

Registered number: 5824642

Charity number: 1122823

GLOBALGIVING UK
(A Company Limited by Guarantee)

TRUSTEES' REPORT AND FINANCIAL STATEMENTS
FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

GLOBALGIVING UK

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

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REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISORS

Trustees: Matthew Scott, (Board Chair) (resigned 30th April 2017)
Shawn D'Aguiar, (Board Chair) (appointed 30th April 2017)
Donna Callejon
David Edwards (resigned 30th April 2017)
Sian Williams (resigned 30th April 2017)
Deirdre McGlashan

Company Registered Number: 5824642

Charity Registered Number: 1122823

Registered Office: 6 Great James Street
London
WC1N 3DA

Company Secretary: BWB Secretarial Limited

Chief Executive Officer: Eleanor Harrison

Auditors: Prentis & Co LLP
Chartered Accountants &
Statutory Auditors
115c Milton Road
Cambridge
CB4 1XE

Bankers: Barclays Bank Plc
366 Strand
London
WC2R 0HS

Solicitors: Bates, Wells & Braithwaite
2 - 6 Cannon Street
London
EC4M 6YH

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016**TRUSTEES REPORT**

The Trustees (who are also Directors of the charity for the purposes of the Companies Act) present their annual report together with the audited financial statements of GlobalGiving UK (the company) for the year ended 31 December 2016, which are also prepared to meet the requirements for a directors' report and accounts for Companies Act purposes.

The financial statements comply with the Charities Act 2011, the Companies Act 2006, the memorandum and Articles of Association, and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standards applicable in the UK and the Republic of Ireland (FRS 102) (effective 1st January, 2015).

This Report covers the period April 2016 – December 2016 (9 months) as we have changed our financial year from April – March to January – December to align with our sister organisation, GlobalGiving Foundation in the USA and enable us to move to a global governance structure.

Structure, governance and management**a. CONSTITUTION**

The company is constituted under a Memorandum of Association dated 22 May 2006 and is a registered charity, number 1122823. The Memorandum of Association was reviewed and updated in April 2017 to enable us to move to a global governance structure.

GlobalGiving UK's charitable objects are to advance any purpose which is deemed to be exclusively charitable under English law.

Our principal activity to help achieve this is the running of the website GlobalGiving.co.uk, which enables individuals, companies and foundations to support a range of vetted charitable projects from all over the world. Donors to a specific project are automatically updated with the latest progress reports, therefore able to see the direct impact on the communities concerned. All charitable organisations are vetted before their projects appear on the website. We run online and offline volunteering, peer learning, training and data services to help our charity partners access additional important resources to improve their work and thrive.

b. METHOD OF APPOINTMENT OR ELECTION OF TRUSTEES

The management of the company is the responsibility of the Trustees who are elected and co-opted under the terms of the Articles of Association.

c. POLICIES ADOPTED FOR THE INDUCTION AND TRAINING OF TRUSTEES

The Board periodically invites nominations of new trustees. These are discussed and agreed at Board meetings depending on the strategic needs of the charity.

d. ORGANISATIONAL STRUCTURE AND DECISION MAKING

GlobalGiving UK is a company limited by Guarantee and a UK registered charity. Its sole member is GlobalGiving Foundation in the US. In the event of the company being wound up the member agrees to contribute an amount not exceeding £1.

The GlobalGiving.co.uk website is operated on behalf of GlobalGiving UK by GlobalGiving Foundation.

The Board of Trustees is responsible for the overall management of the charitable company. There are currently five trustees (two men and three women) in the financial period. To enable a successful migration to a global governance structure the UK Board was reduced to 3 members (one man and 2 women) on 30th April 2017 following substantive preparation and independent legal advice.

The names of the Trustees who served out during the financial year are set out among the table agreed here. Trustees meet quarterly, during which they review strategy and progress against annual plans.

Board approval is normally sought for any operational spending above £5000.00. Dual authorization is in place for all payments made by the Charity. The Chief Executive or Director of Operations must approve all payments made directly by the Charity. This includes approval for all disbursements made to partner charities.

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TRUSTEES REPORT

Other key financial controls include:

- 1) A Strategic plan and annual budget approved by the Trustees
- 2) Regular reviews of financial position and variances against budget
- 3) Delegation of day-to-day management authority and duties
- 4) Controls on individual expenditure decisions by the CEO and individual trustees

In the Financial Period GlobalGiving UK and GlobalGiving Foundation took pro-active, strategic steps to enable us to deliver an integrated, global platform for non-profits. Substantive planning and preparation work was done in readiness for updating the governance processes, systems and organisational structures in 2017. These changes should enable us to better achieve our vision and mission going forwards.

e. RISK MANAGEMENT

The Trustees regularly assess the risks to which the company is exposed, in particular those related to the operations and finances of the company, and are satisfied that systems and procedures are in place to mitigate our exposure to major and minor risks.

f. GOING CONCERN

After making appropriate enquiries, the trustees have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. For this reason they continue to adopt the going concern basis in preparing the financial statements. Further details regarding the adoption of the going concern basis can be found in the Accounting Policies.

PERFORMANCE REPORT FOR THE PERIOD APRIL 2016 – DECEMBER 2016

GlobalGiving is the first and largest global crowdfunding community for non-profits. We help non-profits anywhere in the world raise money for their important work.

Our vision is to make aid and philanthropy more democratic, transparent and effective. We have pioneered a model of bottom up development. We now seek to take this model to scale.

OUR THEORY OF CHANGE:

Citizens working in smaller non-profits do outstanding work without adequate recognition or resources.

Donors who donate their time and money to non-profits expect honesty and want feedback on the difference they are making.

Digital can positively disrupt the status quo. Digital space knows no geographic boundaries. It creates opportunities for new, diverse voices to be heard; and collects, stores and analyses information on a previously unimaginable scale from which all can benefit and learn.

We therefore use digital to connect citizens that is individuals, non-profits and companies as well. We give donors the opportunity to give with confidence to rigorously vetted non-profits all over the world. We give non-profits access to networks, resources – financial and human – and data. The achieved outcome is that funding flows more efficiently and more effectively than ever before.

In the period covered by this report, April – December, 2016 we focused on achieving three key outcomes to realise our vision. They were:

1. NON-PROFIT OUTCOME

To assist local, vetted non-profits to become self-sustaining, independent entities that thrive by, a) providing the means for them to raise more funding directly for themselves; b) demonstrating how they can become more effective, networked and learning organisations.

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2. DONOR OUTCOME

To provide the means and opportunity for donors to give their time and/or money with confidence to local, vetted non-profits anywhere in the world. To provide donors with choice, clear information and to receive honest feedback on the difference they are making.

3. DECISION MAKERS OUTCOME

To help them be more open, more responsive to the data, more sensitive to local needs, and more innovative in their development policies, practices and grant making.

In this financial period, we made progress in each of these outcomes. We directed more funding to smaller charities, alongside helping them access the information, tools and resources they need to improve their impact. We successfully encouraged more individuals, companies and foundations to give more money and skilled time to our non-profit partners and to get regular, honest feedback on the difference they were making. We engaged with decision makers across the political and economic spectrum and demonstrated how our technology and processes reduce transaction costs and increase transparency, accountability and effectiveness. These are important steps towards making systemic disruption of aid and philanthropy possible in the near future.

PERFORMANCE & PROGRAMMES APRIL- DECEMBER, 2016**HELPING NON-PROFITS****Summary**

- A transparent, cost-effective website, globalgiving.co.uk for information sharing and donations
- Robust due diligence and vetting of prospective and existing charity partners
- An honest and informed individual donor experience
- Fundraising Campaigns
- End to End Grant-making solutions (GG Grants) for companies and foundations
- Disaster relief and long term recovery support in humanitarian crises focused on support through local non-profits
- Mentoring programmes overseen by industry specialists and professionals
- Training and peer learning for smaller non-profits on all aspects of organisational development

Non-profit Programme Impact

Our target for the period Jan-Dec was to raise £2 million for our non-profit partners. We, in fact, raised £2.273 million in the period Apr-Dec working with 844 non-profits (in the FY1516 we raised £1,569,492 for 706 non-profits). This continues the YOY donation volume growth and non-profit partner growth throughout the period 2013 – 2017.

More exciting still, on average 7,592 unique donors gave a gift of £99 which, as far as the latest research indicates, is at the top end in terms of outstanding generosity.

We are pleased to see that we are also increasing our impact locally in the UK as well as globally. Of the above 844 Project partners, 195 were UK-based organisations.

Improving Visitors Online Experience

We continue to innovate and improve the online giving experience on the GlobalGiving platform for both desktop and mobile users to make it more user friendly and intuitive. This included strategic steps to optimise the giving experience for UK based donors through planning and preparation work to merge the existing GlobalGiving platforms into a single multi-currency giving experience – globalgiving.org. This work culminated in the launch of our beautiful new website on 10th January 2017.

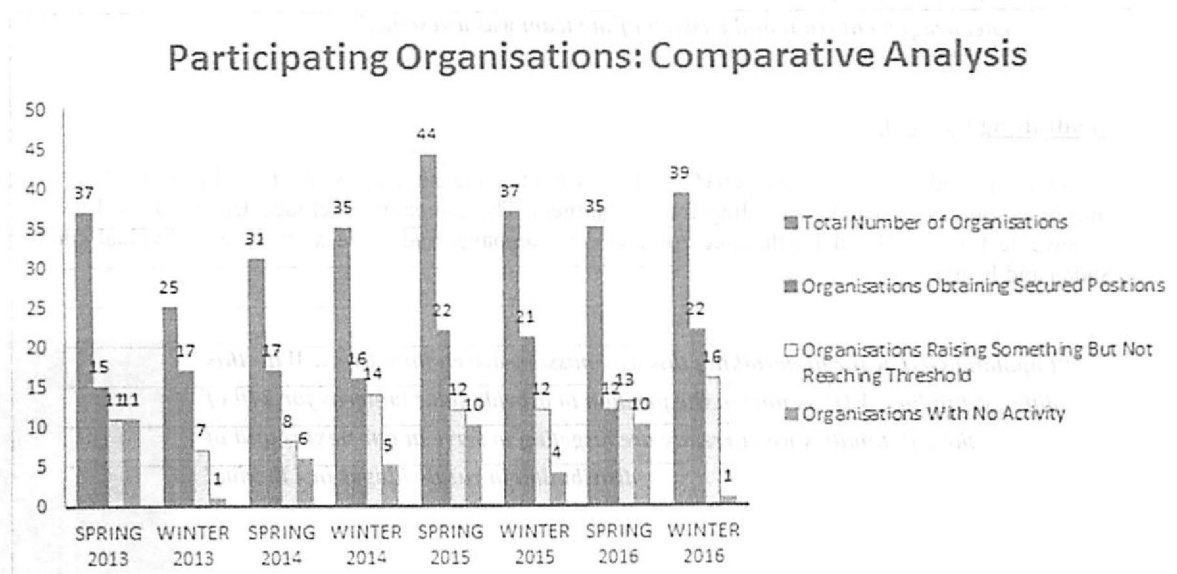
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Gateway to Crowdfunding Challenges 2016

We delivered two Gateway to Crowdfunding training courses and Campaigns in the FY to improve the fundraising and communications skills of smaller non-profits.

- In the Spring 2016 Gateway Challenge £76,146 was raised (excluding gift aid) for 25 smaller non-profits from 1,209 unique donors.
- In the Winter 2016 Gateway Challenge £110,798 was raised (excluding gift aid) for 38 smaller non-profits from 1,864 unique donors.



Comparative analysis of overall performance from participating organisations for the past 8 Challenges

To summarise the outcome of both Challenges:

- 100 organisations were approved for the Challenges;
- 74 organisations posted a project;
- 63 organisations raised money;
- 34 qualified and secured a position to become full members of GlobalGiving.

In total, £186,944 was raised from 3073 unique donors. As ever, feedback for both Challenges was very positive:

"We had never done crowdfunding before and would not have known where to start. Got plenty of great ideas and tips out of the training and allowed us to focus in the right areas and build confidence to try new things."



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"The course on social media and using email effectively was an eye opener and helped in promoting the campaign throughout. The impact on social media helped increase donations."



"The team were very supportive and it was a great advantage to have been in the UK when the meeting was held as it provided an opportunity to meet everyone face to face. The encouragement from and passion of the team was awesome."



umduduzi
Inspiring Care for Children

Fundraising Campaigns

During the period April-December 2016, we ran 14 fundraising campaigns. We raised £145,000 from corporates and other sources in matched funding for our partners. The campaigns included Bonus Days, Little By Little, Renewable Energy, Nepal Earthquake Anniversary Campaign and Syria as well as individual campaigns for Sudan and Haiti.

"I applaud GGUK for undertaking this as a mission-driven initiative... With this additional funding, VIP is now in the position to provide solar lanterns for 240 of the 336 families we currently are targeting to serve in our next round of distribution in rural villages in Liberia."



Notable campaigns included the Christmas Giving Campaign: with £163,529 raised from 1,820 unique donors for 450 non-profits and our Little by Little Campaign: with £41,745 raised from 516 unique donors for 157 non-profits.

These campaigns require excellent planning, communications with partners, technical support and customer service from our team. The continued success of our fundraising campaigns; in helping our partners to raise additional funds, expand their supporter networks and raise further awareness for their work in testament to our continued investment in testing new innovative approaches, listening to feedback and measuring short and long term results.

Disaster Relief

The power of digital allows us to report on and respond super-rapidly to fraught situations where aid is urgently needed. The power of GlobalGiving is that, more often than not, we are in direct contact with small organisations on the ground who best know what is needed and where it is needed. The power of the GlobalGiving digital network of donors is that they recognise themselves as citizens of a global village where what affects one affects the whole community, and so are quick to respond warmly and generously.

When an emergency arises, the GlobalGiving family, i.e. GlobalGiving UK and GlobalGiving Foundation as well as our wider family, work closely together to mobilise giving from individuals, companies and foundations. Our first concern is, of course, to respond to the immediate situation in raising monies to aid the relief work, but we are also strongly committed to being there for the long term when world interest has faded yet the work of rebuilding remains.

During the period covered by this report, the worst disaster continues to be the devastating civil war in Syria. However, the after-effects of the shattering earthquake of April 2015 in Nepal also still commands our attention as do other less well-reported tragedies.

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SYRIA

It is very difficult to be wholly objective about what has happened AND is happening in Syria. The issues are complex beyond measure. To those who have a heart, however, the facts speak loudest. Since the start of the conflict more than 200,000 have been killed. More than half of the country's 22 million citizens have had to flee their homes. More than four million have fled to neighbouring countries. And 7.4 million are displaced internally within the country itself, making it the largest exodus of refugees in more than two decades (UNHCR). The suffering is beyond belief.

We are doing what we can.

Our Syrian Refugee Relief fund supports life-saving assistance for those displaced by the conflict – both within the country and beyond its borders. We currently are supporting 42 on-going projects that cover every imaginable aspect, which include education, jobs and psychological support to the most basic requirements for human dignity, like reusable feminine hygiene products.

NEPAL

The earthquakes that struck in April and May, 2015 affected 14 districts across Nepal and caused the deaths of more than 8,000 people, widespread damage, and displaced 3.5 million of the population. Nearly two years on, support is still much needed to rebuild what was destroyed. In the immediate aftermath, the GlobalGiving community responded magnificently, raising £3.3 million to bring aid to those affected. And we continue with our support. To date, we have funded 87 projects in urban and rural areas throughout the affected districts. We have visited grantees through our Evaluation and Volunteer Visitors programmes to evaluate first-hand the impact our funding has made in improving lives, as well as to share learning and skills between our partners. Given the long-term nature of the recovery after such an overwhelming disaster, we are determined to continue our support for organisations in Nepal for at least another three years.

Evaluation Programme

The Programme was designed and piloted in 2013 to address the need of small grassroots organisations, with little funds, to be able to have access to an external audit, one-to-one support and practical guidance without having to pay large consultancy fees. The width of analysis, education and support is broad. Areas covered include GlobalGiving systems, fundraising, digital communications, staff and volunteer development, governance and accountability, finance and administration and other aspects of organisational management.

The programme is delivered by specially trained volunteers, called Project Evaluators, who spend four to five days with each partner, exploring in depth every aspect of their organisation. At the end of each visit, an audit report is produced which highlights areas of strength as well as areas for potential improvement.

The programme has proved not only very instructive, but also motivating and empowering for all who have participated, volunteers and project partners alike.

"We are pleased that GG is more than just a platform to fundraise, but that we receive support, inspiration and guidance on how to become better at it. Having a chance to spend a week with GG was one great example of what we like about GlobalGiving – you are there to support us, not to monitor us."
AdvocAid, Sierra Leone

"I absolutely loved the programme and found the training incredibly useful. I found the preparation incredibly thorough. We felt well prepared for the visits and felt we had the appropriate knowledge to apply in practice."
Lizzie, Project Evaluator

The 2016 Evaluation Programme, comprising of a cohort of ten trained volunteers, visited 19 organisations in six countries – India, Kenya, Myanmar, Nepal, Sierra Leone and Uganda.

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The results of the feedback surveys indicate that 14 out of 17 partners found it extremely or very useful to have GlobalGiving volunteers visit their organisation, with 3 out of 17 finding the visits useful. Feedback also indicates that 40% of the organisations directly referred to the opportunity of meeting GlobalGiving in person as a positive benefit of the programme; 33% specified they valued the opportunity to have an external, objective, audit review; 80% stated that the practical support provided by the visit was either extremely valuable or very valuable.

Small Charities Fundraising Training Programme

GlobalGiving UK, together with the Foundation for Social Improvement (FSI) and the Small Charities Coalition, was commissioned to design, promote and deliver a series of fundraising training interventions to benefit small charities (under £1m) in England. Briefly stated, the objective was to increase the capability of small charities to fundraise effectively, allowing them to generate more fundraising income. In practice, for GlobalGiving, this entailed improving the theoretical knowledge, practical skills and confidence of the charities' staff, volunteers and/or trustees in the area of digital fundraising, more specifically, crowdfunding. We know how effective online fundraising can be, yet many organisations are still digital-phobic and knowledge of crowdfunding and digital fundraising remains low among small charities in England.

Activities delivered by us took place between January and June 2016. They included 15 one-day workshops, four shorter workshops, six webinars and 48 one-to-one consultancy sessions. In addition, a set of freely available online resources designed specifically for small charities, Crowdfundamentals, was upgraded and distributed through strategic networks, online content marketing and social media.

The outcomes of our programme proved more than satisfactory:

- Crowdfunding knowledge improvement was self-reported by 88% of participants with the average increase from their baseline of 40%.
- Practical crowdfunding skills were demonstrated by 83% of participants with a 40% average improvement compared to their respective baseline.
- Improved confidence was measured among 86% of participants with a 40% improvement from their respective baseline.
- 98% would recommend GlobalGiving crowdfunding training to a colleague or peer.

"Another day of training please! My head is bursting with all the great things I have learnt"
Workshop Participant, Swindon

"The workshop helped us to understand how involved a crowdfunding campaign is, that was really helpful. It is not something that you can just decide to do, and a month later throw it out there and try and get something from it. The planned approach - before, during and after - was helpful... It was really professionally done, really interactive, it was a really well executed training programme that flowed well - it was very good, it was great!"
Ruth, Workshop Participant, Manchester

It is clear the small charity sector has both a need and desire to understand and successfully access new streams of funding for their important work. Crowdfunding and digital are a couple of the few growth areas for fundraising. Practical, action-oriented, training sessions resulted in demonstrable learning outcomes for the participants. For GlobalGiving, the programme provided an excellent opportunity to support more small charities across England to become sustainable in the long term. Our ambition is to further build upon this work in 2017 so as to reach more small charities, and support those who have begun their digital fundraising journey to be as effective as possible.

Local Charities Day 2016

On 16th December, 2016, the Office for Civil Society (Department for Culture, Media and Sport) launched the inaugural Local Charities Day to celebrate the work of local, small charities (i.e. under £1m). GlobalGiving UK was commissioned to run a series of online peer-led learning sessions on digital fundraising and crowdfunding and a practical, skilled volunteering event to help tackle organisational challenges.

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Through the support of the Office for Civil Society and our own funds we delivered:

- Three online peer-led learning sessions covering all aspects of crowdfunding
- One in-person skilled volunteering event in London for charities and volunteers
- One online micro-volunteering competition (7 days)
- One in-person crowdfunding workshop session at a CVS Funder Fair
- 257 training places were provided across activities with 136 unique charities benefiting
- 66 professional volunteers offered their expertise in person and online.

"The most valuable part ...was being able to access clear and concise information for an absolute beginner about how crowdfunding works."
Crossroads Care, Wokingham

"I got really amazing advice from both sessions on the day [skilled volunteers event]. I have received amazing ideas on diversifying income streams and how to devise an actual business strategy for the social enterprise"
Epic CIC

Outcomes for the day was very satisfactory. 80% reported a change in both their skills and knowledge as a result of the training.

From our point of view, we relearned the value of peer-to-peer learning. This goes one step beyond an expert trainer in that it allows people to share directly and receive advice based on the experience of others in a similar context.

The importance of in-person and online fundraising training was again re-emphasised. Many people feel they just need a *shot* of basic knowledge. Simple step-by-step guides to fundraising approaches, delivered online, offer an economic and time effective approach for participants to build new skills, understanding and confidence. Evaluation data show that demonstrable increases in these assets were achieved by the majority who joined an online peer-led training session.

Salesforce Charity Mentoring Programme

The programme aims to support small charities in the UK by connecting them with skilled business professionals who are passionate about making a difference. They bring their expertise to improve the marketing and business strategies, HR management, and IT strategies to help charities become better focused, more sustainable organisations who can look forward to the future with confidence.

That said, the programme is designed to be a two-way street. Its intention was also to work with the private sector to enhance their employees' understanding of the social sector, effective giving and leadership. Charity mentoring combines meaningful volunteering with experiential learning in a time efficient way.

The pilot programme was designed to run for six months, from January to July, 2016.

The evaluation report of the programme makes for interesting reading. For the 17 charity leaders selected to participate, the top three outcomes were as follows:

1. Leadership capability of charity leaders developed significantly as a result of professional mentoring. Every charity felt their mentor had improved their ability to plan strategically, with 85% reporting an improvement in staff morale and motivation. THE SAME percentage, 85%, also, reported positive developments in organisational purpose and clarity.

"I have a clear set of personal goals to work towards in the coming months, which I am confident will be useful for me, the department and the organisation."
The Karuna Trust

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"Having an external person ask you searching questions enables you to clarify your thinking and assumptions."

GENCAD

2. Organisational Capacity was improved across all areas. 77% reported improvement in their ability to attract and develop new corporate partnerships with 69% reporting improved donor communications.

3. Charity leaders benefited from new connections and improved their confidence as a result. The most significant increase in confidence related to fundraising. 77% reported they felt more confident to go out and raise funds. In some cases, the mentors went beyond their brief by offering additional support. For example, Senhoa Foundation were offered the opportunity to participate in an 'ignite' process to help gain a better understanding of its customers.

"The 'ignite' process ... is something they [Salesforce] normally only offer their top accounts and this will be the first time they have run it for a non-profit organisation, so it is an extremely exciting opportunity for us! The process does not end after the workshop, but will continue over the coming months. We will be given the opportunity to run another workshop in six months time; a strategic plan will come from the day and we will be given access to Salesforce products and Salesforce team such as Architects and Systems Engineers to potentially build a sales platform for us if we want this. (All for free!)"

Ruth, Senhoa Foundation

For the 17 mentors recruited and selected, the three key outcomes were as follows:

1. Salesforce mentors significantly developed their knowledge and awareness of the social sector. All participants developed their understanding of the challenges faced by small charities. They also appreciated the work of small charities which led to an improvement in their trust of such organisations and a desire to deepen their involvement.

2. Mentor capability, leadership and transferable business skills developed significantly. All reported positive development in their ability to understand other perspectives – a valuable business skill. They all reported their coaching and mentoring skills had improved, with half reporting a significant improvement. 69% reported considerable development in their leadership skills and their subsequent ability to motivate and inspire their own teams.

"[It was great] to see results of my advice implemented quickly and the progress have a significant impact on the charity."

Mentor, Falcon Support Services

3. Mentors markedly improved their sense of wellbeing and job satisfaction. All participants reported improved wellbeing from being given the time and opportunity to utilise their skills to support a charity in their work. Everyone also said the programme had increased their job satisfaction, not least because they enjoyed the chance to have a genuine and substantial contact with a charity and seeing the benefit they could make beyond monetary donations.

"[I particularly liked making] a real difference and I personally got a lot from it."

Mentor, Hope International

Overall, this pilot programme proved a success, showing positive results for both charities and Salesforce employees. Charities were able to build their organisation's capacity across a variety of areas; employees improved key business skills as well as developing their own leadership capacity through the experience of operating in wholly new environment. We hope to build on this success in future.

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2. DONOR OUTCOME

Giving Money

Confidence in charities is ever susceptible to the openness, honesty and transparency of those who operate in the non-profit sector. If ever one crosses the line, the media is, rightly, all over the transgressing organisation. Unfortunately, however, the printer's ink tends to smudge the whole sector. It is vital that we, as a charity, give our donors every confidence in our organisation, in our structure, in our accountability, in our honesty and transparency, and in the thoroughness of the vetting to which we subject all our partners.

THE FIVE STEPS TO RADICAL TRANSPARENCY WE RECOMMEND:

1 Ask difficult questions. What do the people you serve *really* think of your non-profit? Do they think your organisation could improve? What biases do you bring to your work? There are endless questions you need TO challenge yourself with regularly.

2. Align your values with your actions. Values will become more, not less, important in future philanthropy. What are the core values at your non-profit? How do you demonstrate those values every day?

3. Always be open. Donors and the people we serve deserve to know how we collect money. How we spend it. How we report on it. And how we learn to spend it better. Be honest about the complexities of making a difference in the world.

4. Experiment. If something isn't working, be open to new approaches, and invest in systems and processes that allow everyone to be more engaged problem solvers. Be imaginative. Be radical. Investigate new methodologies.

5. Collaborate. It's common sense! Treating donors, those we serve, our non-profit peers, and our funders as equal stakeholders and information owners can only strengthen philanthropy.

Performance

In the financial period April to December 2016, 7,592 unique donors donated on globalgiving.co.uk (9,948 Apr 2015 – Mar 2016). This does not include those giving through our fundraising partnerships with other platforms. 721 of these donors were supporting multiple organisations and projects on GlobalGiving.

In the Financial Period, we successfully engaged with 39 companies and seven foundations. We provided due diligence and vetting services, grant management, training and capacity building services, CSR consultancy and GlobalGiving Gift Cards amongst other activities. This included working with Nokia, Facebook, White Stuff Foundation and Trip Advisor.

We are an innovative advisor, programme designer and grant-maker. We seek to collaborate with the funder, identify their strategic interests and agree outcomes that are mutually beneficial for the funder and non-profit benefiting. For example our dynamic partnership with Nokia entered its third year. Together we have designed innovative employee engagement grants. Grantees are selected based on agreed criteria and intended development outcomes. Global Nokia employees are engaged in deciding how the total funding available is split between grantees through an online voting competition based on short videos highlighting the need and practical solution offered by the project partner (with links to further information). GlobalGiving supports with video creation and editing, campaign communications, grant management, budget monitoring and reporting back to Nokia employees on the project progress. The programme is iterative in design with changes and improvements made each year to further increase employee engagement and impact.

Nokia employees receive direct updates from the field for the projects they invested in to ensure direct meaningful connections are built between employees and non-profits. Non-profits who are selected to participate were delighted.

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**"WOoooooooooooooooooWWWWWWWWWWWW!!!!!!!!!!!!!!!!!!!!!! This has been the best piece of news in 2017!
I am totally (pleasantly) shocked and the guys who helped us make this first ever video are jumping up and
down like kids!...THANK YOU GG SO MUCH FOR ALL THE ADVICE AND EFFORT TO MAKE OUR
PRESENTATION AS BEST AS POSSIBLE!!!!!!!!!!!!!!
Ljiljana Vasic, Director, Pomoc deci, Serbia**

We also work closely with High-Net Worth Donors and Business Entrepreneurs – helping them to achieve a greater impact with their resources. For example we continued an exciting partnership in the financial year with a wonderful philanthropist to support grassroots non-profits in the UK, India and East Africa (Kenya, Tanzania, Uganda, Rwanda, Burundi, South Sudan, Ethiopia). We were able to facilitate grants totalling £536,898 to 49 of our non-profit partners as a result.

This Community Grant Scheme was tailored to meet the particular interests of the donor and to keep overheads to a minimum by capitalising on existing GlobalGiving systems. It is the sort of project we relish and for which we are exceptionally suited given the power of our digital reach and wide scope of our project partners.

***I received the exciting news about the £12,553 Community Development Grant awarded to Transform Africa...On behalf of the communities we support in Mityana and Mubende Districts to have increased access to Safe Clean Water for drinking and agriculture and livestock farming, I would like to thank you and the GlobalGiving Team for the invaluable support you are giving us to raise funds to support our work. Through you, we would also like to express our heartfelt appreciation to the incredible Funder for the generous grant which will significantly contribute to our efforts to improve the quality of life among poor and disadvantaged communities in Uganda.
Charles Kazibwe, Transform Africa***

Giving Time

GlobalGivingTime is an online volunteering platform that matches specific tasks to volunteer skills and specialities. Projects are posted online by non-profits to be responded to by self-elected volunteers, drawn in the main from corporates and public sector. Projects can be anything so long as it is a task that will not require more than a couple of hours to resolve. Most projects are in areas such as communications, public relations, marketing, branding, website development, human resource and strategic planning. City Bridge Trust provided valuable funding in the period to help us provide many more opportunities for London charities to benefit from this platform and the companies we work with.

During the financial period covered by this report:

- 113 new non-profits joined GlobalGivingTime (compared to 61 in 2015)
- 779 volunteers joined GlobalGivingTime (compared to 339 in 2015)
- 218 challenges were posted (153 in 2015)
- 1,274 answers provided by volunteers (437 in 2015)
- We ran 6 GivingTime workshops for 144 employees and 20 charities

***"Easy to use, easy to help. I love GGTIME!"
Volunteer***

Mentoring

We have already gone into some detail concerning the pilot mentoring programme we organised in conjunction with Salesforce. In addition, we continue to manage a similar programme, Route to Good, in partnership with corporate partner, Dentsu Aegis Network. This is a 12-month in depth communications mentoring and leadership programme that has been running successfully for over two years now.

Our numbers for the year were:

- 53 non-profits benefited from our mentoring programmes
- 98 corporate volunteers benefited
- 860 volunteer hours (ascribed a monetary value of £26,000)

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

TRUSTEES REPORT

Office Volunteers

In the period, 72 volunteers gave their time, skills and knowledge to GlobalGiving UK, allowing our lean staff the time to achieve great things with our non-profit and corporate partners. Their skills, expertise and knowledge, their wit, humour, boundless enthusiasm and optimism added considerably to creating a happy environment in the office.

The monetary value of their time to us equates to £61,368.

"There is always a great diversity of people coming through the door as different individuals work on different days. So you never know quite what to expect. GlobalGiving, as an organisation, is great to volunteer for as you are not learning about one charity but also the hundreds who are their project partners."

David, Volunteer

3. DECISION MAKERS OUTCOME

As mentioned, we worked closely with the Office for Civil Society at the Cabinet Office to deliver the Small Charities Fundraising Training Programme. We also worked in partnership with the Office for Civil Society again after it relocated to the Department of Culture, Media and Sport to help make a success of the inaugural Local Charities Day.

We have also been privileged to work with Big Lottery Fund (BLF) to work more closely with five grassroots partners in Nepal engaged in building resilient communities within those areas devastated by the earthquakes of 2015. Alongside needed financial investment for our partners we are also collaborating with Big Lottery Fund to demonstrate the power of our peer learning networks in strengthening organisational capacity for the long term.

The planned outcomes of our work include:

- **Local Non-profit Grants:** Grants (total funds: £136,090) to five locally-led, established Nepalese non-profits to deliver citizen-informed projects to 18,500+ people over a 12 month period supporting affected communities with immediate needs and long term development.
- **Peer Learning Network Nepal:** 13+ organisations working in Nepal (5 GlobalGiving grantees, Big Lottery Fund Nepal grantees and other local Nepalese groups) will be offered access to facilitated, formal and informal learning opportunities (in-country and online) delivered with/by non-profit peers and experts focused on organisational capacity, effective programme delivery and citizen engagement helping these ORGANISATIONS become self-sustaining independent entities that are learning, curious and engage citizens to improve their communities
- **Citizen Feedback Loops:** Five GlobalGiving partners supported to collect structured citizen feedback on their experience of the earthquake recovery, before, during and after the funded 12 month project activities have been delivered in their community. Local organisations will be supported to collect community data, analyse and use it to deliver effective projects and disseminate findings within their communities.

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

TRUSTEES REPORT

Our work in the first few months of the programme has included:

GRANT MANAGEMENT	PEER LEARNING NETWORK	CITIZEN DATA & EVIDENCE
<p>Signed Partnership Agreements, agreed reporting and set up grants ☐</p> <p>Visited all grantees in- country and completed in-depth organisational audits ☐</p> <p>Supported local grantees to develop M&E & baseline data plans ☐</p> <p>Grantees started project activities ☐</p>	<p>Organisational self-assessments completed for all BIG Nepal Earthquake grantees</p> <p>Facilitated 3 full day workshops in Kathmandu focused on peer-led learning (October)</p> <p>Remote facilitation of peer network meeting (December)</p> <p>Hosted online session on 'Building an Organisational Learning Culture'</p>	<p>Community feedback workshop session for grantees covering methodologies and practical application</p> <p>Started to build network through which evidence, dialogue and learning will be shared</p>

Case History: Accountability Lab's Citizen Helpdesk

Accountability Lab's Citizen Helpdesk is working with citizens in four earthquake affected districts. They have recruited and trained local volunteers as Community Frontline Associates (CFAs); who then host and attend community meetings and radio shows giving a voice to local people's needs and helping them to solve issues. In the period they reached around 8,000 people in Nuwakot, Dhadjinh, Sindhupalchowk and Kavrepalanchowk.

To put this work into a single human story:

"In late November 2016, a Citizen Helpdesk associate, Naniram Nepal conducted a community meeting at Irkhu, Sindupalchowk. Present were the local people, other stakeholders and also the Chief District Officer (CDO). Among the issues raised was one from a single woman, Sunita, who stated that she had not received her citizenship card that, among other limitations, meant she was ineligible to receive funding from the government to renovate her house after the earthquake. In front of everyone the CDO promised to provide her with the necessary card. In the event, he needed a lot of prompting. Keeping in communication with Sunita, Naniram pestered the CDO until, at last, two months later the citizenship card was finally in Sunita's hands, and she could at last apply for funds to restore her property."

Accountability Labs Nepal

Sustaining Ourselves - Our fee & earned income services

GlobalGiving UK has A mixed income business strategy to cover our costs. This is to ensure we are able to sustain income for planning, innovation and high quality service delivery.

Excluding funds raised on our platform for our non-profit partners we earn approximately 70% of our income through corporate advisory services, employee engagement programmes, delivering training and through our fee. Grants and individual donations contribute the remaining 30%.

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016**TRUSTEES REPORT**

We charged a maximum fee of 10% per donation inclusive of card transaction costs on the platform during the period. We believe in being as transparent as possible and our fee helps to cover our due diligence and vetting process – going above and beyond the UK Charity Commission standard. Our sector leading systems ensure that donors receive regular updates from the projects they have supported; enabling them to follow the impact of their donations.

Every non-profit we work with is offered training and learning opportunities to help them build their financial sustainability, digital communications and other aspects of organisational development. We built GlobalGiving Rewards to nudge organisations towards further learning, curiosity and engagement as we believe this results in improved work on the ground. This includes a Fail Forward Series to encourage openness amongst our partners on failure.

Our regular curated fundraising and matching campaigns further incentivise donors.

Alongside continuous investment in our platform – for the benefit of all the non-profits we work with; our fee helps fund this work. Through this we hope to achieve our mission of a fairer, more transparent and effective aid and philanthropic system.

The fee on donations made on the website accounted for 34% of our operational income in the financial year (36% in previous period).

Conclusion: Scaling a bottom up model of development

In the previous FY we referenced our intention to work more closely with our sister charity, GlobalGiving Foundation (based in Washington DC), as part of our efforts to scale our work and impact.

As aforementioned in 2016 we invested considerable time, energy and resources in building an integrated, multi-currency platform for non-profits, donors and companies around the world. This included changes in governance, organisational structure, management and other processes to enable us to effectively work as a truly global organisation.

We are delighted that this work was successful and the new platform, with tax deductible benefits in USD and GBP, was launched on 10th January 2017.

GlobalGiving pioneered crowdfunding as a new tool in helping non-profits access the resources they need to make a positive impact in their communities. GlobalGiving will be seeking to innovate on our model in 2017 as we continue to grow our global footprint (India, South Africa and China) and find the optimal method to scale our bottom up model of development.

The staff and volunteer team worked tremendously hard during this period – using their intellect, energy, creativity and diligence to help world citizens thrive. We are very grateful for their work in achieving our ambitious, but wholly realisable, vision and mission.

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

TRUSTEES REPORT

TRUSTEES' RESPONSIBILITIES STATEMENT

Company law requires the Trustees to prepare the financial statement for each financial year. Under company law the Trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including 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 the Charities SORP;
- Make judgements and accounting estimates that are reasonable and prudent;
- State whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company 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 to 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 the group and hence taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Trustees are responsible for the maintenance and integrity of the corporate and financial information included on the charitable company's website. Legislation in the United Kingdom governing the preparing and disseminating of financial statements may differ from legislation in other jurisdictions.

PROVISION OF INFORMATION TO AUDITOR

Each of the persons who are Trustees at the time when this Trustees' report is approved has confirmed that:

- So far as that Trustee is aware, there is no relevant audit information of which the charitable company's auditor is unaware and
- That Trustee has taken all the steps that ought to have been taken as a Trustee in order to be aware of any information needed by the charitable company's auditor in connection with preparing the report and to establish that the charitable company's auditor is aware of that information.

In preparing this report, the Trustees have taken advantage of the small companies exemptions provided by section 415A of the Companies Act 2006.

This report was approved by the Trustees on and signed on their behalf, by:


.....
Shawn D'Aguiar, Chair of Trustees

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016**INDEPENDENT AUDITORS REPORT TO THE MEMBERS OF GLOBALGIVING UK**

We have audited the financial statements of GlobalGiving UK for the period ended 31st December 2016, which comprise the Statement of Financial Activities, the Balance Sheet, Statement of Cash Flows and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the charity'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 charity'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 charity and the charity's members as a body, for our audit work, for this report or for the opinions we have formed.

RESPECTIVE RESPONSIBILITIES OF THE TRUSTEES AND AUDITORS

As explained more fully in the Trustees' Responsibilities Statement set out in the Trustees' 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.

The Trustees have elected for the financial statements to be audited in accordance with the Charities Act 2011 rather than the Companies Act 2006. Accordingly we have been appointed as auditor under section 144 of the Charities Act 2011 and report in accordance with regulations made under section 154 of that Act.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the charitable company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Trustees; and the overall presentation of the financial statements.

In addition, we read all the financial and non-financial information in the Report of the Trustees to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing that audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

A description of the scope of an audit of financial statements is provided on the APB's website at www.frc.org.uk/apb/scope/private.cfm

OPINION ON FINANCIAL STATEMENTS

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31st December 2016 and of its incoming resources and application of resources, including its income and expenditure, for the period then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, including Financial Reporting Standard 102;
- have been prepared in accordance with the requirements of the Companies Act 2006.

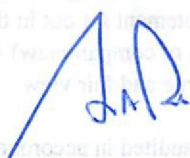
FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

INDEPENDENT AUDITORS REPORT TO THE MEMBERS OF GLOBALGIVING UK/CONTINUED

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

We have nothing to report in respect of the following matters where the Charities Act 2011 requires us to report to you if, in our opinion:

- the information given in the Trustees' Annual Report is inconsistent in any material respect with the financial statements; or
- the charitable company has not kept adequate accounting records; or
- the financial statements are not in agreement with the accounting records and returns; or
- we have not received all the information and explanations we require for our audit.


NIGEL PRENTIS FCA (SENIOR STATUTORY AUDITOR)
FOR AND ON BEHALF OF
PRENTIS & CO LLP

CHARTERED ACCOUNTANTS
& STATUTORY AUDITORS

115c Milton Road
Cambridge
CB4 1XE

21st Sept 2017

Prentis & Co LLP is eligible to act as an auditor in terms of section 1212 of the Companies Act 2006.

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

STATEMENT OF FINANCIAL ACTIVITIES (incorporating Income and Expenditure Account)

		Restricted Funds Period ended 31st December 2016 £	Unrestricted Funds Period ended 31st December 2016 £	Total Funds Period ended 31st December 2016 £	Total Funds Year ended 31st March 2016 £
	Notes				
INCOME FROM:					
Grants and donations	3	2,102,164	238,680	2,340,844	1,907,914
Charitable income	4	-	45,923	45,923	93,330
Investment income	5	-	271	271	237
TOTAL INCOME		<u>2,102,164</u>	<u>284,874</u>	<u>2,387,038</u>	<u>2,001,481</u>
EXPENDITURE ON:					
Raising funds	6	-	58,263	58,263	55,417
Charitable activities	7	1,821,738	206,670	2,028,408	1,691,300
TOTAL EXPENDITURE		<u>1,821,738</u>	<u>264,933</u>	<u>2,086,671</u>	<u>1,746,717</u>
NET MOVEMENT IN FUNDS FOR THE YEAR		280,426	19,941	300,367	254,764
RECONCILIATION OF FUNDS					
Total funds at 1st April 2016		717,246	232,607	949,853	695,089
TOTAL FUNDS AT 31ST DECEMBER 2016		<u>997,672</u>	<u>252,548</u>	<u>1,250,220</u>	<u>949,853</u>

The notes on pages 22 to 28 form part of these financial statements.

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

BALANCE SHEET

	Notes	As at 31st December 2016		As at 31st March 2016	
		£	£	£	£
FIXED ASSETS					
Tangible assets	12		<u>639</u>		<u>1,196</u>
CURRENT ASSETS					
Debtors	13	98,851		67,293	
Cash at bank		<u>1,164,908</u>		<u>892,940</u>	
TOTAL CURRENT ASSETS			<u>1,263,759</u>		<u>960,233</u>
LIABILITIES					
CREDITORS: amounts falling due within one year	14	<u>(14,178)</u>		<u>(11,576)</u>	
NET CURRENT ASSETS			<u>1,249,581</u>		<u>948,657</u>
TOTAL NET ASSETS			<u>1,250,220</u>		<u>949,853</u>
THE FUNDS OF THE CHARITY					
Restricted funds			<u>997,672</u>		<u>717,246</u>
Unrestricted funds			<u>252,548</u>		<u>232,607</u>
	15		<u>1,250,220</u>		<u>949,853</u>

The financial statements, which have been prepared in accordance with the special provisions relating to the companies subject to the small companies regime within part 15 of the Companies Act 2006, were approved by the trustees on and signed on their behalf.

.....

 Shawn D'Aguiar
 Chairman

The notes on pages 22 to 28 form part of these financial statements.

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

STATEMENT OF CASH FLOWS

		Total Funds Period ended 31st December 2016 £	Total Funds Year ended 31st March 2016 £
	Note		
Cash Flows from Operating Activities			
Net cash provided by operating activities	17	271,697	232,755
Cash Flows from Investing Activities			
Interest from investments		271	237
Purchase of fixed assets		-	(1,211)
Net Cash Provided by Investing Activities		271	(974)
Change in cash and cash equivalents in the reporting period		271,968	231,781
Cash and cash equivalents at the beginning of the reporting period		892,940	661,159
Cash and cash equivalents at the end of the reporting period		1,164,908	892,940

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

NOTES TO THE FINANCIAL STATEMENTS

1. ACCOUNTING POLICIES**1.1 BASIS OF PREPARATION OF FINANCIAL STATEMENTS**

The financial statements are prepared under the historical cost convention with items recognised at cost or transaction value unless otherwise stated in the relevant notes to the financial statements. 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 UK and Republic of Ireland (FRS 102) (effective 1 January 2015) - (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

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

The Trustees consider that there are no material uncertainties about the charity's ability to continue as a going concern.

1.2 FUND ACCOUNTING

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the charity and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors which have been raised by the company for particular purposes. The cost of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

1.3 INCOME

All income is recognised and included in the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

Donated services have been included in the accounts at the estimated market value of the service. An equivalent amount is included as expenditure under the appropriate heading.

Income tax recoverable in relation to donations received under Gift Aid is recognised at the time of the donation.

1.4 EXPENDITURE

All expenditure is accounted for on an accruals basis and has been included under expense categories that aggregate all costs for allocation to activities. Where costs cannot be directly attributed to particular activities they have been allocated on a basis consistent with the use of the resources.

Fundraising costs are those incurred in seeking voluntary contributions and do not include the costs of disseminating information in support of the charitable activities. Support costs are those costs incurred directly in support of expenditure on the objects of the charity and include project management. Governance costs are those incurred in connection with administration of the charity and compliance with constitutional and statutory requirements.

1.5 TANGIBLE FIXED ASSETS AND DEPRECIATION

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed asset, less their estimated residual value, over their expected useful lives on the following bases:

Computer equipment	- 50% straight line
Website	- 20% straight line

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

NOTES TO THE FINANCIAL STATEMENTS/CONTINUED

1.6 VOLUNTEER EXPENSES

GlobalGiving UK provide volunteering expenses of £10 per day for transport and up to £4 per day for lunch for those volunteering for a full day in the London Office.

1.7 DEBTORS

Trade and other debtors are recognised at the settlement amount date.

Prepayments are valued at the amount prepaid.

1.8 CREDITORS AND PROVISIONS

Creditors are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement date.

2. LEGAL STATUS OF THE COMPANY

The charity is a company limited by guarantee. The sole member is the GlobalGiving Foundation in the US. In the event of the company being wound up the member agrees to contribute an amount not exceeding £1.

3. GRANTS AND DONATIONS

	Restricted Funds Period ended 31st December 2016 £	Unrestricted Funds Period ended 31st December 2016 £	Total Funds Period ended 31st December 2016 £	Total Funds Year ended 31st March 2016 £
Donations	1,918,510	125,402	2,043,912	1,693,850
GlobalGiving US Foundation	-	-	-	20,675
Services in kind	-	113,278	113,278	110,994
Big Lottery Fund	147,430	-	147,430	-
Cabinet Office	8,020	-	8,020	35,719
City Bridge Trust	12,924	-	12,924	26,676
Romeera Foundation	10,000	-	10,000	20,000
Manimegh Charitable Trust	5,280	-	5,280	-
	<u>2,102,164</u>	<u>238,680</u>	<u>2,340,844</u>	<u>1,907,914</u>

Services in kind include staff time of technology, digital communication and marketing experts, and the significant contributions of skilled volunteers across key areas. GlobalGiving UK also receives free search engine optimisation services. This has not been included as service in kind as it is not possible to accurately value the benefit.

4. CHARITABLE INCOME

	Restricted Funds Period ended 31st December 2016 £	Unrestricted Funds Period ended 31st December 2016 £	Total Funds Period ended 31st December 2016 £	Total Funds Year ended 31st March 2016 £
Fees from corporate partners	-	34,941	34,941	84,732
Training services	-	10,982	10,982	8,598
	<u>-</u>	<u>45,923</u>	<u>45,923</u>	<u>93,330</u>

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

NOTES TO THE FINANCIAL STATEMENTS/CONTINUED

5. INVESTMENT INCOME

	Restricted Funds Period ended 31st December 2016 £	Unrestricted Funds Period ended 31st December 2016 £	Total Funds Period ended 31st December 2016 £	Total Funds Year ended 31st March 2016 £
Bank interest	-	271	271	237

6. EXPENDITURE ON RAISING FUNDS

	Restricted Funds Period ended 31st December 2016 £	Unrestricted Funds Period ended 31st December 2016 £	Total Funds Period ended 31st December 2016 £	Total Funds Year ended 31st March 2016 £
Marketing and website	-	58,263	58,263	48,882
Fundraising	-	-	-	6,535
	-	58,263	58,263	55,417

7. ANALYSIS OF CHARITABLE ACTIVITIES

	Direct Costs (Note 8) Period ended 31st December 2016 £	Support Costs (Note 9) Period ended 31st December 2016 £	Total Period ended 31st December 2016 £	Total Year ended 31st March 2016 £
Charitable activities	1,932,477	40,916	1,973,393	1,691,300

8. DIRECT COSTS

	Restricted Funds Period ended 31st December 2016 £	Unrestricted Funds Period ended 31st December 2016 £	Total Period ended 31st December 2016 £	Total Year ended 31st March 2016 £
Project disbursements	1,753,267	-	1,753,267	1,379,570
Programme costs	8,263	41,823	50,086	52,598
Website and transaction costs	-	3,339	3,339	10,573
Communications and marketing	-	13,192	13,192	9,699
Wages and salaries	42,795	109,082	151,877	175,822
National Insurance	3,145	6,258	9,403	17,187
Pension costs	609	1,213	1,822	-
Depreciation	-	557	557	1,478
	1,808,079	175,464	1,983,543	1,646,927

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

NOTES TO THE FINANCIAL STATEMENTS/CONTINUED

9. SUPPORT COSTS

	Restricted Funds Period ended 31st December 2016 £	Unrestricted Funds Period ended 31st December 2016 £	Total Period ended 31st December 2016 £	Total Year ended 31st March 2016 £
Rent and rates	6,766	10,148	16,914	13,320
Office equipment	-	1,510	1,510	567
Travel and subsistence	1,185	2,764	3,949	2,783
Membership subscriptions	-	722	722	1,400
Insurance	130	195	325	316
General office expenses	710	1,066	1,776	3,071
Telephone	656	983	1,639	1,470
Accountancy	280	419	699	422
Training	889	1,333	2,222	1,953
Volunteer expenses	2,312	3,468	5,780	7,761
Revenue participation fees	-	5,400	5,400	6,000
Governance costs				
Auditors' remuneration	-	3,120	3,120	3,000
Legal and professional fees	-	78	78	48
Other	731	-	731	2,262
	<u>13,659</u>	<u>31,206</u>	<u>44,865</u>	<u>44,373</u>

10. NET INCOMING RESOURCES

	Period ended 31st December 2016 £	Year ended 31st March 2016 £
This is stated after charging:		
Depreciation of tangible fixed assets	557	1,478
Auditor's remuneration	3,120	3,000

During the period no Trustees received any remuneration (previous year: £Nil).

During the period no Trustees received any benefit in kind (previous year: £Nil).

During the period no Trustees received any reimbursement of expenses (previous year: £Nil).

11. STAFF COSTS

	Period ended 31st December 2016 £	Year ended 31st March 2016 £
Staff costs were as follows:-		
Wages and salaries	151,877	175,822
Social security costs	9,403	17,187
Pension contributions	1,822	-
	<u>163,102</u>	<u>193,009</u>

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

NOTES TO THE FINANCIAL STATEMENTS/CONTINUED

	Period ended 31st December 2016	Year ended 31st March 2016
The average number of employees during the year was as follows:-	8	7

	Period ended 31st December 2016	Year ended 31st March 2016
The number of volunteers during the year was as follows:-	47	76

The following number of employees received employment benefits during the year between:

	Period ended 31st December 2016 (Pro-rata)	Year ended 31st March 2016
£60,000 - £69,999	1	-

12. TANGIBLE FIXED ASSETS

	Plant & Machinery £	Other Fixed Assets £	Total £
COST			
At 1st April 2016	4,067	49,251	53,318
Additions	-	-	-
At 31st December 2016	4,067	49,251	53,318
DEPRECIATION			
At 1st April 2016	2,871	49,251	52,122
Charge for the period	557	-	557
At 31st December 2016	3,428	49,251	52,679
NET BOOK VALUE			
At 31st December 2016	639	-	639
At 31st March 2016	1,196	-	1,196

13. DEBTORS

	As at 31st December 2016 £	As at 31st March 2016 £
Other debtors	98,851	67,293

14. CREDITORS: AMOUNTS FALLING DUE IN LESS THAN ONE YEAR

	As at 31st December 2016 £	As at 31st March 2016 £
Trade creditors	1,754	3,619
Social security and other taxes	5,610	4,857
Accruals and deferred income	6,814	3,100
	14,178	11,576

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

NOTES TO THE FINANCIAL STATEMENTS/CONTINUED

15. STATEMENT OF FUNDS	Brought forward £	Income £	Expenditure £	Carried forward £
Unrestricted Funds				
General Funds - all funds	232,607	284,874	(264,933)	252,548
Restricted Funds				
Individual Charity Funds	677,509	1,918,510	(1,693,419)	902,600
Big Lottery Fund	-	147,430	(67,108)	80,322
Cabinet Office	15,028	8,020	(22,258)	790
City Bridge Trust	6,875	12,924	(19,799)	-
Romeera Foundation	12,000	10,000	(12,000)	10,000
Manimegh Charitable Trust	-	5,280	(5,280)	-
Other	5,834	-	(1,874)	3,960
Total Restricted Funds	717,246	2,102,164	(1,821,738)	997,672
Total Funds	949,853	2,387,038	(2,086,671)	1,250,220

Individual Charity Funds

The fund holds money raised by GlobalGiving UK for specific partner charities. These funds are treated as restricted and are paid to the respective charities less a management fee (normally 5-10%) to cover GlobalGiving's costs in establishing and maintaining the website and supporting the partner charities. The fee element is shown as the transfer to unrestricted funds above. Money is sent when the amount due to an organisation reach or exceed £250. This ensures that a meaningful amount of money is sent to each organisation, and also ensures that foreign currency transfer costs are kept manageable. The charity monitors this situation carefully, and throughout the period has still disbursed funds if projects did not reach the sending limit after several months.

Big Lottery Fund

International Grant to enable GlobalGiving UK to work more closely with five grassroots partners in Nepal engaged in building resilient communities within those areas devastated by the earthquakes of 2015. Alongside needed financial investment for our partners we are providing training, networking and peer learning opportunities for our partners to strengthen organisational capacity for the long term.

Cabinet Office

Previous contract with the Small charities Fundraising Programme to increase the knowledge, skills and confidence of smaller charities in digital fundraising and crowdfunding. Provision of in-person workshops, online training and freely available resources on fundraising and crowdfunding in the period February - June 2016

Interim Evaluation completed in July 2016 and Final Evaluation completed in December 2016.

Further contract for Local Charities Day awarded in December 2016 - enabling the provision of crowdfunding training for smaller charities in England and a skilled volunteering event on Local Charities Day (16th December 2016) and further resources being developed.

City Bridge Trust

Grant for expansion of our skilled volunteering programmes for companies and charities in London.

Romeera Foundation

Grant for vetting and due diligence, grant management and monitoring and evaluation of identified grassroots charities in specific locations.

FINANCIAL STATEMENTS FOR THE PERIOD FROM 1ST APRIL 2016 TO 31ST DECEMBER 2016

NOTES TO THE FINANCIAL STATEMENTS/CONTINUED

Manimagh Charitable Trust

Grant to support GlobalGiving UK's Gateway Challenge programme in 2016; helping grassroots organisations around the world to access relevant skills, training and support to diversify their fundraising and become more sustainable and independent organisations.

16.	ANALYSIS OF NET ASSETS BETWEEN FUNDS	Restricted	Unrestricted	Total	Total
		Funds	Funds	Period	Year
		Period	Period	ended 31st	ended
		ended 31st	ended 31st	December	31st March
		December	December	December	2016
		2016	2016	2016	2016
		£	£	£	£
	Tangible fixed assets	-	639	639	1,196
	Current assets	997,672	266,087	1,263,759	960,233
	Creditors due within one year	-	(14,178)	(14,178)	(11,576)
		<u>997,672</u>	<u>252,548</u>	<u>1,250,220</u>	<u>949,853</u>

17. RECONCILIATION OF INCOMING RESOURCES TO NET CASH FLOW FROM OPERATING

	Period	Year
	ended 31st	ended
	December	31st March
	2016	2016
Net income for the reporting period	300,367	254,764
Adjusted for:		
Depreciation charges	557	1,478
Interest from investments	(271)	(237)
Increase in debtors	(31,558)	(20,127)
Increase/(decrease) in creditors	2,602	(3,123)
	<u>271,697</u>	<u>232,755</u>

18. OTHER FINANCIAL COMMITMENTS

The charity had a Revenue Participation Agreement with CAF Venturesome under which CAF Venturesome had purchased the right to 5% of the charity's income. These payments were variable and depended on the charity's success and so have not been valued on the balance sheet.

A temporary variation on the agreement was in place 2013 - 2016 with the charity making fixed monthly payments. A permanent variation was agreed with effect from 1st January 2017 to better reflect the mixed business model the Charity is using to generate income.

19. CONTROLLING PARTY

The sole member of GlobalGiving UK is a non profit making foundation registered in the United States of America - the GlobalGiving Foundation. However, GlobalGiving UK operates independently of the Foundation with a separate constitution and Board of Trustees.