation
Galatians 5: 22-23

“…the fruit of the Spirit is love, joy, peace, patience, kindness, generosity, faithfulness, gentleness, and self-control.”
A Generous Theology

“I owe you more than my whole self, but I have no more, and by myself I cannot render the whole of it to you.”

St Anselm of Canterbury
A Generous Theology

“Oh, what is life, how do we live, what should we take and how much should we give?”

Johnny Nash
Impact – mission – vision – community engagement

Need – urgency – cause & effect – responsibility


Inspire – leadership – governance – vision and strategy – celebrate

Disciple – individual study – group study – preaching – retreat

Embed – services – new members – mission planning – cultural sensitivity

Trust – local church – diocese – national church

Activate – 21st century harvest – 1% more – boomerang offertory

Giving Practice

Generous Culture

MINT

IDEA
Jonathan de Bernhardt Wood
National Advisor for Giving and Income Generation
Tel: 020 7898 1540
Email: jonathan.dbw@churchofengland.org
Web: www.parishresources.co.uk
    www.parishbuying.org.uk
LEAPING INTO THE FUTURE OF GIVING

Saturday 29th February 2020
HOW THE DIOCESE OF MANCHESTER SUPPORTS GIVING IN ITS CHURCHES

Paul Bailey
Digital Giving Officer
"For I know the plans I have for you," declares the Lord, "plans to prosper you and not harm you, plans to give you hope and a future"

Jeremiah 29:11
1. GIFT AID LITE

- Gift Aid and GASDS claiming
- Donations management system
- Online inputting of gifts by Churches
- Free software access
- Claiming monthly or quarterly
- Parish Share and monies claimed
- Succession planning and training

- Works with new digital donation methods:
  - Donate Now buttons
  - Mobile phone app
  - Regular giving
  - Contactless and Chip and PIN donations
2. SUPPORT FOR ALL CHURCHES

- Up to date with statutory requirements
- Accurate and up to date guidance provided
- Advice on what is claimable (and what isn’t)
- Template Gift Aid and GASDS compliant paperwork
- Signposting to national, regional and local resources
- Newsletter and social media communications
- Sharing successes
- Diocesan envelope giving initiative
3. TRAINING FOR CLERGY AND LAITY

- Gift Aid and Gift Aid Secretary training
- Clergy training to speak about the need for giving
- Association of Church Accountants and Treasurers (ACAT) training
- Utilising National Church’s training resources (once launched)
4. CONTACTLESS AND DIGITAL GIVING

- Variety of Contactless and Chip and PIN providers
- 'Donate now' and 'Regular donate now' buttons for website and 'A Church Near You' use
- Focusing on Data Developments and Parish Resources
- Not one size fits all
- Running costs and transaction fees vary
- Ability to capture Gift Aid declarations or GASDS eligibility
- Available via Gift Aid Lite and Parish Buying
5. REGULAR GIVING

• Need to be a Gift Aid Lite member
• No cost to set up or install
• Optional annual increments (set by PCC)
• Increases giving in real terms
• Uses Direct Debit
• Transaction fee per donation
• Imported directly into Gift Aid Lite
• Fully resourced and promotional literature
REDUCING YOUR ADMIN BURDEN

• Donations imported directly into Gift Aid Lite (if you are members)
• Reduced counting of cash and cheques
• Fewer trips to the bank or Post Office
• Importing donations from digital statements
• Importing from/exporting to accounts software
• Diocesan weekly envelope initiative
WHAT NEXT?

• Consider joining the Gift Aid Lite scheme
• Already a member? Sign up to trial one of our new giving methods
• Diocesan weekly envelope scheme updates
• Chat to today’s speakers and exhibitors
• Learn from others in this Diocese and across The Church of England
• Pick one idea and implement it this year...
TODAY'S AGENDA

• 11.15 a.m.   Tea and coffee break
• 11.45 a.m.   Workshops start
• 12.15 p.m.   Move to second workshop room
• 1 p.m.       Lunchtime
• 2 p.m.       Workshops start
• 2.30 p.m.    Move to second workshop room
• 3.15 p.m.    Tea and coffee break
• 3.45 p.m.    Plenary address in this room
WORKSHOP DETAILS

- Workshops titles and rooms in your agenda
- Please go to the workshop you have signed up to attend
- Details are on display in the tea and coffee area
- Ask King's House or Diocese staff for assistance
- A lift is available, if required
- 15 minutes has been allocated between workshops
### MORNING WORKSHOPS

1. **Increasing legacy giving (60 mins)**
   - Helen Simpkiss
     - National Legacy and Funding Officer, The Church of England
   - **Seminar 1**
     - Ground floor

2. **Using My Giving Online - donations management and Gift Aid and GASDS claiming software**
   - Stephen Hendy
     - Managing Director, Data Developments
   - **Seminar 3**
     - Ground floor

3. **Delivering a successful giving campaign using ‘Giving in Grace’**
   - Steve Pierce
     - Director of Learning and Stewardship, The Diocese of Liverpool
   - **Auditorium Decking 1**
     - Second floor
| 4. | Maximising existing income - can my Church claim Gift Aid and GASDS on this? (Plus Q & A session) | Rob Bright and Neil Paterson  
Outreach/Repayments Team, HMRC | Auditorium Decking 2  
Second floor |
|---|---|---|---|
| 5. | Applying for a grant from the National Lottery Heritage Fund | Nathan Lee  
Head of Engagement, England - North, National Lottery Heritage Fund | Seminar 5  
Ground floor |
| 6. | Increasing giving annually using Direct Debits | Paul Bailey  
Digital Giving Officer, The Diocese of Manchester | Seminar 4  
Ground floor |
<table>
<thead>
<tr>
<th>Workshop</th>
<th>Speaker/Role</th>
<th>Location</th>
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<tbody>
<tr>
<td>1. Increasing legacy giving (60 mins)</td>
<td>Helen Simpkiss National Legacy and Funding Officer, The Church of England</td>
<td>Auditorium Decking 2 Second floor</td>
</tr>
<tr>
<td>2. Using the Open4Funding website to identify potential funders</td>
<td>Matt Godfrey Account Manager, Claire Whittaker-Smith Account Support Manager, Grants UK, IDOX</td>
<td>Auditorium Decking 1 Second floor</td>
</tr>
<tr>
<td>3. Contactless and Chip and PIN payments and donations in Churches</td>
<td>Stephen Hendy Managing Director, Data Developments, Jonathan de Bernhardt Wood National Advisor for Giving, The Church of England</td>
<td>Seminar 1 Ground floor</td>
</tr>
<tr>
<td></td>
<td>Using My Fund Accounting Online - accounts management software</td>
<td>Carrie Allen</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>Customer Service Advisor, Data Developments</td>
</tr>
<tr>
<td>4.</td>
<td></td>
<td>Carrie Allen</td>
</tr>
<tr>
<td></td>
<td>Launching a ‘friends’ group’ to support your Church</td>
<td>Liz Mullins</td>
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<td>Stewardship and Funding Advisor, The Diocese of Canterbury</td>
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<tr>
<td>5.</td>
<td></td>
<td>Liz Mullins</td>
</tr>
<tr>
<td></td>
<td>easyfundraising – shopping online and raising money for good causes</td>
<td>Roisin Lyons</td>
</tr>
<tr>
<td>6.</td>
<td></td>
<td>Partnerships Manager, easyfundraising</td>
</tr>
</tbody>
</table>
TODAY'S EXHIBITORS

• Please visit them and take away their leaflets
• Available at lunchtime and during the tea and coffee breaks
  – Finance and Gift Aid teams
  – HMRC
  – Data Developments
  – Parish Buying
  – Parish Resources
  – Envelope Systems
  – Association of Church Accountants and Treasurers
  – Greater Manchester Churches Preservation Society
LEAPING INTO THE FUTURE OF GIVING

Saturday 29th February 2020
PRINCIPAL SUPPORTERS:

- idox
- The Church of England
- The Diocese of Canterbury
- The Diocese of Liverpool
- The London Institute for Contemporary Christianity
- Parish Buying
- Parish Resources

Speakers and exhibitors:

- Association of Church Accountants and Treasurers
- Data Developments
- Envelope Systems
- easyfundraising
- Greater Manchester Churches Preservation Society
- HMRC
- Heritage Lottery Fund
SPONSOR’S MESSAGE

LEAPING INTO THE FUTURE OF GIVING

Ed Christian, Client Relationship Manager

29th February 2020

CCLA
CCLA & THE CHURCH OF ENGLAND

CCLA has been managing investments on behalf of the Church of England for 62 years

We are owned by our clients

Source: CCLA (as at 31 December 2019)

<table>
<thead>
<tr>
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<th>Total FUM</th>
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<tr>
<td>Clients</td>
<td>£2.5bn</td>
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<tr>
<td>DBF’s</td>
<td>£1bn</td>
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<tr>
<td>Parishes</td>
<td>£550m</td>
</tr>
<tr>
<td>Cathedrals</td>
<td>£550m</td>
</tr>
<tr>
<td>DBE’s</td>
<td>£58m</td>
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</tbody>
</table>
LEAPING INTO THE FUTURE OF GIVING

Saturday 29th February 2020
Generous Disciples...
Making a difference wherever we are
Generous

adj. 1: Free in giving or sharing
Emma’s Story
EXCELLENCE IN GIVING
- 2 CORINTHIANS 8:1-7 -
Disciple

/ˈdɪsəplaɪ(ə)l/
noun:
Learning to live the way of Jesus in our context at this moment
Frontlines
Clarity of Vision
Vision for Generosity

Local

Frontlines

Global
Generosity is infectious
Generous Disciples…
Making a difference wherever we are
LEAPING INTO THE FUTURE OF GIVING

Saturday 29th February 2020
CLOSING REMARKS AND CLOSING PRAYER

Helen Platts
Chief Operating Officer and Diocesan Secretary
“BE DOERS OF THE WORD, NOT HEARERS ONLY” (JAMES 1:22)

• Take action at your Church following today’s conference
• Speak to your neighbour about one action you are going to implement
• Write this down, and why you have chosen it, on your feedback and evaluation form
• Hand this in before you leave
THANK YOU

• Ecclesiastical Insurance and CCLA – for their sponsorship
• Today’s speakers:
  ▪ Bishop of Manchester
  ▪ Canon Phillip Blinkhorn
  ▪ Paul Bailey
  ▪ Jonathan de Bernhardt Wood
  ▪ Lyn Weston
• Workshop leaders and exhibitors
• King’s House Conference Centre
• Church House staff
• Simon Ambrose
• Attendees from across The Diocese of Manchester and other faiths
Please say the closing prayer together:

Lord, your word is a lamp to our feet and a light to our path.

Thank you that we can live in Your light and walk in Your truth.

May the things that you have revealed and thoughts that we have shared today dwell in our hearts and stir us to action.

We ask all this in the precious name of Jesus.

Amen.
PLEASE HAVE A SAFE JOURNEY HOME