



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

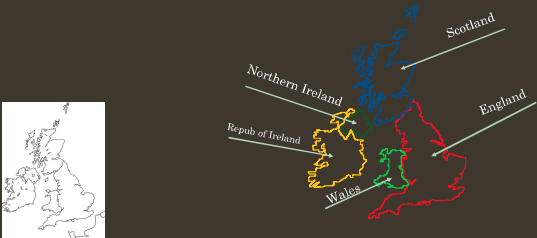


The UK in context

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




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



A map of the British Isles with labels for Scotland, Northern Ireland, Republic of Ireland, Wales, and England. An inset map shows the location of the British Isles within Europe.

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


These are the British Isles



A map of the British Isles with labels for Scotland, Northern Ireland, Republic of Ireland, Wales, and England. An inset map shows the location of the British Isles within Europe.

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

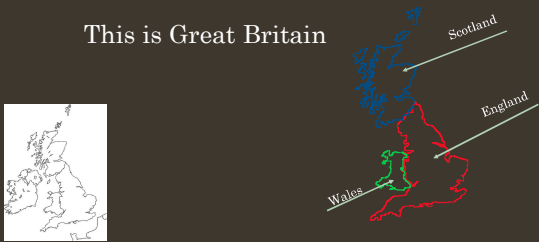
This is Britain



A map of Great Britain with labels for Wales and England. An inset map shows the location of Great Britain within Europe.

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

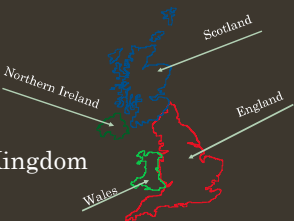
This is Great Britain



A map of Great Britain with Scotland in blue, England in red, and Wales in green. Labels with arrows point to each region. To the left is a small inset map of the British Isles.






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

This is the United Kingdom

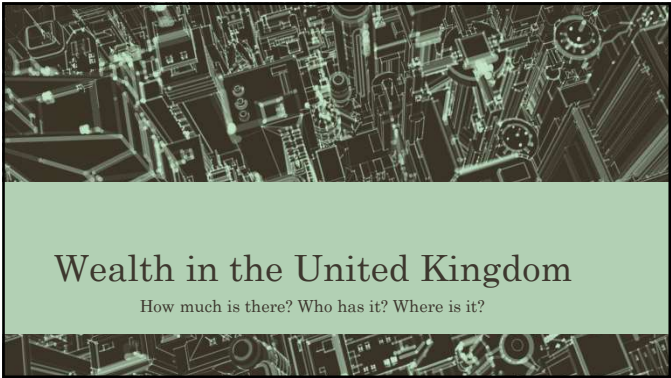


A map of the United Kingdom with Scotland in blue, England in red, Wales in green, and Northern Ireland in green. Labels with arrows point to each region.

Flags

England		
Scotland		
Northern Ireland		
...and, Wales		

United Kingdom
Union Flag or "Union Jack"



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.

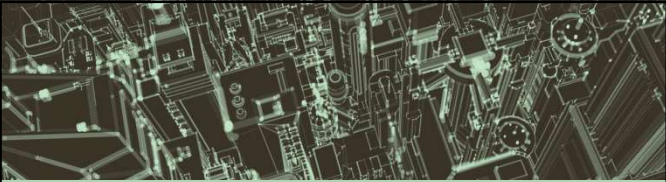
Wealth in the United Kingdom

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

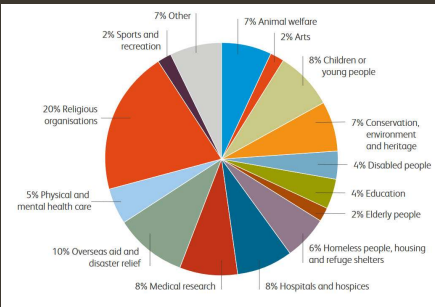
- People and companies in the UK give about £13 billion per year to charities. (Cass Centre on Giving and Philanthropy)
- People give about £9 billion of that
- Independent trusts and foundations make charitable grants of around £3 billion per year (CCGAP)
- Giving to universities surpassed £1 billion last year for 1st 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...



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>
- Coutts'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 **90** 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 90 charities, including 70 organisations who bought and shared her details, a report has found. It is not known if the charities had any contact with her or if they had any knowledge of her death.

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

Daily Mail



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

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

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

Follow this company
File for this company

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 2007	Group of companies' accounts made up to 25 February 2007	
20 Jul 2006	Group of companies' accounts made up to 28 February 2005	View DSE (P57 pages)
29 Jun 2006	Group of companies' accounts made up to 27 February 2006	View DSE (P70 pages)
08 Aug 2004	Results of company's accounts made up to 24 February 2003	View DSE (P58 pages)

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

July 2014

TESCO PLC (00445790)

Company status: Active

Director

Appointed on: 2 September 2010

Nationality: British

Country of residence: United Kingdom

Occupation: Non Executive Director

Correspondence address: Tesco House, 265 Park Avenue Way, Welwyn Garden City, United Kingdom, AL7 1GA

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What our British cousins use – for companies

DueDil 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 OSS 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

Corporate Social Responsibility reports, global

Free and fee

Tesco plc



Strategic Report 2017. Serving shoppers a little better every day

[Add to Favourites](#)

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[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 Investment Limited which is quoted on the Channel Islands Securities Exchange, and a Director of two private Guernsey investment companies, namely Magpiey Limited (owned by the Fortis Investment Group) and Aqua Resources Fund Limited. Mr Parkinson is a past Partner and Director of PPS Guernsey, accountants and educators. 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 iP 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 Bignot	59	Chief Executive Officer
Jonathan Malt	49	Chief Investment Officer
		Managing Director
		Managing Director
		Managing Director



London Stock Exchange

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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

Dato Capital

Home Help Pricing Contact us Español

Search for companies or directors

Search

Log in New

United Kingdom

Tesco PLC, United Kingdom

Download Report

Watch this company

Reports

Financials

Related companies

Details

Map

Directors

Filings

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

192.com

- Debrett's People of Today, 500 List, more...

- [illegible]

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

- A**
- Actuaries' Company (91)
- Air Pilot's' Company (81)
- Apolloniscaries' Society (58) **(A)**
- Arbitrators' Company (93)
- Armourers & Brasiers' Company (22)
- Arts Scholars' Company (116)
- B**
- Bakers' Company (19) **(B)**
- Barbers' Company (17) **(A)**
- Basketmakers' Company (52)
- Blacksmiths' Company (40)
- Bonsayers' Company (38)
- Brewers' Company (14) **(B)**

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

12:01AM BST 01 Oct 2006

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

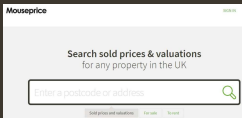
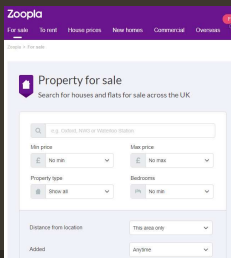
What our British cousins use – for people

Rich, pay, and power lists

- *Sunday Times* Rich List – the big one
features.thesundaytimes.co.uk/richlist/live/richlist
- 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



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

Questions? Comments? Other resources to add?

Thank you!

Helen Brown
helen@helenbrowngroup.com
Twitter: @AskHelenBrown
