Welcome to GIVING – THANKS!

The launch of the Parish Giving Scheme in the Diocese of Lincoln
GIVING – THANKS!

The theology and practice of Christian Giving and Generosity
(by the Bishop)

• **Aims** – People give to vision
• **Budget** – To make real your aims
• **Communicate** – Regularly and simply
10 Godly Giving Guidelines

We give ……

• As our response to God’s Goodness
• As part of our discipleship
• As necessary for God’s work
• As a means of receiving God’s blessing
• Recognising it’s all God’s anyway!
10 Godly Giving Guidelines

We give …..

• Cheerfully
• In a way that is planned, regular, proportionate
• Remembering the principle of a tenth
• With sacrificial generosity
• Bearing in the mind the question – how much do you want to invest in eternity?
REFLECTION 1

1. How does what you've heard fit with your vision?
2. Do your plans fit with this?
3. How would a say 25% increase in giving to your parish affect your plans?
4. What questions would you like to ask?
The Parish Giving Scheme

Presentation by

Helen Richardson
CEO, The Parish Giving Scheme
What is the PGS?

The Parish Giving Scheme (PGS) is a direct-debit facility originally developed by the Diocese of Gloucester to provide a professional, effective donation management system to support parishes in funding their mission and ministry.

1. Donations made through this scheme use a Direct Debit.
2. This can be made on a monthly, quarterly or annual basis.
3. Each donation is restricted to the intended church.
4. Gift Aid is reclaimed and passed onto the church directly.
• Committed Christian Giving
• Regular Gifts
• Serves the Church Family
• GA & Non GA Donors
• S,M,L Churches & Gifts
Why we developed the PGS

1. Keep pace with the charity sector
2. Improve and engage with the donor journey
3. To grow the Church’s mission and ministry
4. Lighten the burden locally (recruiting successor)

- Offer our parishes unique benefits
Unique benefit:

Giving to rise in line with inflation annually

Why is this important?
Problem 1:

Static giving
How the PGS can help:

2001 = £60 + £16.80 Gift Aid = £76.80

Gift increases in line with Retail Price Index (RPI)

2016 = £92.28 + £23.06 Gift Aid
  = £115.34 tax efficient gift a month

Extra £462.48 a year
Impact of the inflationary uplift

1. 55% of monthly givers inflate their gifts (in 2017 this resulted in over £250,000 extra giving)

2. In addition 15% (inflation proofed givers) have increased further, either by super inflation (6%) or as a result of a parish request (9%)

3. Reductions: 0.5% donors have reduced their contribution
How does it work?

The donor donates £50 by Direct Debit to PGS

1st of the month

Their total gift of £62.50 enables their church to continue to grow confidently

3rd of the month

Donation arrives in PGS account £50

PGS sends Gift Aid of £12.50 to their church

4th of the month

Church receives donor’s gift of £50.00 from PGS

10th of the month

Once received from HMRC

PGS claims eligible Gift Aid + £12.50
## PGS Statement

**Donor Statement for Period: June 2016**

<table>
<thead>
<tr>
<th>Transaction Ref</th>
<th>Donor Description</th>
<th>Contact ID</th>
<th>Donation Received</th>
<th>Gift Aid</th>
<th>Total</th>
<th>Donation Received</th>
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<th>Gift Aid</th>
<th>Total</th>
<th>Frequency</th>
<th>Inflation</th>
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</thead>
<tbody>
<tr>
<td>Cll D Horton</td>
<td>PGS THANK YOU-9261</td>
<td>14149</td>
<td>70</td>
<td>17.5</td>
<td>87.5</td>
<td>140</td>
<td>35</td>
<td>175</td>
<td>420</td>
<td>105</td>
<td>525</td>
<td>M</td>
<td>Y</td>
</tr>
<tr>
<td>Mr &amp; Mrs H Horton</td>
<td>PGS THANK YOU-9471</td>
<td>14381</td>
<td>200</td>
<td>50</td>
<td>250</td>
<td>200</td>
<td>50</td>
<td>250</td>
<td>400</td>
<td>100</td>
<td>500</td>
<td>Q</td>
<td>N</td>
</tr>
<tr>
<td>The Revd G Granger</td>
<td>PGS THANK YOU-9472</td>
<td>14386</td>
<td>150</td>
<td>37.5</td>
<td>187.5</td>
<td>300</td>
<td>75</td>
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<td>900</td>
<td>225</td>
<td>1125</td>
<td>M</td>
<td>Y</td>
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<tr>
<td>Mr O Newitt</td>
<td>PGS THANK YOU-9259</td>
<td>14389</td>
<td>90</td>
<td>22.5</td>
<td>112.5</td>
<td>180</td>
<td>45</td>
<td>225</td>
<td>540</td>
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<td>60</td>
<td>120</td>
<td>0</td>
<td>120</td>
<td>360</td>
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<td>PGS THANK YOU-9263</td>
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<td>15</td>
<td>75</td>
<td>180</td>
<td>45</td>
<td>225</td>
<td>M</td>
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</tr>
<tr>
<td>Anonymous</td>
<td>PGS THANK YOU-9080</td>
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<td>60</td>
<td>300</td>
<td>M</td>
<td>N</td>
</tr>
<tr>
<td>Miss K Minogue</td>
<td>PGS THANK YOU-9470</td>
<td>14599</td>
<td>1000</td>
<td>0</td>
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<td>1000</td>
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<td>1000</td>
<td>1000</td>
<td>0</td>
<td>1000</td>
<td>A</td>
<td>Y</td>
</tr>
</tbody>
</table>

**Grand Totals:**

- Current Month: 1705
- Financial Year To Date: 161.25
- Calendar Year To Date: 1866.25

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**Joiners:**
- Mr S Horton (14623)

**Leavers:**
- Mrs Cropley (14684)

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**Key:**
- **M** = Monthly
- **G** = Quarterly
- **A** = Annual
- **Y** = Key to inflationary increase
- **N** = Not to inflationary increase
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<td>Miss K Minogue</td>
<td>PGS THANK YOU-9470</td>
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<tr>
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<td>65</td>
<td>16.25</td>
<td>81.25</td>
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</tbody>
</table>

**Grand Totals:**

<p>|                |                 |             | 1705  | 161.25 | 1866.25 |</p>
<table>
<thead>
<tr>
<th>Frequency</th>
<th>Inflation</th>
</tr>
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<td>M</td>
<td>Y</td>
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<td>Q</td>
<td>N</td>
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<tr>
<td>M</td>
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<td>Y</td>
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<tr>
<td>M</td>
<td>N</td>
</tr>
<tr>
<td>Joiners</td>
<td>Leavers</td>
</tr>
<tr>
<td>------------------</td>
<td>--------------------</td>
</tr>
<tr>
<td>Mr S Horton (14623)</td>
<td>Mrs Cropley (14694)</td>
</tr>
</tbody>
</table>

**Key:**
- M = Monthly
- Q = Quarterly
- A = Annual
- Y = Yes to Inflationary increase
- N = No to Inflationary increase
• Replace the Volunteer
• Won’t be for Everyone
• GASDS (not yet…)

  • PGS in conversation with HMRC. We require the Government to formally recognise that services in Parish Churches can be treated as charitable activities of the PGS. Until this is approved churches who wish to claim GASDS will need to submit a Gift Aid claim = at least 10% of the figure they wish to claim under GASDS. For most churches on the PGS that requires one average giver to stay out of the scheme (£16.61 weekly excl.GA).
Problem 2:

Level of giving

The importance of clear communication
PARISH GIVING SCHEME

The message in the brand
## Communication & Engagement Framework

<table>
<thead>
<tr>
<th>Level of Engagement</th>
<th>Worshipping Together</th>
<th>Sharing Faith &amp; Values</th>
<th>Valuing Church Buildings</th>
<th>Serving the Community</th>
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</thead>
<tbody>
<tr>
<td>Outer Circle</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Occasional</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stewardship</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
How the PGS can help:

How we give influences how much we give.

<table>
<thead>
<tr>
<th></th>
<th>Winchester</th>
<th>Liverpool</th>
<th>Gloucester</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Weekly giving (Diocese)</td>
<td>£12.25</td>
<td>£10.58</td>
<td>£9.60</td>
</tr>
<tr>
<td>Average Weekly Giving (PGS)</td>
<td>£19.27</td>
<td>£14.73</td>
<td>£14.77</td>
</tr>
<tr>
<td></td>
<td>+57%</td>
<td>+39%</td>
<td>+48%</td>
</tr>
</tbody>
</table>

Other benefits:

• Delivered locally
• Administration: local → central (PGS, Gloucester)
• Donation returned in 10 days
• Improve cash flow
• Anonymity option
• Ease local book-keeping (reduces bank statement!)
PGS going online!

• Long held ambition – a 21\textsuperscript{st} century solution
• Immediate and flexible access + reducing burden on volunteers
• Attractive to a wider demographic
• Improves the reliability of the data
• Financial efficiency by reducing administrative overheads
• Provides a platform for developing the PGS offer
New donor process

The Parish Giving Scheme is a better way to encourage giving in your church

St Margarets Olton

Find your church
Finding the ‘right’ church
Parish not registered

You have chosen to Donate to: Hobs Moat: St Mary

Unfortunately this church is not currently set up to receive donations yet.

If you would like to be notified when this church has joined the Parish Giving Scheme, then please enter your email below:

Email

Continue
Welcome Mr P J Hewston

Here you can edit your details and view and manage your active church donations

**My Personal Details**

- **PGS Contact ID**: 50369
- **Name**: Mr P J Hewston
- **Address**:
  - 102 Crompton Road
  - Bilsthorpe
  - NEWARK
  - Nottinghamshire
  - NG22 8QF
- **Email**: paulj@hewstons.co.uk
- **Phone number**: 07832 515663
- **Password**: ********

**My Bank Details**

- **Account name**: Mr P J Hewston
- **Account number**: ****6588
- **Branch**: Nationwide

**My Donations**

- **Parish**: Derby Cathedral
- **Start Date**: 01 October 2018
- **Amount**: £20.00
- **Gift Aid**: No

**My Giving**

- **Anonymous to Parish**: Yes
- **Agreed to inflationary increase**: Yes
- **Month of inflation**: October
Statement receiver account

Welcome Mr White

Here you can edit your details and view and manage your statements

My Personal Details

PGS Contact ID
50370

Name
Mr W White

Address
N/A
N/A

Email
willandpam@gmail.com

Phone number
07855335544

Password
*******
Reset password

Parish Details

Parish Name
Leckhampton SS Philip & James

Parish Code
LKPJ

Address
N/A
N/A

Diocese
Gloucester Diocese

Parish Statements

- Parish Name
  Leckhampton SS Philip & James
- Parish Code
  LKPJ
- Address
  N/A
  N/A
- Diocese
  Gloucester Diocese

Parish Bank Details

Account name
Leckhampton, St Philip and St James

Branch
Montpellier Branch, Cheltenham

If there is a change in the role of Statement Receiver, please notify us by clicking the NEW button above and entering their details.
Technical security

API (Application Programming Interface)

A technical process that allows the PGS to receive data from donors and parishes in a safe, secure and controlled transfer. API’s are standard practice in for online banking and retail activity.

SSL (Secure Socket Layer)

- It’s the most widely deployed security protocol in the world. It provides a secure channel between two machines operating over the internet.
- EVC – Extended Validation Certificate. This is an additional security check that requires a website to pass a thorough and global standardised identity verification process. This provides exclusive rights to user domain and confirm its legality.
The Journey So Far...
Expansion

Where it all began – Gloucester Diocese
Expansion

Live at end 2014
(4 dioceses)
Expansion

- Live at end 2014
- Joined in 2015 (+ 5 dioceses)
Expansion

- Green: Live at end 2014
- Yellow: Live end of 2015
- Red: Live at end of 2016 (+4 dioceses)
Expansion

- Live at end 2014
- Live at June 2015
- Live at June 2016
- Due to launch 2017 (+5 dioceses)
2018

Live at end 2014
Live at end 2015
Live at end 2016
Live at end 2017
Live by the end 2018
and beyond (+ 8 dioceses)

34 out of 41 Dioceses
Annual Growth

Years of operation

Millions

£0.0
£0.1
£0.2
£0.8
£1.3
£3.6
£6.6
£9.9
£16.5
£23.0


£0.0 £0.1 £0.2 £0.8 £1.3
£3.6
£6.6
£9.9
£16.5
£23.0

Years of operation
## Growth snapshot

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>New donors per month</strong></td>
<td>623</td>
<td>1012</td>
</tr>
<tr>
<td><strong>Parish registrations</strong></td>
<td>28</td>
<td>66</td>
</tr>
<tr>
<td><strong>Donor admin changes</strong></td>
<td>457</td>
<td>1411</td>
</tr>
<tr>
<td><strong>Total remitted (Jan only)</strong></td>
<td>£1,122,474</td>
<td>£2,769,900</td>
</tr>
<tr>
<td></td>
<td>to 684 churches</td>
<td>to 1653 churches</td>
</tr>
<tr>
<td><strong>Number of donations (Jan only)</strong></td>
<td>12,435</td>
<td>29,473</td>
</tr>
</tbody>
</table>
Board of Trustees

Chair: John Preston – Diocesan Secretary Worcester
Trustees: Victoria James (Diocesan Secretary) Portsmouth, Benjamin Preece Smith (Diocesan Secretary) Gloucester, Rebecca Evans (Parish Support Advisor) Truro, David Brooke (IT specialist), Adrian Beney (Fundraising and GDPR specialist) and Neil Williams (Finance Director) Exeter.

PGS Team
Helen Richardson CEO
Helen Taylor, Head of Operations leads a team of six

Last months (Oct 2018) productivity:
• Entered **1225** new donors onto the PGS
• Registered **121** new parishes to the scheme
• Issued **953** inflationary increase
• Handled **1283** administrative changes to donors details and gifts
• Submitted a Gift Aid Claim for **£500k**
Value added

1. Centrally run scheme reduces administration costs
2. The quick return of Gift Aid
3. Centralised resource purchasing keeps the cost low of high quality resources through bulk purchasing
4. Only one database to maintain bank charges the same regardless of volume or amount
5. Access to Stewardship expertise through member dioceses and beyond
6. Releasing local volunteers & succession planning
Donation Management provider comparison

In May 2018 the PGS processed 27,609 Direct Debit donations. The total value of donations received (inc.GA) was £2,566,241. This was remitted to 1531 Churches in 22 dioceses.
Summary

1. A choice that thousands of donors prefer
2. Combats static giving
3. Fits with good practice
4. Reduces work locally.
GIVING – THANKS!

The launch of the Parish Giving Scheme in the Diocese of Lincoln
But does it actually work in Lincolnshire?

The Local Perspective
(by Hugo Cobham, Stewardship Officer)

The PGS Pre-Launch Phase
• November 2017 – October 2018

Purpose:
• To ‘road-test’ PGS to see if it works even in Lincolnshire
The PGS Pre-Launch Phase

11 Parishes volunteered to take part across all 6 different Mission Character Areas:

- Coastal
- Housing Development
- Large Village
- Market Town/Heritage
- Rural
- Urban

And from different geographical locations across the whole Diocese
The PGS Pre-Launch Phase
The PGS Pre-Launch Phase

Parishes using PGS:

• Great Grimsby (*Urban & Coastal*)
• St Andrew’s, Kirton-in-Lindsey (*Market Town*)
• St James’, Louth (*Market Town/Heritage*)
• All Saints’, Nettleham (*Large Village*)
• St Peter-in-Carlton, Lincoln (*Housing Development*)
• St Faith’s, Lincoln (*Urban*)
• All Saints’, North Scarle (*Rural*)
• All Saints’, Nocton (*Rural*)
• St Botolph’s, Quarrington (*Urban/Market Town*)
• St Nicholas’, Skirbeck, Boston (*Urban*)
• Christ Church, Stamford (*Market Town*)
The PGS Pre-Launch Phase

Parishes recruited 6 – 12 members to change their method of giving to PGS

• Largely PCC members

• PGS not yet introduced to the whole congregation
VITALSTATISTIX

By 1st October 2018

11 parishes

80 givers

97% Gift Aid-ed their gifts

68% opted for inflationary increase

Average Weekly Gift £19.93/wk

c.f. Diocesan average £6.10/wk

(excl. Gift Aid)
The PGS Pre-Launch Phase

St Botolph’s, Quarrington

- 12 givers using PGS – all PCC members
- 8 S/O givers
- 2 Envelope givers – 1 ‘yellow’ & 1 ‘white’
- 2 new givers have been recruited
- 1 new giver had used PGS elsewhere
- £896 received in October (excl. Gift Aid)
- £17.17 Average Weekly Gift (excl. G.A.)
Next Steps

• Step 1: PCC to pass a Resolution to join the PGS

• Step 2: Register the parish with PGS, using the PGS Parish Registration Form

• Step 3: Prepare to hold a Parish Giving Review in 2019, introducing PGS to your parish
Next Steps

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Getting Started:

Full details in the Parish Implementation Guide

https://www.lincoln.anglican.org/stewardship-advice
AVAILABLE RESOURCES

Giving in Grace

http://www.givingingrace.org/index.php
How to increase giving in your Parish

Presentation by

Rev. Richard Steel

Mission Team Leader
http://www.parishresources.org.uk/givingforlife/annualreview/
Diocese of Lincoln
Generous Living series

Generous Living

How to run a Parish Giving Review

In case of the surprising people

Gentle and side is the

Creation community in Comm unions about their financial gifts.

[Image]

Each of you should plan what you have decided in your heart to give, not reluctantly or under compulsion, for God loves a cheerful giver.

2 Cor 9:7

Elsewhere, 1 Cor 16:1 Paul suggests that this should be a weekly decision, perhaps due to the vagaries of income, of which their giving was to be a proportion. Our times are different, and most of those who receive an income tend generally to be able to predict with some certainty how that level of income is likely to continue.

However, the downside of this is that with inflation people’s giving decreases in real terms if it is not regularly reviewed. Evidence suggests that even standing orders are only reviewed on average once every four years; for envelope giving it is much less frequently. This often sets out a detailed plan for holding a regular Giving Review. This is particularly important if you are launching the Parish Giving Scheme, but should also be built in annually to your programme. You might also include an annual Gift Day, hopefully not to reinstate the growth of your church.

One leader of an independent church said that a tradition is something we’ve done twice. Despite the long and glorious history of the Church of England, the truth is that it doesn’t take very long to build up a tradition. The first time is the most difficult, but certainly by the third time most people will usually happily accept that ‘this is what we do here’.
ACTIONS

• Where and how might you hold a giving review?
• How might it link with the other things you do?
• How might you introduce it?
• Who else do you need to talk to?
• What actions do you need to take?
REFLECTION 2

MY TOP 3 ‘TAKEAWAYS’

from the PGS Launch,
of things I’m going to action in my Parish, are:

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<th>WHAT</th>
<th>WHEN</th>
<th>WITH WHOM</th>
</tr>
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<tbody>
<tr>
<td>1.</td>
<td></td>
<td></td>
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<tr>
<td>2.</td>
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<tr>
<td>3.</td>
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A REFLECTION ON THE DAY

by

The Bishop