

*The
Honorary
Treasurers
Forum*

Trading and Reputational Risk

12 February 2019

Twitter: **@hontreasurer**

Guest wifi: **????**

Agenda

15:30 Opening remarks – Denise Fellows

15:35 Trading and Reputational Risk

– Graham Spooner

– Megan Read

– Bruce Gordon

17:10 Closing remarks

17:15 Drinks and networking

Charities & their trading subsidiaries – a comparison

Graham Spooner
Trustee

The Honorary Treasurers Forum

Diabetes UK

Year Ended 13 December 2010

	DUK	DUKSL
Revenue	£29.3m	£3.3m
Expenditure	£26.3m	£1.7m
Surplus	£3.0m	£1.6m

DUKSL Profit donated to DUK

Clevedon Pier & Heritage Trust

Year ended 31 March 2018

	Consolidated	CP&HT	Subsidiary
Revenue	£402k	£50k	£352k
Net Profit	£2k	(£23k)	£25k

Objective is to generate £100k p.a. for the repairs & maintenance of this historic Grade I Listed Pier

Thank you for listening – I will be happy
to answer any questions during the
Panel Q&A session

Graham Spooner
gmspooner@mentoruk.com

Charity Trading Boards

Bruce Gordon

Chair

Honorary Treasurers Forum

Terms of Reference

Every Trading Board should have a Terms of Reference document.

This should set out the overall objectives.

Clear Objective - Example

The Trading Board has an objective of increasing the net contribution for [Charity's] trading activities by £x over a three year period by further developing existing activities and launching new business areas that are **consistent with our values and mission.**

Consistent with our Mission

- Affinity arrangements to provide members with discounts (appropriate commercial arrangements)
 - Paid for services to members –
Training/consultancy
 - Use of charity assets – rental – appropriate tenants
 - Paid for by supporters – Christmas cards
 - Sponsorship/events exhibitions/advertising
-

Key Considerations for Terms of Reference (1)

- Directors/members
 - Appointed by Charity Trustee
 - Executive v non executive
 - Trustee v independent (non-remunerated)
 - Non executive term 3 years?
 - Conflict of interest
 - Meetings
 - At least Quarterly
 - Monthly if appropriate
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Key Considerations for Terms of Reference (2)

- Reporting to Charity Board through minutes and Trustees
 - Approval for major projects/investment over £x by Trustee Charity Board
 - Not authorised for property transactions
 - Management of executives – Charity Leadership not Trading Board
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Q & A
