When: Thursday 5 September, 10am-11.30am

Where: Zoom

Attendees:

**Cecilia Moynihan (Merton Chamber)**  **Victoria Steward Todd K&C Foundation**

**Lisa Robinson, Islington Giving**  **Rachel Wright, Harrow Voluntary Action**

**Louise Wilson, H&F Giving**  **Yodit Tesfamariam, Camden Giving**

**Sarah Watson (Hackney Giving)** **Caroline Cox (One Richmond)**

FUNdraising Collective

***Lisa shared the discussions from the ‘FUNdraising collective’ - a group of place based giving schemes who met in Nov/Dec 2023 to discuss work towards a joint bid.***

The discussion included examples of successful partnership working (Cornerstone, Diabetes UK, Tesco Partnership); top tips on partnership principles and recommending a Do’s and Don’t list for partnership working; ideas around areas of commonality for a focus area (e.g. PGM, mental health, employability and skills, and education); differences between inner and outer London boroughs; and businesses demonstrating social value.

The group agreed the next steps would be for London’s Giving to commission some research to establish a prospect list and get an idea of the focus areas that might be compelling to these prospects. Three questions were proposed (for further development) to guide the research

1. Which companies in London (or nationally) have significant contracts with London local authorities?
2. What are the basis principles around the social value requirements for government contracts?
3. What are the key needs / gaps in service London-wide that might bind a London’s Giving wide proposition?

Prospect Research

We explored current prospects that sit across the place based giving network:

|  |  |
| --- | --- |
| **Large Funders** | **Businesses** |
| GLA | Developers – British Land (Camden), Berkely Homes, Wates Construction (although they are all cutting their charitable giving), Peabody, Lendlease , Earls Court development |
| National Emergencies Trust | Google |
| National Lottery | Amazon |
| City Bridge Foundation | Barclays |
|  | Savills UK |
|  | Randox |

**A shared Prospect List is here (son the google drive for everyone to add to)**

**Potential approaches:**

* Managing funds on behalf of businesses can be difficult due to tight restrictions and unrealistic expectations. A fundraising campaign that raises unrestricted funding is much better (e.g. Winter Warmth Campaign)
* Organising 2-3 opportunities a year, to collaborate e.g. canalside clean up
* Develop a pipeline first – discussing top prospects is too difficult, until we’ve done the research
* Establish a google doc/folder or shared SLACK channel where we can share documents and information

**Risks to consider:**

* Establish who we will and won’t take donations from
* Establish dealbreakers – e.g. not supporting participatory grantmaking approaches

Next steps

Create a separate task and finish group to develop the joint lottery bid, and one to develop the joint corporate bid - these should be short sharp action meetings of no more than one hour. Start developing a corporate pipeline (here). Share notes about conversations with the National Lottery (here).

Next meeting

**Topic: Lottery bid sub group meeting**

Time: Oct 24, 2024 01:00 PM London

<https://us02web.zoom.us/j/81543139954?pwd=LlEmLOScaVfldbfXT8aywUPQn3JbaV.1>

Meeting ID: 815 4313 9954

Passcode: 409074

**Topic: Joint corporate bid group meeting**

Time: Oct 24, 2024 03:00 PM London

<https://us02web.zoom.us/j/83056381564?pwd=CApWbSoeCDPl5eFMsgOHH1P9vRGwa2.1>

Meeting ID: 830 5638 1564

Passcode: 525559