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Free Update!

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# "Serious About Charities? Then you cannot afford to be without this reference"

Your subscription includes a second, completely-updated edition in six months' time

Order your copy of *The Charity Performance Guide 2007* today and we'll send you a second, fully revised copy of the directory six months later.

This unique offer ensures that all the information in *The Charity Performance Guide 2007* is as accurate and up-to-date half way through your subscription as it is today. And that means you get maximum value out of the charity financials, people data, contact details, performance rankings tables and all the other information.

Two 1200 page charity references for the price of one – there's no better hard-copy reference source on the UK market!

### About Us

DG Publishing is a specialist provider of financial information. Utilising practised methods of data collection and publishing, the organisation has become a highly respected supplier to the UK charity and pension fund sectors.

Our products take a variety of forms, depending on client needs – hard copy, online and as a raw data feed. Clients are able to use this data in a number of ways, including performance benchmarking, competitor research, and customer identification and acquisition.

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DG Publishing already supplies top-quality information products to all these blue chip clients:

Fidelity, Nomura, Citigroup, Mirabaud, RCM UK, Schroders, Standard Life, Colliers CRE, Baillie Gifford, Threadneedle, Martin Currie, Credit Agricole, Northern Trust, Prudential M&G, ING Real Estate, AXA Rosenberg, Alliance Bernstein, Sacker & Partners, Insight Investment, Franklin Templeton, Hymans Robertson, DIAM International, Pioneer Investments, Addleshaw Goddard, Barclays Global Investors, Baring Asset Management, Morley Fund Management, Mellon Global Investments, Aberdeen Asset Management, European Credit Management.



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Every subscription includes a second, fully-revised copy midway through the year.

## The definitive charity information source for:

- ◆ **Professional Advisers:** find out who runs the UK's top charities, what their professional objectives are – and gain real insight into where and how you might be able to assist. We list the senior executives at the biggest UK charities with more than £5m in investment assets, together with detailed information on each charity's investment policy, fund structure and management objectives – information that's not available in any other published source.
- ◆ **Charity Senior Executives:** select the professional advisers who are most qualified to help you achieve your organisation's aims. You'll find the most suitable in this 1200 page volume – together with an up-to-date alphabetical listing of the charity clients they currently act for.
- ◆ **Fund-raisers:** identify the grant-makers who are most sympathetic to your cause. Our charity entries contain the most detailed Grant Policy analysis available in print. In all, we list over 770 major grant-makers who paid out a total of £2bn in grants last year.
- ◆ **Donors and Grant-makers:** find out which are the charities that count in your chosen field, then get the inside facts about how well each one of them is run. Our full-page individual charity profiles include a wealth of detail on administration and fund-raising – giving you a degree of insight you simply can't get from any other charity information source.

# All The Facts, Figures and Performance Analysis you need on the UK's Top Charities — in one Definitive Reference

The launch edition of *The Charity Performance Guide 2007* sets a new standard in charity sector information provision and data analysis.

By concentrating on the UK's top 1100 charities – those with more than £5m in investment assets – *The Charity Performance Guide 2007* is able to provide an unrivalled level of detail and analysis across every charity included in the book.

This gives you, the reader, two unique advantages:

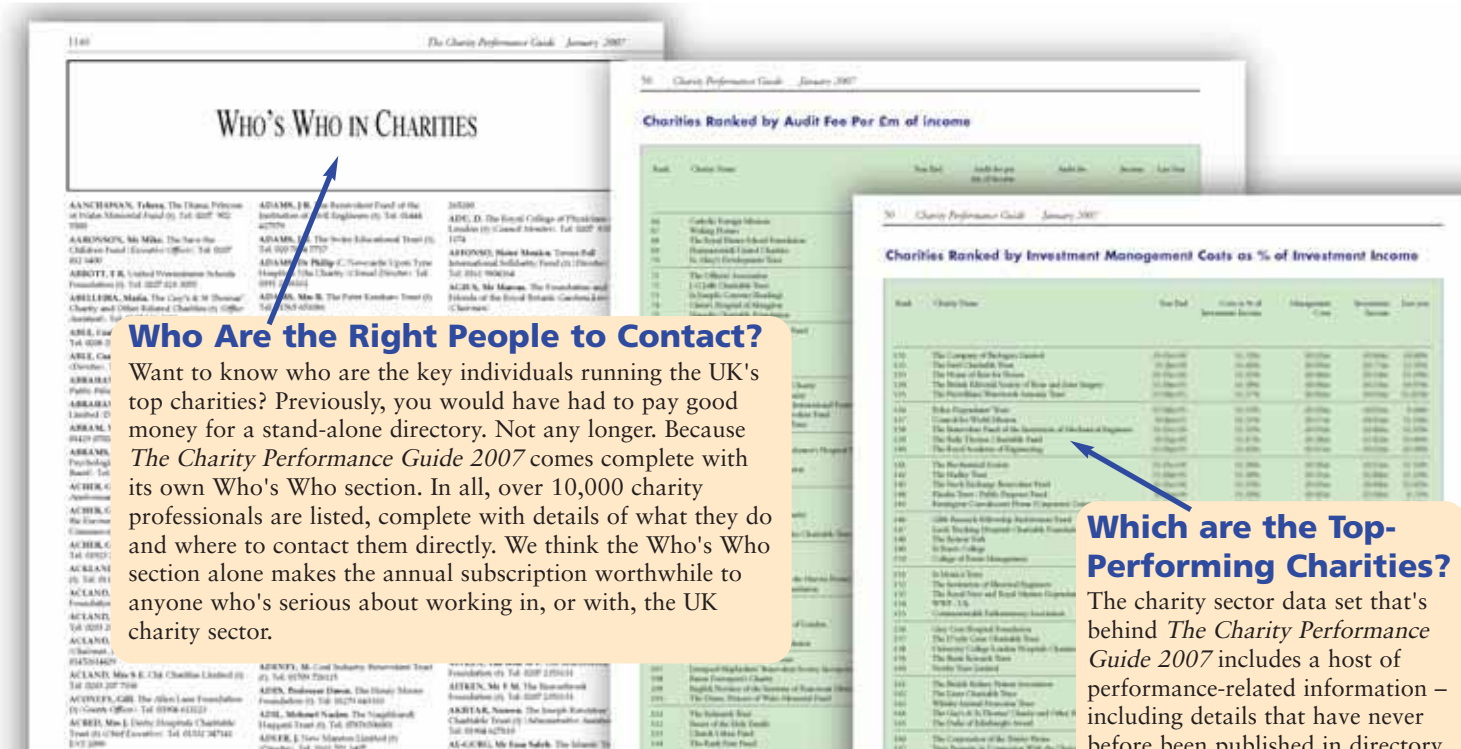
- you get a higher level of financial and performance information on individual charities than has been previously possible. Because while other charity references provide an inconsistent level of information, we give equal 'billing' to each and every charity in the book – a full-page profile for all 1100 charities;
- you're able to make much more meaningful, like-for-like comparisons across the charity sector, and to do so

on a host of performance criteria. That's because much of the performance data in *The Charity Performance Guide 2007* is being made available in print for the very first time. For example, you can now find out which charities get the best return on their investments.

So it's now easier than ever for anyone connected with the UK charity sector to access the information they need, be they professional advisers, grant-makers, charity executives, fund-raisers, academic researchers or corporate donors.

And because *The Charity Performance Guide 2007* is fully-updated half-way through the year, then reissued to subscribers as part of the annual subscription service, you can be sure that all the data we provide is the most current available and the most accurate in print.

*The Charity Performance Guide 2007* – it's the one professional reference nobody working in the UK charity sector can afford to be without.



## Who Are the Right People to Contact?

Want to know who are the key individuals running the UK's top charities? Previously, you would have had to pay good money for a stand-alone directory. Not any longer. Because *The Charity Performance Guide 2007* comes complete with its own Who's Who section. In all, over 10,000 charity professionals are listed, complete with details of what they do and where to contact them directly. We think the Who's Who section alone makes the annual subscription worthwhile to anyone who's serious about working in, or with, the UK charity sector.

## Which are the Top-Performing Charities?

The charity sector data set that's behind *The Charity Performance Guide 2007* includes a host of performance-related information – including details that have never before been published in directory form. This allows us to rank all 1100 of the top UK charities by a wide variety of meaningful performance criteria.

## Charity Name & Contact Details

In a hurry to locate a particular charity's up-to-date contact details? You'll find them all right here in one handy listing.

## Arthritis Research Campaign

Copeman House, St Marys Court, St Marys Gate 541 TID, Tel: 01246 558033, Fax: 01246 558077, CC number: 207711.

**Objectives**

- To advance the study of and research into the causes, treatment and cure of arthritis and other rheumatic disease and disseminate the useful results of that research.
- To advance the education of the public by promoting the teaching of rheumatology and further understanding of rheumatic disease among medical students and practitioners and other persons involved in the treatment of rheumatic disease.
- To advance the education of the public in all matters relating to rheumatic disease including those persons suffering from the disease.

**Professional Advisers**

**Auditor:** PricewaterhouseCoopers  
**Bank:** NatWest  
**Legal Adviser:** Hergraves, BFM  
**Investment Manager:** Balley Gifford & Co

**Trustees**

Lord Lewis of Newham (President) Professor Roger Stronck (Chairman); Mr Charles Mailey (Chair - Finance Committee); Mrs Sue Aronson; Mr Jonathan Baker (Finance Committee); Mr Graham Brown; Professor Andrew Carr; Professor Kevin Davies; Dr Ian Goldfine; Professor Steve Harrison; Mr Peter Henderson (Finance Committee); Professor Sir Peter Lachmann (Finance Committee); Mr Tom McGrath; Sir Kenneth Murray; Professor Patrick Sissons.

**Officers**

Fergus Logan (Chief Executive); Dominic Payne (Head of Finance and Administration); O N Dawson (Finance Committee); A C Tully (Finance Committee).

**Investment Policy**

ARCC's Finance Committee has set benchmark measures for the distribution of the investment portfolio against which the actual performance of the portfolio is monitored, with the aim of maximising long-term total return. The total return from the investment portfolio for the year ended 31 July 2005 was 24.3%, which exceeded the benchmark return of 22.5%. During the year to 31 July 2005 the market value of investments rose by £8.5 million. Investment income receivable was £1.7 million for the same period. ARCC's policy is to ensure that sufficient funds are held in cash and cash equivalents to meet any forecast cash outflows over the coming three years. Surplus funds are available for investment by ARCC's investment managers. ARCC's Finance Committee has set benchmark measures for the distribution of the investment portfolio against which the actual performance of the portfolio is monitored, with the aim of maximising long-term total return. ARCC's investment managers have discretion to manage the portfolio within an agreed risk profile. It is ARCC's policy specifically to exclude investments in the tobacco industry.

**Grant Policy**

Decisions to award grants are reached in accordance with the Guidelines on the Use and Practice of Peer Review issued by the Association of Medical Research Charities. They are based upon assessments of the scientific excellence of the applications and their relevance to the aims of ARCC in seeking the cure of arthritis, better treatment for patients and, in the long term, a cure for each of the many rheumatic diseases. All applications for ARCC support are reviewed by external scientific assessors (often from outside the UK) and the members of the appropriate ARCC committees who will make their recommendations to the Scientific Co-ordinating Committee. Candidates for fellowships will, in addition, be called for an interview. For longer term support (programme grants, academic posts) and core support to ARCC (lectures and Visiting) the visits may form part of the assessment process. Final approval for all awards is made by the Board of Trustees.

**Reserves**

It is ARCC's policy to maintain a constant level of long-term research expenditure, in accordance with its objectives, notwithstanding any fluctuations in income. ARCC operates a policy, which is believed to be prudent, of holding free reserves which are the equivalent of up to one year's expenditure on research costs and charity operating costs. This policy is reviewed annually by the Trustees. At 31 July 05 this equates to £29.4 million, with total unrestricted reserves standing at £24.4 million.

**Funds**

ARCC maintains the following types of fund:

- Restricted - funds which are subject to restrictions imposed by the donors.
- Dedicated - money set aside by the Trustees from unrestricted funds for a specific purpose. The aim and use of each designated fund is set out in the notes to the financial statements.
- General Reserve - unrestricted funds which can be used by the Trustees for general purposes.
- Revaluation Reserve - the difference between the historic cost of investments and their revalued (market value) amount.

**Future Commitments**

Medical research is by nature a long-term activity - progress is incremental and the interval between proof in principle and the provision of any new therapy is necessarily long. Most research projects and programmes take place over a three to five year timescale, and so the nature of ARCC's activities will consequently be relatively stable from one year to the next. In 2005-06 ARCC will continue its existing research and education programme, with £15.5 million available for grant awards and an expected £5.5 million expenditure on its two research centres. The next stage in our Scientific Co-ordinating Committee to develop more detailed plans to build upon and develop the work we already fund and to identify opportunities in areas of hitherto unmet need or particular promise. They will examine the allocation of resources and will make recommendations to the Trustees through the development of a well-articulated Research Strategy. In this way, ARCC will be able to demonstrate why it funds the particular research it does, to decide upon and then maintain a healthy balance between its various funding target areas (handicapped children, developing treatments etc.), and to communicate clearly its mission and support its aims in its reports and its enquiries. Free reserves are currently being held with a view to funding expansion of activities in areas identified by this strategy.

## Performance Rankings

UNIQUE FEATURE! This section is the key to the book's performance analysis. It allows you to identify – at a glance – how well (or poorly) a charity is performing relative to its peers on a host of financial criteria. Several of these have never been made available in printed form, until now...

**Performance Guide Rankings**

Investment income	11
Investment assets	12
Return on investments	14
Investment income growth	16
Investment management costs	2
Investment management costs as % of net income	2
Investment property assets	1
Investment property income	1
Property income as % of property investments	1
Income from listed investments	30 / 609
Cash & short-term investments	39 / 662
Net investment income as % of net income	342 / 659
Return on cash & short-term investments	79 / 662
Legacies	14 / 232
Grants received	132 / 609
Grants made	36 / 726
Grants made as % of property investments	30 / 771
Charity expenditure as % of total expenditure	265 / 448
Support costs	234 / 448
Management & admin	515 / 1039
Net profit per £m of income	761 / 873
Net income	79 / 1009
Total resources expended	97 / 1009
Total assets	526 / 1009

**Professional Advisers**

Need to know what quality of professional advice is being received by a particular charity – or perhaps you're looking for a professional introduction by way of a shared adviser connection? You'll find a list of professional advisers here.

## Charity Financials

We provide a two-year complete financial perspective – incoming resources, resources expended, balance sheet and funds – so you can see how well each individual charity is performing, year on year.

**Charity Financials**

period ended	31/07/04	31/07/05
£m	£m	£m
<b>Incoming Resources</b>		
legacies	11.83	17.20
grants	2.96	2.79
total voluntary income	18.78	18.96
activities, furtherance of charities objects	1.14	
total incoming resources	1.70	1.85
total resources expended	1.24	1.45
activities, furtherance of charities objects	0.88	1.07
support costs - HR and finance	0.05	0.07
management and admin	0.31	0.32
interest on cash & short-term inv	0.00	0.02
total investment income	2.66	1.71
other income	0.00	4.88
TOTAL RESOURCES	23.14	
<b>Resource Expended</b>		
fundraising (previously raising costs)	1.00	
fundraising development costs	0.69	
total fundraising costs	1.74	
investment management costs	0.11	
other costs	1.13	
total costs of generating funds	2.98	
grants made	11.95	
activities, furtherance of charities objects	0.24	
support costs - HR and finance	0.05	
management and admin	0.30	
total charitable expenditure	14.11	
TOTAL CHARITABLE EXPENDITURE	22.14	
<b>Assets</b>		
available for grant	0.11	0.02
equities	32.44	40.94
other listed investments	4.02	4.51
investment portfolio cash & settlements	1.09	0.89
other investments	0.06	0.06
total investment assets	37.69	46.21
total fixed assets	43.71	52.13
net cash	0.05	0.07
debtors	2.23	2.14
current assets	11.82	
other creditors	1.21	
accruals	0.11	
future grant commitments	0.11	
creditors falling due within one year	16.55	
net current assets	-7.22	
future long-term grant commitments	29.15	
other long-term creditors	0.02	
creditors falling due after one year	29.21	
TOTAL LIABILITIES	16.17	
<b>Funds</b>		
investment funds	10.17	
total funds	16.17	
trustee costs	0.01	
statutory audit	0.02	
number of employed staff	92	

**Funds**

UNIQUE FEATURE! Available in print for the first time, the information provided in this section allows you to find out exactly how a charity has set up its funding structure, including its various sources of reserves and any restrictions on their usage.

## Charitable Objectives

We provide you with the most detailed information available in print – so you can make a more accurate judgement about which causes a charity wholeheartedly supports, and which ones might be more peripheral to their interests.

## Named Trustees

We list all individual trustees by name, and for each and every charity in the book. So you're guaranteed the fullest possible list of trustee contacts available anywhere in print.

## Investments

Some charity information sources neglect this important dimension of a charity's activities. Not us. Each of our 1100 charity entries includes a full description of the charity's particular investment policies and strategies. So you're able to gain a more in-depth understanding of its investment philosophy.

## Grants

We eschew the common two- and three-word descriptions used in other charity references, in favour of more complete information provision. With *The Charity Performance Guide 2007* fund-raisers can see, at a glance, whether a particular charity's grant-making objectives favour their cause.

## 28 Days on Your Desk to Decide

Not quite sure whether *The Charity Performance Guide 2007* has all the information you need? Then take advantage of our 28-day No-Risk Guarantee to try the directory out for yourself – and to do so in the comfort of your own office.

Our generous, one-month inspection period (most UK directory publishers only give you 10-14 days...) is a mark of our confidence in the product – and it gives you plenty of time to decide whether or not *The Charity Performance Guide 2007* meets your particular charity information needs.

Because 100% customer satisfaction is important to us, you are welcome to return the reference to us at any time during this 28-day period for a full refund. No questions asked.