

Philanthropy

Through drama, discussion and debate

A resource pack to start a conversation with young people aged 13+

Created by:



For:



Produced: 28 January 2019

Introduction

This resource pack is designed to open up dialogue with young people about the notion of giving, of local philanthropy and philanthropists. There are a range of resources aimed at Key Stage 3 and 4 students for you to explore and develop as part of your lesson plans, and also fun, enquiry based exercises to complete with young people.

This resource pack was developed by November Club, for Community Foundation Tyne & Wear and Northumberland as part of the GeNErosity Festival. To read more about the Festival visit:

www.generosityfestival.co.uk

Curriculum Links

Citizenship

Key Stage 3

Teaching should develop pupils' understanding of democracy, government and the rights and responsibilities of citizens. **Pupils should use and apply their knowledge and understanding while developing skills to research and interrogate evidence, debate and evaluate viewpoints, present reasoned arguments and take informed action.**

Pupils should be taught about:

- the roles played by public institutions and voluntary groups in society, and the ways in which citizens work together to improve their communities, including opportunities to participate in school-based activities
- the functions and uses of money, the importance and practice of budgeting, and managing risk

Key Stage 4

Teaching should build on the key stage 3 programme of study to deepen pupils' understanding of democracy, government and the rights and responsibilities of citizens. Pupils should develop their skills to be able to use a range of research strategies, **weigh up evidence, make persuasive arguments and substantiate their conclusions. They should experience and evaluate different ways that citizens can act together to solve problems and contribute to society.**

Pupils should be taught about:

- the different ways in which a citizen can contribute to the improvement of their community, to include the opportunity to participate actively in community volunteering, as well as other forms of responsible activity
- income and expenditure, credit and debt, insurance, savings and pensions, financial products and services, and how public money is raised and spent

Curriculum Links

Spoken English

Key Stage 3

Pupils should be taught to speak confidently and effectively, including through:

- using standard English confidently in a range of formal and informal contexts, including classroom discussion
- giving short speeches and presentations, expressing their own ideas and keeping to the point
- participating in formal debates and structured discussions, summarising and / or building on what has been said

Key Stage 4

Pupils should be taught to speak confidently and effectively, including through:

- using Standard English when the context and audience require it
- working effectively in groups of different sizes and taking on required roles, including leading and managing discussions, involving others productively, reviewing and summarising, and contributing to meeting goals / deadlines
- listening to and building on the contributions of others, asking questions to clarify and inform, and challenging courteously when necessary
- planning for different purposes and audiences, including selecting and organising information and ideas effectively and persuasively for formal spoken presentations and debates
- listening and responding in a variety of different contexts, both formal and informal, and evaluating content, viewpoints, evidence and aspects of presentation

The Script

“In Conversation with Dame Gloria Robson Dobson and Johnny Stark”

All ideas for work that follow can be found as concepts within the script. The full script is available at the end of this resource pack. These concepts can be unpicked, performed, discussed and debated.

Points for discussion from the script:

- What would you say to Johnny Stark to help him decide what to do about giving to charity?
- Do you think people should get a knighthood just because they give money to charity? Some people work for charity every day without any rewards.
- Would you give to large multi-national charitable organisations or smaller ones and why?
- If a celebrity endorses a particular charity would we trust them? Is the celebrity word that powerful?
- Is being generous just to do with money or does it involve anything else?
- If you had more money than you could ever spend and you wanted to help people what would you do with the money?
- Is charity a good thing or does it make people who receive it feel bad? Could it be done in a better way?



The Script

“In Conversation with Dame Gloria Robson Dobson and Johnny Stark”

The full script for the performance is available as an appendix at the end of this document.

The performance lasts for around 25 minutes including the songs.



Being Generous

Before you start on the word 'Philanthropy' a good way to introduce the subject area is through the idea of being generous – not just financial generosity, but also with your time, helping others or volunteering.

The following games and exercises will help the young people understand the subject of philanthropy.

GeNErosity Relay

This exercise needs to be done where there is space to move around.

Divide the group into two teams of equal numbers and stand them in a line at one end of the room.

The teacher stands at the other end of the room.

Between the teams and the teacher are a series of relay obstacles the teams must complete e.g. sitting on a chair, crawling, walking backwards, five star jumps...

Each team picks one member to start the relay and compete against the other team(s). Once this member has completed the obstacles they must run to the teacher and either:

- Answer a question posed by the teacher
- Give the teacher a single word in relation to being generous / giving.
- Give the name of a Charity they have given money to.
- Something else....

If they are successful in their answer they then run straight back to their team to tag their team mate whose turn it would then be. If unsuccessful then they sit out.

The winning team is the team with all of their members back before the other groups, sitting on the floor, in a straight line.

GeNErosity Alphabet

Stand the group in a circle.

Go through the alphabet saying words that connect with the theme of being generous, giving and charity.

If the group gets stuck – here are some suggestions

A Altruistic	N Noble
B Benefit	O Obliging
C Care	P Philanthropy
D Donation	Q
E Empathy	R Rewarding
F Free	S Support
G Good, Giving	T Thoughtfulness
H Helping	U Unselfish
I Indulgent	V Volunteering
J	W Willingness
K Kindness	X
L Legacy	Y
M Money	Z

Philanthropy

There are many ways to define philanthropy. These can be expanded and developed but make good starting points for further discussion.

Philanthropy involves charitable giving to human causes on a large scale. Philanthropy must be more than just a charitable donation. It is an effort an individual or organisation undertakes based on an altruistic desire to improve human welfare. Wealthy individuals sometimes establish foundations to facilitate their philanthropic efforts.”

The desire to promote the welfare of others, expressed especially by the generous donation of money to good causes.

‘he acquired a considerable fortune and was noted for his philanthropy’

Philanthropy is the voluntary giving of money or time back to the community to make a visible difference

Some Synonyms

benevolence, generosity, humanitarianism, public-spiritedness, altruism, social conscience, social concern, charity, charitableness, brotherly love, fellow feeling, magnanimity, munificence, liberality, largesse, open-handedness, bountifulness, beneficence, benignity, unselfishness, selflessness, humanity, kindness, kind-heartedness, big-heartedness, compassion, humaneness

Do we like these definitions? Do they feel right? Do they leave out anything? Discuss

Philanthropy Quiz

Q) What is philanthropy?

- A cosmetic brand just launched in the UK
- An early 80s band who's big hit was 'just pass the dosh'
- The art of giving to good causes
- The study of ants and their habitat

A) The art of giving to good causes

Q) According to the Sunday Times list 2018 of Britain's philanthropist which of the following people gives the LEAST to good causes?

- JK Rowling
- Sir Elton John
- Martin Lewis
- Peter Jones

A) Peter Jones

Q) What do you think makes a good philanthropist?

- Someone that likes to wine and dine in nice restaurants
- Someone that is passionate about good causes and making a difference
- Someone that likes to explore different places
- Someone that likes to show off to the public what they are good at

A) Someone that is passionate about good causes and making a difference

Q) How much do you have to give away to be a philanthropist?

- All of your money
- Half your money
- Some of your money
- Less than £50

A) Some of your money

Q) Which of these can you NOT give money to through philanthropy?

- Food banks
- Political parties
- Churches
- Eton Collage and other private schools

A) Not to political parties

More Quiz Questions

Q) Is Amnesty, the organisation that campaigns for human rights, a charity?

A) No! The campaigning part of Amnesty is not allowed to be a charity under UK law even though it works for people who are imprisoned for their beliefs or who suffer abuses.

This is what Amnesty says:

'Amnesty International UK is divided into two legal entities – the UK Section and the Charitable Trust – and each has its own constitution and Board.

The UK Section is our membership arm and it is responsible for much of our work, including campaigning and communications.

For historical legal reasons the Section cannot be a charity. But, we do carry out some activities that are considered charitable under UK Laws. So, to ensure we can maximise benefit from your generous donations we formed a Charitable Trust to fund those activities, including our education, research and awareness-raising work.'

Q) Is Northumbria University a charity?

A) Yes. Almost all universities are charities. There are only three private universities which are not.

More Quiz Questions

Q) Is my school a charity?

A) If it is an independent 'private' school, yes. If it is an academy school, yes. These schools can benefit directly from tax-deductible donations and lower rates on their buildings. If your school is not one of these then it probably is not a charity.

Charity Commission Guidance:

Why are some schools charities?

To be a charity an organisation must have only charitable purposes as defined by the Charities Act 2011 and be for the public benefit. Charities must also be independent and not controlled by another organisation.

Advancing education can be charitable and many independent schools are charities. In addition, the laws that create some types of schools make them charities automatically. These include:

- *the governing bodies of foundation, voluntary and foundation special schools*
- *qualifying academy proprietors (academy trusts with charitable articles of association)*

The School Standards and Framework Act (SSFA) 1998 prevents the governing body of a community or community special school from being a charity, but a community school that converts to an academy automatically becomes a charity.

For an introduction to charitable status and public benefit please see the Commission's guidance [Charities and public benefit: summary guidance for charity trustees](#).

True or False?

These have been taken from CAF online facts – see further reading section which will put it into context.

They are a starting point and certainly not exhaustive! The participants could run to a true / false corner, then you eliminate until you have a winner or it could be a group activity.

Statement: The UK is the most generous country in the world.

Answer: False - Indonesia gives the most

Statement: Helping a stranger is the least popular form of giving.

Answer: False – it is the most popular

Statement: The most generous countries are also the richest

Answer: False

Statement: Women remain more likely than men to participate in charitable and social activity though the gap is widening rather than narrowing between the two groups.

Answer: True

www.cafonline.org/about-us/publications/2018-publications/uk-giving-report-2018

What Does Philanthropy Mean To Us?

Watch this short film commissioned by the Community Foundation Tyne & Wear and Northumberland for the GeNErosity Festival of Philanthropy and Giving.

Click on the screen (opens up in YouTube – internet connection required)



Film created by Topher McGrillis.

Creative work

The following suggestions have been developed for young people to think about philanthropy in small groups. Each exercise gives the young people opportunity to show others their work.

Freeze frames of what philanthropy is

Small groups or individuals create a freeze frame to show what philanthropy is.

For example someone giving money to others. How does it feel to give or to receive?

Creative work

The following suggestions have been developed for young people to think about philanthropy in small groups. Each exercise gives the young people opportunity to show others their work.

Dragons' Den

Set up in the style of the BBC television programme.

Four philanthropist with money to give away.

Four applicants should produce a 2 – 3 minute bid and presentation covering why they should give money to their good cause. Subject areas that could be covered relate back to the script or the young people could come up with others to research. For example

- Mental health
- Homelessness
- Struggling single parents
- Water for Africa
- Climate change

The four philanthropists have to decide who to support. The decision could be opened up to the class for debate.

Questions to extend the session:

How does it feel to be the philanthropist?

How does it feel to make a case for support and having to ask?

Is it easier to ask on behalf of someone else or yourself?

Creative work

The following suggestions have been developed for young people to think about philanthropy in small groups. Each exercise gives the young people opportunity to show others their work.

Create an advert

In small groups create and perform a short advert to attract donations to a cause.

The group will need to:

Come up with a name for your charity.

Agree what are the main aims of your charity

Agree the best way to get across your message – think about the characters they are presenting, what will they look and sound like

Create a short drama piece

This could be filmed and shown to a wider group or presented live.

Option to vote on the advert that appealed to you and make you want to support the cause. If some didn't why not?

Creative work

The following suggestions have been developed for young people to think about philanthropy in small groups. Each exercise gives the young people opportunity to show others their work.

Smaller scale work

In groups or as individuals:

Create a poster or campaign leaflet, a news report, zine or comic strip to promote your charity and encourage people to support the cause.

Songs to perform

November Club have created lyrics to a song that needs to be sung to the tune of Hernando's Hideaway.
Lyrics written by Fiona Ellis. <https://www.youtube.com/watch?v=T7RYd54PvtA>

The Philanthropy Tango

Older Philanthropist

I'm grateful for the things I've got
The houses, cars, a tiny yacht.
The world we have's not Camelot
That's why I do philanthropy. Join me.

Young Philanthropist

Success has given me clarity.
I see income disparity.
I'll solve it with my charity.
What fun to do philanthropy. Yippee!

Hecklers

Hey be careful what you do, our lives are not your toys.
We are folks with our own views, not little girls and boys.
We're our own experts and our lives aren't merely gloom.
If you're sincere,
then let's be clear,
don't just presume.

As partners working equally
We'll get things right eventually
If you treat us with dignity
Rule one for your philanthropy – respect.

Older Philanthropist

That's right. We need humility.
We don't know everything, you see.
Poor grants have no utility.
Let's think out our philanthropy - gently.

Hecklers

And please don't make your forms a nightmare to complete.
The most in need are likely to end in defeat.
As for reports, ask only what you really need.
A simple budget
And if we fudge it,
know it's not greed.

All

Philanthropy can do much good
In nation and in neighbourhood
It all depends on attitude
Let's strive for good philanthropy – thoughtfully!

Songs to perform

This is an original song composed by Katie Doherty with lyrics by Fiona Ellis. To be sung in a fashion of Fascinating Aida or Victoria Wood, Jovially! Words may be easier to get out if lines are shared between groups. Listen to the song <https://soundcloud.com/ksdoherty/generosity-patter-song-26092018-1419>

There are many different discussion areas within the song.

How many philanthropists do you recognise in the song?

Choose one philanthropist to research and find out more about them.

GeNErosity Song

Through philanthropy we can recall the
ones who came before

You can't take it to the grave but you
can make your name endure Though
your life may have been patchy your
renown will then be pure That is why
we have a list

Of each North philanthropist
Oh how they all are missed
But their legacies persist
And that's why they're on the list

Bishops: Langley, Pudsey, Stitchill,
Layfolk: Bartrams, Bells and Bowes,
And a medic, name of Mitchell.
You'll have heard of some of those.

Then Peases, Cochranes,
Stephensons
Watson, Weston, Leech and sons.
(SLOW)

Professions range from waxy coats
To trains and cars and even boats.
(a tempo)

And they're all here on my list
Every north philanthropist.

I have Blacketts by the bucket
And more recently a Vardy.
Though some fortunes came by luck, it's
To their credit they're not mardy.
Special honour to the living
For the gen'rous way they're giving.
(SLOW)

Forward Wylie, Squires, and Ruffer.
The economy is tougher
(A Tempo)
But they're still here on the list
Each a good philanthropist
(Did I say) Ballinger, and Kellet Campbell, Butterwick
and Shears,

And our local football zealot
For Shearer give your cheers.
gardens, churches, concert halls
Castles, schools, fundraising balls.
(SLOW)

We love their galleries and parks
And other stuff that's not such larks.
(A Tempo)

Well I think you've got the gist
Let's thank each philanthropist.

There are Susans, Lyns, and Megses,
And many well-known Quakers
Not forgetting several Greggses
Who you know are local bakers
We have Ridley, Robson, Sutherland,
Donating to their motherland

Carnegie, Joicey, Dorman
(SLOW)
And many, many more, man.
(A tempo)
It's a very lengthy list
Thanks dear North philanthropists

But although my list's protracted
I am sure it's not complete.
Is it not time you acted?
Is it such a bold conceit
To consider for the future
Dearest ladies, even you sir?
(SLOW)
Join our noble band of givers
Generosity delivers
(a tempo)
A place upon the list
Of much loved philanthropists.

It's an ever growing list
Of kind North philanthropists.
May your legacies persist
Wondrous North philanthropists.

North East Case Studies

There are a number of case study examples of philanthropic giving in the North East. These are all charities that may be recognisable to the young people.

Daft as a Brush

In 2010 'Daft as a Brush' was initially established by Brian Burnie in an office in Newcastle city centre, using the proceeds from the sale of Doxford Hall; later in September 2012 it purchased the freehold interest of an office in Gosforth which was later named Daft as a Brush House.

The charity, Daft as a Brush Cancer Patient Care, provides a free transport service to and from the Freeman/RVI Hospitals for outpatients undergoing chemotherapy and/or radiotherapy treatment – some from as far afield as the Scottish Borders, North Yorkshire and West Cumbria.

To date the charity has a fleet of 20 ambulances, 18 of which have been adopted by primary schools from across the region and 2 by the Great North Children's Hospital. Over 250 volunteers are employed as ambulance drivers/companions; staffing the information desk at the Freeman Hospital, the shop in Eldon Garden and at Daft as a Brush House.

In 2015 over 15,000 cancer patient journeys were only made possible by the dedication and service of the magnificent team of volunteers and staff from the Northern Centre for Cancer Care.

Source: www.daftasabrush.org.uk



North East Case Studies

Greggs Foundation

The Greggs Foundation is the corporate charity of Greggs plc. Greggs has always been a charitable company. Even before the Foundation was established to give grants, Greggs had established a strong reputation in the local community by providing a range of social activities such as pie and peas suppers for older people in the Newcastle area.

By 1987 the company was receiving hundreds of requests for support every week which made it hard to sift and decide whom to help. Greggs decided to establish the Greggs Charitable Trust as a family charity to support local hardship. The charity was given gifts of cash and shares to respond to local need.

In 1999, Greggs decided to set up a scheme to ensure that children get a nutritious start to the school day. The first Greggs Breakfast Club was established. There are now over 500 such Clubs making sure that children get a great educational start by sharing breakfast together.

In 2009 Greggs Trust became Greggs Foundation. Its new mission to 'make a difference to people in need at the heart of our local communities'. Greggs Foundation now manages five grant programmes: North East Core Funding Grants; Local Community Project Fund Grants; Hardship Fund; and Breakfast Clubs. It also supports other fundraising initiatives raising over £1.8m per year. In 2016 Greggs Foundation launched its Environmental Grants Programme using the funds from the carrier bag charge to improve people's lives by improving the environment.

Greggs Foundation is a well-established trust and has donated almost £25m to local causes in its 30 year history. It donates around £3m per year directly to support people in need in the heart of our local communities and supports Greggs plc to raise over £1m each year for external charity appeals.

Source: www.greggsfoundation.org.uk

<https://www.generosityfestival.co.uk/organisations/greggs-foundation>



North East Case Studies

Percy Hedley Foundation

The Percy Hedley Foundation was set up by a group of parents in 1953 as a special school for children with cerebral palsy. Back then, the Foundation's formation was met with scepticism by many, but over the years it has extended and developed the work it does to make sure children, young people and adults with cerebral palsy and other communication and sensory impairments have equal opportunities in life.

In the 1950s, it was not expected that any more could be done for children with cerebral palsy beyond what was already being done, but they made it their mission to improve and maximise the opportunities on offer to disabled children, young people and adults.

So who was Percy Hedley? Well, he actually passed away before the Foundation was formed and was never personally involved in any way with a project that would bear his name. Before his passing in 1941, Percy Hedley decided to create a trust – the Percy Hedley Will Trust – to leave all his money to be used for charitable purposes in the North East. After a chance meeting between the parents who founded the school and Percy Hedley's solicitor, they became one of three charities to benefit from the trust.

Percy Hedley never knew how his accumulated wealth would benefit so many or that his name would become so well-known in the region. In over 60 years we have grown from supporting 12 children to over 1000 disabled people and their families and that number continues to grow every year.

Source: www.percyhedley.org.uk

<https://www.generosityfestival.co.uk/beneficiaries/percy-hedley-foundation>



Fact Sheet

How many charities are there in the UK?

In September 2018 the Charity Commission for England and Wales recorded 168,186. The Scottish Charity Commission has about 24,000.

But we know that there are many, many small local organisations too small to register, so some people estimate there could be twice as many as that. Examples might be small charities with only £5,000 in annual turnover. Also universities, churches, scout and guide groups, housing associations and some schools are charities.

So when we ask about numbers – we cannot really answer the question accurately.

How generous is the North East compared to the rest of the country?

There are lots of ways of counting generosity. They don't always come up with the same results!

According to research by The People's Operator the most charitable *cities* are:

Southampton (£108 per head)

Belfast (£101)

Leeds (£90)

Newcastle (£64)

National average per person per year is £73

<https://www.thepeoplesoperator.com/view-post/16209/latest-news>

The Institute of Fundraising research in 2017 shows that 69% of people in the South West said they had donated to charity in the last three months making them the most generous. The North East was second from the bottom with 56% and London was bottom with 49%.

<https://www.civilsociety.co.uk/news/iof-reveals-which-is-the-most-and-least-generous-part-of-britain.html>

How much do charities spend every year?

In 2015-16 (the latest data) charities spent about £46.5bn. For comparison the government (national and local) spent about £1,602.6bn.

How many people volunteer in the UK each year?

The answer is 'a lot!' In 2015 42% of the population volunteered at least once during the year.

The Office of National Statistics estimated that the monetary value of volunteering in 2015 was £22.6bn.

<https://www.ons.gov.uk/economy/nationalaccounts/satelliteaccounts/articles/changesinthevalueanddivisionofunpaidcareworkintheuk/2015>

Useful background reading

<https://www.cafonline.org/about-us/publications/2018-publications/uk-giving-report-2018>

A really useful document giving a picture of UK giving in a global context

https://www.ted.com/talks/katherine_fulton_you_are_the_future_of_philanthropy/transcript?language=en

Katherine Fulton talks about new types of philanthropy including giving your time. She is thinking about how younger people will change philanthropy.

https://www.ted.com/talks/bill_and_melinda_gates_why_giving_away_our_wealth_has_been_the_most_satisfying_thing_we_ve_done?referrer=playlist-on_generosity

Bill and Melinda Gates talking about why and how they are giving away their money.

https://www.ted.com/talks/dame_stephanie_shirley_why_do_ambitious_women_have_flat_heads

Dame Stephanie 'Steve' Shirley. Her story is extraordinary and accessible. She talks about her philanthropy around 9 mins and 45 seconds in.

<https://www.learningtogive.org/teach>

American teaching materials on talking about philanthropy in schools. Registration is required but the site states the materials are free to use.

<https://www.alliancemagazine.org/blog/philanthropy-advisors-get-to-grips-with-generation-impact/>

[Magazine article](#)

https://www.cafonline.org/docs/default-source/personal-giving/caf_sunday_times_giving_list.pdf?sfvrsn=1f08240_2

Sunday Times Giving list 2018

Useful background reading

<https://www.generosityfestival.co.uk/history>

<https://www.generosityfestival.co.uk/understanding-philanthropy-article>

GeNErosity Festival

The Script

Sandra	<p>Ladies and gentlemen, I hope you enjoyed that film. (any stuff she likes about the Festival and what they have been doing)</p> <p>And now, I am very pleased to present to you some special guests. I am sure you are all familiar with the well-known NE personality Dame Gloria Robson Dobson. Since selling her biscuit company, Crisp and Crunchy, Dame Gloria has contributed generously to the Community Foundation's endowment – an example I hope you will all follow! She also has her own foundation dedicated to working for a healthy North East. Dame Gloria is going to share with us a conversation with local success story, Johnny Stark. Johnny is a software and games developer. He has just sold his most successful creation, Blame the Bones, to Time Warner and is considering giving some of his newfound wealth to charities in the NE. Dame Gloria is going to give him some tips.</p>
Gloria	<p>Thank you, Sandra. Tips? Well I'll do my best. I am sure young people have very different ideas about philanthropy so perhaps Johnny will teach me a thing or two as well.</p> <p>Gosh this is exciting, isn't it? When I told my husband I was going to be speaking at the Discovery Museum, you know what he said? 'Make sure they don't keep you as an exhibit!' Cheeky devil. You can see why I didn't ask him to come along today. I've left him polishing his golf trophies. Anyway, where shall I begin?</p> <p>When Sandra asked me to do this I thought 'well what do I know?' And then she reminded me that we have talked a lot about philanthropy and how to make it more effective so I decided to have a try. Now Sandra asked me to start by telling you a little about what they call my 'philanthropic journey' so here goes.</p> <p>I must begin by saying that I know I am one of the fortunate ones. I had good loving parents, a good education and a great start in life. It wasn't all plain sailing. Our family business was faltering a bit when I took over. I had to work extremely hard to get it to be the international company it is now. But I came from something and I made something more so now it's right to give something back.</p> <p>Father and Mother encouraged me to give from an early age. I was supposed to donate part of my pocket money to charities and give some of my toys to the Salvation Army at Christmas – that sort of thing.</p> <p>But it was only when I got involved with the Community Foundation movement that I realised that philanthropy is hard work! So I hope you are ready for some serious graft Johnny!</p>

The Script

Johnny	Yeah well thanks Dame Gloria. But ... I don't mean to be rude but ... how hard can it be giving money away?
Gloria	Do call me Gloria. Now that's the first thing to talk about: I don't just give money away. I invest money in projects that help change people's lives. I am repaid, not in cash, but in the knowledge that I have made a positive change or helped someone's life improve or given pleasure to someone who wouldn't have had it. That gives me great joy.
Johnny	<p>Joy? Well fair enough. I'm expecting to feel good as well as doing some good. After all, I've worked hard to get what I've got and I deserve to enjoy it, don't I?</p> <p>But that's if I decide to do this at all. I know this might be a bit controversial in front of all these philanthropists but I have a lot of doubts.a</p>
Gloria	Well we should explore those doubts, Johnny. Why don't you tell us a little about yourself first?
Johnny	<p>OK. My parents were just ordinary people, not rich or anything. But they wanted us to do well and work hard – me and my sister. We founded our company together. She went to University but I couldn't get on with school so I spent a lot of time gaming and that led to making games. I invented – oh I don't know - about fifty games that went nowhere much. Then my sister got involved and we hit on the first big one together. She had the ideas for stories and drama and stuff like that. And she knew how to make a business out of it. And by the way they're going to make a TV series out of Blame the Bones – yo!</p> <p>Anyway, we've got quite a lot of money from this Time Warner thing so my sister says we should be getting into philanthropy. She's in New York doing a deal. That's why I've come.</p>
Gloria	Great I'd like to meet your sister sometime. So, look you mentioned doubts – what sort of doubts?
Johnny	Well for a start, I wouldn't even know what sort of charity to pick to give money to. And how I would know I could make any difference anyway? I mean charity is just a bottomless pit, isn't it? Doesn't matter how much we pour in, nothing much changes and they always want more.

The Script

Gloria	Hmm, right. Well if you want to get the best results from philanthropy you do have to put the work in, just as you did to make your company successful. You have to treat it with the same care. That's why I say I invest because I ... Look can I just give you one valuable piece of advice? Will you read this book called The Grant-making Tango – it's really good on the mistakes we philanthropists sometimes make and it tells you some of the ways to make your giving more effective. It might help you decide what kind of philanthropist you want to be.
Johnny	Ok thanks. I'm not a big reader but it doesn't look too long. But you might be jumping the gun. I'm not even sure I want to do this, no matter what my sister says. I may not have worked for, like, 50 years like you but I have slogged night and day for what I've got and missed out on going out with my mates and that. So, like, well, why would I just give away what I've worked so hard to get? And maybe, you know, some of the people that get charity are basically losers, aren't they? Or people who haven't worked hard enough.
Laura (chief heckler)	Excuse me but can I say something? Lots of people work really hard and still have to use foodbanks and get clothes from charity shops. I know people whose Mums work three jobs and hardly ever see their kids and still don't have enough to get by.
Heckler	Yeh, not everybody who works hard gets to have loads of money and then have fun giving it away.
Heckler	And can I say, you are both talking as if this whole philanthropy thing is all about you and what you want. Isn't it supposed to be about helping other people, not having a laugh?
Laura	And anyway, this is a Generosity festival but being generous isn't just about money. It's volunteering, and collecting for Comic Relief and giving things to charity shops and helping people in lots of other ways.
Heckler	That's right. Ordinary people that aren't really rich give lots to charity too but no one asks them to come and speak at conferences and nobody goes around thanking them in speeches.

The Script

Johnny	Hey, quiet you lot – we're trying to say some important stuff here.
Gloria	But so are they, Johnny. What interesting contributions! I think our dialogue would be much livelier if we brought in some younger voices from the audience. Can I ask the young people here, have any of you benefited from philanthropy?
Heckler	No Miss! We're not poor. And if we were we wouldn't tell you!
Gloria	Ah, of course, I'm sorry. I didn't mean that I was thinking about whether you have ever been to the theatre, or a park, or a youth club or a museum? Or had a relative who has been in a hospice or a friend, say, who has had cancer?
Heckler	We went to the Theatre Royal in Newcastle. And Seven Stories. Do they get philanthropy?
Gloria	They do. Lots of public places do.
Heckler	My grandad got help off the British Heart Foundation before he died. I suppose that's getting something from philanthropy. And we give them money at Christmas.
Gloria	Exactly the sort of thing I was thinking of. So pretty much everyone benefits from philanthropy even if they aren't aware of it.
Heckler	But loads of charity money goes to foreign places even though people here need it. And anyway, it says on the news that big charities waste money.
Johnny	I thought that too. Though to be fair I don't think that's all of them, is it Gloria?
Gloria	No I honestly don't believe there is nearly as much waste as the papers tell us but charities can always do better and philanthropists can help with that too.
Heckler	And anyway, you've got to pay the people that work in the charity, otherwise nothing gets done.

The Script

Gloria	Any more thoughts? Come on. Don't be shy. We're ready for a good conversation.
Laura	Excuse me Miss, not being rude or anything, but I think giving people jobs that pay them properly is better than just giving them charity. It's fairer and more dignified. If I was really rich that's the first thing I would do.
Heckler	And don't forget tax. You hear about people using charities so as not to pay taxes.
Gloria	You've been thinking about this, haven't you? It's a good point. Let me just say a couple of things. The philanthropists I know here in the North East are all good honest tax payers. I believe they pay their staff decent wages, those that have them. And I like to think my workforce were happy with their conditions too.
Johnny	But Gloria, they're right, lots of people don't. The newspapers are full of stuff about Ama....
Gloria	<p>No names Johnny. We aren't here to criticise others. Look let's talk about the future of philanthropy. How do you young people think philanthropy – giving money or time or whatever to help others, should work in the future? And while you are at it, come and join us up here and tell us who you are.</p> <p>(Each one says their name and, as they speak, comes to the front and joins the platform. Once you are on the stage you don't need to say your name again even when you speak again)</p>

The Script

Laura	Laura Jones. Well it's like he, Johnny Stark, said at the beginning – it's hard to choose. You need someone to advise you. So, some people look at, like, Instagram and see maybe Beyoncé says that some charity is good and maybe then they would give it money But I wouldn't just do it because Beyoncé or Rihanna or somebody else said.
Heckler	(Name) I would only give to small local charities because I can visit them and see what they do with the money. There's been too much on the news about the ones overseas.
Heckler	(Name) Yes you hear about corruption and you never really know how big charities, even in England, spend your money.
Johnny	Don't you trust charities to do the right thing?
Laura	I do actually. I think people are mainly honest even if you get some who behave badly. I would like to know more about the charity or the people before I give money and then I would want to understand what they did with it. But I think it's really important to trust people or it's patronising.
Heckler	(Name) It would be good if there was, like, a TripAdvisor for charities you could check on and see what people said about them.
Johnny	OK could that be done Gloria?

The Script

Gloria	Not easily but maybe there are better ways for philanthropists and grant makers to advise each other.
Johnny	OK then suppose you were me and had a bit to give away what sort of things would you support?
Heckler	(Name) Making homes for homeless people
Heckler	(Name) Putting water pumps all over Africa
Heckler	(Name) Helping people with mental health because that's really important to young people and families.
Heckler	(Name) Single parents and people on benefits because they really need help.
Heckler	There are lots of things to do with cancer and diseases, like research and things to make people feel better while they're having treatment.
Heckler	And climate change.
Laura	And challenging the causes of poverty and injustice, like fairer laws that benefit everyone instead of just some.
Johnny	Hang on I can't do all that.
Gloria	Aha! The philanthropist's first big challenge – deciding what to do! No one can answer that for you though if you consult widely that's a good start. But I can tell you that you have to choose if you are going to be effective and you will always be sad about the things you rejected.

The Script

Johnny	Ok then. Let's say I do decide to set up some sort of foundation or a fund or something to give grants. Should I do it the same way Dame Gloria and – excuse me, Gloria – the older generation - does it? Or are there things we younger people should do differently in future? What do you think?
Laura	OK then. Can I start? (The others indicate agreement) We wanted to apply for a grant to help our youth group organise an outing for people in a care home near us, right? That's a good cause, isn't it?
Johnny	Sounds good to me.
Laura	But it was really hard to find out who to apply to. And then when you found them all the information was weird. It didn't explain properly what they wanted. So, you (to Johnny) should get a good website. If anyone can do it you could.
Heckler	And you could make applying easier. Even like a game! Because it's really boring now.
Heckler	And lots of trusts say they won't fund outings but they don't say why and they don't let you explain why an outing might be a good idea.
Heckler	Then when you find one that might help it takes ages to get them to decide.
Heckler	So, in future could philanthropy be more where you plan a good idea together instead of philanthropists hiding away and not talking to us.
Laura	Respect. That's what you want when you apply. If we say that doing something our way is good instead of your way, then you should listen to us.
Gloria	What do you think Johnny? Could you use your computer skills to make philanthropy easier and more fun for everyone? It sounds like that's a challenge for your generation of new philanthropists.

The Script

Johnny	Do you know, Gloria, if I try to do everything these people have suggested I think philanthropy might just be the hardest thing I've taken on?
Gloria	But worth it! And remember the book I gave you? That will help too. (She starts to play the tango)
Gloria	I'm grateful for the things I've got The houses, cars, a tiny yacht. The world we have's not Camelot That's why I do philanthropy. Join me.
Johnny	Success has given me clarity. I see income disparity. I'll solve it with my charity. What fun to do philanthropy. Yippee!
Hecklers	Hey be careful what you do, our lives are not your toys. We are folks with our own views, not little girls and boys. We're our own experts and our lives aren't merely gloom. If you're sincere, then let's be clear, don't just presume. As partners working equally We'll get things right eventually If you treat us with dignity Rule one for your philanthropy – respect.

The Script

Gloria	That's right. We need humility. We don't know everything, you see. Poor grants have no utility. Let's plan out our philanthropy - gently.
Hecklers	And please don't make your forms a nightmare to complete. The most in need are likely to end in defeat. As for reports, ask only what you really need. A simple budget And if we fudge it, Know it's not greed.
All	Philanthropy can do much good In nation and in neighbourhood It all depends on attitude Let's strive for good philanthropy – thoughtfully!

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