



As at 31 March 2023

## CHAIRMAN'S REPORT

External events have continued to provide challenges for our members and in turn the AJC. As we began the recovery from Covid the impacts of the terrible war in Ukraine and rapidly increasing inflation have put a real strain on all of us in terms of fund raising, volunteering and increased demand for our services. The team at AJC has continued to work hard to support members during this difficult time.

We were also busy on internal matters updating our constitution which was approved by members in February, considering how to improve our own financial resilience and searching for a CEO who could help us meet the present and future needs of Jersey's charity sector. The search for the CEO attracted a large number of high quality candidates and we are hopeful that we will be able to announce the appointment in the near future, we all believe it will mark a significant step forwards for AJC.

At the year end, reserves available for our running costs were just £24,032, which is well below our target of six months running costs of approximately £50,000. We are determined to remain a lean organisation but there is a point where this can be self defeating which is why we very much hope members will support the subscription proposals at the Annual General Meeting.

We were most grateful to receive a donation of  $\pm$ 50,000 from Ocorian during the year, half of which was added to reserves for the operation of AJC and the other half to allow us to support sector development. In addition we received a further donation of  $\pm$ 44,202 from Jersey Finance, which was raised as part of their celebrations of the 60 years of the finance industry in Jersey. This money will be used to fund future AJC charity awards, we record our thanks to Jersey Finance and its members for this generosity.

#### Encouragement and facilitation of charitable work

Working with the Jersey Evening Post we ran another legacy week promotion reaching out to thousands of Jersey households to encourage them to make a will and leave what they could to Jersey charities. We also continued to support the Uniti platform for volunteers which has been adopted by government and generally seeks to promote the virtues of volunteering when ever possible.

We continued to support and promote regular giving by Islanders as a way of supporting the sector, there is clearly more work to do in this important area although of course the difficult economic climate is not helpful, currently.

AJC also acted as a focal point for private and public sector organisations wishing to work with our members.

THERE IS CLEARLY MORE WORK TO DO IN THIS IMPORTANT AREA ALTHOUGH OF COURSE THE DIFFICULT ECONOMIC CLIMATE IS NOT HELPFUL, CURRENTLY.

#### **Encouragement of cooperation**

Through our day-to-day work and the various events we organise on behalf of member we provided a way for charity leaders to meet and discuss common issues. These events also provide opportunities to hear from key influencers in our community, in the last year that included John Mills CBE the Charity Commissioner, Suzanne Wylie OBE, Government CEO, Malcolm Ferey Assistant Minister with responsibility for the sector as well as Paul McGinnety Director of local services. I record our thanks for their attendance at our events, for listening to the many challenges faced by the sector and of course the support they provide.

We also played an active part in the Jersey Funders Group, which brings donors together to support and coordinate funding for the sector.

#### **Distribution of funds**

This year we appointed Fiona Le Corre as part time Grants officer, Marcus Liddiard took over as Chair and we welcomed Robert Surcouf as the second independent member of the Committee. Thirty-five grants totaling a net amount of £645,260 were approved and the conditional grants covering more than one year increased to £521,473. Of course the work of the grants committee does not just cover the award of grants but also the following up to ensure the conditions have been met and reporting as required.

At the year end there was £954,640 of lottery funds available for grant giving with a further amount to come from the 2022 lottery proceeds, which sadly have reduced again to £316,729. The decline in lottery funding is clearly a matter of great concern to us all.

Our total costs of administration and governance increased substantially in the year (from £72,375 to £109,547) due to the need to employ a part time grants officer having been very lucky to have Marie Du Feu providing that service as a volunteer for some years, but we believe that our cost base is still very low given the wide range of services provided to members.

#### Training

During the year to March we organised 16 training events and seminars (some running on multiple occasions) for members on a wide range of topics, there were 347 attendees. Topics covered included: -

- Data protection
- Quickbooks for beginners and improvers
- Government and the third sector
- Governors roles & responsibilities
- · Building a winning team

- Employment legislations
- · Personnel basics
- Safeguarding of children and adults
- JFSC on law changes for NPOs

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#### Assist and represent members

Lyn Wilton and Committee members continued to provide support to members in a wide variety of ways from telephone advice to numerous email newsletters to regular social media posts. The results of our annual members survey is summarised below.

| Member Survey Results (Score out of 5)          | 2022/3 | 2021/2 |
|---|--------|--------|
| Grant giving including administration & support | 4.4    | 4.6    |
| Training programme                              | 4.0    | 4.1    |
| News emails to members                          | 4.5    | 4.5    |
| Representation of the sector                    | 4.3    | 4.5    |
| Informal advice to members                      | 4.5    | 4.6    |

The results are a little disappointing because we always want to do better, and we will certainly be working even harder this year to do that. Members also told us of the challenges in fund raising, the increasing difficulty of finding volunteers and how we might further improve our training programmes. Members also noted that there were still difficulties with some Government departments and agencies. We will continue to work on all these areas in the year to March 2024.

In October 2022 as the cost of living crisis developed we approached Government with these concerns, which we understand led to an additional grant of £1 million to the Jersey Community Fund from the dormant bank accounts fund held by Government. This was welcome news but below our estimates of the need so we will continue to press Government for the further support that will be required, especially given the decline in lottery profits.



#### Conclusions

I record my sincere thanks to Lyn and Fiona for their amazing work in 2022/23 and to members of the Committee who put in countless hours to support the AJC and in turn the charitable sector of Jersey. Sadly Peter Tabb is stepping down this year which is a huge shame given his experience not just of charitable work in Jersey but also the support he has given us getting our message across.

Finally I record my thanks to members. The charitable sector of Jersey is something every islander can be proud of. I can say with considerable confidence that without the work of our member charities, Jersey really would be a very different and much worse place to live. We will continue conveying that message to all that will listen and promoting your amazing work.

**KEVIN KEEN, CHAIRMAN** 

### TREASURER'S REPORT

2022 was my first year as Treasurer and was a challenging year which saw a decrease in funding received from the 2021 Lottery and financial instability in the investment markets.

The Association made total grant commitments of £698,827; 82% of this was made from lottery profits and the balance made from the Ocorian emergency funding and the Anonymous donation.

The Association incurred operational costs of £89,517 in the year which primarily related to staff and IT costs to administer the grants programme and governance costs. In addition, £3,968 was spent on member advertising space in the Jersey Evening Post.

Total income for the year was lower than last year at  $\pm 603,878$  due to a reduction in lottery funding of  $\pm 488,854$  from 2021 lottery profits. Additional income from donations of  $\pm 110,039$  included funds received from Ocorian Trustees and Jersey Finance and we received Investment income of  $\pm 14,710$  resulting in a net expenditure of  $\pm 146,550$  before revaluations.

After revaluations the Association had net expenditure of  $\pounds$ 323,467 as the investment portfolio resulted in (predominantly unrealised) losses of  $\pounds$ 176,917 for the year. The markets remain volatile due to the ongoing crisis in Ukraine.

The Association's net assets reduced to £3,725,519 from reserves of £4,048,987 at 31 March 2022. Within this the value of the investment portfolio stood at £2,569,426.

Along with the investment portfolio, the Association had cash deposits and current debtors totalling £1,489,524, less net liabilities (predominantly grants awarded but not yet paid out) of £333,430. Not included in liabilities are further commitments of £541,473 relating to multi-year grants that are conditional on financial need.

Of the £3,725,519 held at 31 March 2022, £3,617,112 is restricted. The majority of this relates to the anonymous donation of £2,496,779 which has been reclassified as restricted in the accounts this year. Also included are the following restricted funds to be used for grants; £974,640 relates to the remaining 2020 and 2021 lottery profits and £24,762 relates to emergency funding. Other



restricted reserves include £76,730 that can be used to fund sector training initiatives and 44,202 allocated to the Charity awards.

Unrestricted reserves total £108,408 of which £84,376 is for sector development costs. This leaves just £24,032 to fund the Association's running costs which are significantly higher than this, however under the SLAs recently signed with various donation providers, including Government, the Association can charge a fee that will be used to contribute towards the Associations day-to-day expenses.

#### SUE HAMON, TREASURER

# **GRANTS PROGRAMME**

After 7 years of dedicated service to the AJC and its members, Marie Du Feu stepped down from her role as an AJC Committee member and leader of the Grants Committee at the end of 2022. It is hard to do justice to the dedication and professionalism that Marie brought to the Grants Programme during her time in charge as Chairperson and review officer. We are very grateful for her time and commitment in role (and also in handing over her responsibilities in such a complete fashion) and wish her all the very best with the other charitable endeavours that she has gone on to manage.

To partly fill this void in the capability of the Grants Committee, we employed Fiona Le Corre (on a part-time basis) as Grants Manager to take over the management and administration of the grants process and couldn't be more pleased with the manner in which Fiona has taken on this role.

The composition of the Grants Committee for this year has been as follows:

- Marcus Liddiard (AJC Committee member)
- Liz Le Poidevin (AJC Deputy Chair)
- Sue Hamon (AJC Treasurer and first year on the Grants Committee)
- Jason Laity (AJC Committee member and first year on the Grants Committee)
- Ian Silvester (Independent member)
- Robert Surcouf (Independent member and first year on the Grants Committee)



This committee is committed to:

- promoting and signposting all sources of financial support available to charities including working with other funders within the Jersey Funders Group
- encouraging charities to make grant applications and supporting them in doing so
- reviewing all applications in a thorough and professional manner based upon the key criteria of actual and financial need
- striving to be as lean as possible in our operations to ensure that as much of the money as possible goes to the charities instead of into our operations
- reporting on the allocation of funds to ensure transparency of outcome and process
- continuing to review our grant offerings to ensure they match the needs of the members and that the applications process is not too overly bureaucratic
- looking for additional sources of funding to make available to charities (ensuring that, in doing so, we are not competing with individual charities for these funds). This diversity of funding ensures that we are not overly reliant on one source and can continue to provide support even when/if individual sources dry up. It also means that we are not too reliant on the support of government to ensure our independence when representing our member charities.

There is no doubt that these are challenging times for charities with regard to funding as increasing costs affect their own operations as well as impact their ability to fundraise. Unfortunately, this comes against a backdrop where the funds available through the Channel Island lottery are at a very low point. The lottery proceeds from 2022 that are due to be available for us to allocate have almost halved when compared with the average of the 3 previous years. The official explanation for this is down to poor administration and recording of the lottery prizes leading to uncertainty regarding previous prize payouts as well as previous overpayments.

We have received assurances that this is a temporary issue and that the proceeds should



increase again next year (lottery sales dependent of course) but comes at a very bad time for charities. In response we have been looking at what more we can do to offer funds in this time of hardship as well as lobbying hard with Government to release more funds in recognition of the current situation. These efforts are ongoing at the stage, but if no further external support is forthcoming then we will look to draw upon our own financial reserves to ensure as best as possible that there is little impact to the funding available to charities from the AJC during this difficult period.

MARCUS LIDDIARD, CHAIR OF GRANTS COMMITTEE

## WORKSHOPS AND TRAINING

The following training was provided for our financial year, April 2022 to March 2023, by either statutory agencies or sector experts. Further training for the remainder of 2023 is listed on our website to view or book.

#### This included:

- A talk by the Charity Commissioner April 2022
- Data Protection A presentation by the JOIC – May 2022
- Quickbooks for Beginners Sally Fillieul of PKFBBA – May 2022 & Feb 2023
- Media Alex Mallinson – May 2022 & March 2023
- Quickbooks for Improvers Sally Fillieul of PKFBBA – June 2022 & Feb 2023
- Webinar Government & the Third Sector AJC – June 2022
- Building a Winning Team Jane Galloway – June 2022
- Governors Roles & Responsibilities Jane Galloway – June 2022

- Corporate Fundraising Jane Galloway – June 2022
- Children and Families Hub Government of Jersey – July 2022
- JACS Employment Legislation JACS – July 2022
- Personnel Basics HR Now – October 2022
- CSDL Government of Jersey – October 2022
- NPO Law Changes JFSC – November 2022
- Safeguarding Adults Shelley Brockbank – February 2023
- Safeguarding Children Shelley Brockbank – February 2023

In order to recoup some of the costs of the training, some of them will now be charged for, but we endeavour to provide as much training as possible free to charities.







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### COMMUNICATIONS AND ADVOCACY

Look up 'communicate' in the Oxford Dictionary and what you get is brief and to the point – share or exchange information or ideas. Extend that to 'communication' and you get - action of communicating. Putting 's' on communication and you get 'Communications' – the means of sending information. As one of today's marketing icons would say: "Simple."

But first an aphorism. "Not to communicate is like blinking in the dark. Only you know what you are doing."

The Association of Jersey Charities is a very active association but there is still an awful lot of people in our Island community who don't know that. Because no matter how furiously we blink, we often do so in the dark...

The role of the Communications and Advocacy Working Group is to spread a little light around.

It is probably true to say that it was easier last year than this since there were numerous opportunities to spread the light. Last year we were celebrating the Association's 50th Anniversary, a very successful association with Jersey Finance, the reactivation of the biennial Charity Awards, the establishment of a series of webinars on topics of current interest and the loosening of Covid's grip on curbing our members' activities.

It would be premature to state that we can put Covid and its threats, actual and perceived, behind us because the coronavirus is still active enough, despite no longer worthy of the title of being a pandemic, to maintain an impact on charities, particularly those whose existence relies on continual fundraising via public events.

BECAUSE THE CORONAVIRUS IS STILL ACTIVE ENOUGH, DESPITE NO LONGER WORTHY OF THE TITLE OF BEING A PANDEMIC, TO MAINTAIN AN IMPACT ON CHARITIES, PARTICULARLY THOSE WHOSE EXISTENCE RELIES ON CONTINUAL FUNDRAISING VIA PUBLIC EVENTS. THE IMPACT OF COVID HAS BEEN SUCH THAT LIFE FOR MANY CHARITIES WILL NEVER QUITE BE THE SAME AGAIN.

The impact of Covid has been such that life for many charities will never quite be the same again. As the late John Lennon so succinctly put it: Life is what happens to you while you are busy making other plans.

Notwithstanding the dictionary definition, there is more to communications than simply putting out the 'message'. Indeed Canadian philosopher Marshal Mcluhan proclaimed that 'the medium is the message' and among the media chosen last year to raise the Association's profile was the traditional Christmas Fair returning after its absence because of we all know what. This was a welcome return to the new manifestation of normality and gave the Association the opportunity to support its members in a tangible manner as well as enhancing its own profile as an active and proactive organisation.

However no sooner had Covid's malign influence been curbed, the Island, and the charities in it, were grappling with a rise in inflation of a magnitude not experienced since the 1970s and 80s. In response, Chairman Kevin Keen and chairman of the Grants Committee Marcus Liddiard had discussions with the Government about emergency funding for charities during the cost-of-living crisis for that is indeed what it had become. The Government had been mooting that funding for charities could be made available from the Dormant Bank Accounts Fund but, at the time of writing, what form this might take and how and by who such funding will be distributed are still unanswered questions. As a consequence a planned campaign for 'regular giving' has been temporarily shelved.

In the meantime, the Jersey Community Foundation produced a survey for individuals regarding the COL crisis and the AJC has also prepared a survey of its members regarding the issues most recently facing them although, while talks progress, sending out this survey will be put on hold.

A new emphasis on the value of legacies to charities followed the AJC joining forces with the Jersey Charity Forum in September 2022 during Jersey Legacy Week to encourage Islanders to 'leave a legacy' by creating a will and in it consider including a donation to local charities. The week's aim was to illustrate the impact of gifts in wills and to share the difference they can make to local charities, no matter how big or small the charity. The theme of the week was 'Your Will, Your Wishes, Your Legacy', setting out to explain how easy it is to make a will and highlight how doing so can help loved ones and make things a lot easier at what could otherwise be a very difficult time. In addition, the campaign urged Islanders to consider making a gift, large or small, to a cause close to their heart through their will. This initiative led

to a planned series of quarterly posts prepared by AJC members on the benefits to them of receiving gifts in legacies. The first post was on behalf of Diabetes Jersey, a member charity that has benefited from legacies upon which Covid-19 had little or no impact. It was agreed that at least one of the posts would feature the AJC.

Throughout the year the AJC published which charitable organisations had received grants and what the value of these grants was. A feature of these reports was the highlighting of some of the recipients and how the funding they received would be used.

It was suggested that as the AJC has a section for blogs, these should be continued with potential topics being identified and members being asked for contributions. The purpose of such blogs is to show to the community both the value of charities (in terms of the public benefit they achieve) and how vital it is in return that charities receive the support of the community, most often in terms of finance.

Between 1981 and 2019 the Association received Government funds from the Channel Islands Lottery profits for distribution. Thus the AJC has long been the major player in bringing the benefits of the C I Lottery profits to the community having over many years developed a very sophisticated system of assessment of the suitability of applicants to receive 'public' funds. Since 2020 the Government decided that the profits should be shared between the AJC and the newly created Jersey Community Foundation, there being a perception (without any evidential foundation) that the AJC tended to favour its own members over other charitable bodies when it came to awarding grants. This move also allowed bodies that were not charities to receive 'Lottery' grants.

However, at the same time as the funds available for distribution by the AJC from Lottery profits were significantly diminished, the sales of Lottery tickets themselves were falling, impacting its own reduction on the funds available. Discussion with the Minister responsible, Deputy Kirsten Morel, and director of local services Paul McGinnety are ongoing. It has been suggested that the Lottery tickets themselves do not sufficiently promote the benefits to local charities from their sales and these, and other related matters, form the core of the discussions.

The core elements of communications and advocacy are essentially just three; to inform, to persuade, to remind. During the past 12 months fulfilling these core elements is what the



team have sought to achieve. We live in unsettled times with many factors outside the Island impacting on both the AJC itself and the members it seeks to represent. These times consistently present new challenges but whatever these are, the core elements remain. To inform, to persuade and to remind.

#### PETER TABB MCIM MCIPR

THE COMMUNICATIONS AND ADVOCACY TEAM: KEVIN KEEN, MARCUS LIDDIARD, ADAM RIDDELL, PETER TABB, LYN WILTON.

### **ADMINISTRATOR'S REPORT**

Well everyone got into full swing with events, to recoup some of the losses of previous years, due to Covid, and we had a packed calendar!

The Christmas Fair returned in November, however, bookings by charities and attendance by the public was down on previous years. A combination of clashing events, and I suspect a Covid-hangover for some still a little nervous. We are hoping for a return to its full popularity at the end of this year.

And talking of clashing events – please make sure you upload your events to the AJC website diary, even if you just have a date, the details can follow. If similar events clash then it dilutes the participants and the supporters, so no one wins. Always check the website diary before setting a date for your event. Please ensure your fundraisers are aware of this.

We have a bumper offering of training, and encourage as many as possible of you to attend – there is always something to learn, especially from the statutory agencies that give talks and updates. Our training offering is on the website, and as the date nears, a link to book is uploaded. If an event it full, then we do have waiting lists, get in touch.

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We also encourage you to follow our social media channels, and consider setting up your own if you don't already have them. Facebook is excellent for grass roots support, and LinkedIn is excellent for corporate support, so you are encompassing all areas with both.

It has come to our attention that not many of you are making the most of Jersey Gift Support, which is the extra 25% paid to your charity by the taxes office for donations of £50 and over. There are many ways you can ensure you make the most of this extra money, by keeping a spreadsheet of donations, as many donors will pay smaller amounts that will add up to the limit by the end of the year, and you can claim for the total that donor has paid. Also encourage your corporate supporters to introduce Pay Roll Giving. This is an easy way for staff to donate small regular amounts to their favourite charity, taken directly from their salary, and if the amount is at least £5 per month over 12 months then the total donation is eligible.

Another easy way is to use Race Nation for your fundraising events. They are geared up to help you claim that 25% extra, and they are local, so you get local support. They also claim to be cheaper than other fundraising/booking platforms! Get in touch to chat things through with them.

There is also an app – Unity – which is a volunteer matching app, and by its nature will attract a whole new demographic of volunteers. Again, get in touch with them to discuss how they can help you.

And then we have annual returns and subscriptions – the worst part of my job, having to nag very busy charities to let us know their up to date contact details, and to pay their subs! But we cannot stress the importance of this. We could be in breach of the Data Protection Law if we are displaying incorrect personal details on your pages of our site. And although most of you have your own sites/social media, people may find us first, plus it is an easier way for people to browse all member charities, especially if they are looking for a charity to support or donate to – you really wouldn't want to miss out on that! So if you haven't already done so, and many of you haven't, please update your details on our website. I can let you know how to do this, just get in touch.



And speaking of getting in touch, any time you need information or help, I'm here with the answers. And if I can't help then I know a man or woman who can!

It is a pleasure to assist you in your wonderful work, and I count myself lucky to be able to do so.

LYN WILTON, ADMINISTRATOR

THERE IS ALSO AN APP – UNITY – WHICH IS A VOLUNTEER MATCHING APP, AND BY ITS NATURE WILL ATTRACT A WHOLE NEW DEMOGRAPHIC OF VOLUNTEERS.





# WELCOME TO OUR NEW MEMBERS!

Over the past 12 months, a total of **8 new charities** have joined us bringing our membership to 278. Some established charities and some with a new status of charity with the introduction of the Charities Law. Unfortunately the opening of the charity commission register has resulted in some charities deciding not to register and to wind up their organisations.

- The McGugan Family Trust
- Jersey Stroke Support
- St Andrew's Church
- Ocean Culture Life
- Jersey Cares Limited
- AllMatters Neurodiverse Jersey

- Many Happy Returns Jersey
- Channel Islands Occupation Society (Jersey)

Details of all member charities, including their aims and objectives can be found on our website here: **jerseycharities.org/members** 











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### MEMBER ACCOLADES

Congratulations on behalf of the Association of Jersey Charities to

 Vic Tanner Davy for being awarded the MBE at the Queen's Jubilee reception at Government House. He has championed diversity and inclusion in Jersey and has been responsible for challenging and helping to rewrite legislative policies to remove discrimination and bias.



• **Durrell** wins no less than 5 awards in the annual BIAZA awards in 2022.



- Jersey Heritage Trust won 3 prestigious tourism awards, Jersey Museum, Art Gallery and Victorian House received a top 'Gold Accolade' in the VisitEngland 2021-22 Visitor Attractions Accolades. Both La Hougue Bie and Hamptonne Country Life Museum were named as 'Hidden Gems' in the awards. And, '2021 Marsh Award for Volunteers in Museum Learning (South West)' for their hard work to build, maintain and interpret the replica Neolithic Longhouse at Hougue Bie.
- Jersey Heritage Trust: The Sandford Award for Excellence in Heritage Education. An award that recognises the learning programmes at La Houque Bie for local schools.



#### New Year's Honours, 2023

Three charity stalwarts awarded honours in the New Year's Honours list, and the AJC would like to congratulate them all!

• **Tony Allchurch** received the British Empire Medal (BEM) for his work with 'Fairtrade'.



• Sara McIntosh received an MBE for her work with Jersey Action Against Rape (JAAR).



 Sue May Little received an MBE for her work with Jersey Brain Tumour Charity.



• **EYECAN** won the charity category of Cherry Godfrey Group, Best Service for the charitable sector in the Customer Service Awards, 2023.



# **ASSOCIATION OF JERSEY CHARITIES**

### **OUR VALUES ARE:**

- Excellence The committee expect every member to aspire to high standards of governance in order to attract public confidence and support.
- **Community** We work closely with members and are committed to acting as a community resource through the provision of advice and information.
- **Openness** We will be open in the conduct of our affairs, except where there is a need to respect confidentiality.
- Local We ensure that grants made to members are applied directly or indirectly for the benefit of residents of Jersey.

### OUR AIMS AND OBJECTIVES ARE:

- To encourage charitable and community work in Jersey and, in particular, to encourage co-operation and co-ordination of activities between members and prospective members, promote discussion and exchange of ideas regarding service to the community.
- To administer the distribution to members of any funds available to the Association.
- The Association also aims to work closely with members to increase public confidence in the integrity of charity.



### ASSOCIATION OF JERSEY CHARITIES EXECUTIVE COMMITTEE

#### Patron

Lieutenant Governor of Jersey, His Excellency Vice Admiral Jerry Kyd CBE

> **Chairman** Kevin Keen

**Deputy Chairman** Liz Le Poidevin

**Secretary** Nichola Aldridge

> **Treasurer** Sue Hamon

Committee Member & Grants Committee Chairperson Marcus Liddiard

> **Committee Member** Simon Larbalestier

> Committee Member Peter Tabb

> Committee Member Jill Ryan

Grants Committee Member lan Silvester

Grants Committee Member Robert Surcouf

> Administrator Lyn Wilton

Grants Manager Fiona Le Corre

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