



**Community  
Foundation**  
for Surrey

Together we can

# Helping You to Help Your Clients

A philanthropy guide to Surrey for  
Professional Advisors

**This document has been written as a concise toolkit for professional advisors seeking philanthropy solutions for clients who want to make a difference to local people's lives across Surrey.**



As you will know, the county has communities that urgently need support but also people with the means who want to play a part in providing a positive future. This toolkit is therefore intended to help you to help your clients

because we believe that together we can make the difference at this vital time.

The Community Foundation for Surrey (CFS) is an independent grant-making charity and the central platform for giving in the county, bringing together those in a position to give with those driving local action. We offer a range of giving options to enable local philanthropists to get their funds to the heart of the issues that matter to them in a way that is both efficient and personalised.

Responsible for more than 80 philanthropic funds, we are unrivalled in our knowledge of local causes and we are expert in supporting individuals, families and businesses to establish and administer their own philanthropic giving.

Rebecca Bowden, Chief Executive

## 2020-21 Highlights

We are proud to generate resources to fund hundreds of community groups across Surrey every year.

In the Financial Year ending March 2021 we achieved the following:



Over **£4.3 million** distributed to support local communities



Over **£4.5 million** generated in resources to help those in need



Over **£2.7 million** awarded from our Coronavirus Response Fund to support those most impacted by Covid-19



**650** grants awarded



Largest grant: **£87,178**



Average value of grant awarded to organisations: **£7,738**

## Working with you

As societal needs have become more prevalent in recent years, there has been a growing interest in philanthropy, effective charitable giving and the options available. You will be able to provide good advice on tax effective giving, and how to donate – but how do you help your clients to find who to donate to whilst ensuring the money is well used and makes a difference?

By working in partnership with you, CFS can provide a fully inclusive offering which will help your clients to meet their charitable goals and reach the causes they wish to support. We will work closely together to find the option which is right for them. We provide a range of options for private clients who are interested in:

### Setting up a personalised fund

CFS offers a flexible alternative to establishing a conventional charitable trust, giving your client all of the benefits and none of the administrative responsibilities;

### Contributing to an existing fund

CFS offers a range of options for donors who wish to pool their funds with other like-minded donors;

### Setting up a tribute fund

CFS can support those who wish to set up a charitable fund in memory of a loved one;

### Tax effective giving

Giving to CFS can result in highly attractive tax relief on donations;

### Transferring an existing charitable trust

CFS can support and manage the administrative burdens of established charitable trusts;

### Leaving a legacy or gift in their will

CFS can support individuals who wish to leave a lasting gift to a range of organisations.

**In addition, if you hold client assets we will work with you to ensure you continue to manage those assets and work with your client to ensure they are allocated to the charitable causes they care about.**

# Benefits to your clients

**The Community Foundation for Surrey is an ideal vehicle for philanthropists wishing to structure their giving to local charitable organisations in an efficient way. We make charitable giving to local causes stress-free, easy and enjoyable.**

By working with us, you and your clients can benefit in a number of ways:

## We are local

Your clients' funds will be used to support the local community in which they live and work. They can visit projects and see for themselves the positive impact that their charitable giving achieves.

## We are flexible

With a personalised fund, your clients choose the causes they wish to support. Grants can be made to registered charities as well as voluntary groups and organisations. Clients can be involved in decision-making, including which community projects to support and the level of funding provided.

## We are quick and efficient

We can set up a personalised fund as soon as the client is ready rather than waiting several months to register as a charitable trust.

## We make giving easy

We invite applications from community groups and review them, carrying out the due diligence to check validity and synergy with the client's wishes. We arrange for grants to be made from the fund and undertake end of grant monitoring to ensure the money has been spent well.

## We are knowledgeable

We have excellent knowledge of local community need and connections to grassroots community and voluntary groups that make a difference to local communities, so can match your clients' interests to effective projects, causes and initiatives.

## We are here to stay

If a client leaves a legacy in a will today, it is possible that the charity or cause they wanted to fund is either no longer in existence or in need of assistance. We ensure the original intentions of your client are carried out without having to approach the Charity Commission for a variance of the original deeds of a trust or intentions in a will.



# Setting up a Bespoke or Donor Advised Fund

**We can work with you and your client to set up a Bespoke Fund for distributing grants, tailoring the criteria and priorities for the fund to meet with the client's philanthropic goals.**

By working with you and your client in this way, we offer a straightforward and flexible alternative to creating conventional charitable trusts. We can either set up a Flow Through Fund, meaning we can distribute donations to the fund as grants straight away for immediate impact, or set up an Endowment with the resulting investment returns being made available for grant-giving in perpetuity – or a hybrid of the two.

**If you hold client assets, you can continue to manage the assets that the client chooses to allocate for charitable purposes with CFS. They will be transferred so that CFS becomes your client in respect of those assets, but you will continue to manage them on our behalf and we will work in partnership with you to ensure your client's philanthropic aims are met.**

## Sharing the joy of giving across generations

### Nigel, Alison and Family

Following careers as an actuary and teacher respectively, Nigel and Alison helped to establish a youth project in one of the most socially deprived areas of Surrey.

"Through establishing a youth charity in Surrey, we learned how a small amount of money could make a difference to the lives of those experiencing disadvantage" explains Nigel. Applying for funding for the charity brought them into contact with the Community Foundation for Surrey for the first time.

"After making several grant applications, it was clear that the Foundation provided an indispensable service bringing together those who had money to give with those who needed funding. Most importantly, they were professional in making sure that the money was used appropriately by the charities. Establishing our own fund with the Foundation seemed the right thing to do.

Our fund includes our children, Carol and David, and their families and so our endowment will continue making gifts on behalf of the family well into the future. We have loved visiting the projects we award grants to and seeing the very positive effect that our money has.

Having worked in business my whole career, I wanted the best return on our money and the Foundation was the perfect solution."



# Other Ways to Give

**Aside from setting up a Bespoke Fund, there are many other ways your client can get involved and many reasons for giving. By working together, we can find a solution to help your client reach their philanthropic goals and support the causes they care about.**

## Contributing to an existing Collective Fund

For clients who are not yet ready to commit to a Donor Advised Fund but who still wish to support a range of voluntary organisations across the county, making a regular or one-off donation of any size to one of our Collective Funds may be a solution.

CFS Collective Funds offer an opportunity to collaborate and pool funds with other donors who all share a passion for a particular cause (Themed Fund) or geographical area of the county (Area Fund). Grants from these Funds are awarded by a panel of donors and local individuals.

Our Themed Funds cover a range of causal areas including: Health & Wellbeing, Education & Skills, Disadvantage, Communities, Environment and Arts. Our Area Funds include larger Borough-wide funds and smaller Village and Town funds.

## Surrey Community Fund

A further option for clients is to support our fund which addresses emergency and unmet needs across the county, enabling CFS to be pro-active and responsive to critical issues as they emerge.

Donations of any size can be made to the Surrey Community Fund at any time and allows us, using our local knowledge and expertise, to get the funds to where the need is greatest quickly and efficiently.

## Leaving a Legacy

While some clients will have a clear idea which charities they wish to support through leaving a gift in their Will, others may want to give back to their local community but are unsure exactly which charities to support.

A long-term option is for your client to name the Community Foundation for Surrey in their Will, with the instruction to use the legacy to support a particular cause or areas of the county, or indeed for it to be unrestricted. That way, as we are here to stay, even if a specific charity or cause is no longer in existence or need of assistance when the legacy is realised, we can ensure that your client's original intentions are carried out.

All money left to a charity is immediately free of inheritance tax, as well as reducing the taxable portion of your client's estate. In addition, if at least 10% of the taxable value of your client's estate is left to charity, the inheritance tax on the remainder is automatically reduced from 40% to 36%.

## In Memory and Tribute Funds

In your capacity as a Professional Advisor, you may come across cases where family and friends of people who have died wish to set up a fund in their memory. As an alternative way of setting up a Bespoke fund the Community Foundation for Surrey can help establish an In Memory or Tribute Fund, enabling your client to create a lasting legacy for their loved one and establish an agreement whereby funds are raised for the cause. We can tailor the fund themes, criteria and geography to ensure the funds are spent in a way that best represents the causes close to their heart. This is a low-cost solution for families and can be set up immediately. It is also tax efficient as Gift Aid can be claimed on funds raised as appropriate.

## Charitable Trust Transfers

Through its Revitalising Trusts programme, the Charities Commission has given advanced permissions to Community Foundations to undertake the transfer of trust assets from dormant, ineffective and moribund trusts so that their funds can be better used.

There are a number of reasons why your clients who are Trustees of existing charitable trusts may wish to consider CFS as an alternative option to manage the assets going forward. We provide a range of options from assisting with grant-making to taking over the legal responsibilities for the trust completely, yet with clients retaining an interest and involvement, should they wish.

## Residual Client Balances

Where residual monies on client accounts cannot be traced and returned to the original owner, professional firms are required to give these unclaimed balances to charity. We can transform unclaimed balances into an asset for the community, holding the funds in our endowment. The capital funds are protected, and we can provide an indemnity in case the original owner should seek recompense. In the meantime, the annual income earned from the interest and dividends can be distributed to local community groups.

**“The Foundation provided an indispensable service bringing together those who had money to give with those who needed funding.”**

Donor feedback



# About Us

**The Community Foundation for Surrey is part of a global network of community foundations, which has been established for over 100 years.**

The aim of community foundations is to improve the quality of life for local residents through local giving. The Community Foundation for Surrey is also part of UK Community Foundations (UKCF) – a network of 47 Community Foundations across the UK.

We pursue long-term change for communities in Surrey by identifying the local context, collaborating with others, applying multiple interventions and constantly learning from and adapting to new circumstances.

Since establishing in 2005 the Community Foundation for Surrey has continued to set high targets to substantially increase the level of support it is able to give to local communities across Surrey. To date, we have awarded over £18 million to Surrey Communities. Our mission is to continue to grow local philanthropy to change lives.

**For further information please contact:**

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