

REGISTERED CHARITY NUMBER: 1181003

Report of the Trustees and
Unaudited Financial Statements
for the Year Ended 31 December 2023
for
Institute for Sustainable Philanthropy

Mander Duffill
Chartered Accountants
The Old Post Office
41-43 Market Place
Chippenham
Wiltshire
SN15 3HR

Institute for Sustainable Philanthropy

Contents of the Financial Statements
for the Year Ended 31 December 2023

	Page
Report of the Trustees	1 to 4
Independent Examiner's Report	5
Statement of Financial Activities	6
Balance Sheet	7
Cash Flow Statement	8
Notes to the Cash Flow Statement	9
Notes to the Financial Statements	10 to 15
Detailed Statement of Financial Activities	16 to 17

Institute for Sustainable Philanthropy

Report of the Trustees **for the Year Ended 31 December 2023**

The trustees present their report with the financial statements of the charity for the year ended 31 December 2023. The trustees have adopted the provisions of Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019).

OBJECTIVES AND ACTIVITIES

Objectives and aims

The purposes of the Institute for Sustainable Philanthropy (IFSP) are:

To advance education for the public benefit in the techniques and skills of philanthropy, enabling charities and other nonprofit bodies to increase their funding to further their charitable purposes. We do this by:

1. Conducting research through the lens of philanthropic psychology into philanthropy and fundraising; and
2. Providing education, training and support to enable all stakeholders to utilize the emerging science that we and others generate.

The Institute exists to grow personally meaningful philanthropy around the world and it will do so by focusing on developing the science of how people love others and love themselves. If the experience of philanthropy can be made more meaningful, we now know that individuals will give more and give for longer.

Currently our research programs focus on the science of identity, love and wellbeing and we generate new theory which we then test in surveys and field experiments with charities and nonprofits around the world. We then publish our findings in academic journals, books or in our own research report series (which is free to download) so that others may use the ideas. We also disseminate this work through sector conferences and events, globally. In 2023 we presented (digitally and face-to-face) at conferences based in the UK, USA, Ireland, Australia, Germany, Hungary, and Switzerland. We also offer a range of digital learning packages and Certificate courses which showcase these ideas and teach participants how to use them. The Institute will also mentor charities/nonprofits who wish to switch to a communications approach, based on philanthropic psychology.

The creation of new scientific research and the dissemination of our findings is the core of the public benefit we provide. Our trustees have been issued with copies of the guidance issued by the Charity Commission on public benefit. Such guidance is also provided to new trustees as part of their induction process. The Board takes its responsibilities in this regard very seriously and all our activities are consistent with that guidance. The IFSP's activities are reviewed quarterly by the full Board in accordance with the Governance Code of Practice and we have a governance sub-committee of the full board whose role (in part) is to oversee the evolution of our public benefit activities and inform our strategic thinking and plans.

Institute for Sustainable Philanthropy

Report of the Trustees for the Year Ended 31 December 2023

ACHIEVEMENT AND PERFORMANCE

Charitable activities

Our activities group into three broad headings

1. Scientific Research and Publications

In 2023 we submitted for publication the third edition of our Fundraising: Principles and Practice textbook with Wiley. The new edition is planned to be published in June 2024.

We also submitted our "Meaningful Philanthropy: Understanding the Donor Behind the Giving" manuscript to the Policy Press (an imprint of the Bristol University Press). Publication is currently expected in June 2024..

2. Educational Programming

In 2023 we had the following impact:

- 312 individuals enrolled in our entry level fundraising class - the Fundraising Standard.
- 1162 individuals participated in our online webinars
- 117 individuals participated in our Certificate in Philanthropic Psychology or Certificate in Fundraising Copywriting (73 Phil Psych and 44 Copywriting).
- 24 individuals attended our Certificate in Legacy Fundraising or the Bequest Fundraising Standard (our US variant).
- 1400 people attended our speaking engagements for third parties such as the Association of Fundraising Professionals
- 24 students enrolled on the Diploma in Fundraising Management we run for the International Red Cross/Red Crescent
- 125 students took part in bespoke training for the Certificate in Fundraising Copywriting: 24 attended from Aid to the Church in Need, 49 from Colorado Gives and 52 from RSPCA, UK.
- 568 individuals downloaded one of our reports from our website.

3. Mentoring and Consultancy Support

As outlined above, the Institute works with partners to help them embed new approaches to donor communication based on our philanthropic psychology principles. In 2023, partners included Eden Valley Hospice, Lifting Up Westchester, Oxfam Italy, Pancreatic Cancer UK, Union Rescue Mission and the Norwegian Blind Association. Many of these partnerships allow us to collect experimental data which can then be reported in the mechanisms we describe above. We will only work with organizations who are willing to allow us to disseminate results to a wider audience. As an example we worked with Oxfam Italy to examine the words that supporters use to describe themselves, other supporters and the individuals the organization serves in communities around the world. Our work was able to highlight differences in the perceptions of each group, making recommendations for change. Our work also allowed the partner to reflect on the type of love supporters could experience and the additional meaning that could be delivered as a consequence.

In 2023 we were in the experimental stage of our signature research project on love and its articulation in fundraising. We conducted experiments to explore what kinds of love fundraising could offer and who that love could be between. We also examined, how that love was experienced, how it could be enhanced and how it could be used to transform the identities of key stakeholders. Our findings, together with an accompanying literature review, will be published in mid 2024.

Institute for Sustainable Philanthropy

Report of the Trustees **for the Year Ended 31 December 2023**

We continue to coach charities through webinars and in-house training to maximize the value from their learning and further penetrate ideas from philanthropic psychology into their work.

FINANCIAL REVIEW

Reserves policy

IFSP intends to hold three months of all expenditure plus a further three months staff costs to allow the organization to adapt to any changes in the income or expenditure of the organization. The trustees established £192,000 as the target for 2023, based on the 2022 financial report. This target for cash reserves was met and exceeded, making it possible to invest in salary increases for members for senior members of our team, in accordance with an analysis of sector benchmarks for senior academic staff. Staffing levels across IFSP remained constant in 2023 and the risk profile facing IFSP and the resultant risk policy were unchanged in the calendar year. The biggest risk to the Institute remains the potential loss or incapacity of one of the Professorial leadership team.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing document

The charity is controlled by its governing document, a deed of trust and constitutes an unincorporated charity.

The IFSP is a Charitable Incorporated Organization (CIO) adopting a constitution as its governing document.

The Board of trustees administers the charity. The Board meets quarterly and there are sub-committees covering governance, mission (public benefit) and finance/audit. The Board also appoints a Director to manage the day-to-day operations of the organization and currently this role is split between Prof Adrian Sargeant and Prof Jen Shang. To facilitate effective operations, the Director(s) have delegated authority, within the terms of delegation approved by the trustees, for matters including finance, employment, teaching and research.

We currently have 8 trustees and are permitted to appoint a maximum of 12. Each trustee will normally serve a term of three years. We are currently staggering the timeline of these appointments to ensure continuity and stability.

All current members of the Board are encouraged to nominate new trustees and we will occasionally advertise these roles as circumstances require. We are committed to achieving greater diversity in our governing Board and are working toward that goal.

New trustees will undergo an orientation to brief them on their legal obligations under charity law, the Charity Commission guidance on public benefit, content of our constitution, the Board, its sub-committees and its decision-making processes and the business plan and recent past performance of the charity. Currently any new trustees would be inducted remotely.

REFERENCE AND ADMINISTRATIVE DETAILS

Registered Charity number

1181003

Principal address

The Philanthropy Centre
Unit 12 The Business Centre
Plymouth
Devon
PL4 0EG

Institute for Sustainable Philanthropy

Report of the Trustees
for the Year Ended 31 December 2023

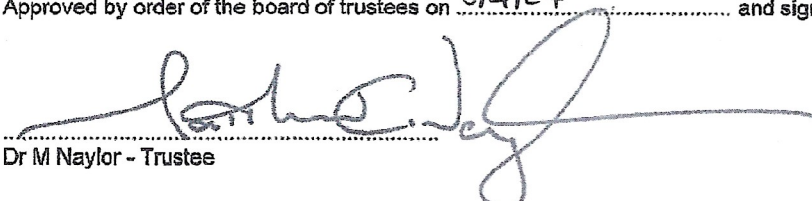
Trustees

Dr M Naylor Trustee
Dr J Hudson Trustee
Dr M Beem Trustee
J Love Trustee (resigned 20.11.23)
N Harris Trustee
C Longfield Trustee (resigned 25.4.23)
Mrs C Stergiou Trustee
Mrs G Manglik (appointed 5.5.23)
Mrs J Binks (appointed 5.5.23)
D Fols (appointed 5.5.23)

Independent Examiner

Mander Duffill
Chartered Accountants
The Old Post Office
41-43 Market Place
Chippenham
Wiltshire
SN15 3HR

Approved by order of the board of trustees on 8/4/24 and signed on its behalf by:


.....
Dr M Naylor - Trustee

**Independent Examiner's Report to the Trustees of
Institute for Sustainable Philanthropy**

Independent examiner's report to the trustees of Institute for Sustainable Philanthropy

I report to the charity trustees on my examination of the accounts of Institute for Sustainable Philanthropy (the Trust) for the year ended 31 December 2023.

Responsibilities and basis of report

As the charity trustees of the Trust you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the Act').

I report in respect of my examination of the Trust's accounts carried out under Section 145 of the Act and in carrying out my examination I have followed all applicable Directions given by the Charity Commission under Section 145(5)(b) of the Act.

Independent examiner's statement

Since your charity's gross income exceeded £250,000 your examiner must be a member of a listed body. I can confirm that I am qualified to undertake the examination because I am a member of the Institute of Chartered Accountants in England and Wales, which is one of the listed bodies.

I have completed my examination. I confirm that no material matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the Trust as required by Section 130 of the Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a true and fair view which is not a matter considered as part of an independent examination.

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Andrew Davis,

Andrew Davis FCA

Mander Duffill
Chartered Accountants
The Old Post Office
41-43 Market Place
Chippenham
Wiltshire
SN15 3HR

Date: 8 April 2024

Institute for Sustainable Philanthropy

Statement of Financial Activities
for the Year Ended 31 December 2023

	Notes	Unrestricted fund £	Restricted fund £	31.12.23 Total funds £	31.12.22 Total funds £
INCOME AND ENDOWMENTS FROM					
Donations and legacies	2	82,132	-	82,132	102,746
Charitable activities	3				
Scientific research		32,052	-	32,052	61,199
Education and training		<u>340,662</u>	<u>-</u>	<u>340,662</u>	<u>269,820</u>
Total		<u>454,846</u>	<u>-</u>	<u>454,846</u>	<u>433,765</u>
EXPENDITURE ON					
Charitable activities	4				
Scientific research		-	-	-	33,617
Education and training		286,444	33,676	320,120	213,238
Other		<u>111,161</u>	<u>-</u>	<u>111,161</u>	<u>99,364</u>
Total		<u>397,605</u>	<u>33,676</u>	<u>431,281</u>	<u>346,219</u>
NET INCOME/(EXPENDITURE)		57,241	(33,676)	23,565	87,546
RECONCILIATION OF FUNDS					
Total funds brought forward		429,540	33,676	463,216	375,670
TOTAL FUNDS CARRIED FORWARD		<u>486,781</u>	<u>-</u>	<u>486,781</u>	<u>463,216</u>

The notes form part of these financial statements

Institute for Sustainable Philanthropy

Balance Sheet
31 December 2023

	Notes	Unrestricted fund £	Restricted fund £	31.12.23 Total funds £	31.12.22 Total funds £
FIXED ASSETS					
Tangible assets	8	177	-	177	1,301
CURRENT ASSETS					
Debtors	9	89,321	-	89,321	69,241
Cash at bank		<u>407,993</u>	-	<u>407,993</u>	<u>406,683</u>
		497,314	-	497,314	475,924
CREDITORS					
Amounts falling due within one year	10	(10,710)	-	(10,710)	(14,009)
NET CURRENT ASSETS		<u>486,604</u>	-	<u>486,604</u>	<u>461,915</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		486,781	-	486,781	463,216
NET ASSETS		<u>486,781</u>	-	<u>486,781</u>	<u>463,216</u>
FUNDS	11				
Unrestricted funds				486,781	429,540
Restricted funds				-	<u>33,676</u>
TOTAL FUNDS				<u>486,781</u>	<u>463,216</u>

The financial statements were approved by the Board of Trustees and authorised for issue on 8/4/24 and were signed on its behalf by:


Dr M Naylor - Trustee

The notes form part of these financial statements

Institute for Sustainable Philanthropy

Cash Flow Statement
for the Year Ended 31 December 2023

	Notes	31.12.23 £	31.12.22 £
Cash flows from operating activities			
Cash generated from operations	1	<u>1,310</u>	<u>43,837</u>
Net cash provided by operating activities		<u>1,310</u>	<u>43,837</u>
Change in cash and cash equivalents in the reporting period		1,310	43,837
Cash and cash equivalents at the beginning of the reporting period		<u>406,683</u>	<u>362,846</u>
Cash and cash equivalents at the end of the reporting period		<u>407,993</u>	<u>406,683</u>

The notes form part of these financial statements

Institute for Sustainable Philanthropy

Notes to the Cash Flow Statement
for the Year Ended 31 December 2023

1. RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES

	31.12.23	31.12.22
	£	£
Net income for the reporting period (as per the Statement of Financial Activities)	23,565	87,546
Adjustments for:		
Depreciation charges	1,124	1,127
Increase in debtors	(20,080)	(51,289)
(Decrease)/increase in creditors	<u>(3,299)</u>	<u>6,453</u>
Net cash provided by operations	<u>1,310</u>	<u>43,837</u>

2. ANALYSIS OF CHANGES IN NET FUNDS

	At 1.1.23	Cash flow	At 31.12.23
	£	£	£
Net cash			
Cash at bank	<u>406,683</u>	<u>1,310</u>	<u>407,993</u>
	<u>406,683</u>	<u>1,310</u>	<u>407,993</u>
Total	<u>406,683</u>	<u>1,310</u>	<u>407,993</u>

The notes form part of these financial statements

Institute for Sustainable Philanthropy

Notes to the Financial Statements
for the Year Ended 31 December 2023

1. ACCOUNTING POLICIES

Basis of preparing the financial statements

The financial statements of the charity, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Charities Act 2011. The financial statements have been prepared under the historical cost convention.

Income

All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

Expenditure

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Computer equipment - 25% on cost

Taxation

The charity is exempt from tax on its charitable activities.

Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

Pension costs and other post-retirement benefits

The charity operates a defined contribution pension scheme. Contributions payable to the charity's pension scheme are charged to the Statement of Financial Activities in the period to which they relate.

Institute for Sustainable Philanthropy

Notes to the Financial Statements - continued
for the Year Ended 31 December 2023

2. DONATIONS AND LEGACIES

	31.12.23	31.12.22
	£	£
Donations	<u>82,132</u>	<u>102,746</u>

3. INCOME FROM CHARITABLE ACTIVITIES

	31.12.23	31.12.22
	£	£
Scientific research	32,052	61,199
Education and training	<u>340,662</u>	<u>269,820</u>
	<u>372,714</u>	<u>331,019</u>

4. CHARITABLE ACTIVITIES COSTS

	Direct Costs £	Support costs (see note 5) £	Totals £
Education and training	<u>318,996</u>	<u>1,124</u>	<u>320,120</u>

5. SUPPORT COSTS

	Finance £	Other £	Governance costs £	Totals £
Other resources expended	622	108,379	2,160	111,161
Education and training	<u>-</u>	<u>1,124</u>	<u>-</u>	<u>1,124</u>
	<u>622</u>	<u>109,503</u>	<u>2,160</u>	<u>112,285</u>

6. TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31 December 2023 nor for the year ended 31 December 2022.

Trustees' expenses

There were no trustees' expenses paid for the year ended 31 December 2023 nor for the year ended 31 December 2022.

Institute for Sustainable Philanthropy

Notes to the Financial Statements - continued
for the Year Ended 31 December 2023

7. STAFF COSTS

	31.12.23	31.12.22
	£	£
Wages and salaries	271,693	222,117
Social security costs	25,462	18,954
Other pension costs	4,136	3,574
	<u>301,291</u>	<u>244,645</u>

The average monthly number of employees during the year was as follows:

	31.12.23	31.12.22
	6	6

During the year two employees received total employee benefits (excluding employer pension costs) of between £70,000 and £80,000 (2022: two employees £60,000 to £70,000).

8. TANGIBLE FIXED ASSETS

	Computer equipment £
COST	
At 1 January 2023 and 31 December 2023	<u>4,507</u>
DEPRECIATION	
At 1 January 2023	3,206
Charge for year	<u>1,124</u>
At 31 December 2023	<u>4,330</u>
NET BOOK VALUE	
At 31 December 2023	<u>177</u>
At 31 December 2022	<u>1,301</u>

9. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	31.12.23	31.12.22
	£	£
Trade debtors	89,321	67,861
Other debtors	-	<u>1,380</u>
	<u>89,321</u>	<u>69,241</u>

Institute for Sustainable Philanthropy

Notes to the Financial Statements - continued
for the Year Ended 31 December 2023

10. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	31.12.23	31.12.22
	£	£
Trade creditors	3,305	1,189
Other creditors	<u>7,405</u>	<u>12,820</u>
	<u>10,710</u>	<u>14,009</u>

11. MOVEMENT IN FUNDS

	At 1.1.23 £	Net movement in funds £	At 31.12.23 £
Unrestricted funds			
General fund	429,540	57,241	486,781
Restricted funds			
Restricted Fund	33,676	(33,676)	-
TOTAL FUNDS	<u>463,216</u>	<u>23,565</u>	<u>486,781</u>

Net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
Unrestricted funds			
General fund	454,846	(397,605)	57,241
Restricted funds			
Restricted Fund	-	(33,676)	(33,676)
TOTAL FUNDS	<u>454,846</u>	<u>(431,281)</u>	<u>23,565</u>

Comparatives for movement in funds

	At 1.1.22 £	Net movement in funds £	At 31.12.22 £
Unrestricted funds			
General fund	308,317	121,223	429,540
Restricted funds			
Restricted Fund	67,353	(33,677)	33,676
TOTAL FUNDS	<u>375,670</u>	<u>87,546</u>	<u>463,216</u>

Institute for Sustainable Philanthropy

Notes to the Financial Statements - continued
for the Year Ended 31 December 2023

11. MOVEMENT IN FUNDS - continued

Comparative net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
Unrestricted funds			
General fund	433,765	(312,542)	121,223
Restricted funds			
Restricted Fund	-	(33,677)	(33,677)
TOTAL FUNDS	<u>433,765</u>	<u>(346,219)</u>	<u>87,546</u>

A current year 12 months and prior year 12 months combined position is as follows:

	At 1.1.22 £	Net movement in funds £	At 31.12.23 £
Unrestricted funds			
General fund	308,317	178,464	486,781
Restricted funds			
Restricted Fund	67,353	(67,353)	-
TOTAL FUNDS	<u>375,670</u>	<u>111,111</u>	<u>486,781</u>

A current year 12 months and prior year 12 months combined net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
Unrestricted funds			
General fund	888,611	(710,147)	178,464
Restricted funds			
Restricted Fund	-	(67,353)	(67,353)
TOTAL FUNDS	<u>888,611</u>	<u>(777,500)</u>	<u>111,111</u>

Institute for Sustainable Philanthropy

Notes to the Financial Statements - continued
for the Year Ended 31 December 2023

12. RELATED PARTY DISCLOSURES

There were no related party transactions for the year ended 31 December 2023.

Institute for Sustainable Philanthropy

Detailed Statement of Financial Activities
for the Year Ended 31 December 2023

	31.12.23 £	31.12.22 £
INCOME AND ENDOWMENTS		
Donations and legacies		
Donations	82,132	102,746
Charitable activities		
Education and training	340,662	269,820
Scientific research	<u>32,052</u>	<u>61,199</u>
	<u>372,714</u>	<u>331,019</u>
Total incoming resources	454,846	433,765
EXPENDITURE		
Charitable activities		
Wages	194,350	150,019
Social security	16,147	10,665
Pensions	4,136	3,390
Advertising	936	10,120
Travelling	44,488	12,568
Computer expenses	2,123	7,811
Consulting fees	28,662	27,079
Service fee	25,690	18,665
Training projects	<u>2,464</u>	<u>6,538</u>
	318,996	246,855
Support costs		
Finance		
Bank charges	622	344
Other		
Wages	77,252	72,099
Social security	9,406	8,289
Pensions	-	185
Insurance	592	500
Light and heat	418	241
Postage and stationery	1,236	1,214
Sundries	13,183	6,787
Rent	6,292	5,743
Computer equipment	<u>1,124</u>	<u>1,127</u>
	109,503	96,185
Governance costs		
Accountancy fees	2,160	2,655
Carried forward	2,160	2,655

This page does not form part of the statutory financial statements

Institute for Sustainable Philanthropy

Detailed Statement of Financial Activities
for the Year Ended 31 December 2023

	31.12.23 £	31.12.22 £
Governance costs		
Brought forward	2,160	2,655
Professional fees	-	180
	<u>2,160</u>	<u>2,835</u>
Total resources expended	<u>431,281</u>	<u>346,219</u>
Net income	<u>23,565</u>	<u>87,546</u>