

ThirdSector

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Future is digital for face-to-face

By Emma Rigby

Face-to-face fundraisers could soon be using handheld chip and pin machines or laptops to capture supporters' bank data.

Daryl Upsall, chief executive of non-profit sector consultancy Daryl Upsall Consulting International, told delegates at the Where Now For Face-to-Face Fundraising? conference in London last week that he expected UK fundraisers to begin testing the electronic devices in a year's time.

Face-to-face fundraisers in Canada have already started to use personal digital assistant systems to allow supporters to swipe bank cards and transfer their details on the spot. The method has been used mainly in shopping malls and secure locations to avoid concerns over identity theft.

US charities have also started to use laptops in malls so that supporters can type their bank details directly into charity databases.

Upsall, a former Greenpeace fundraising director, said charities would have to make sure that banking data was not stored on devices and was transmitted directly to banks or entered on web-based services.

He said there was also a risk that potential donors would be put off by expensive-looking equipment. Upsall asked: "Even if PDAs are cheap, what's the perception of them when you pull out flashy-looking equipment?"

Sector's philosophical pursuit of proof that it exists

By Emilie Filou

The NCVO has embarked on research designed to answer the unanswerable question: what exactly is the third sector?

The idea came about because the research team responsible for producing the umbrella body's *UK*

Voluntary Sector Almanac struggles to decide which organisations to include.

"There is plenty of research about the sector, but definitions vary, so it's hard to compare findings," said Oliver Reichardt, one of the almanac's authors. "It's important the sector takes the



Reichardt: 'blame the Government'

lead on this, otherwise somebody else will. The Government chose the term third sector, and lots of people are unhappy with it."

Reichardt said the NCVO was consulting widely over the issue and it could take up to two years to finalise a definition.

If it proves impossible to reach agreement across the sector, he said, the NCVO will probably drop the project altogether.

Whatever the outcome of the research, sector organisations will no doubt continue to ponder their true identity for a while yet.

Funding cut spells premature end for Camelot Foundation

By Andy Ricketts

The Camelot Foundation has warned that it will have to close a year earlier than expected and reduce funding for its youth grants programme because of the decision by the lottery operator to cease funding it sooner than was originally scheduled.

It emerged last week that Camelot, which promoted its contribution to charities during its successful bid for a third lottery licence earlier this year, had decided at short notice not to give the foundation £1m it was expecting. The payment was to be the first of two equal tranches the foundation was due to get this financial year.

A Camelot spokesman said the reduction in funding was planned and would enable Camelot to become more efficient and maximise its returns to good causes.



But Camelot papers seen by *Third Sector* say that funding for the foundation should continue "during a second licence period" lasting until 2009 and that the funding level should be £2m a year from 2002.

Cuts: grants for projects on young people and British identity could be affected

A spokeswoman for the foundation, which has given grants to thousands of charities, said the move was a shock. "It has been like the proverbial rug pulled from under our feet," she said. "We support charities that

will not be able to get funding from other sources."

Joe Saxton, chair of the Institute of Fundraising, said the foundation's trustees should be prepared to battle for the money: "They must be prepared to fight tooth and nail for the funding, and if they are not prepared to do that they should resign."

Stephen Bubb, head of chief executives body Acevo, said: "This saga raises disturbing issues about the independence of foundations, but Acevo's key concern now must be ensuring the Camelot group meets all the commitments it has made to charities. I have been in touch, urging Camelot's board to review its position."

The Camelot spokesman said the organisation will have paid the foundation more than £26m between 1997 and 2009.

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