



# International Research: United Kingdom

The Helen Brown Group

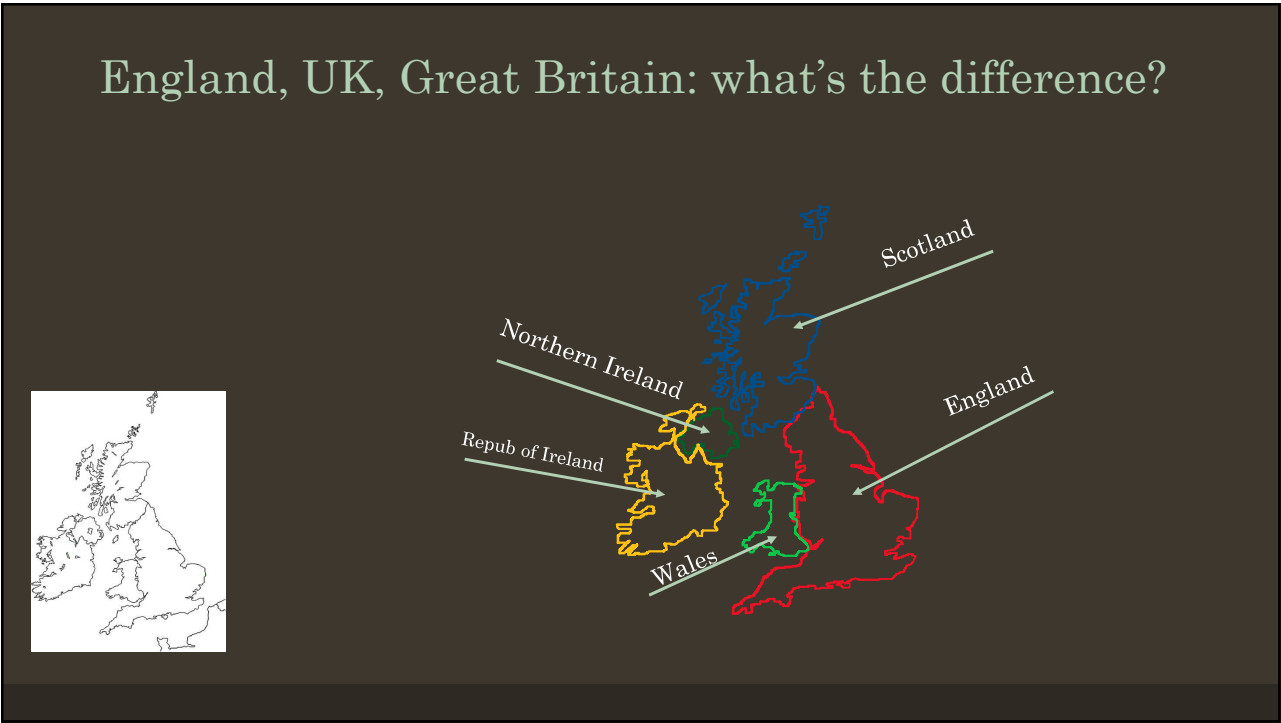
## Today I'll discuss...

- The United Kingdom in context
- Wealth
- Philanthropy
- ICO, GDPR, RiF, and other acronyms you need to know
- Resources for Research
- Q & A



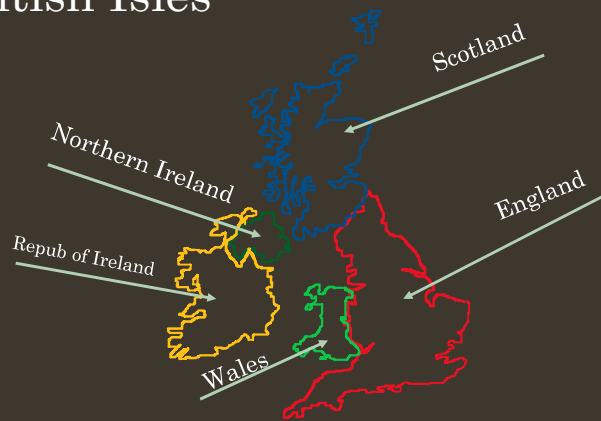
# The UK in context

England, UK, Great Britain...what's the difference?



England, UK, Great Britain: what's the difference?

These are the British Isles



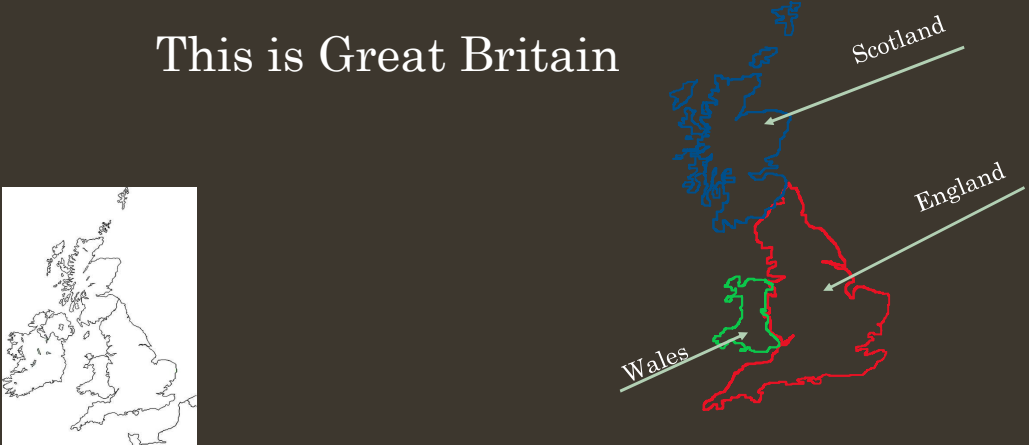
England, UK, Great Britain: what's the difference?

This is Britain



England, UK, Great Britain: what's the difference?

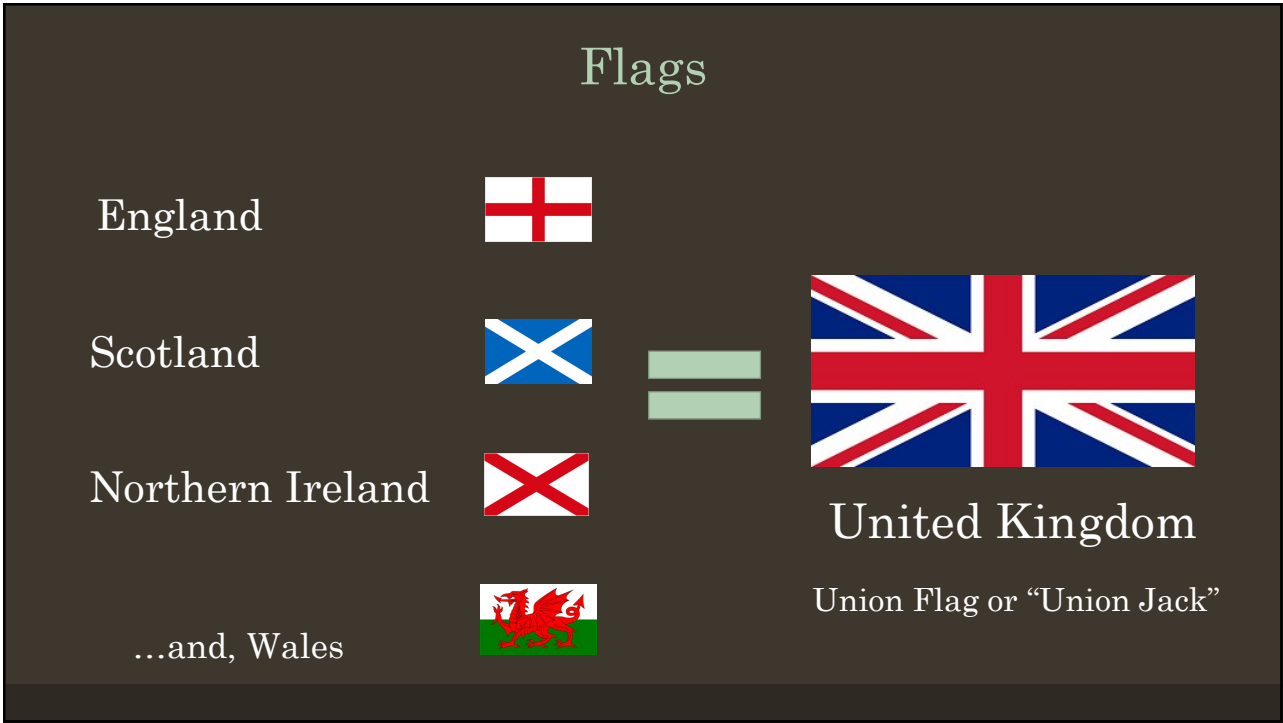
This is Great Britain



England, UK, Great Britain: what's the difference?









# Wealth in the United Kingdom

How much is there? Who has it? Where is it?

## Wealth in the United Kingdom

How many HNWI in UK? (2016)\*

- 25,370 with 10m+
- 9,470 with \$30m+
- 100 billionaires

\*Source: Knight Frank Wealth Report 2017

## Wealth in the United Kingdom

Where is wealth concentrated?

- London. Also London. And then there's London
- After that, Home Counties: Berkshire, Buckinghamshire, Essex, Hertfordshire, Kent, Surrey, and Sussex. Also Oxfordshire.

## Wealth in the United Kingdom

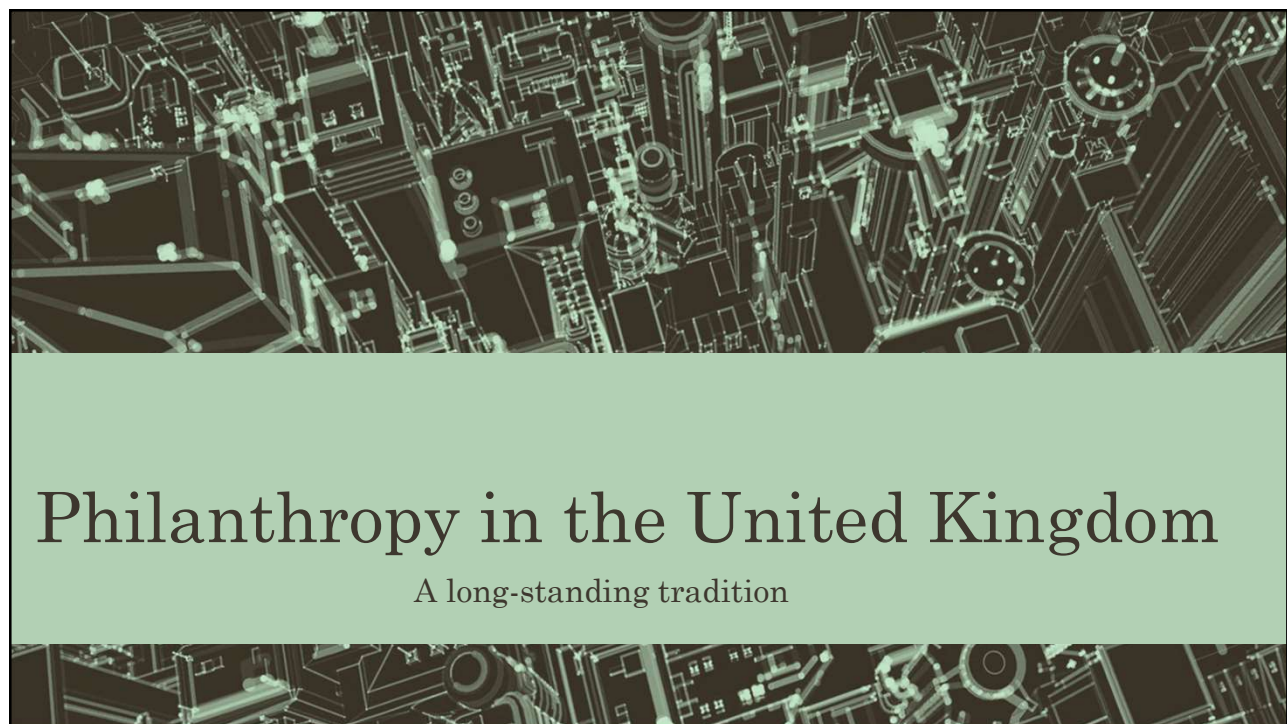
Most expensive street:  
Kensington Palace Gardens,  
London W8, £35,545,493 \*



Highest (non-London) wealth town:  
Virginia Water, Surrey.  
Avg house: £1,405,228 \*



\*Zoopla: <https://www.zoopla.co.uk/property/richlist/>



# Philanthropy in the United Kingdom

A long-standing tradition

## Philanthropy Landscape

- Philanthropy in the UK has its roots from the 1300s
- CASE Europe founded 1994
- Prospect researchers at Oxford University in mid 1980s
- over 180,000 registered charities plus countless small ones (income under £5,000)
- “Charities” is the term used for all nonprofits, but universities tend to be discussed somewhat separately

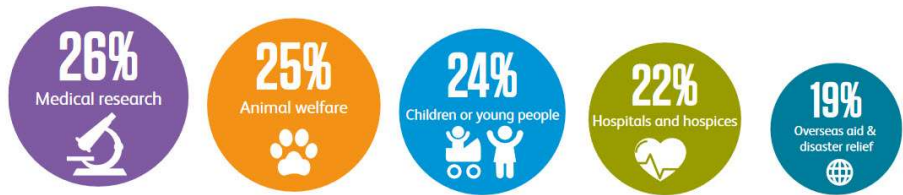
## Philanthropy

- People and companies in the UK give about £13 billion per year to charities. (Cass Centre on Giving and Philanthropy)
- People give about £9 billion of that
- Independent trusts and foundations make charitable grants of around £3 billion per year (CCGAP)
- Giving to universities surpassed £1 billion last year for 1<sup>st</sup> time (Ross-CASE)
- ~2,100 fundraising and alumni relations officers working in UK university development
- Over 800,000 people working in charity sector



## Most Popular Causes (by # of donations) but...

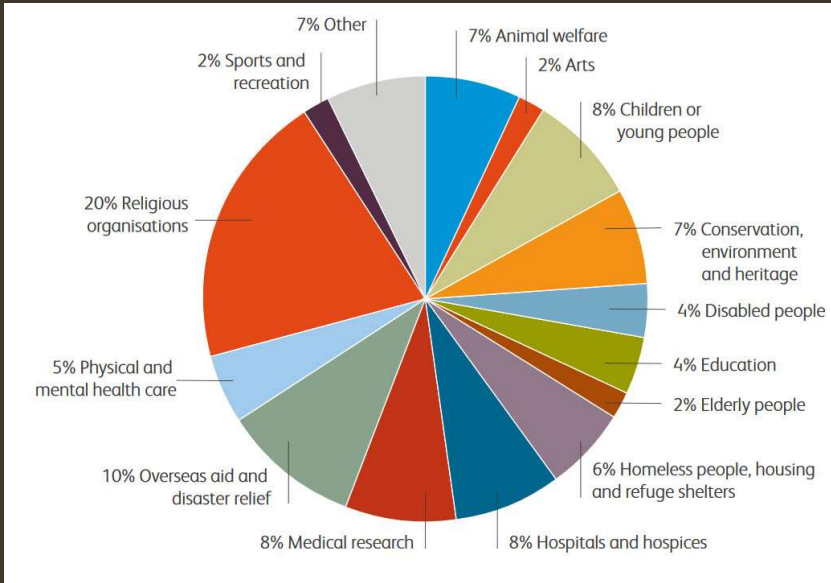
Figure 3: Which of the following causes have you given to in the last four weeks?



Source:  
CAF UK Giving 2017

TOTAL GIVING  
to all sectors

Source:  
CAF UK Giving 2017



## Powerhouse fundraising

- Cancer Research UK
- Royal National Lifeboat Assn
- Save The Children
- Oxfam
- British Red Cross
- NSPCC
- RSPCA
- Oxford
- Cambridge
- London School of Economics
- King's College London
- Imperial College (London)
- University of Manchester
- University of Edinburgh

## Don't miss

- CAF Online
  - Research studies <https://www.cafonline.org/about-us/research>
  - CAF Blog “Giving Thought” <https://www.cafonline.org/about-us/blog-home/giving-thought>
- Coutt's Million Pound Donor Reports – US, UK, Middle East, World overview
  - <http://philanthropy.coutts.com/>
- Knight Frank Wealth Report
- Merrill Lynch / Capgemini World Wealth Report



Big changes in the nonprofit sector...

Big changes in the nonprofit sector...

Scandal! January 20, 2016

Daily Mail



Poppy seller Olive Cooke who killed herself after being **hounded by** charities was on 99 organisations' **hit lists**, report reveals - including 70 that **BOUGHT** or traded her personal details

Poppy seller Olive Cooke (pictured) was on the **hit list** of 99 charities, including 70 organisations who bought and shared her details, a report has found. It is not known if the

## Big changes in the nonprofit sector...

Under Pressure – Information Commissioner's Office (ICO)

Elizabeth Denham,  
Information Commissioner



## Big changes in the nonprofit sector...

### Result

- 13 charities fined total of £181,000
- Prospect research in peril
- Sector soul-searching

That's us

A tilted image of a Daily Mail newspaper clipping. The headline reads: "Mail victory as charities are fined for snooping: Cancer Research, the NSPCC and Guide Dogs for the Blind are among 11 hit after paying investigators for details on supporters". The words "snooping" and "investigators" are highlighted in yellow. The Daily Mail logo is visible at the top of the clipping.

Daily Mail .com

Mail victory as charities are fined for  
**snooping**: Cancer Research, the  
NSPCC and Guide Dogs for the Blind  
are among 11 hit after paying  
**investigators** for details on supporters



## Big changes in the nonprofit sector...

Meanwhile: Brexit

Also: Data, and the European Union

- General Data Protection Regulation (GDPR)
  - <http://www.eugdpr.org/>
  - Goes into effect May 2018
  - Tighter strictures on how companies, nonprofits, etc. can handle and store peoples' private information.
  - Will it affect us? YES.

## Read These

- Institute of Fundraising Guide: *GDPR: The Essentials For Fundraising Organisations*
  - <http://www.institute-of-fundraising.org.uk/guidance/research/gdpressentials/>
- The Factory white paper, specifically for prospect research
  - <https://factory.com/2017/08/prospect-research-and-legitimate-interests/>

## Prospect Research generally in the UK

- Sensitive information retention is a no-no
  - No religion, trade union, sexual orientation, etc. in your database without express permission
- (Some) information is more difficult to find or just unavailable
- New normal – hyper clear data usage statements
  - See University of Manchester's - <https://your.manchester.ac.uk/privacy/>



## What our British cousins use – for companies

- Bureau van Dijk MINT
- Companies House
- DueDil
- Corporate Register
- Stock exchange information
- Dato
- LexisNexis/Factiva/Dun & Bradstreet/Hoovers
- Company websites

## What our British cousins use – for companies

Bureau van Dijk MINT Global

[www.bvdinfo.com](http://www.bvdinfo.com)

Owned by Moody's

Info on 170m companies

Fee-based

The information in Mint Global includes:

- Company financials in a standardized format
- Financial strength indicators
- Directors and contacts
- Original filings/images
- Stock data
- Detailed corporate and ownership structures
- Industry research
- Business and company-related news
- M&A deals and rumors

## What our British cousins use – for companies

Companies House

[www.gov.uk/government/organisations/companies-house](http://www.gov.uk/government/organisations/companies-house)

Public AND private companies!

You can get some details about a company for free, including:

- company information, eg registered address and date of incorporation
- current and resigned officers
- document images
- mortgage charge data
- previous company names
- insolvency information

What our British cousins use – for companies  
Companies House – company listing, Tesco PLC.

TESCO PLC

Company number 00445790

Overview

Filing history

People

Charges

Filter by category

☐ Show filing type

☒ Accounts

☐ Confirmation statements / Annual returns

☐ Incorporation

☐ Officers

☐ Charges

Date	Description	View / Download
27 Jul 2017	Group of companies' accounts made up to 25 February 2017	
20 Jul 2016	Group of companies' accounts made up to 28 February 2015	<a href="#">View PDF (157 pages)</a>
29 Jun 2016	Group of companies' accounts made up to 27 February 2016	<a href="#">View PDF (170 pages)</a>
06 Apr 2014	Group of companies' accounts made up to 22 February 2014	<a href="#">View PDF (149 pages)</a>

Follow this company

File for this company

Accounts have director/officer remuneration and bios



# What our British cousins use – for companies

## Companies House – director bio, Tesco.

Mostly free, you can pay for historical info

Lists all current and past directorships

(same for private company directors!)

Mark Henry ARMOUR

Filter appointments

☐ Current appointments

Total number of appointments 115

Date of birth

July 1954

[TESCO PLC \(00445790\)](#)

Company status

Active

Correspondence address

Tesco House, Shire Park, Kestrel Way, Welwyn Garden City, United Kingdom, AL7 1GA

Role

ACTIVE

Director

Appointed on

2 September 2013

Nationality

British

Country of residence

United Kingdom

Occupation

Non-Executive Director

# What our British cousins use – for companies


DueDil [www.duedil.com](http://www.duedil.com)

40m private companies in 9 European countries – UK, Ireland, Germany, France, Netherlands, Belgium, Luxembourg, Norway, Sweden


Fee-based - ~£800 per month for 5 users

Has directors too


### Data Types

 COMPANY PROFILES

- ▶ Top Line Financials
- ▶ Registered and Trading Addresses
- ▶ BT OSIS Telephone Numbers
- ▶ Industry Keywords
- ▶ SIC Codes
- ▶ FCA Registration Status
- ▶ Social Media Profiles - LinkedIn, Twitter

 GROUP INFORMATION

- ▶ Shareholders
- ▶ Directorships
- ▶ Beneficial Owners
- ▶ Group Structure
- ▶ Parent Companies
- ▶ Portfolio Companies

 COMPANY RECORDS

- ▶ Historic Financials
- ▶ Company Documents
- ▶ Credit Ratings / Reports
- ▶ PDF Company Reports

# What our British cousins use – for companies

## Corporate Register

[www.corporateregister.com](http://www.corporateregister.com)

Corporate Social Responsibility reports, global

Free and fee

Tesco plc



Strategic Report 2017. Serving shoppers a little better every day

☆ Add to Favourites

🗨 Make a Comment

DOWNLOAD

PDF, 10.12MB

# What our British cousins use – for companies

LondonStockExchange.com  
(director information, too!)

**Charles Parkinson, *Director***

Mr Parkinson was the Minister of Treasury and Resources in the States of Guernsey from 2008 to 2012, and prior to that the Deputy Minister of Treasury and Resources. He is a Director of Bailiwick Investments Limited which is quoted on the Channel Islands Securities Exchange, and a Director of two private Guernsey investment companies, namely Mapeley Limited (owned by the Fortress Investment Group) and Aqua Resources Fund Limited. Mr Parkinson is a past Partner and Director of PKF Guernsey, accountants and fiduciaries. Mr Parkinson is also a qualified barrister and a Member of the Institute of Chartered Accountants in England and Wales. Mr Parkinson is also a director of M&G RED GP Limited, a private Guernsey company.

**Management team**

The Group conducts its operations through various operating subsidiaries that employ members of the management team, depending on their geographic location and scope of responsibility. None of the Group's management team is employed by, or is an officer or director of, the Guarantor. The current members of the management team are:

Name	Age	Position
Christopher Bogart .....	50	Chief Executive Officer
Jonathan Molot .....	49	Chief Investment Officer
		Managing Director
		Managing Director
		Managing Director



London  
Stock Exchange

charles parkinson

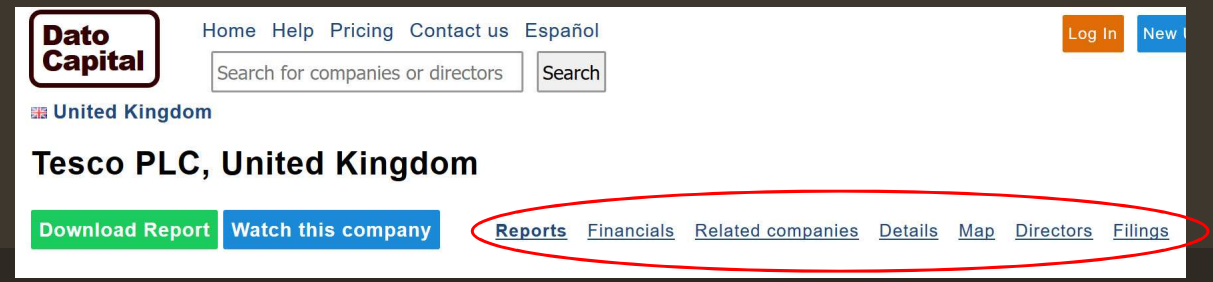


# What our British cousins use – for companies

Dato Capital - <https://en.datocapital.com/>

(director information, too!)

- Lots free, some fee.
- UK, Gibraltar, Cayman Islands, Malta, Netherlands, Luxembourg, BVI, Spain, Panama, Curacao



## What our British cousins use – for companies

### Avention

- formerly OneSource, recently bought by D&B, now called D&B Hoovers
- based in Massachusetts (!)

## What our British cousins use – for people

- 192.com/192 PeopleFinder
- Debrett's
- Livery Database - <http://www.liverycompanies.info/>
- Rich, pay, and power lists
- Land Registry, Zoopla, Mouseprice, OurProperty
- Factory Phi

## What our British cousins use – for people

192.com

- People finder, but also Company finder, Director finder
- Fee based - credits
- Advanced search features



### 192.com People Finder

Find people's addresses, phone numbers, age guides, property prices, aerial photos & much more! Search Electoral Rolls from 2002 to 2017, Directory Enquiries, Director Reports and the Birth, Marriage & Death register - only on 192.com!



The image shows a screenshot of the 192.com People Finder search interface. It features a search box with a person icon, a 'Name' field with the placeholder 'e.g. John Smith', a 'Location' field with the placeholder 'e.g. London, Fulham or SW6', and a 'Search' button. Below the search fields, there is a link labeled 'Advanced People Search' which is circled in red. A red arrow points from a red heart icon to this link.



# What our British cousins use – for people

- Debrett’s People of Today, 500 List, more...
  - [www.debretts.com/people-of-today](http://www.debretts.com/people-of-today)
- Burke’s Peerage - [www.burkespeerage.com](http://www.burkespeerage.com) £80/yr
- The Peerage –
  - [www.thepeerage.com](http://www.thepeerage.com)

Lady Diana Frances Spencer<sup>1,2</sup>

F, #100712, b. 1 July 1961, d. 31 August 1997

Last Edited=24 Jul 2010  
Consanguinity Index=0.0%







Lady Diana Frances **Spencer** was born on 1 July 1961 at [Park House, Sandringham, Norfolk, England](#)<sup>9</sup>. She was the daughter of [Edward John Spencer, 8th Earl Spencer](#) and [Hon. Frances Ruth Burke Roche](#). She was baptised at [Sandringham Church, Sandringham, Norfolk, England](#)<sup>9</sup>. She married [Charles Philip Arthur George Windsor, Prince of Wales](#), son of [Philip Mountbatten, 1st Duke of Edinburgh](#) and [Elizabeth II Windsor, Queen of the United Kingdom](#), on 29 July 1981 at [St. Paul's Cathedral, The City, London, England](#)<sup>9,2</sup>. She and Charles Philip Arthur George Windsor, Prince of Wales were divorced on 28 August 1996.<sup>2</sup> She died on 31 August 1997 at age 36 at [Paris, France](#)<sup>9</sup>, killed in a car crash.<sup>2</sup> She was buried on 6 September 1997 at [Althorp, Brington, Northamptonshire, England](#)<sup>9,2</sup>. She was educated at [West Heath School, Sevenoaks, Kent, England](#)<sup>9,2</sup>. After her marriage, Lady Diana Frances Spencer was styled as *Princess of Wales* on 29 July 1981.

# What our British cousins use – for people

Livery Database - <http://www.liverycompanies.info/>

- 110 livery companies in London area
- descended from the medieval trade guilds
- Now mainly social and charitable organizations
- Control mega £££!
- Officers and their spouses, photos
- Direct contact information
- Sometimes CV, biography...

A	
<a href="#">Actuaries' Company</a>	(91)
<a href="#">Air Pilots' Company</a>	(81)
<a href="#">Apothecaries' Society</a>	(58) 
<a href="#">Arbitrators' Company</a>	(93)
<a href="#">Armourers &amp; Brasiers' Company</a>	(22)
<a href="#">Arts Scholars' Company</a>	(110)
B	
<a href="#">Bakers' Company</a>	(19) 
<a href="#">Barbers' Company</a>	(17) 
<a href="#">Basketmakers' Company</a>	(52)
<a href="#">Blacksmiths' Company</a>	(40)
<a href="#">Bowyers' Company</a>	(38)
<a href="#">Brewers' Company</a>	(14) 

## Great article on livery companies

- <http://www.telegraph.co.uk/finance/2948232/Lifting-the-lid-on-the-liveries.html>

### Lifting the lid on the liveries

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12:01AM BST 01 Oct 2006

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**For centuries, the City of London's ancient livery companies have been piling up fortunes in secret. Now the Mercers has broken ranks and published its annual review. Andrew Murray-Watson reports**

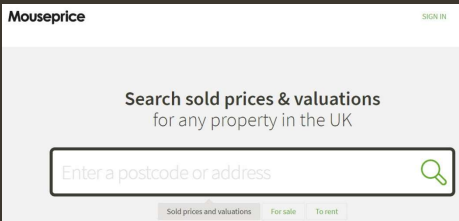
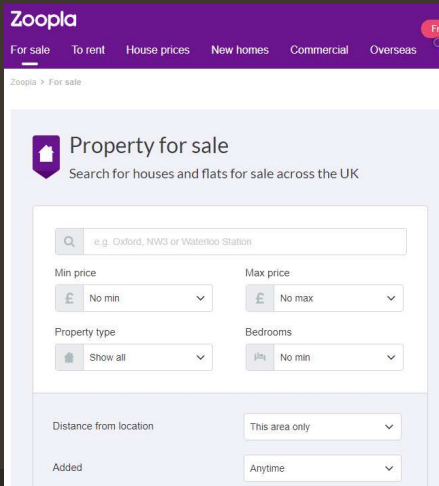
## What our British cousins use – for people

### Rich, pay, and power lists

- *Sunday Times* Rich List – the big one  
[features.thesundaytimes.co.uk/richlist/live/richlist](http://features.thesundaytimes.co.uk/richlist/live/richlist)
- Searchable, free, great resource
- Also Scottish, Irish Rich lists
- More regional lists at HBG Research Resource page
- Annual calendar of rich lists at Prospecting for Gold site

# What our British cousins use – for people

- Land Registry, Zoopla, Mouseprice, OurProperty



# What our British cousins use – for people

- Factory Phi – philanthropic giving

Search for records in Phi

Search method

All the conditions required

Record ID

is equal to

Donor Full Name

contains

Donor Type

contains

Donor Title

is equal to

Donor Firstname

is equal to

Donor Surname

is equal to

Donor Location

is equal to

Donor Region

is equal to

Graduation Year

is equal to

Graduation Subject

is equal to

Search for record

Search on 'Mittal'

Record ID	Donor Full Name	Donor Type	Recipient Name	Donation Summary (£)	Year	Link to Web Source
2645	MIR & MRS ADITYA MITTAL	Individual Donor	NSPCC		2006	
10284	LAKSHMI MITTAL	Individual Donor	PRINCE'S TRUST	At least £1,000,000	2008	
14281	ADITYA AND MEGHA MITTAL	Individual Donor	GREAT ORMOND STREET HOSPITAL CHILDREN'S CHARITY	At least £10,000	2008	
17711	MITTAL DAVE	Individual Donor	BOURNEMOUTH UNIVERSITY		2008	
103810	LAKSHMI MITTAL	Individual Donor	LABOUR PARTY	£2,000,000	2007	
121434	ARCELOMITTAL	Company	ROYAL INSTITUTE OF INTERNATIONAL AFFAIRS		2008	
122217	ARCELOMITTAL	Company	SAVE THE CHILDREN UK	£10,000	2008	
126133	MRS MEGHA MITTAL	Patron	TATE (TATE FOUNDATION)	At least £10,000	2008	
126240	LAKSHMI MITTAL	Individual Donor	THE PRINCE'S TRUST	At least £5,000	2009	
126408	LAKSHMI MITTAL	Individual Donor	THE PRINCE'S TRUST	At least £5,000	2008	
130728	ARCELOMITTAL	Company	THE ROYAL INSTITUTE OF INTERNATIONAL AFFAIRS (CHATHAM HOUSE)	£2,600	2009	
134429	ADITYA AND MEGHA MITTAL AND FAMILY	Individual Donor	GREAT ORMOND STREET HOSPITAL CHILDREN'S CHARITY		2009	
134596	ADITYA AND MEGHA MITTAL	Individual Donor	GREAT ORMOND STREET HOSPITAL CHILDREN'S CHARITY		2008	
138451	MIR AND MRS A MITTAL	Individual Donor	NSPCC		2009	
138859	MIR AND MRS ADITYA MITTAL	Patron	NSPCC		2009	

## What our British cousins use – for nonprofit research

- Charity Commission  
<http://apps.charitycommission.gov.uk/ShowCharity/RegisterOfCharities/AdvancedSearch.aspx>
- Similar to Guidestar; nonprofits, foundations...

The screenshot shows the 'Find charities' section of the Charity Commission's website. It includes a sidebar with 'Find charities', 'Advanced Search', and a 'charity search' box. The main area is titled 'Search for charities by their registered details' and contains various filters: 'Search for' (Registered, Registered and removed, Removed, Latest documents overdue), 'Keywords' (Match all words, Match any word), 'Search in' (Charity name, Charity objects, Charity activities), 'Where the charity operates' (In any area, Specific Areas), 'Classification' (What the charity does, Who the charity helps, How the charity operates), 'Registration date' (From, To), 'Removed date' (From, To), and 'Income range' (Please select range). Search and Reset buttons are at the bottom right.

## What our British cousins use – for trusts/foundations

- Directory of Social Change
  - <https://www.dsc.org.uk/>
- Guide to Major Trusts
- Directory of Grantmaking Trusts
- Trustfunding.org.uk (similar to Foundation Center/FoundationSearch)
  - Subscription service – 1 user £325



## Researchers in Fundraising

- <http://www.institute-of-fundraising.org.uk/groups/sig-researchers/about-us/>
- Annual conference and many regional/special interest seminars
- On Twitter @RiFUK, LinkedIn, and listserv

### More further reading/resources

- Thought leader: Beth Breeze
- Thought leader: Adrian Beney
- Plymouth University Business School - Hartsook Centre for Sustainable Philanthropy. Think Tank: Rogare. Blog: “Critical Fundraising” - <http://blogs.plymouth.ac.uk/criticalfundraising>
- Cass Business School - Centre for Charitable Giving and Philanthropy - <http://cgap.org.uk/>
- Nicola Williams, The Factory blog – [factory.com](http://factory.com)

Questions? Comments? Other resources to add?

Thank you!

Helen Brown

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Twitter: @AskHelenBrown