

# Fundraising for your Conference

Bethany Moreland Membership Fundraising Support Officer National Meeting 27 – 29 June 2024

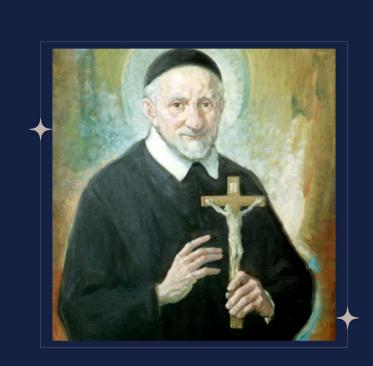
### Introduction

Our goal today is to provide you with some knowledge and tools to generate income for your Conferences.

In this session, we'll be:

- >Sharing ideas and strategies
- >Offering tips and best practices
- >Hearing from an active SVP fundraiser
- >Highlighting some new resources
- >Having an opportunity for discussion and questions

# Why fundraise?



"The spirit of God urges one gently to do the good that can be done reasonably, so that it may be done perseveringly and for a long time."

- ✓ To improve the lives of local people in your community.
- ✓To build community spirit and engagement.
- ✓ To provide your Conference with the financial means to demonstrate their faith in action by helping others.

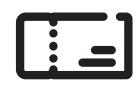
# Types of fundraising

- ✓ Events like Summer and Christmas fairs, coffee mornings, bingo nights, themed nights, sponsored walks
- ✓ Donations through online giving platforms such as JustGiving and Givestar
- ✓ Donations from pulpit appeals and second collections at Mass
- ✓ Support and sponsorship from local businesses
- √ Fundraising by local schools









# **Fundraising thoughts**

- ✓ Why do you need to fundraise?
- ✓ How much money do you need?
- ✓ How fast do you need the funds?
- ✓ Have you got a plan if you need to raise a lot of money throughout the year?
- ✓ Have you ever applied for a grant?
- ✓ Has your Conference ever benefitted from a gift in will?
- ✓ Are you new to crowd funding and online giving?
- ✓ Do you know about contactless donations?

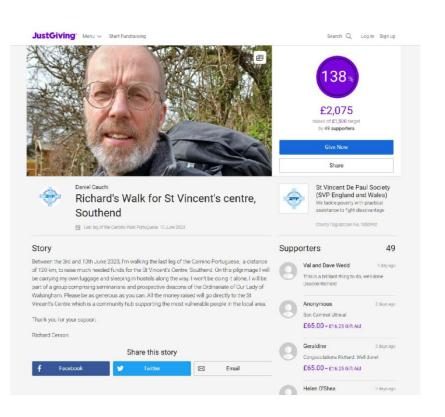


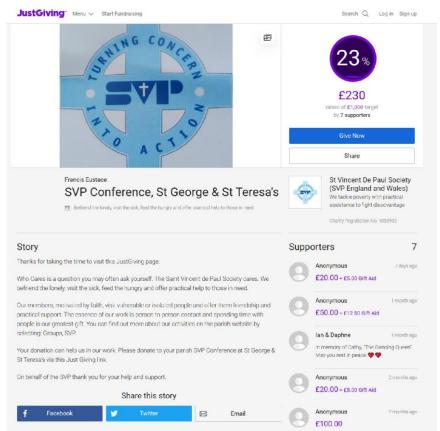
# Online Giving

# Online donate pages

JustGiving

GiveStar

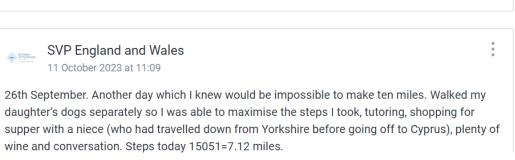


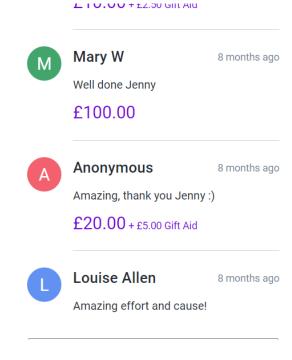


# Top tips for online giving pages

- > Make sure any JustGiving pages are named SVP and your Conference name, for example, SVP St Blaise Rees Way Conference (C090421)
- > A powerful cover photo with faces looking at the camera
- > Regular updates, e.g. distance covered in a sponsored walk
- > Personally thank supporters separate to the automated message
- > Multiple photos
- > Set an end date
- > Set a stretched target
- > Make the first donation







# Contactless donations

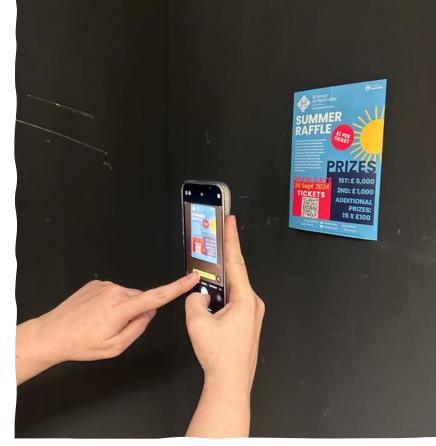
# From cash to digital

Contactless payments have increased by 30%.

Cash payments have declined by 35%.

Source: UK Finance

- >Local banks are closing branches
- ➤Online, tap on phone, card readers and QR codes are available
- ➤QR codes can be easily shared





### **GiveStar**



### **GiveStar**



### Tap-on-Phone

- Turn your mobile phone into a fundraising device
- Collect GiftAid on all donations
- Take donations up to £100 contactless (no limit for Apple and Google Pay)
- Branded campaign cards displayed on the mobile phone
- · Apple and Google Pay accepted
- Live donation data available
- Collect donor details and GDPR information

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# Recent experiences from using GiveStar

OPERATOR CLASSES ----

# **Kate Birkenhead**

### 





In-Person Event Created by RM Bethany Moreland



21 June 2024 at 19:30 to 22:00

Our Lady's Social Club, Stockport



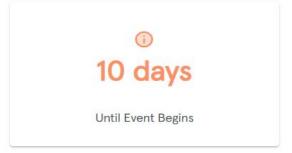




**ATTENDEES** 

MODERATOR VIEW





### **Tickets**

A Lively Musical Evening with The Mercy Brothers 🕅 ... £15.00 32 of 120

A Lively Musical Evening with The Mercy Brothers - ... CHILD ∺

£0.00

0 of 30

**QR Code for Event** 



### **Event details**



Doors open at 7pm for an 7:30pm start. The event will finish at 10pm.

Venue: Our Lady's Social Club, Flint St, Stockport SK3 8GE

UPDATE

Car park: the club does not have a car park. There are 30 parking spaces at Our Lady and the Apostles Church, 39 Shaw Heath, Stockport, SK3 8BD.

Nearest public car parks (5 minute walk): Armoury Street, SK3 9DU (61 spaces) and Newton Street, SK3 9DH (46 spaces). Both are free after 6pm, but please check

- Bar available
- Tombola @ 50p per dip
- Musical quiz with prizes



EDIT

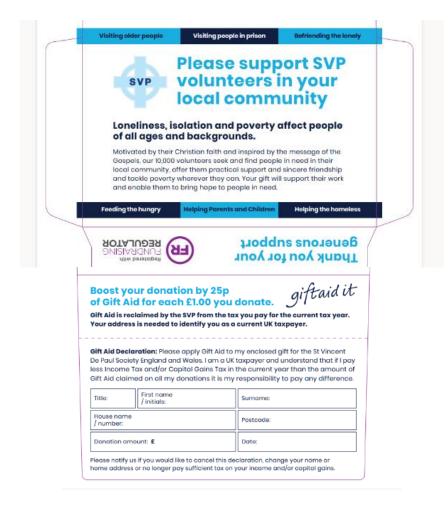
# Always remember

## To make sure to ask donors if they can...

giftaid it

Gift Aid can increase donations by up to 25% without costing the donor more, as long as they are eligible UK tax payers.

### Gift Aid envelope



### Gift Aid Declaration

Boost yo	Turning Concern into Action  Declaration Form our donation by 25p of Gift Aid for every £1 you donate. Gift Aid is
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Boost yo	
reclaime	our donation by 25p of Gift Aid for every £1 you donate. Gift Aid is
	, , , , , ,
Your add	ed by the SVP from the tax you pay for the current tax year.
	ldress is needed to identify you as a current UK taxpayer.
Gift Aid	declaration (Please tick below to indicate your agreement)
	K taxpayer and if I pay less Income Tax and/or Capital Gains Tax than ti t of Gift Aid claimed on all my donations in any tax year it is my sibility to pay the difference.
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our data processing are available from our website at www.svp.org.uk/privacy-policy

and a copy of our policy will be posted to you on request.

Please contact <u>fundraising@svp.org.uk</u> for resources.

### Restricted & Unrestricted Income

### Examples of restricted income

- Twinning, e.g. to raise funds for your Conference's Twin
- Appeals, e.g. to raise funds for a specific appeal such as a new community garden appeal
- Named items, e.g. if your Conference is wanting to purchase a piece of equipment such as heaters for a warm space project
- Specific project, e.g. to raise funds to go specifically towards vehicle running costs for your Conference's food distribution project

### Examples of unrestricted income

 General/non-specific fundraiser, e.g. to raise funds for your Conference to spend where most needed

# Saying thank you

- Thank you templates available to use
- ➤ Personalised thank you's
- ➤ Annual thank you event
- >Christmas cards
- ➤ Giving Tuesday appeal or event

### Dear Margaret,

Dad was brought up by the Sisters of the St Vincent de Paul order. It was his wish that any donations be given to the local St Vincent de Paul group as he witnessed the quiet way in which the local group supported anyone in need and he always supported them in any way he could.

Thank you so much for adding Dad's name to the Book of Dedication and for the prayers. This has given us great comfort.

# SVP Summer Raffle 2024

- >Another source of income
- >Unrestricted funds



- >Conferences receive 50% of ticket sales (minus net costs)
- >Attracts new types of supporters
- >You can request more books!

Please speak to **Liv** for more tickets or further information.



"Selling was quite easy, you just need to have an enthusiastic team and some very generous parishioners. Return the tickets on time and the finance team did the rest. As we had not even completed setting up our banking access, they helped transfer the funds and credit our SVP Conference with the 50%. We enjoyed the experience and are looking forward to the next SVP Summer Raffle."

Ruby, Conference President
Harrow South and Northolt Conference



"Last year our Conference sold £745 worth of Raffle tickets. Two thirds of these were sold by Conference Members to family, friends, neighbours and work colleagues. The rest within our Parish. With each Member doing their bit, it was surprisingly ease to surpass our target of £500. The accounting process was very simple, a one-page return form, the sale money taken direct from our Conference bank account and within six weeks around 50% credited back, which really made all our efforts worthwhile! It was even better as two of the tickets we sold won a £100 prize each. Maybe this year we'll get the big one!"

Paul, Conference President Holy Rood Watford Conference

# Community Grants

## National Lottery Awards for All



- Up to £20,000
- Can be spent over a 2-year period
- Currently a 16-week turnaround
- Conferences to contact <u>bethanym@svp.org.uk</u> before making any applications
- Awards for All factsheet available at the Fundraising stand

### **Success stories**

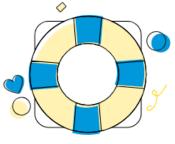
- A Conference applied for £5000 to run a lunch club at their community hall for people experiencing loneliness and isolation. Funding was used to buy furniture, tablecloths, cutlery and food.
- A Conference applied for £10,000 to continue some work supporting their local community with shopping vouchers, food parcels and home starter kits for emergency relocations.
- Can also be applied to for IT equipment, training, storage facilities, school uniform projects, and more.

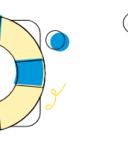
### **Acts 435**

- Up to two active applications at once
- Grants of up to £200 awarded
- Fast turnaround
- A good way to support other SVP Conferences
- Conferences to contact <u>bethanym@svp.org.uk</u> for details of how to become an **advocate**
- Acts 435 factsheet available at the Fundraising stand











A local church or charity becomes an Acts 435 partner

Partners post urgent needs on behalf of people in their community

Donors read stories of need and give through the Acts 435 platform

Partner contacts person in need and gives the item so desperately needed

### £200 needed for clothing and food

This family has turned to the St Vincent de Paul society for support, because they have found it challenging to access consistent assistance. With limited English proficiency and no access to public funds, they're currently depending solely on luck. We are urgently requesting your assistance with a food parcel and clothing for the family. Any support will be greatly appreciated.

### £200 needed for accommodation

We've received a referral from the Probation service for a gentleman who needs to transition from an unsafe living situation. He's currently unable to look after himself as he is recovering from a serious road accident that left him hospitalised in intensive care. We kindly request your help to provide him with a 4 night stay in a bed and breakfast while we work with other agencies to find a permanent housing solution.

### £200 needed for a washing machine

Our beneficiary has cerebral palsy and has a full time live-in carer, for which she is paying a substantial monthly contribution out of her benefits. She is awaiting a financial reassessment as her contribution costs have risen dramatically, but this is a long, drawn out process. To access the local area, our beneficiary has a car which she got via the Motability scheme; together with domestic bills it's a severe drain on her finances. Her washing machine is broken beyond repair, but she cannot afford to replace it. Can you help with funding a new one?

> Regional Community Foundations

>Supermarket community initiatives

> Rotary & Lions Clubs

>Local authorities



The SVP has internal funds which Conferences can apply to request extra financial assistance for those they seek to help or who are in the care of or guardianship of the SVP:

- ➤ Cost of Living Fund (replaced the Hardship Fund)
- >Di Mascio Innovation Fund

Conferences should approach their District and Central Councils before applying to any of the National Funds.

Application forms are available from National Office by emailing <a href="mailto:request@svp.org.uk">request@svp.org.uk</a> or by visiting the 'Apply for funding' page on the Members' area of the SVP website <a href="www.svp.org.uk">www.svp.org.uk</a>



# Farmfoods and Aldi gift card schemes

- A 20% discount is provided on all orders (Farmfoods only)
- No minimum/maximum spend
- Restrictions on alcohol, tobacco and gambling products
- Fast turnaround
- Conferences to contact <u>bethanym@svp.org.uk</u> for a guide to be sent
- Bethany Moreland must be copied into all applications







"I have access to the Farmfoods portal and have found it user friendly and easy to order the gift cards. To date, I have ordered £2,500 worth of gift cards which have been discounted by 20% and have cost us £2,050. This is a great scheme that enables us to increase the amount we can offer our beneficiaries. We currently help around 70 families and individuals in the Southport region."

Jim, Conference President and Treasurer Southport North Conference

### Cash4Coins

- Can make money from old coins and foreign currency
- 50% of the funds raised will go to your Conference
- No time limit
- Posters and labels can be provided
- Can use any box or bottle to start collecting
- Conferences to contact <u>bethanym@svp.org.uk</u> for resources to be sent

"Our Conference has had a good response to this appeal."

Ann, Conference Secretary

St Francis de Sales Hartley
Conference





# What is a gift in will?

A gift in will (sometimes referred to as a legacy) is a way of leaving something to a person, a group of people or charities after you die.

There are different types of gifts you can leave in a will, such as money, part of your estate, or belongings.

Many SVP Conferences have benefitted from these to start new projects to help their community or expand on the work they already do.

# How do Conferences benefit from gifts in wills?

#### Aileen Matthews Legacy

- -She was visited by the Sacred Heart Caterham Conference and left a 5 figure sum legacy
- -10 tablets for streaming parish services given to housebound parishioners who cannot attend physical services
- -3 family holidays in caravans





# King Louis XIII

St Vincent de Paul was summoned to the deathbed of King Louis XIII and stayed with the King for 3 days until he passed away. The works of the Congregation of the Mission received a legacy in the King's will. Several homes were built to care for 4,000 underprivileged children.



B Vincentius Ludovico decimo tertio morienti

# Resources and support

• Will Writing Guide: We have a comprehensive Will Writing Guide available for download on our website.

- Free Will Writing Service: To make this process even easier, we offer a
  free will writing service. You can register for this service through our
  website or by speaking to our Legacy Manager, Aisha, here today.
- Legacy posters and leaflets: these can be provided to display in your parishes.
- Why not hold an event at your Conference and invite your local solicitor and the SVP Legacy Manager?









New code coming January 2025

Our registered charity number **must** feature on all fundraising materials, both printed and digital **Registered Charity No. 1053992** 

- Read the SVP Fundraising Policy and Procedure.
- Read the SVP Trusts and Grants Fundraising Guidance Notes.
- Read the Awards for All Guidance Notes.
- All monies raised should be used for the purposes for which they were asked.
- Obtain necessary permits and licenses for events, raffles and on-street collections.
- All raffles and lotteries must comply with the Gambling Commission requirements and licensing arrangements.
- Follow all policies and procedures, remembering Data Protection regulations, ensuring you have consent from supporters.
- Thank your donors and keep them updated.

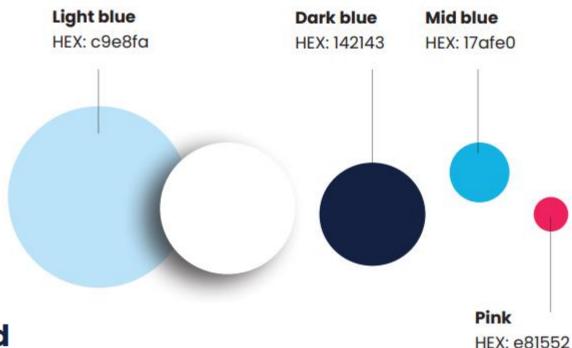
Please contact <u>fundraising@svp.org.uk</u> if you are unsure.

### **SVP Brand Toolkit**

#### **Visual identity**

A summary





Poppins Bold Italic

Poppins Regular
Poppins Italic



Romero House 55 Westminster Bridge Road London SE1 7JB

[Insert recipient name] [Street address] [Town/City, Postcode]

19 June 2024

Dear

Subject

Yours sincerely,

[insert name]

St Vincent de Paul Society (England & Wales): registered charity number 1053992 A company limited by guarantee in England and Wales 3174679



Headings: Headings should be sized-up in comparison to any subheadings or body copy and emboldened. Keep to the same size heading throughout.

#### Subheadings and stand-

firsts: Subheadings can be in bold or regular, however they should be distinct from both the heading and the body copy. As with headings, keep to the same font size for all subheadings.

Body copy: Body copy should always be in regular. The lowest font size should be 9pt.

Accents: Highlighting key text does not have to look busy. Chose one format to highlight text in each document and stick to it throughout.

#### Sudan has suffered a long history of conflict that has left behind a trail of destruction of unimaginable proportions together with untold human misery.

One country

Sudan is mainly home to Arabia-speaking Muslim communities, while in South Sudan there is no dominant culture. Here, there are more than 200 ethnic groups, each with its own language and traditional beliefs, together with Christians and Muslims.

A 2005 peace agreement later led to the formation of South Sudan in 2011. Then in 2013 a political power struggle in the new nation led to fierce fighting along ethnic lines exacerbating the mass exodus to the north of the country which had begun three decades earlier. As those who fled South Sudan into Sudan have never been granted refugee status, they are not eligible for help from the UN or other agencies, Perceived as outsiders, they suffer multiple disadvantage and daily discrimination and thousands live in makeshift camps with no fresh water supply. little food and an uncertain future.

torn in two by civil war 2 million people have been killed, 4.5 million displaced northwards, 2 million are living in the desert outside Khartoum and 100,000 orphaned and abandoned children have lived in this area for many years.



n South Sudan laced, 2,8 million are perately short of food and 6.2 million are in urger





Knowledge Hub fundraising course

>Fundraising forum

> Members fundraising pack



#### **Members Webinar**

**Raising Funds for your Conference** 

5 – 6pm Thursday 11 July 2024 Zoom

Register for your space by scanning the QR code below:





# Good luck with your fundraising and thank you for listening.

If you have any further questions, please visit us at the Fundraising stand.



## **Any questions?**

Please contact Bethany Moreland, your Membership Fundraising Support Officer:

Email: <u>bethanym@svp.org.uk</u>

Phone: 07708 873046 / 01274 513045

Fundraising team: <a href="mailto:fundraising@svp.org.uk">fundraising@svp.org.uk</a>

