

Tuesday 8th April: ABO Fundraising Managers Meeting

ISSUES RAISED

- Emergency appeals: Mixture of members running/not running fundraising campaigns. Some not running appeals now believe it will be a more successful venture further down the line.
- Cancellations/Refunds: Varying percentages of customers donating ticket refunds to organisations. Waiting on HMRC to clarify whether gift-aid can be claimed on donated ticket refunds. One venue is not sharing donated money from transactions where customer had booked via venue rather than via organisation. GDPR concerns then arise if organisation has to contact customers about gift-aid with information potentially provided by the venue.
- Trust & Foundations: Members have generally found trusts and foundations to be understanding if projects are delayed or funds require repurposing. Organisations are aware of the risk for the following financial year as organisations are deferring income.
- Furloughed staff: Small teams largely not furloughing, or reluctantly furloughing. Artistic teams are hit the hardest, and Marketing and Development teams are being largely retained. Much work focused on digital content.
- ACE response: ACE using current and future lottery commitments for funding. Implications on lack of availability of future project grants. Other countries putting in extra money to complement core funding. No additional funding from DCMS. Uncertainty if £90m is enough for all NPOs to meet challenges.
- Corporate responses: Some corporate partners requesting more digital content. Clarity required over whether furloughed creatives can work on digital material, even as volunteers.
- Digital content: Some organisations releasing archive material. A few requesting payment to download and watch these via [Exit Live](#).

LONGER TERM OUTLOOK

- **Next meeting: 22nd May (Original SMM date)**