



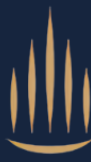
The Beacon Collaborative

## THE BEACON PHILANTHROPY AND IMPACT FORUM

Wednesday 12 February 2025 at The Guildhall, London

### SCHEDULE OF THE DAY

- 08:15** - Registration and welcome
- 09:00** - **Introduction:** With **James Goad**, Managing Director, Owen James
- 09:05** - **Welcome:** With **Neil Heslop** - CEO, Charities Aid Foundation (CAF)
- 09:20** - **Opening Address:** With **Stephanie Peacock**, Minister for Sport, Media, Civil Society and Youth
- 09:30** - **Roundtable Discussions #1:** *Please refer below for more information on the topics up for discussion with your peers*
- 10:20** - **Tea and coffee break**
- 10:40** - **Panel: Impact economy in the regions.** With **John Fallon** - Chair, Blackpool Pride of Place Partnership, **Emma de Closset** - CEO, UKCF, **Nicky Twemlow** – Community and Partnerships Director, YMCA North Staffordshire. Chaired by **Nathan Gamester** - Managing Director, CSJ Foundation
- 11:20** - **Roundtable Discussions #2:** *Please refer below for more information on the topics up for discussion with your peers*
- 12:10** - **Structured networking**
- 12:45** - **Lunch**
- 13:30** - **Panel: Next generation/Social Justice.** With **Sonal Patel** - CEO, GMSP Foundation, **Paolo Fresia** - Principal, 100% Sustainability, **Olivia Chowdry** - Fellow, Innovest Advisory, **Lady Edwina Grosvenor** - One Small Thing. Chaired by **The Rt Hon. Baroness Prashar** - Global Philanthropic Advisory Board
- 14:20** - **Keynote:** With **David Holdsworth** - CEO, The Charity Commission
- 14:45** - **Roundtable Discussion #3:** *Please refer below for more information on the topics up for discussion with your peers*
- 15:35** - **Keynote:** With **Cath Dovey** - Co-founder The Beacon Collaborative
- 15:55** - **Closing remarks:** With **James Goad**, Managing Director at Owen James
- 16:00** - **Drinks reception hosted by CAF**
- 17:30** - **Wave goodbye**



The Beacon Collaborative

**THE BEACON PHILANTHROPY AND IMPACT FORUM 2025  
WEDNESDAY 12 FEBRUARY, OLD LIBRARY AND PRINT  
ROOM GUILDHALL YARD, LONDON EC2V 5AE**

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## Roundtable topics:

### 1. BUILDING CONSENSUS AROUND A NATIONAL STRATEGY FOR PHILANTHROPY

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At last year's Beacon Forum participants identified the need for a comprehensive national strategy to support growth in philanthropy. One year on, we are ready to share progress made towards a National Strategy for Philanthropy, as well our work engaging Government on this issue, and are now asking for additional input to help us to shape its evolution. This session will discuss:

- How can we ensure it is developed productively and inclusively?
- How can we best include voices from across the philanthropy sector?
- How do we ensure the relationship between philanthropy and civil society is embedded in its design?
- How do we align it with the goals of the wider impact sector?

[Expert: CAF]

### 2. WHAT DOES GOVERNMENT NEED FROM THE PHILANTHROPY AND IMPACT SECTORS TO BUILD AN EFFECTIVE PARTNERSHIP?

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Since the Labour Government took office in June 2024, it has signalled its priority to reset the relationship between government, civil society, philanthropy and also to leverage the potential for impact investment as a partnership with government and the private sectors. Mission-driven government should provide fertile ground for alignment between government priorities and the additional capacity offered by philanthropy and impact-led finance.

So, what actions can the philanthropy and impact sectors take to build a productive partnership with government? The aim of this session is to identify specific opportunities for engagement with government that would provide essential support to the philanthropy and impact sectors, by asking:

- What role does public policy play in supporting the growth in philanthropy and impact, and shaping priorities and opportunities?
- What does government need from the sector to develop effective policies for impact?
- What does the sector need from government to enable growth?
- And what are the best engagement opportunities for government and the philanthropy and impact sectors to work together on creating a more enabling environment?

### 3. THE CHARITY TECH FRONTIER

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In recent years, the UK has seen a burgeoning number of charity tech providers emerging to serve individual donors, corporate donors and grantmakers. These providers offer the potential to improve the connection between impact-led capital and social and environmental needs. Yet in the non-profit sector, there are limited forms of investment to support these pioneering platforms. This session will ask:

- How can we ensure they grow and what is the potential for the innovations they offer?
- To what extent are philanthropic funders, impact investors and individual donors adopting new technologies?
- What are the barriers to adoption?
- How much can we rely on charity tech innovators?
- What would be the benefits of finding ways to bring more commercial players into the philanthropy and impact sectors?

#### **4. RE-IMAGINING THE FUTURE ROLE OF WEALTH ADVISERS IN THE IMPACT ECONOMY**

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With the Personal Investment Management & Financial Advice Association (PIMFA) leading the charge to ensure wealth advisers can support clients' sustainability objectives through best practice, training and education, it has become more pertinent than ever before to consider the vital role advisers play in the impact economy. What do advisers need from the philanthropy and impact sectors to support them to meet their clients' goals? How can wealth advisers play a role in developing tools and capabilities to meet donor and impact investor needs? And where should we focus attention to drive much needed progress and development? To answer these questions we will discuss:

- Whether available impact investment strategies meet the risk and liquidity needs to roll out at scale to end-clients and charity trustees
- Are more giving structures needed to match life stages and lifestyle needs such as Charitable Remainder Trusts, or unlocking pension giving?
- Have we got the right technology in place so that advisers can execute client wishes seamlessly?

#### **5. PROMOTING AND CELEBRATING PHILANTHROPY**

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CAF's data shows 35% of the British public do not know what the term "philanthropist" means and only 23% of high net worth donors proactively discuss their giving in public. Raising awareness of philanthropy is a vital step towards growth, so how can we make philanthropy a positive part of our national conversation?

In this session, we will consider what priority actions could improve the promotion and celebration of philanthropy in British culture, as well as:

The actions government could prioritise, such as:

- Amplification of giving days such as "Giving Tuesday", "Gift Aid Awareness Day", and "Remember a Charity Week"
- A government website offering clear and accessible guidance on giving
- Using the language of philanthropy, including ensuring Honours citations are explicit in their use of the word "philanthropy"
- Establishing a national award for philanthropy

How can the sector work together to tell the story of philanthropy in Britain? Such as,

- Developing and sharing case studies of philanthropic action across the UK today
- Aligning communication strategies with key messages on contribution, additionality, the role of wealth, and the benefits that come from philanthropy
- Working towards developing a national campaign for giving that builds on existing activity

Expert: Farrer

#### **6. MAKING SPACE FOR THE VOICE OF THE MAJOR DONORS AND IMPACT INVESTORS – [philanthropist-only session]**

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When it comes to developing services to support high-net-worth donors, whether in the wealth advisory sector or the charity sector, the voice of the donor is surprisingly absent. How much does the philanthropy and impact sector really know about how best to help individual donors and impact investors to achieve their goals?

In this session, we want to invite the philanthropists and impact investors to a private area for a facilitated discussion to learn more about how they make their decisions, the support they need, and the gaps they notice when engaging with the philanthropy and impact sectors.

This input will help guide a major study into high net worth giving and impact in 2025.

*[Expert: Barclays]*

## **7. SOCIAL OUTCOMES - WHAT IS THE FUTURE FOR INNOVATION IN UK SOCIAL FINANCE?**

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Social Outcomes Partnerships (SOPs), also known as Social Impact Partnerships or Social Impact Bonds, were pioneered in the UK in 2010. Today, 99 of the world's 250 SOPs are in the UK and there is a well-established body of practice and evaluation. In an environment where public services are often perceived to be failing, and where mission-driven government needs to find new ways to generate investment and results, SOPs appear to present a significant opportunity for future impact-oriented collaboration.

In its recent review of the UK's learnings from 15 years of SOPs, the Blavatnik School recently posed the question: How do we make it easier for radical, outcomes-focused ways of working to become the norm? And, crucially, how can we open these opportunities to a wider pool of investors?

In this session, we will ask:

- What encourages, or puts-off, socially-minded investors from SOPs?
- How can socially-minded investors encourage government to invest in developing expertise in this field?

## **8. WHAT IS THE TRUE OPPORTUNITY FOR BLENDED FINANCE?**

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Given the scale of many global environmental and social challenges, blended finance has emerged as the frontrunner for delivering leverage, reach and impact.

2023 saw the launch of the \$100 million Sustainable Development Goals Outcomes Initiative, a collaboration between British International Investment, the US Development Finance Corporation, the UBS Optimus Foundation, Bridges Outcomes Partnerships and private foundations and high net worth funders. The structure is unlocking impact-led capital to deliver outcomes in health, education, economic empowerment and the environment in low- and middle-income countries around the world.

And in October 2024, the Labour Government gave the UK's new National Wealth Fund a mandate to deploy catalytic capital into regional economic growth and a clean energy transition using a broad range of financial instruments. Crucially, the National Wealth Fund is seeking to crowd in private investment on a deal-by-deal basis with a target of 1:3 leverage.

- Blended Finance - how can philanthropy and impact investors work together to combine different return appetites to unlock finance at much greater scale to tackle social issues?
- How attractive are blended finance vehicles to philanthropic funders and impact investors?
- What is their appeal? And how well do they meet mission-related goals for funders?
- How accessible are deals, and what would make them more attractive?

## **9. DRIVING CULTURAL REGENERATION**

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There is quiet revolution taking place in the arts and culture funding sector as philanthropic investors realise the sector's huge potential for social impact. The cultural sector offers particularly fertile ground for impact investment strategies with the combination of rich heritage assets and commercial creative content. So what is on the cutting edge of cultural finance and what is the intersection with place-based re-growth efforts?

This session will explore:

- The need for cultural and creative organisations to be enabled and incentivised to invest in their assets

- The opportunity to work with place-based philanthropy and impact investment to drive culture-led regeneration
- The role for impact capital to bridge the gap between subsidised cultural organisations and commercial creative industries

## 10. MAKING USE OF LOCAL CONNECTION

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Place is a powerful motivator for all forms of socially-motivated capital. Impact investors such as Schroders, Man Group and Resonance have been leading the charge with £550 million of real estate investment to deliver affordable housing in the places that need it.

Meanwhile, the philanthropy sector has called for Charitable Action Zones, local matched funds and boosts to regional philanthropy networks to support capital flows from rich urban centres to places that have been left behind. The common goal is to create places where people want to live, work and thrive.

In this session, we will examine:

- Is there enough impact infrastructure across the UK to support impact-led flows of capital?
- How do we ensure great initiatives turn into long-term change?
- What else do we need to boost giving in and to the regions?

*[Expert: CAF]*

## 11. SUPPORTING MORE IMPACT BY COMPANIES AND IN WORKPLACES

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CAF estimates giving by UK businesses totalled £4.29 billion in 2023. If all companies gave 1% of pre-tax profits, that would take corporate giving to £9.9 billion. Different strategies are needed to encourage greater corporate giving. Suggested measures have included reinstating mandatory reporting of charitable giving, a government review of measures to incentivise corporate giving, and annual awards.

- What strategies can corporates use to deepen their impact on social issues?
- To what extent is corporate philanthropy on the sustainability agenda of companies?
- How well are corporates supported by professional advisers to develop their sustainability strategies?
- What actions would promote and support wider adoption of responsible business practices?
- Who needs to take the lead on this agenda?

## 12. LEADING THE WORLD AS AN IMPACT ECONOMY

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The UK is a generous nation with one of the strongest legal and tax frameworks for philanthropic giving. We have led the world in impact investment and responsible business, with 40% of the world's social outcomes partnerships and 25% of the world's B Corps here, in the UK. Meanwhile, mission-led government recognises that building thriving places through impact-led action can provide the bedrock for sustainable economic growth.

Across the spectrum of capital, it has been estimated that our impact economy could be worth £700 billion during the lifetime of this parliament and the conditions are ripe for the UK to innovate as a world-leading impact economy.

- What are the opportunities for the new government to partner differently with purpose-driven businesses, impact investors and philanthropy on its mission for national renewal?
- What is the role of impact investors and philanthropists in the context of an impact economy?
- What measures would show that we are building sustainable practices into the core of our economic development as a nation?

### **13. REACHING THE GRASSROOTS**

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For individual donors, grassroots giving offers a direct connection to tangible, meaningful change. For larger grantmakers, it extends reach and amplifies impact by leveraging on-the-ground networks. Yet bridging the gap between funders and frontline organisations remains a significant challenge.

- What holds small organisations back from connecting with philanthropic donors and how can we overcome those challenges?
- What are the biggest barriers for small organisations? (Fundraising capacity, demonstrating impact, visibility, connections with intermediaries, other?)
- What funding mechanisms work best to overcome these challenges? (community grantmaking, participatory grantmaking, match funding, specialist donor networks, specialist funds, platforms, other?)

### **14. TRUSTS & FOUNDATIONS - THE PROS AND CONS OF PAYOUT RATIOS**

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In the US, the 5% payout ratio for private foundations was established in 1969 to ensure tax-relieved funds offer immediate and ongoing public benefit.

In a year when many UK trusts and foundations have reduced their grant giving, we want to explore the pros and cons of a fixed payout ratio.

- Would a fixed payout ratio ensure continuous giving and improve the accountability of the trust and foundation sector?
- Or, does it risk introducing a benchmark that will compromise the quality of grantmaking and introduce bias into endowment investment strategies?
- Are there better options available to ensure trusts and foundations meet their obligations to support wider public benefit?

### **15. TOTAL IMPACT: HOW TRUSTS, FOUNDATIONS AND INDIVIDUALS ARE COMBINING PHILANTHROPY AND IMPACT INVESTING TO ACHIEVE THEIR IMPACT GOALS**

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A growing number of philanthropic trusts and foundations and trusts are seeking to harness impact investing alongside their strategic philanthropy to drive long-term social change.

With guidance from leaders in the impact investing world, this session will look at practical ways to extend from traditional philanthropy to impact investing. We'll explore skills and competencies, regulatory hurdles, due diligence, capital raising, and integrating both worlds effectively to amplify social change.

- What are the key challenges for foundations when moving from philanthropy to impact investing?
- What would be helpful to start breaking down these barriers?
- What best practices can be drawn from successful case studies?

### **16. DISRUPTIVE PHILANTHROPY: DRIVING INNOVATION FOR TRANSFORMATIVE CHANGE**

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The issues that philanthropists and social investors tackle are often described as "wicked" meaning the roots are deep and there are no simple or quick fixes. To drive systemic, structural change, donors have to be prepared to move beyond transactional giving to a more strategic, or even disruptive, approaches. These methods aim to catalyse long-term, systemic change by unpicking entrenched issues. But they require stamina and a willingness to take risks.

In this session, we'll dive into how disruptive philanthropy, with insights from experts who challenge traditional philanthropic practices.

- What does the future of philanthropy look like in a world where challenges are increasingly complex?
- What kinds of philanthropic strategies can create long-lasting, transformational impact?
- What role can philanthropic donors play in challenging root causes and fostering structural change?
- How can wealth managers guide clients toward impactful, long-term philanthropic strategies?

## **17. THE ROLE OF INTERMEDIARY FUNDERS TO REACH THE GRASSROOTS**

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There are a number of intermediary funders operating in the UK. The 47 federated Community Foundations support donors to connect with frontline projects in places across the UK. Other intermediary funders operate on a thematic basis, or identify high-impact opportunities. In a field where impact is greatest at grassroots, intermediaries can play a vital role supporting donors to improve impact and drive systemic change.

We will explore the model of philanthropy offered by intermediary funders and how they achieve the double-benefit of increased impact and donor engagement.

- What kinds of intermediary funders are active in the UK today?
- What is their proposition for donors who wish to maximise their impact?
- What are the complexities in operating as an intermediary funder and how do different intermediary models overcome these challenges?

## **18. THE FUTURE OF IMPACT INVESTING IN WEALTH MANAGEMENT**

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Following years of development, leading wealth management firms are now able to evidence that impact investing and philanthropy are driving significant levels of new business.

This session will highlight successful case studies where wealth management firms have integrated impact investing and philanthropy into their offerings, and explore the drivers of that success.

- How can wealth managers overcome the internal barriers to integrating impact investing and philanthropy within their wealth propositions?
- What tools and education are needed to ensure frontline advisers are able to refer clients to internal impact teams at the right times?
- How are firms measuring the new business flows that come from their philanthropy and impact services?
- What are the wider benefits for client engagement?

*[Expert: Barclays]*

## **19. HOW TAX, WEALTH CREATION, AND PHILANTHROPY INTERSECT**

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Slow economic growth, constraints on public sector finances, and funding gaps across civil society have increased the spotlight on the role of philanthropy in society.

This session will explore the intersection of tax policy, wealth creation, and philanthropy, considering how donor attitudes are changing, as well as the principles that underpin tax incentives for impact-led activity, and where tax policies succeed and fail in practice.

- To what extent do wealth creators consider tax and philanthropy as dual responsibilities when considering their impact strategies?
- How is this changing over time and across generations?
- How well do current tax reliefs on charitable giving and social enterprise work in practice as incentives for impact-led activity?



- How do wealth creators and inheritors respond to these incentives?
- How well understood are the principles that underpin our current tax reliefs by wealth advisers, such as public benefit and additionality\*?
- On balance, how important are tax incentives to increasing the levels of philanthropy and social enterprise?
- Where does Gift Aid automation fit into the list of priorities?

(\* taxation is not applied to funds given to public benefit entities, in part because these funds flow “additionally” to issues that government funding finds hard to reach)

*[Expert: Monica Brown, Ludlow Trust]*

## **20. ENGAGING THE NEXT GENERATION OF PHILANTHROPISTS [PHILANTHROPIST-ONLY SESSION]**

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With the Great Wealth Transfer well underway, wealth managers and major donor fundraisers are increasing their attention on the goals and aspirations of the next generation of wealth holders.

In this session, we want to hear the voices of younger philanthropists and impact investors to learn more about their interests and the tools and advice that will help them achieve their long-term impact goals.

- What will next generation donors take from the philanthropy and impact activities previous generations and what would they like to see consigned to history?
- How well do next generation philanthropists feel supported both as family philanthropists and individual donors/impact investors?
- Have advisers been able to meet the challenge of supporting the social impact goals of this upcoming generation?

This input will help guide a major study into HNW giving and impact in 2025.

*[Expert: Barclays]*

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