



Annual Report and Financial Statements 2019-20

Year ended 31st March 2020

360 Giving Trading as 360Giving

c/o Esmée Fairbairn Foundation, Kings Place, 90 York Way, London N1 9AG

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Annual Report and Financial Statements 2019-20



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Introduction

Welcome from the Chair

This has been a pivotal year for 360Giving. We reached a critical mass of funders publishing their grants data openly in the 360Giving Data Standard, meaning that over £30 billion of grants can now be accessed and compared online, for free.

At the start of 2019, we set out a strategy for how we build on our success over the next three years. Over the course of the year, we've made significant progress towards our goals: to normalise open data sharing amongst funders; improve the quality of the data; help funders become more data literate; and grow data use and shared learning.

With improved systems, guidance and technology, we've worked to help funders publish good quality grants data with minimal input from us. And to help funders grow their skills and confidence using data, our new Data Champions programme has brought them together for data training and peer-learning.

We have seen amazing, collaborative engagement from funders in particular around their responses to the coronavirus crisis. To support them in doing the important job of getting grants where they were urgently needed, we developed the COVID-19 Grants Tracker – a dashboard to track and report on COVID-19 grants. This has been cited regularly and served as a timely example of how much value open data can bring.

We also had some changes in our team. We waved goodbye to our founder-CEO Rachel Rank, whose dedication and enthusiasm was instrumental to our success so far, and welcomed our new CEO Tania Cohen along with two more members of our core team.

I would like to thank our staff on their commitment and dedication in working towards our goals and supporting funders. I would also like to thank my fellow Trustees for their advice and support during the year.

Finally, I would like to thank our funders – their names are on page 18 of this report. Without them our work would not be possible.

The Trustees (who are also Directors of the charitable company for the purposes of the Companies Act) present their annual report together with audited financial statements of 360 Giving (trading as 360Giving) for the period ended 31 March 2020.

Francesca Perrin, Chair of Trustees

About 360Giving

360Giving is a unique initiative. We aim to inspire best practice in grantmaking and want to leverage open data to help achieve this.

Our vision is for UK grantmaking to be more informed, effective and strategic

Our Mission

We help UK funders publish open, standardised grants data, and empower people to use this data to improve charitable giving.

When funders publish information on who, where and what they fund in the [360Giving Data Standard](#) it means they are sharing it in a way that others can access and use for free.

Because the data is standardised, it can be looked at and compared all together, helping us to understand grantmaking across the UK. Having access to this information means that funding can be more informed and effective.

Our story

Mapping the landscape of UK grant giving is hard, because so many different kinds of organisations award grants using different funding models.

Although grant spending from the top 300 charitable foundations reached a record high of £3.3bn in 2016-17, grants from government are at less than half of the level they were 10 years ago. The impact of this is being felt across the sector.

For limited resources to be deployed most effectively, funders must be able to collaborate. But historically funders have had limited visibility of how each other spend their money. This has made it hard to identify shared opportunities and challenges, or to assess UK grantmaking – and its impact – as a whole.

Since we were founded in July 2015, we have worked with over 130 funders to publish their grants data openly in the 360Giving Data Standard. This means that, for the first time in the UK, it's possible to see and compare grants awarded by different funders all together. The data is transforming the knowledge base of the whole sector. We've also developed tools that make the data easier to access and use.

Our approach

We are now at a tipping point where publishing open grants data is becoming the norm; but funders need to become more data-informed and improve the quality of the information they share if we are going to create the lasting change we want to see. This is what we now focus on.

Our success over the past five years means there is now a critical mass of open, comparable information available on UK grants. We are creating real and meaningful change in the sector. We need to build on this momentum and use our learning and the infrastructure we have developed to get UK funders to shift from sharing data to using it in their day-to-day work. In order to do this, we work around four key themes:

1. **Seeing through what we started:** Making data sharing the norm within the sector, including the process, tools and support needed to do that.
2. **Raising the bar:** Improving the quality of the data that's being shared and ensuring the 360Giving Data Standard remains fit for purpose.
3. **Testing new approaches:** Bringing together funders to improve their data literacy and identifying their data needs, including key points in the grantmaking cycle when data would be useful.
4. **Inspiring:** Undertaking data analysis and supporting the use of 360Giving data, including examples that inspire and to make sure the data is useful for different stakeholders, not just funders.

How we define grantmaking

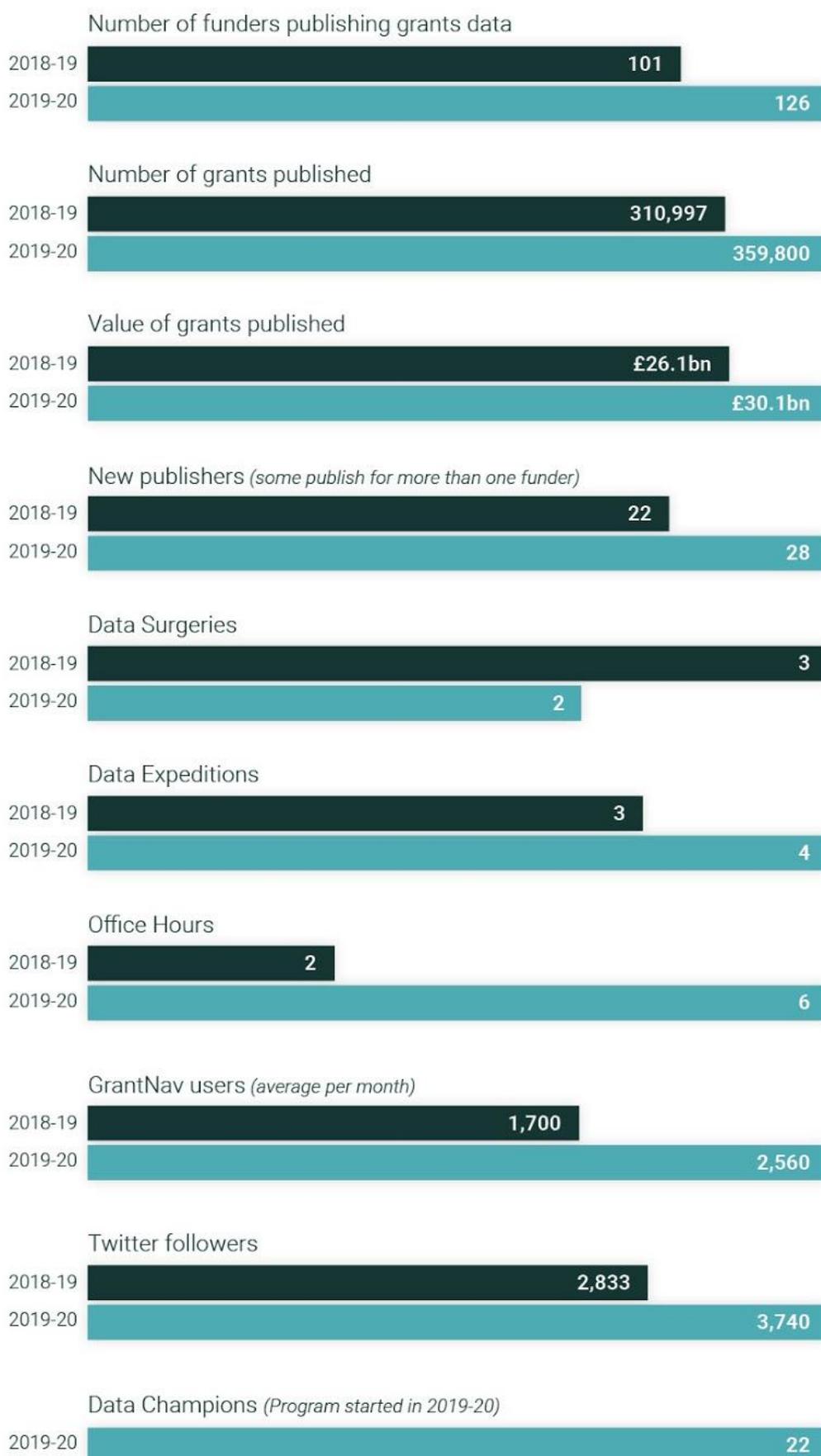
We do not restrict which organisations can publish their data in the 360Giving Data Standard. We use a broad definition for describing grantmakers. We consider these to be any organisation that provides non-repayable funding to civil society organisations. Any grantmaker can publish to 360Giving, including charitable trusts and foundations; central and local government agencies; and other publicly-funded bodies that primarily make grants to civil society. We will continue to focus on UK grantmaking for the duration of this strategy, but we encourage all grantmakers to engage with 360Giving and to share their data openly.

Our values

We strive to act in line with our simple values

PURPOSEFUL	We have a bold and ambitious aim for grantmaking to be more effective and strategic, by inspiring funders to use data in their decision-making. We're focused on driving meaningful change in philanthropy for charities, and improving outcomes for communities and good causes across the UK.
OPEN	We champion open data for the public good. We help funders make grants data open and provide free, open-source, tools to make it more accessible, so others can use it to target resources where they're needed most. We are open in our approach: we share ideas, challenges and lessons with others, and are open to feedback and committed to improvement.
CURIOUS	We're inquisitive and we believe in using evidence. We inspire and enable people to use 360Giving data to better understand the voluntary sector. We support funders to use data to inform their decisions, share insights and learn from each other.
COLLABORATIVE	We exist at the intersection of philanthropy, charities, data and tech. Through facilitating data sharing and insight in philanthropy, we work with funders, charities, researchers, analysts and developers to achieve our objectives, and strive to support them to deliver theirs.
INCLUSIVE	We make data, our tools and support accessible to all. We prioritise people over tech, use clear language in explaining what we do, and strive to respond to people's needs – whatever their level of knowledge or digital skills.

2019-20 at a glance



Strategic Report

Achievements and performance

Summary

At the start of 2019, we set out a strategy for how we build on our success over the next three years. Over the course of the year, we've made significant progress towards our goals: to normalise open data sharing amongst funders; improve the quality of the data; help funders become more data literate; and grow data use and shared learning.

With improved systems, guidance and technology, we've worked to help funders publish good quality grants data and helped funders grow their skills and confidence using data.

At the end of March 2020, we focused our resources on supporting funders as they responded to the COVID-19 crisis. As part of this, we developed a dashboard to track and report on grants supporting organisations in this area, providing additional data analysis and supporting more organisations to share and use data and collaborate in innovative ways.

Below is a summary of the year against the key milestones set out in our strategy.

Milestones	Results	Status
80% of UK grants published openly, including grants from central government by 2021.	The 120+ funders that are sharing 360Giving data are listed on a central Registry . As the Cabinet Office was unable to publish data for all central government departments during the year, this milestone has not been met if we include central government grants, but targets are track if we exclude this data.	Amber
Establish practitioner working groups to explore challenging areas of data publishing and use.	Two topics were identified for the first working groups to explore; beneficiary location data and the use of classification and taxonomies. The launch and recruitment of participants for the working groups has been delayed by the onset of the COVID-19 crisis.	Amber
A Data Champions programme that builds data literacy and ambassadors for open data.	Pilot held with eight community foundations in spring 2019. Programme launched in November 2019 after a competitive recruitment process, with plans to hold a second programme in autumn 2020.	Green

<p>Series of regional/ sectoral projects supporting in-depth analysis of grantmaking activities.</p>	<p>Data expeditions held with a funder network in Birmingham and with Manchester City Council.</p> <p>Local Trust used 360Giving data as part of their analysis to identify “left-behind communities”.</p> <p>We have been supporting Local Motion with using 360Giving and other data as part of developing a methodology for selecting pilot regions for the programme.</p> <p>In partnership with NCVO, we are researching funding to grassroots organisations as part of better understanding the true size and scale of the voluntary and community sector in the UK.</p>	Green
<p>Updated tools and platforms that support easier access to and understanding of the data.</p>	<p>Find That Charity platform refined and work has started on expanding it to include education and NHS institutions. This is part of our work to encourage publishers to include organisation identifiers in their data.</p> <p>360Insights platform launched in March 2019 with ongoing promotion and improvement in 2019-20.</p> <p>Prototype Dashboard developed with plans to launch a public-facing version later in 2020.</p> <p>COVID-19 Grants Tracker launched in March 2020</p> <p>Resource Library currently in testing phase.</p>	Green

Progress on goals

In 2019 we launched our 2019-21 strategy, ‘Unlocking the power of grants data’:

<https://www.threesixtygiving.org/about/unlocking>.

In it we set out four ambitious goals:

1. Normalising open data sharing within the grantmaking community
2. Improving the quality of the data that’s being shared
3. Increasing the data literacy of grantmakers
4. Growing data use and shared learning

During 2019-20 we made significant progress towards these goals.

Goal 1: Normalise open data sharing

More grantmakers regularly sharing their data in an open, comparable way, providing a more comprehensive picture of grantmaking across the UK.

We continue to provide pro bono technical support to organisations that want to publish their grants data in the 360Giving Data Standard. However, under our new strategy we are encouraging organisations to take more ownership of the process. In 2019-20 we improved the guidance and tools we provide, helping funders to better understand the steps involved and what systems they need to set up in order to publish regularly in the future. We will further develop this strand of work in 2020-21 including supporting greater self-servicing by publishing organisations.

Publisher support

We engage with a wide range of funders to publish their data, and are honing in on key missing funders as part of improving the comprehensiveness of the dataset and opening up 80% of UK grants by the end of 2022. Our aim is to make sure that all grantmakers understand the relevance of sharing their data openly and see their peers doing it – as we know that peer-influence works.

Our continued outreach to grantmakers on publishing their data to the 360Giving Data Standard resulted in 121 publishers sharing data about 126 funders at the end of March 2020 – compared with 101 (102 funders) at March 2019. See the registry for the full list: <http://data.threesixtygiving.org>.

Our technical support in 2019-20 has focused on individual publisher support – based around a clearly identified target group of key missing organisations and featuring one-to-one support, workshops and a virtual help desk.

At the moment our largest missing dataset remains the central government data. We continue to encourage the government to deliver on its promise to publish its grants openly in the 360Giving Data Standard but with mixed success. We have been advocating for data to be released for all central departments, and although data for financial year 2017-18 (£10bn worth of grants) was released in December 2018, it was presented in a single file and as not all the data was valid, this made the whole file invalid.

At the time of writing, we are still waiting for fixes to be made to the data and are advising on preparation for the financial year 2018-19 data release, which we were told to expect in October 2019. This date was put back by eight months to May 2020 but we now anticipate further delays due to government capacity being limited by the coronavirus crisis. We continue to engage closely with the technical team working on this with the aim of making sure future releases are valid and usable data. We are also doing more direct advocacy

towards ministers linked to the development of a National Data Strategy, which we fed in to as part of an expert coalition.

Tools and technology

We started to shift our focus to further developing the tools and technology to make it easier for organisations to publish better quality data – including by updating the Data Quality tool and supporting development of the Find That Charity platform. We will further develop work in this area in 2020-21 – including online ‘how to’ guides, an updated data quality tool and a dashboard that provides an overview of the data currently being shared.

We walk organisations through the publishing process the first time they do it, and provide feedback on their data. By providing more online materials and automated feedback, our aim is to reduce funders’ reliance on us in the longer term. The next step is to develop a more self-service model for publisher support.

Goal 2: Improve data quality

Better quality data being shared more regularly and improved understanding of the data standard, the data that is currently published and how it can be used.

Increasing the quality of the data that’s being shared is key to 360Giving’s success. By supporting this work, we ensure that a minimum threshold for data quality is met, reducing the risk of the information not being useful or its relevance being undermined. We also gain insights into the processes and systems that funders use, enabling us to identify common challenges and examples of best practice that can be shared. We have helped several organisations to improve their data, and through the development of an internal Data Dashboard we are able to target them more strategically. We have implemented improvements to our CRM so we can streamline our casework management and proactively contact organisations when data is becoming out of date.

Our activities during 2019-20 under this goal focused on:

- **Driving up data quality** – ensuring 360Giving data was regularly updated and improved, and that funders understand what was in their data and what would make it more useful.
- **Keeping the data standard fit for purpose** – ongoing maintenance and documentation of the technical assets of the standard, ensuring it remains relevant and meets users’ needs.
- **Addressing technical challenges** – exploring with working groups how to deal with specific data quality issues, bringing together grantmaking practitioners with technical experts.

Driving up data quality

To drive up data quality we have focused on the three online tools which we continue to provide and improve – the Data Quality tool, a Data Dashboard, and the Identifiers tool which help people to check and improve 360Giving data.

Data Quality tool – This allows funders to validate their 360Giving data. It's an important tool when preparing data for release: <https://dataquality.threesixtygiving.org/>. Users can check whether their data complies with the schema, receive feedback on its quality and convert it into different file formats. We implemented improvements in 2019-20 but plan to upgrade it further in 2020-21, focused on making it easier for less technical users to understand how the features of their data impact on its usefulness.

Data Dashboard – During 2019-20 we prototyped a dashboard as part of supporting better understanding of 360Giving data. It shows what information items are being shared by each funder, and the comprehensiveness of the dataset as a whole, providing detailed information about quality and timeliness. In 2020-21 we will develop an external version. This will make it easier for people to engage with the data; for example, by helping them identify which data to include in their research. It will also help funders better understand what's in their data. We will use it to showcase examples of best practice and identify issues with coverage or quality.

Identifiers tool – This open source tool makes it easy to find the register record for any UK charity when you search for it by name: <https://findthatcharity.uk>. It combines charity data from the three regulators, and shows when a charity is dual-registered. When funders are missing organisation identifiers in their 360Giving data, it significantly reduces its usefulness. During 2019-20 we supported development work to extend the range of identifiers included in the tool, to include records for education, NHS institutions, not-for-profit companies and public sector bodies. These developments allow more data gaps to be filled and quality checks can be made on data already being shared. The extended version of the tool will be publicly launched in 2020-21.

Maintain the 360Giving Data Standard

The 360Giving Data Standard is governed by a stewardship committee, a voluntary committee with representatives from funders, users of 360Giving data and open data and standards experts, with an independent chair. In 2019-20 the committee approved adding Metadata to the 360Giving Data Standard, a minor upgrade which allows publishers to describe their grant files, and supports data users finding data that suits their needs. It was also agreed that OpenDocument (OD) file format, which is a government approved format, should be supported for 360Giving data publishing. The technical developments needed to the standard and tools, and updates to guidance and templates progressed throughout 2019-20. Changes were also agreed to the processes of the committee, to make it easier to

progress small changes and to clarify the scope of the standard documentation. A PATCH mechanism was added to allow backwards-compatible bug fixes and a new policy adopted defining the normative and non-normative content on the 360Giving Data Standard documentation site, and their related change management processes. In 2020-21 work on metadata and OD file format will be completed, and there are plans to develop a broader range of file templates and consider the role of recommended fields in the standard.

Addressing technical challenges

Standard working groups aim to explore a topic with small groups of funders, looking at their range of practise and developing practical examples which can be used as case studies to inform 360Giving guidance and support. The findings from these workgroups will be fed back to the standard's Stewardship Committee.

Two issues have been identified for the first working groups to tackle; beneficiary location, and classification and free text, which both present challenges to data publishing and use. These are areas where practise varies and the data is challenging to collect, analyse and publish, and 360Giving does not currently have good guidance about how to approach these issues. The launch and recruitment of participants has been delayed by the onset of the COVID-19 crisis.

In 2019-20 we continued our series of Data Surgeries and held four during the year. The one on the new 360Insights tool and how to use it had 50 attendees. This year we focused on the development of data skills, running training on Excel for beginners and making maps, limiting the group size to 10 participants to ensure maximum learning environment. Due to high demand we scheduled a repeat workshop on map making in March 2020 which was postponed due to coronavirus. In 2020-21 we will be exploring how to hold Data Surgeries online.

Goal 3: Increase data literacy

Improve skills, understanding and capacity to use data as part of good grant giving and greater ambition to become data-informed.

Having data about £30 billion grants means we can support some sector-changing analyses; but only if people know how to use the data and understand what questions they can ask of it.

It's important that 360Giving catalyses real change among funders and how they use data to support their decision making and learning. At present, only a handful of funders can be described as 'data mature'. If we want the sector to be more data-informed, we need to build individuals' capacity to use data and make them feel part of a community.

Activities under this goal are specifically aimed at addressing this. They focus on:

- **Scaling up grantmakers' skills** – to encourage more data literacy in individual organisations via a series of Data Expeditions, and a new Data Champions programme.
- **Developing a data maturity framework for the sector** – prototyping a framework for grantmaking organisations that will help them understand how to progress and become more data oriented.

In 2019-20 we focused on grantmakers' skills and will start the development of the data maturity framework in 2020-21. We promoted Office Hours as part of encouraging organisations to engage with us when they want to use data and so we can offer them targeted advice and ideas.

Through the Data Expeditions, a data experts' networking group and the Data Champions programme we have developed a peer-network that can share ideas, inform and inspire one another, and be ambassadors for our work. We look to continue to grow this in 2020-21.

Data Expeditions

Data expeditions are a great way for an organisation or a group of individuals to learn new skills around using data and how to conduct analysis that is relevant to their work.

Each expedition involves a series of guided workshops led by trained facilitators where participants go on a journey of discovery in the Land of Data – from identifying a question they want to answer, finding data that can help do that, then using the data to try and answer the question.

Participants attend three workshops over a period of up to six months:

- Workshop 1: Asking questions with data
- Workshop 2: The data expedition day
- Workshop 3: Storytelling with data

On average, each workshop lasts between 4-8 hours. There is no limit on the number of participants. By the end of the process, each participant will have one output to share with the group. These can be used to support future work on the topic and hopefully help answer bigger questions.

During 2019-20 we successfully ran Data Expeditions with the West Midlands Funders Network and Birmingham City Council; and with Manchester City Council.

We have learned that engaging a City Council can help to enable collaboration between funders at a regional level. We have tweaked our methodology so it will help public servants and grant officers to engage more with data. The process helps funders to focus on the story

rather than getting caught up in the technicalities of accessing and visualising their grants data.

It sparked conversation between funders and helped them to see where their interests aligned, who was funding what and where, and where the cold spots were. It also helped the council and funders to begin thinking about taking ownership, and the potential for future collaboration. This included the planning for the commonwealth games in Birmingham and grantmaking strategy in Manchester.

Data Champions programme

In 2018-19, we ran two pilots for a capacity building programme aimed at creating 'data champions' within the grantmaking sector. The programme helps participants to improve their organisation's data culture, and develop the skills to:

- Become more familiar and practically savvy with platforms and concepts around data use, management and visualisation.
- Provide support and guidance to colleagues and peers on issues regarding data and technology.
- Advocate for improved institutional tech literacy and readiness, and support for open data.
- Advise on organisation-wide strategic development of data and technology projects.

The programme is based around a framework that includes:

- **Participant interviews** – Through user-centred design methodologies, we learn each participant's expectations and needs so we can design the substance of the activities accordingly.
- **Skill-building workshops** – These involve a mix of imparting hard skills, participatory practice work, and soft-skills.
- **On-call mentorship** – Participants are expected to conduct self-guided work between workshops. We provide advisory support, including regular check-ins and pointers for individual learning.
- **Peer learning** – Offering online sessions to people to share their knowledge or problems and get solutions from their peers.

We have taken a user-centred design approach to the workshops and mentoring, focusing on real-life challenges and examples. Each participant creates their own work plan and we will develop user stories to share publicly and inspire future participants. There is a community-building element to each programme, aimed at creating a long-term relationship between participants. Each group will create a shared resource centre that they can refer

and add to after the programme has ended, and we will hold follow-up sessions with them, encouraging participants to continue with their work and share experiences.

We started the programme in November 2019 with 22 participants. This cohort continued until June 2020. We aim to run another cohort starting in autumn 2020.

We have seen during the coronavirus pandemic how members of the cohort consulted one another in how data use could help their grantmaking during the crisis. They also used the program to test their hypothesis about their grantmaking approaches and to use different data tools to create data strategies.

Goal 4: Grow data use and shared learning

Ensure the ongoing credibility and influence of our work, built on testing and learning, demonstrating the data's relevance to different stakeholders.

We know that inspiring examples of how 360Giving data is used drive up interest in, and the publication of, more and better data. Working in partnership with funders and developers, we showcase ideas and projects that use the data to create useful analysis and tools. We also strive to better understand how 360Giving data can help to address specific challenges, and if it can't, why not.

Activities under this goal are grouped under three priority areas:

- **Collaborative learning projects** – A series of exploratory projects run in partnership with funders and researchers, helping them undertake research on a place, sector or theme.
- **Tools for data use** – A suite of flagship web platforms and visualisations that showcase 360Giving data, and offer a first point of call for anyone wanting to use the data.
- **Creating a sector data resource library** – With sector-specific data, tools and guidance that help people to use 360Giving and other relevant datasets.

Collaborative learning projects

There are intermediaries in the sector that work with data and help us to demonstrate its value. Over the past year we have worked with

- The Young Foundation, supporting their research on philanthropic giving, public spending and community wealth.
- Local Motion to help develop a methodology for selecting the areas they will focus on, using 360Giving and other public data sources.

- NCVO, looking at funding to grassroots organisations, the types of activities they undertake and who funds them. This builds on Local Trust's 2019 research which used 360Giving and other data to identify 206 'left-behind' areas in England.

We have also been demonstrating the different uses of 360Giving data, including showcasing 360Insights and a series of case studies from Association of Charitable Foundations, Lloyds Bank Foundation, Nesta, Clothworkers Foundation and the Greater London Authority. Feedback on these has been positive and we want to produce more over the coming year. We also held a series of lunch and learn sessions, with the Association of Charitable Foundations, Esmée Fairbairn Foundation and New Philanthropy Capital.

Tools for data use

We continued to maintain our main platform that supports use of 360Giving data, GrantNav, embedded and promoted the 360Insights tool, and at the end of the financial year launched our COVID-19 Grants Tracker.

Datastore: In 2019 we also dedicated time and resource to develop a robust back end to our data. This work created a centrally managed datastore for 360Giving, which pulls, parses and houses all datasets registered with the initiative.

This Datastore is updated on a nightly basis, therefore ensuring currency and immediacy, and it is made available to trusted users, the 360Giving staff and technical team.

Taken together, this programme of work enabled 360Giving to scale and grow in terms of data services it supplies to internal and external stakeholders. These twin audiences are vital – for the 360Giving team, regular and consistent access to the corpus is essential for monitoring and analysis. For external users, the ability to confidently access 360Giving data – either manually or automatically – will enable more robust provision of services and tools, and less reliance on the core 360Giving team for direct support.

GrantNav was launched in September 2016 and remains our flagship platform. It brings 360Giving data together, allowing near instantaneous search of over 350,000 grants. Users can explore and download the data, and because its openly licensed, they can re-use it in their own tools and analysis for free. Several funders have included a link to GrantNav from their websites, including the National Lottery Community Fund and the Esmée Fairbairn Foundation, and it receives an average of 3,000 visits each month. We are currently reviewing what updates need to be made to GrantNav so it is able to scale to hold millions of grants: <http://grantnav.threesixtygiving.org/>

360Insights gives funders tangible feedback on their data, focusing on seven key pieces of information, including the type of organisations they are funding, their location, age and

income. The platform brings together 360Giving data with data from the Charity Commission and Companies House. We launched 360Insights in March 2019 and promoted in 2019-20.

During 2020-21 we plan to upgrade GrantNav so it is more user-friendly and can cope with the increasing amount of data being published. 360Insights is now one year old. We want to update it to include a more interactive map that allows users to layer other public datasets over 360Giving data, such as local authority boundaries and deprivation data. We also want to promote it more regularly as part of driving up data quality and encouraging the publication of optional data fields, such as location data: <https://insights.threesixtygiving.org/>

We will apply user-focused design when upgrading these two platforms. Putting user needs at the heart of the development process ensures that we provide appropriate resources and that the right kind of information items are being shared. It's important that 360Giving data is used by different people for different reasons and in different contexts.

Our **COVID-19 Grants Tracker** was launched in March 2020 as a means to allow easy access to information on grants made or amended in response to the COVID-19 crisis. The agile response aimed to respond to needs and will be further developed over early 2020-21. There has been a lot of interest in the tool and use of data, and the crisis has brought more attention to the value of data.

Resource Library

During 2019-20 we developed and tested a shared Resource Library with the Data Champions, with plans to roll it out publicly later in 2020-21:

<https://resources.threesixtygiving.org/>

Organisational development

As well as the developments above, we also strengthened the organisation as it made the transition from start-up to being more established. This included launching a new strategy for 2019-21: Unlocking the power of grants data

<https://www.threesixtygiving.org/about/unlocking>

To help deliver the new strategy, we built up our internal capacity with the recruitment of a Communications Manager and a Data Support Officer. We also moved office to accommodate the organisational growth. Other changes in our team included the recruitment of a new trustee and the smooth handover from 360Giving's founder-CEO to their successor.

To reflect our growing maturity and provide more consistency across our platforms, we also commissioned a brand refresh for implementation in April 2020. We will continue to develop our brand, with creative outputs to help bring more attention to the open grants movement.

We also successfully applied to three funders for multi-year grants to support the delivery of our three-year strategy, putting us on a firmer footing financially.

Challenges and learning

We faced three key challenges over this reporting period:

i) Demand and ambition outstripped capacity

As a small charity it is perhaps inevitable to have resourcing challenges, but these were felt more acutely in 2019-20. The success in previous years led to more funders being onboard and needing support than we had capacity for, putting pressure on the team. The plans had been based on having a full team in place, but the Communications Manager and Data Support Officer were not in position until October 2019. In addition, our Product Manager was on maternity leave during the year and the role could not be replaced in full.

These vacancies limited capacity to progress some areas of work, delaying the achievement of milestones but not changing the nature of the plans. The team prioritised well to ensure that core functions were delivered and less essential projects were delayed.

In late March 2020, plans were more significantly impacted by the COVID-19 crisis, with a need to focus resources on supporting funders with their response, further delaying some planned projects. It also resulted in an interest in publishing from funders responding to the crisis which had not worked with 360Giving before, and existing funders publishing more frequently. This again put pressure on capacity, despite the additional posts that are now in place.

During 2020-21 we will explore options for funders to be more self-servicing to allow 360Giving to support more funders with the current resources available.

ii) The time needed to engage with the government

Despite having built good relationships with the Cabinet Office team responsible for preparing and releasing the government's grants data, the internal sign off process for the financial year 2018-19 data is taking longer than expected and there continue to be issues with the quality of the data that's previously been released. We are working closely with the Cabinet Office to fix this but the team has limited capacity. This engagement is time-consuming and slow, and each time a new Minister is appointed we need to re-iterate the importance of this work.

The COVID-19 crisis has demonstrated the need for effective data more than ever and working with the government on the release of data remains a priority so that it can be available to support in the future.

iii) Encouraging funders to use 360Giving data themselves

360Giving is not a transparency campaign but an open data initiative, which means we want the data to be both useful and used. The low technical capacity within some funding organisations and the charity sector more broadly has highlighted that we need to work more closely with them to help build confidence in using the data and demonstrate its potential. We have developed a new model for our Data Expeditions to support this, launched our Office Hours scheme and Data Expert meetups, along with the flagship [Data Champions programme](#). We are also piloting a Resource Library, where people can add their own materials for others to borrow and refer to.

We have seen a shift in awareness of the importance of data and its use in response to COVID-19 pressures on funders, but this has highlighted that not all funders are collecting the data that they would like to report on themselves.

Financial review

Results for the period

Total income for the period was £500,284 (2019 – £515,976). Total income included grants of £491,084 (2019 – £513,226), including unrestricted grants of £295,000 (2019 – £345,000) and monies received for specific projects of £196,084 (2019 – £168,226).

Expenditure totalled £476,969 (2019 – £460,564) resulting in an overall surplus of £23,315 (2019 – a surplus of £55,412), comprising a small deficit of £4,365 on unrestricted funds (2019 – surplus £110,051) and a surplus of £27,680 on restricted funds (2019 – deficit £54,639).

The charity's balance sheet at 31 March 2020 shows total funds of £185,196 (2019 – £161,881) split between unrestricted funds of £157,516 (2019 – £161,881) and restricted funds of £27,680 (2019 – £nil). The charity's free reserves are equal to the balance of unrestricted funds.

Reserves policy

The trustees have a policy of ensuring that they hold in free reserves adequate funds to allow for the orderly wind-down of the charity should that ever prove to be necessary. The amount required for this is currently estimated to be £93,437.

At 31st March 2020, the level of the general fund or free reserves was £157,516 (2019 - £161,881), which exceeds the target reserves balance. The excess funds will be used to cover increased budgeted operating costs for the year ended 31st March 2021 arising from

the slippage of some projects from 2019-20 to 2020-21, and a higher staff complement and costs for the full year 2020-21.

Going concern

The trustees have assessed the position of the charity as a going concern in preparing this report and financial statements and have made this assessment in respect of a period of one year from the date of approval of these financial statements, based on the expected level of activity during 2020/21 and 2021/22 and income already secured. The charity had net current assets at 31 March 2020 and few recurring and fixed costs. The coronavirus pandemic has not hindered the charity's operations in any meaningful way. The trustees have concluded that there are no material uncertainties related to events or conditions that may cast significant doubt on the ability of the charity to continue as a going concern, and the charity will have sufficient resources to meet its liabilities as they fall due.

Fundraising

The charity does not have any dedicated fundraising roles and does not undertake public fundraising activities. We adhere to the Code of Fundraising Practice with respect to the grants that we apply for and receive.

Principal funding sources

We thank all our supporters, without whom our work would not be possible. Funders in 2019-20 were:

- Esmée Fairbairn Foundation
- Indigo Trust
- Lloyds Bank Foundation
- National Lottery Community Fund
- Paul Hamlyn Foundation
- Pears Foundation
- Tudor Trust

Plans for the future

Strategy

In 2019 we launched our 2019-21 strategy, 'Unlocking the power of grants data':

<https://www.threesixtygiving.org/about/unlocking/>

In it we set four ambitious goals:

1. Normalising open data sharing within the grantmaking community
2. Improving the quality of the data that's being shared
3. Increasing the data literacy of grantmakers
4. Growing data use and shared learning

These remain our goals for 2020-21.

Priorities for 2020-21

In the short term, providing analysis and supporting the COVID-19 response of funders is a priority. A large part of this will be ensuring mechanisms for timely publishing of emergency grants. We will also need to review our longer-term plans in light of the context for funders and charities, and be flexible as to how we can add most value.

We plan a major review and upgrade of our core tools – GrantNav, Insights and the Data Quality tool. Our objective is for GrantNav to be more user-friendly and better able to cope with the increasing amount of data being published, as well as better integrating to other tools. 360Insights is now one year old. We need to update it so there are more options for mapping grants against other datasets, such as deprivation data and local authority boundaries. We are planning to make this suite of tools more consistently branded, with better user guides and 'how to' videos.

One area where we are increasing our efforts is on our communications. Now that we have a Communications Manager in the team, we have started a brand refresh, largely implemented in April 2020, and are updating our audience mapping and media contacts. We need to align our different tools and platforms, making it easier to navigate between them and understand how they relate to one another. We want to tell more stories about how organisations are using 360Giving and other data, as we know these resonate well with our audience. We will include more visual content in our materials and will place more stories externally as part of reaching beyond our core supporters and into the wider voluntary and community sector.

Now that the team is slightly larger, we would also like to hold more workshops and networking events. These take time to organise but when we do hold them, we get good feedback from participants. They welcome the time to discuss and share ideas with their

peers and tell us they don't have many opportunities to engage in this way elsewhere. We want to become more of a hub for these discussions, providing an open and supportive space that will also help us to better understand organisations' different interests and needs, as well as their capacity to work with data. Given the current situation with COVID-19, we are exploring how we might host virtual meet ups and webinars.

Key measures and milestones

We have identified six key areas that we need to focus on in 2020-21 if we are to build on our successes and achieve our 2019-21 goals:

- 80% of UK grants published to the 360Giving Data Standard.
- 360Giving data published at least annually by central government departments that award UK grants.
- Annual Data Champions programme aimed at building data literacy and ambassadors for open data.
- A series of regional and sectoral projects supporting in-depth analysis of grantmaking activities.
- Updated web tools and platforms that support easier access to and understanding of 360Giving data.
- A new framework and interactive digital tools that help organisations to understand their data maturity.

We continue to hold quarterly planning meetings to review our progress, discuss challenges and look at what we are learning.

Principal risks and uncertainties

360Giving maintains a risk register to identify the principal risks we are exposed to and confirm that systems are in place to manage those risks. The staff team, Finance Committee and the Board review the risk register periodically, monitoring risks and, where possible, taking steps to mitigate them by ensuring management implements controls and obtains insurance where appropriate.

The main risks faced by the organisation are:

1. **Insufficient funds** being raised to support planned activities. This has been mitigated by seeking and obtaining multi-year funding for both core activities and individual projects, so the organisation is not over-reliant on a specific funder or unable to cover essential costs such as hosting, licences and staff salaries.

2. **Insufficient capacity** to maintain and develop tools and to support increasing numbers of publishers. As well as securing funding as above, planning and project management tools are in place to support resource planning, with considerations of outsourcing at key times. We are also reviewing options and tools to support publishers to be more self-servicing to be able to support more organisations within the existing capacity. With potential increased risks of staff illness with COVID-19, we have also implemented actions to reduce dependence on individuals, including documentation, access to tools, and shared project knowledge to ensure business continuity if someone is unexpectedly unavailable.
3. **Insufficient grants data**, or poor-quality data being published to the 360Giving Data Standard, therefore reducing the usefulness of the data and the ability to include it in tools and platforms that encourage better access and use. Having focused primarily on supporting organisations to publish their data during the organisation's previous strategy, this is now being mitigated by our goals to help people to understand and use the data to release its value, now that a good dataset has been established.
4. **The limited capacity of grantmakers** – 360Giving's target audience – to work with data as part of their day to day activities. This is being mitigated by working with grantmakers that are using data regularly and in creative ways to showcase that work; by developing tools, platforms and guidance that help people to access the 360Giving dataset more easily; and running a series of workshops and data use pilots that build the capacity of organisations to work with data.
5. **Product and technology risks.** As an organisation that provides digital tools and services, security, availability and reliability of our systems is key. We have a range of mitigating actions and contingency options in place for security and recovery which are reviewed on a regular basis to ensure that the highest standards of practice are maintained.

Trustees' Report

Structure and governance

Legal Structure

360 Giving, operating under the name 360Giving, is constituted as a company limited by guarantee registered in England and Wales (number 09668396) incorporated on 2nd July 2015, and registered as a charity with the Charity Commission (number 1164883).

It is governed by a Memorandum and Articles of Association. The maximum liability of members in the event of a winding up is £10. At 31 March 2020 there were six members who are all trustees and directors of the charitable company.

Charitable Objects

The constitutional objects are restricted to the following:

The promotion of the voluntary sector for the benefit of the public by encouraging, supporting and assisting grant makers, grant recipients and funders to adopt an open online common standard for the reporting of grant information thereby assisting donors and funders to more effectively make charitable donations and to more effectively target their grant-making by identifying gaps in provision.

These are embedded in our vision and reflected in our strategy and activities.

Public benefit

The Trustees confirm that they have complied with the duty in section 4 of the Charities Act 2011 to have due regard to the Charity Commission's general guidance on public benefit, 'Charities and Public Benefit'.

360Giving's Board of Trustees regularly monitors and reviews the success of the organisation in meeting its key objectives. The trustees confirm, in the light of the guidance, that these meet the public benefit test and that all the activities of the charity, described in the Strategic Report, are undertaken in pursuit of these aims.

This report demonstrates how our activities during the year, and strategy, have delivered our charitable objects and demonstrates that the requirements to identify public benefit have been met. Our strategy and plans for 2020-21 show our commitment to continuing to deliver public benefit in the years ahead.

Appointment of Board members

The Board of Trustees comprised six Directors as at 31st March 2020. In accordance with the charity's Articles, new directors are appointed by ordinary resolution of the directors. Apart from the Founder Director, Francesca Perrin, all Directors are appointed for an initial tenure of three years, with the possibility of being offered one extension of a maximum of three years. There is no set period of office for the Founder Director. All Directors are required to sign a declaration of interests and confirm that they meet the requirements outlined in HMRC's guidance of fit and proper persons and Charity Commission Automatic Disqualification rules. They are subject to the same Terms of Reference and Code of Conduct. These are available on the 360Giving website:

<http://www.threesixtygiving.org/about/governance/>. They are also covered by the organisation's disclosure policy, whistleblowing policy and privacy policy.

Trustee induction and training

New trustees complete an induction session with the Chief Executive before attending their first Board meeting to brief them on: their legal obligations under charity and company law, the Charity Commission guidance on public benefit, and inform them of the content of the Memorandum and Articles of Association, the committee and decision-making processes, the strategy and recent financial performance of the charity. Trustees are encouraged to attend relevant training and events that facilitate the undertaking of their role. The members of the Board of Trustees who served as trustees (and directors of the company) during the period and up to the date on which this report was approved were as follows:

- Francesca Perrin (Chair)
- Alice Casey (until 30th June 2020)
- Geoffrey Chapman (Treasurer)
- Manny Hothi (from 22nd November 2019)
- Sameer Padania (until 31st October 2019)
- William Perrin
- Anna de Pulford

No trustee received any remuneration for their services during the period (2019 – none). No expenses were paid by the charity on behalf of the trustees (2019 – none).

Role of the Board, management and decision-making

The Board is responsible for setting strategy and the general management and supervision of the work of 360Giving.

A Chief Executive has been appointed by the trustees to manage the day-to-day operations of the charity. To facilitate effective operations, the Chief Executive has delegated authority, within terms of delegation approved by the trustees, for operational matters including finance and employment.

Trustees receive regular updates on the organisation's activities and delivery. They meet quarterly at formal Board and Finance Sub-Committee meetings at which they review management accounts with forecast out-turn, the risk register and progress against planned deliverables. Trustees and staff interact regularly and specifically the Chief Executive meets regularly with the Chair.

The 360Giving Data Standard is governed by a Stewardship Committee which is independent from the Board of Trustees. It is their role to oversee and account for the appropriate and timely maintenance of the Standard, including what upgrades are required and the process for making them.

The Committee meets every six months to discuss the Standard schema, look at how it is being used and consider any proposed changes or upgrades. This is a voluntary committee with representatives from grantmakers, users of 360Giving data and open data and standards experts. Secretarial support is provided to the Committee by 360Giving. The Committee is responsible for giving final approval to formal upgrades of the Standard and ensuring the governance and revision process has been properly carried out.

The Stewardship Committee is directed and governed in line with its [Terms of Reference](#). Committee members are appointed following an [agreed process](#).

Key management personnel

The key management personnel of the charity in charge of running and operating the charity on a day to day basis comprise the trustees and the Chief Executive. The trustees receive no remuneration. The remuneration of the Chief Executive is set through analysing and benchmarking against the average rate paid in the sector.

Statement of Trustees' responsibilities

The trustees (who are also directors of 360 Giving for the purposes of company law) are responsible for preparing the trustees' report and financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of 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 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);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable United Kingdom Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity 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 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 hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Each of the trustees confirms that:

- so far as the trustee is aware, there is no relevant audit information of which the charity's auditor is unaware; and
- the trustee has taken all the steps that he/she ought to have taken as a Trustee in order to make himself/herself aware of any relevant audit information and to establish that the charity's auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006.

The trustees are responsible for the maintenance and integrity of financial information included on the charity's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

The above report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small companies. It was approved by the Board and signed on its behalf by:

DocuSigned by:
Francesca Perrin
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Francesca Perrin (Chair)

Approved by the trustees on 9th September 2020

Independent Auditor's Report

Independent auditor's report to the members and trustees of 360 Giving

Opinion

We have audited the financial statements of 360 Giving (the 'charitable company') for the year ended 31 March 2020 which comprise the statement of financial activities, the balance sheet, the statement of cash flows, the principal accounting policies and the notes to the financial statements. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice). In our opinion, the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2019 and of its income and expenditure for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or

- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The trustees are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the trustees' report, which includes the director's report and the strategic report prepared for the purposes of company law, for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the director's report included within the trustees' report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the trustees' report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the trustees' report.

Responsibilities of trustees

As explained more fully in the trustees' responsibilities statement, the trustees are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

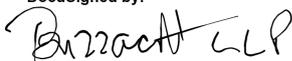
Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Use of our report

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

DocuSigned by:

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Buzzacott LLP

Edward Finch (Senior Statutory Auditor)

For and on behalf of Buzzacott LLP, Statutory Auditor

130 Wood Street

London EC2V 6DL

9/14/2020

Financial Statements

Statement of Financial Activities

Year to 31 March 2020

	Notes	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	2019 Total Funds £
Income from:					
Donations	2	295,000	-	295,000	345,000
Charitable activities	3	9,200	196,084	205,284	170,976
Total income		304,200	196,084	500,284	515,976
Expenditure on:					
Charitable activities	4	308,565	168,404	476,969	460,564
Total expenditure		308,565	168,404	476,969	460,564
Net (expenditure) income and movement in funds	10	(4,365)	27,680	23,315	55,412
Reconciliation of funds:					
Total funds brought forward		161,881	-	161,881	106,469
Total funds carried forward	11	157,516	27,680	185,196	161,881

All of the operations undertaken by the charity during the above two financial periods are continuing operations.

Balance Sheet

At 31 March 2020

	Notes	2020 £	2020 £	2019 £	2019 £
Current assets					
Debtors	8	7,000		-	
Cash at bank and in hand		212,244		182,266	
		219,244		182,266	
Creditors					
Falling due within one year	9	(34,048)		(20,385)	
Net current assets			185,196		161,881
Total net assets			185,196		161,881
Represented by:					
Restricted funds	10		27,680		-
Unrestricted general funds			157,516		161,881
			185,196		161,881

Approved by the Board of Trustees of 360 Giving, Company Registration Number 09668396 (England and Wales), and signed on their behalf by:

DocuSigned by:

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Francesca Perrin (Chair)

Approved on 9th September 2020

Notes 1 to 14 form part of these accounts

Statement of Cash Flows

Year to 31 March 2020

Statement of cash flows	Notes	2020 £	2019 £
Cash flows from operating activities:			
Net cash provided by operating activities	A	29,978	28,114
Change in cash and cash equivalents in the year		29,978	28,114
Cash and cash equivalents at the beginning of the year		182,266	154,152
Cash and cash equivalents at the end of the year	B	212,244	182,266

Notes to the statement of cash flows for the year to 31 March 2020

A Reconciliation of net movement in funds to net cash provided by operating activities	2020 £	2019 £
Net movement in funds (as per the statement of financial activities)	23,315	55,412
Adjustments for:		
Increase in debtors	(7,000)	-
Increase (Decrease) in creditors	13,663	(27,298)
Net cash provided by (used in) operating activities	29,978	28,114
B Analysis of cash and cash equivalents	2020 £	2019 £
Cash at bank and in hand	212,244	182,266
Total cash and cash equivalents	212,244	182,266

Notes to the Financial Statements

1. Principal accounting policies

The principal accounting policies adopted, judgements and key sources of estimation uncertainty in the preparation of the financial statements are laid out below.

a) Basis of accounting

The financial statements have been prepared under the historical cost convention with items initially recognised at cost or transaction value unless otherwise stated in the relevant accounting policy note(s).

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 United Kingdom and Republic of Ireland (FRS 102) (Charities SORP FRS 102), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Charities Act 2011.

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

The accounts are presented in sterling and are rounded to the nearest pound.

b) Critical accounting estimates and areas of judgement

Preparation of the financial statements requires the trustees and management to make significant judgements and estimates.

The main area in the financial statements where these judgements and estimates have been made is the allocation of expenditure between unrestricted and restricted funds.

c) Assessment of going concern

The trustees have assessed the position of the charity as a going concern in preparing this report and financial statements and have made this assessment in respect of a period of one year from the date of approval of these financial statements, based on the expected level of activity during 2020/21 and 2021/22 and income already secured. The charity had net current assets at 31 March 2020 and few recurring and fixed costs. The coronavirus pandemic has not hindered the charity's operations in any meaningful way. The trustees have concluded that there are no material uncertainties related to events or conditions that may cast significant doubt on the ability of the charity to continue as a going concern, and the charity will have sufficient resources to meet its liabilities as they fall due.

d) Income recognition

Income is recognised in the period in which the charity is entitled to receipt, the amount can be measured reliably and it is probable that the funds will be received.

Income comprises donations and grants.

Donations and grants are recognised in the period in which the charity becomes legally entitled to the income, it is probable the income will be received, and that income can be measured with reasonable certainty. Income is deferred if the donor specifies conditions that the income is to be expended in a future period or where grants are awarded on an annual basis.

e) Expenditure recognition and the basis of apportioning costs

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to make a payment to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably.

All expenditure is accounted for on an accruals basis. Expenditure comprises direct costs and support costs.

Expenditure on charitable activities includes all direct and indirect costs (including support and governance costs) associated with furthering the charitable purposes of the charity through the provision of its charitable activities.

All expenditure is stated inclusive of irrecoverable VAT.

f) Pension costs

The charity contributes to pension arrangements on behalf of its employees. The cost of the contributions is charged to the statement of financial activities over the period in which the cost is incurred.

g) Taxation

Provision for corporation tax is not necessary as the company is a registered charity. No deferred tax provision is required.

Tax recovered from voluntary income received under Gift Aid is recognised when the related income is receivable and is allocated to the income category to which the income relates.

h) Debtors

Debtors are recognised at the settlement amount, less any provision for non-recoverability. Prepayments are valued at the amount prepaid. They have been discounted to the present value of the future cash receipt where such discounting is material.

i) Cash at bank and in hand

Cash at bank and in hand represents such accounts and instruments that are available on demand or have a maturity of less than three months from the date of acquisition.

j) Creditors and provisions

Creditors and provisions are recognised when there is an obligation at the balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Creditors and provisions are recognised at the amount the charity anticipates it will pay to settle the debt. They have been discounted to the present value of the future cash payment where such discounting is material.

k) Fund accounting

Unrestricted funds are those funds which can be used freely to meet the charity's charitable objects.

Restricted funds are monies raised for a specific purpose or restricted to a specific purpose by the donor. Expenditure on activities furthering these purposes is charged to the appropriate fund.

2. Donations

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	2019 Total Funds £
Grants				
Esmée Fairbairn Foundation	120,000	-	120,000	<i>120,000</i>
Indigo Trust	150,000	-	150,000	<i>150,000</i>
Paul Hamlyn Foundation	-	-	-	<i>25,000</i>
Pears Foundation	25,000	-	25,000	<i>20,000</i>
Tudor Trust	-	-	-	<i>30,000</i>
Total Funds	295,000	-	295,000	345,000

3. Income from charitable activities

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	2019 Total Funds £
Grants				
National Lottery Community Fund	-	166,084	166,084	168,226
Lloyds Bank Foundation	-	30,000	30,000	-
Other income	9,200	-	9,200	2,750
Total Funds	9,200	196,084	205,284	170,976

4. Expenditure on charitable activities

	Notes	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	2019 Total Funds £
Staff costs	5	102,451	98,251	200,702	159,035
Project and delivery costs		173,478	64,947	238,425	247,745
Office and running costs		21,381	1,250	22,631	37,830
Governance costs	6	11,255	3,956	15,211	15,954
Total expenditure		308,565	168,404	476,969	460,564

5. Staff costs

	2020 Total £	2019 Total £
Wages and salaries	159,145	139,778
Social security costs	18,791	12,220
Pension costs	7,158	6,839
Other staff costs	15,608	198
Total staff costs	200,702	159,035

The average number of employees analysed by function was

	2020 Number	2020 FTE	2019 Number	2019 FTE
Charitable activities	3.9	3.7	3.5	3.2

One employee earned £60,000 - £70,000 during the period (2019 - none).

No trustee received any remuneration for their services or any reimbursement of expenses (2019 - none).

The key management personnel of the charity in charge of directing and controlling, running and operating the charity on a day-to-day basis comprise the trustees and the Chief Executive. The total employment cost of the key management personnel for the period was £74,075 (2019 - £62,687).

6. Governance costs

	2020 Total £	2019 Total £
Audit fee	4,500	4,500
Accountancy	10,676	11,346
Other	35	108
Total governance costs	15,211	15,954

7. Taxation

360Giving is a registered charity and is therefore not liable to corporation tax on income derived from its charitable activities, as it falls within the various exemptions available to registered charities.

8. Debtors

	2020 Total £	2019 Total £
Accrued income	7,000	-
Total creditors	7,000	-

9. Creditors

	2020 Total £	2019 Total £
PAYE and Social security costs	7,433	-
Accruals	26,615	20,385
Total creditors	34,048	20,385

10. Funds

	At 1 April 2019 £	Income £	Expenditure £	At 31 March 2020 £
Restricted funds				
National Lottery Community Fund	-	166,084	(138,404)	27,680
Lloyds Bank Foundation	-	30,000	(30,000)	-
Total restricted funds	-	196,084	(168,404)	27,680
Unrestricted funds				
General funds	161,881	304,200	(308,565)	157,516
Total all funds	161,881	500,284	(476,969)	185,196

National Lottery Community Fund

The fund comprises money received for the delivery of the 2019-2022 strategy and to support funders to become more adept at gathering, interpreting, and sharing high-quality data in order to facilitate more collaborative, effective and strategic grantmaking.

Lloyds Bank Foundation

The fund comprises money received for the delivery of the 2019-2022 strategy.

11. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	2019 Total Funds £
Current assets	191,564	27,680	219,244	182,266
Creditors	(34,048)	-	(34,048)	(20,385)
Total expenditure	157,516	27,680	185,196	161,881

12. Liability of members

The charity is constituted as a company limited by guarantee. In the event of the company being wound up, the members are required to contribute an amount not exceeding £10.

13. Related party transactions

Francesca Perrin and William Perrin are directors of the Indigo Trust. During the year £150,000 (2019 - £150,000) was received as a donation from the Indigo Trust.

14. Prior year figures

SOFA year to 31 March 2019

	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £	2018 Total Funds £
Income from:				
Donations	345,000	-	345,000	150,000
Charitable activities	2,750	168,226	170,976	298,387
Total income	347,750	168,226	515,916	448,387
Expenditure on:				
Charitable activities	237,699	222,865	460,564	486,253
Total expenditure	237,699	222,865	460,564	486,253
Net income (expenditure) and movement in funds	110,051	(54,639)	55,412	(37,866)
Reconciliation of funds:				
Total funds brought forward	51,830	54,639	106,469	144,335
Total funds carried forward	161,881	-	161,881	106,469

Fund movement year to 31 March 2019

	At 1 April 2018 £	Income £	Expenditure £	At 31 March 2019 £
Restricted funds				
National Lottery Community Fund	54,639	168,226	(222,865)	-
Total restricted funds	54,639	168,226	(222,865)	-
Unrestricted funds				
General funds	51,830	347,750	(237,699)	161,881
Total all funds	106,469	515,976	(460,564)	161,881

Analysis of net assets between funds year to 31 March 2019

	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £	2018 Total Funds £
Current assets	182,266	-	182,266	154,152
Creditors	(20,385)	-	(20,385)	(47,683)
Total assets	161,881	-	161,181	106,469

Reference Information

Board of Trustees	Francesca Perrin (Chair) Alice Casey (until 30 th June 2020) Geoffrey Chapman (Treasurer) Manny Hothi (from 22 nd November 2019) Sameer Padania (until 31 st October 2019) William Perrin Anna de Pulford
Chief Executive	Rachel Rank (until 20 th March 2020) Tania Cohen (from 20 th March 2020)
Company Secretary	Helen Mason-Belshaw
Charity name	360 Giving (Trading as 360Giving)
Registered and principal office	c/o Esmée Fairbairn Foundation Kings Place 90 York Way London N1 9AG
Company registration	09668396 (England and Wales)
Charity registration number	1164883
Auditor	Buzzacott LLP 130 Wood Street London EC2V 6DL
Solicitors	Portrait Solicitors 21 Whitefriars Street London EC4Y 8JJ
Principal bankers	C Hoare & Co 32 Lowndes Street London SW1X 9HZ



c/o Esmée Fairbairn Foundation, Kings Place, 90 York Way, London N1 9AG

Telephone: 020 7812 3773

Website: www.threesixtygiving.org

For general enquiries, email us at info@threesixtygiving.org.

For help publishing your grants data, get in touch with support@threesixtygiving.org.

Say hello on Twitter at [@360Giving](https://twitter.com/360Giving).

Charity Registration Number. 1164883

Company Limited by Guarantee. Registration (England and Wales): 09668396.