

# How can churches build back stronger?

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**Hosts: Amy Stevens and Andrew Day**

## **SUMMARY KEYWORDS**

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00:02

Amy: Welcome everyone, thanks for joining us again, for this webinar, How can churches build back stronger. I'm Amy Stevens, for those who don't know me, I'm Chief Executive gifted and Andrew's here with me, who's our Chairman of our Directors. We're recording the webinar, as usual, and that'll come on to our website in a couple of days time, so if anyone misses it, you can direct them to the website to catch up. Question and Answer we normally do at the end, because it's hard for us to spot questions coming in as we're talking, so we'll do all those at the back end of the presentation. Please do pop them in the Q&A if you can, and not the chat so we can make sure we don't miss any. So yeah, how can churches build back stronger? And, we're talking churches here and cathedrals, obviously. What a tough year it was, and I think churches and cathedrals were some of the organisations that were hit hardest during 2020. I think that's generally what we found, isn't it Andrew.

Andrew: Absolutely, I mean when you close your doors, and basically, you know, try and do things that you can online, it's really tough coming back from what in many places has been complete standstill. You know, a lot didn't end up online, they just closed doors, did a bit of singing in the churchyard, that sort of thing.

01:32

Amy: absolutely. So, we're thinking about how churches and cathedrals, can build back stronger. And, you know, become sustainable again. Well, first of all it's interesting to reflect on some statistics from last year. So, in autumn 2020, I think it was October, we ran a survey across all of our database but these figures are just those church and cathedral responses, and we saw some really interesting, but, you know, worrying to a certain extent, responses from churches and cathedrals. So, two thirds, saw a significant decrease in income over that period. And the biggest drop was in regular giving. Now, that's not unsurprising, given kind of plate giving, etc. So, kind of understandable why they would see that, but 83% saw no income streams increase in value. And that was actually quite different to some other sectors, such as the health and welfare sector, for example, which, for obvious reasons, saw a boom in certain income streams. Again, almost two thirds thought that thought they would be below budget by up to 50%, which is not good news. Legacy giving. So, 60% would be nervous about launching a legacy giving campaign last year, and 50% stopped all legacy marketing. So this is churches and cathedrals only. Again that was very different to a lot of other sectors who actually thought, you know what, now this is just as important, more than ever now and we need to do it sensitively, but we need to press on. 60% cancelled all community fundraising, with only 40% taking it online. Again, that is probably skewed slightly to churches with generally having less capacity for online events, online giving, etc, than perhaps a cathedral, or another charity that that does a lot of that kind of fundraising. that income stream, so they're already set up for it before the pandemic. 50% stopped all capital campaigns, so no fundraising for capital projects refurbishments, etc. And nobody felt that their fundraising strategy held up well. So, you know, really telling that actually I think one of the key things we've learned over the last year to 18 months, is that a robust fundraising strategy with diverse income streams is so incredibly important regardless of which sector you're working in in the Third Sector. It's incredibly important. And there's lots of reasons why the results from the church and cathedral sector were, you know, worse for want of a better word or more concerning than for other sectors. I think a lot of church leaders were actually out firefighting in the community and supporting community projects

and those people in need. We saw lots of that. I'm sure cathedrals, for example, you know, closed completely for how long? For most of the year almost. And all those events and services that are big income drivers were taken out of market completely. So, there are reasons why this happened, but I think it helps us set the scene from where we're starting from.

05:04

Andrew: Amy that's so true. If I could just highlight something there that most worries me and it's the drop in regular giving. Over the years what I've found is that people develop a philanthropic habit once you start to give, and you get the positive reinforcement, hopefully, of that working and seeing something happen with it, then you are inclined to give more. And, we all know the truism that givers give again, the most likely source of your next gifts are from the people that are already giving to you. So, when we see our churches and cathedrals losing that regular giving that is a real risk when we are coming out of this pandemic, because it is that bread and butter, unrestricted giving, that is the lifeblood of the ministry and running of our churches and cathedrals. And the really bizarre thing is that just because the church doors were closed didn't mean the ministry and the work wasn't going on. I mean we see Father Marcus, I'm working with down at St. Barts at the moment, he's on suicide watch on the London bridges every night, going up with other priests and vicars and members of church communities to minister to people with mental health issues and facing some tough challenges. So, you know, just because the church doors have been closed does not mean that churches work stopped during the pandemic. Quite the contrary, but we haven't been telling that story, and we haven't been reminding people, how important it is to keep up that regular giving.

06:29

Amy: Absolutely. So, looking ahead Andrew to the year in front of us.

06:35

Andrew: What a funny word, hybrid, I mean I mean I had to double check! But this is where we're going, we're going to a world, I don't know about you at the moment, I mean but I'm sort of juggling

between this world and a world of face-to-face meetings and, it's really making a mess of your diary when you realise something is a face-to-face meeting, hybrid, instead of a virtual meeting. But we are moving into this hybrid world and that's the same in our worship habits. Some congregations and Church Cathedral communities have embraced the digital connectivity really well. I mentioned St Bart's, they have grown their congregation in New York, even though they're clearly in Smithfield, so that is something I think we're going to have to come to terms with and understand as we move on in our fundraising, as well, not just in the habits of worship. I do think though, and I had a bit of a giggle about this today, Amy, reading in the news about, you know, wouldn't it be wonderful if we could start singing again. After all, when we were joking about the football before. You go into a football stadium, they're absolutely yelling their heads off and singing chanting, but you can't go into your local church. And I mean, for me, you wouldn't believe it but I was a choir boy once, but I mean singing is everything. I love that part of my worship life and I really miss that. And so, in many respects, you know, what's going to come, is I think a realisation or reaffirmation of the things we really value about our worship, using some of the benefits of our virtual communities to express that virtual worship so that as we're doing today, services are recorded, you can come back to them, you can listen to your vicar's sermon more than once, maybe, who knows? So, you know, play it back to them sometimes. What I'm trying to say is that there are a lot of opportunities around it, but we shouldn't forget the power of personal engagement. I mean, you and I both know that, so we're told that the vast majority of our communication, one to another, is actually the nonverbal cues that you get from face-to-face meeting. It's not what physically, you know, comes out of the mouth and is said, or even what's written. It's the body language, it's the interconnection that personal relationship isn't it Amy? So, now's a great time to reengage. Now's the time not to be really clear about this to sit on your hands and just think it's going to go back to the way it was, is one thing I've taken away, you and I both agreed on completely, is it is not going to be the same as it was. So, get active, get energetic and reengage in every single form you possibly can, remembering to use those personal moments to remind people about what you know why they're a member of the church community, and why it's important, you know to give and support that

community, but most importantly that final point listed there is that I really do think as professional fundraisers, we've got to remind ourselves about that regular giving. The gold standard direct debit gift is just the lifeblood of meeting our unrestricted costs. So, let's not forget that in our strategies we sharpen it up, post pandemic.

10:06

Amy: Absolutely and I think that point about the virtual worship and engaging people is so important. You know, do not now, if you've been streaming your services or recording etc, don't suddenly stop doing that once you can go back to capacity because it has helped people to engage, it has helped build a community of people who aren't necessarily in your parish or your diocese. Slightly different example, but exactly the same concept... I spoke with a lady for another client yesterday, connected to a school. She was alumna from the school, and she said she feels more connected now more than ever, because she no longer lives near the school she lives seven hours away, in fact. She can't get to alumni events normally. Even if she's in the area, it's time, isn't it, travelling to get to an event? And she feels more connected than ever because she's been able to re-engage with people. So, you know let's not forget that and let's not forget that some people will still not feel comfortable venturing out for quite some time. Even though, you know, our vaccination programme is world leading at the moment, but some people are still very nervous about being in big groups and public spaces so let's not forget that at all. Okay, so thinking about capital projects, if you were at the stage last year, you know, let's say this time last year, for example, where you were planning a capital project, and that halted, where do you go now? I had a number of smaller church clients in this situation who were planning, two, three, £400,000 reordering and restoration projects. Really important to sit back and look at your case, review that case for support, because it's possible that those plans are not relevant in a changed world, or not necessarily relevant to the funders that you might have thought you were approaching. So, particularly trusts and foundations. Many of them have changed their criteria slightly, so if they were at a church funder, they're still a church funder, but they're looking at actually, let's not just forget everything that's happened, let's learn from it. So, in your project, now, do you actually need to build in costs for digital

technologies that will help you stream services for longer? Is it more kind of interactive? If the facility that you want to create, you know, if you're committed to creating community facilities, all the other user groups are still going to be the same, all these things need thinking about because so much still has changed over the last 18 months. And with that obviously comes costs, and costs for building projects are rocketing. Trying to get supplies in with certain materials is incredibly challenging, and what you don't want to do is relaunch your capital campaign for £250,000 for example, if it's a church - and actually, you then find out when you tender in three months time that it's £400,000 because of things you didn't anticipate. So, drill down on that and revisit. Also go back to the fundraising strategy, is that up to date? So, you may have previously have looked at where's the money but that may have, again, that may have changed. There could be individuals who you're speaking to, who may have given elsewhere, whose financial position has changed and now no longer feel able to support. There may be grant funders who have changed criteria. So, some of the lottery funders are still looking at, kind of, that COVID era of projects. You'll know that a lot of the statutory funders particularly, changed their fundraising programmes, completely for the last year or so and focused on either projects that were already happening or COVID related projects. So, you know, you need to look at those timetables, see what funders are doing, see when they're reopening their grant programmes again, and really assess your strategy and see if it's up to date. And then finally your volunteers, do you have a project that was going to be led by volunteers? You know, I mean, Andrew, how many church teams have we worked with where the entire project is delivered on a volunteer basis. You know, somebody who has past experience, professional experience in, the building trade is taking the lead and what have you. Their capacity may have changed as well there's so much to consider.

14:41

Andrew: I think that's a very fair point. Normally when we do a feasibility study for a capital campaign I mean we deliberately, you know, set out in black and white, that the study is good for six months, probably not much more than that. And we've had a year that's felt like ten! So much has changed, so if you're, you know, assuming that the sources of funding are the same as pre COVID to now, obviously

that's off pace. And I would argue even over the last six months, it's dramatically changed. And I suspect that over the next three it will, again. On the cost side I absolutely agree with that. I'm personally seeing, you know, 15 to 25% cost escalation on build projects right now. It's nearly impossible to get steel, if you're after that, by the way, and just simple, you know, I see the picture of scaffolding, that's the other thing that's really tough to get a hold of. So, most projects have got some of those elements in them, so, what I'd encourage you to do is to, and particularly for applying to grant funders, put a COVID contingency in there. So, you've got your regular building contingency, but then, add at least 10% for what I would describe as materials supply issues. It may not just be COVID, it might be Brexit, it might be a whole range of issues, but we're facing a boom in building activity, and with that you will get constraints, per supplied materials. So, yeah,

16:12

Amy: And that could be huge if you're a cathedral planning a £3 million project, then you know that could have significant impact on your cost plan, couldn't it?

16:22

Andrew: And it's unbelievably embarrassing and difficult having reached a fundraising target to then not be able to deliver the project. Yeah, there's a whole, a webinar really about how you go back and ask for more money having reached your target? But the best thing to do is to avoid getting in that place to begin with. So do put the contingency in. I'm sure you'll find other ways to spend it if you don't need it.

Amy: Then on to revenue Andrew.

Andrew: Well revenue generation, I mean, part of the challenge, particularly for many of our cathedrals has been the drop in visitor numbers. Now we're not expecting, for example, overseas visitors to return for another 18 months to anything like the levels they were, and maybe even, you know, take some time before we catch up to previous levels of tourism income. So, the key thing now is to take

advantage of the switch and then what's happening. And I'm pleased to say, I think t Richard Gennochio's here today form Beds & Herts historic churches trust. This is an opportunity for our own parish churches to serve our domestic tourists. I for one, with Julie, we'll be getting on our bikes, we're doing some cycling this summer, and we'll be visiting the churches along the way. so why not take advantage, make it easy for domestic tourists to put a fiver or tenner or whatever in the pot to help with your maintenance and your regular, you know, costs. So contactless giving, here's a great example, Amy, this one you did?

17:56

Amy: It's not No, I just thought it was a nice clear image of what it says on the tin Yeah,

18:01

Andrew: it's really, they are tvery easy systems to put in, very effective. There are some, obviously some management costs involved but not significant. And when you think about it this another learning from COVID, contactless payments. You know there are a lot of organisations saying that actually, we don't want to go back to cash. And you know what, why don't we embrace that? This would make the whole management process so much easier. And so, one option is to look at contactless giving, and using things like the virtual place, so when people are attending online, they too can share in in the giving process as part of your service. Understanding the nuancing of that when you're looking at the, you know, the order of service and how it's run, sharing best practice is a good thing to do, and is a real carry forward, we think learning from COVID. But, broadly what this is about is growing your online presence, so whereas once we would have all been interested in getting people to come for various types of services to our churches, whether it's harvest festivals, etc. Now, it's about how can you actually promote your services online? Getting the normal sorts of web promotional tools going and frankly it's not rocket science, it's not that difficult, it's just taking the time to understand it and getting more people to attend your services virtually, but also those hybrid events and Amy and I have been doing quite a number of those. And I think you're absolutely right there, Amy, I think even post the 19th



of July, I hope and pray that is the terminus day, we're still going to find situations where people are not going to be comfortable coming out, attending face-to-face meetings, I'm actually finding it quite odd - do you shake someone's hand or don't you at the moment? What's the government guidance on that? I'm probably breaking the rules as usual but, but it's going to be same after the 19<sup>th</sup>, it's not going to feel quite right. Should you offer your hand or shouldn't you, because we'll be living with COVID. And I think in that sense, as churches and cathedrals, we need to think very carefully about accessibility, not just in providing hybrid points of contact, not just through our services.

20:26

Amy: I think that as well, Andrew, that works for people who were really time poor. So, again I've spoken to a lot of people, we found it in our meetings with work, we've been able to have more efficient meetings and more often because we can get in people's diaries because you know if, let's say there's an evening event, and someone's had a long day at work and thinks, I can't drive for an hour, go there for an hour and a half and drive for an hour home I just don't have it in me. But you know what, I can log on for an hour, and still be part of that event. And so, it's not just as we say those people who are maybe still concerned about COVID and health reasons, etc but also time poor people. So, it's about engaging as many people as we can, going forwards.

21:08

Andrew: Yeah, no, I quite agree, and I think the opportunities to entice our visitors, and essentially forward book, people's habits have changed. It's not unreasonable now to do that, I mean it's not just a around COVID practices, it's about your capacity management, your staffing, and making sure you've got the numbers to make events viable. I think we can ask a lot more of people we're asking to events now than we used to do, and using the online technologies to do that. It's worth reflecting on, I think for even to, you know, to invite people to our own harvest service suppers or services, possibly, particularly when we're thinking ahead, and it won't be three minutes until Christmas and Advent's upon us, how are we going to manage that? You know, have we thought about that, and how are we going to

manage that sense of uncertainty that people will still have? And if it's not COVID, maybe it's the flu, you know, there's going to be, again, I think public health considerations for us to really be sensitive to. So, now's the month, think about that, but also how that works with regard to our own fundraising, and likewise with the venue hire elements, Amy, I think that we've got capacity to use online ways of using our venues differently, but maybe too, we're not going to see the same demand for our church halls or cathedral halls and facilities that we did in the past, or maybe there'll be a different type of demand. We can't assume anything, really. So, it's important to be challenging when you reflect on those plans and your income strategy. You know when you're thinking about the next financial year.

22:56

Amy: Absolutely. Yeah, a couple of other points for me, just to add to that that, that idea of forward bookings, you know, some of us, I know I for one am desperate to get back out there and go to events and what have you, and having something to look forward to, quite frankly is fabulous. So, you know, if you are ahead of the game and have your Carol service, Christmas carol concerts planned. I bet you'll sell tickets, if you open that booking now and people, will confirm their places,

Andrew: Especially if I can come and sing!

Amy: Exactly! People want to have things in the diary, and they're fully understanding of, you know things getting moved and, you know, getting shuffled around, but people are booking and forward booking in the hope that they can be part of things once again. Just on the virtual plate, idea, there's kind of two sides to a virtual plate. There's, as Andrew said, the online kind of engagement for people who are joining you for services and events online, but also when you have people back in churches and cathedrals. I mean before the pandemic we saw, cash, decreasing, you know, everything was going on card wasn't it? And that's even more so, over the last year, particularly a lot of shops aren't wanting you to pay in cash because that is handling between people, etc. and there's some fabulous contactless giving plates which are like a virtual plate, so it can be passed around as usual, and people can put cash in there, but there's also a tap to give in the middle. Particularly, perhaps, as cathedrals,

especially as you start to open up and have events, you may have transient visitors coming in for events or services, who, you know, aren't cash carriers, but they might tap with five pounds or ten pounds or what have you. So, really think about how we can just take the best opportunity for every, visitor to give, if they choose to.

25:00

Andrew: And we've also, I think Carol Ward suggesting I mean, quite rightly, that we have QR codes now you know where you go scan with your NHS to go into a venue. Well, the same code you could use for giving, that's a good point. Thank you.

25:16

Amy: Absolutely, yeah. Very much so. Okay. So, thinking about how we bring things back together and build again, 'freedom events', for want of a better phrase, so as Andrew said after that date. Hopefully next month when we'll be able to get back together, you know, how about holding some kind of freedom service or similar at your venue? Celebrate the impact together as a community, whether that is purely the worshipping community, or in fact your wider community, you know, why not as a parish church or cathedral, hold an event for the wider community to bring everyone together and celebrate? As we've touched upon, there will be people who do not wish to or can't be part of a mass event, so like we say, don't forget streaming videoing, etc. Having that online and having that capacity for people to join you remotely, is still super important. But it's a nice way to bring people back together, realise what's important to them, and celebrate the fact that we made it through the last 18 months.

26:27

Andrew: It is an opportunity to recognise people's service over the period, so using your Freedom Sunday service, I assume, Sunday the 25th let's say, of July, is a great opportunity to thank people for their service and their support, and so on over the year, but also look ahead. This might be a moment to, you know, to bring forward new leadership to talk about new vision, to talk about, you know, your

church's response to the pandemic, and how you want to be for your community in the year ahead. I think it's going to be a really special day the 25<sup>th</sup>, I really do.

Amy: And then of course we've got the magic of music, Andrew?

Andrew: Okay, well it is, I mean, I have joked that one of the main reasons that some people come to particularly cathedrals, is because of the music. I don't whether altogether they're as Christian as we might like to think they are, but it is nonetheless a core component to our worship. It is going to be something spectacular when some of our organs fire up again, of course, and we are reminded of the majesty of our ecclesiastical church music. And in England, it is an absolute gem, I mean we are so fortunate as to what we've got. And yet it's been one part of a church life that's really suffered financially. So, I think on reflection, this could be a moment to remind people of the importance of supporting our music, and helping to fund it, whether you're running a legacy programme for endowing a day of music in your church or cathedral, or directly funding, It's a chance to refresh that case. But it brings communities back together, a shared experience of singing. We all have our favourite hymns, I know, some not so favourite as well. But, you know let's, let's celebrate that and enjoy it. There will of course be concerts, community concerts, and they give us a chance to try some revenue. And more broadly, I think we need to sort of celebrate some of the acoustic in the sound our churches were designed in many places, to give us that phenomenal experience of some worship. And that is something I know many, many people including me have missed, over the past year and a bit. So, yeah, let's, let's make the most of, this is a chance to really sharpen up and revisit that case, ask people to help build it back. Ask them to make a commitment in their will to give money now, so that your music can flourish in the year ahead.

29:12

Amy: Okay. so then on to legacies. You know legacy fundraising is always important, particularly for churches and cathedrals, and many have shied away from it for the last year. Now, yes, part of that is completely understandable. We're in a very difficult time where, you know, people were suffering health

issues, you know, we lost an awful lot of people, people lost friends and family. But if it's done in the right way, legacy fundraising should not be offensive to anyone. It's actually now more important than ever that we do this, it really is the key to future financial sustainability. And when you're thinking about your legacy fundraising, and we've got another webinar on our website which talks through legacy programmes and there's chapters in our book as well. make sure that you do that personally. You know we are all about personal fundraising. It's not about, you know, sending a leaflet, to every member of congregation or door drop, etc. It's about offering personal discussions, you know, being able to talk that through with somebody about how their gift might be spent. It gives people peace of mind. I've had that situation with a cathedral client previously, where a lady who ended up leaving an awful, awful lot of money in a will. They rang me several years later and told me had it arrived, you know, said, I just want to chat somebody about gifting my Will. Turned out she'd been a chorister. You know, I said well you could dedicate your gift to music. She felt, you know, she was delighted with that, we had a lovely discussion, she actually brought back a bunch of flowers to say, I feel so much better that I've dealt with this. I feel at peace that I've done it. And it's so important, you know, don't we owe that to our donors or our supporters if they're making this incredible gift to actually have that discussion? The message of immortality can be really important with legacy campaigns so, particularly if you know, for example in our day of music you know, forevermore I will fund music on that day, is a really appealing thought to some people. I know for the last 18 months, people have really been reminded of what is important to them. And, you know, we saw giving levels last year. Initially, gosh, Andrew, weren't we worried that, you know, the bottom was going to fall out of the fundraising world, and it didn't. Major givers continued to give money, you know, Giving Tuesday was, was up 40% I think it was on the year prior. All the small level givers, people stepped up and gave to the causes they cared about, and people are still doing that. So, and people will care about your church in your cathedral. And as I just said we need to tell the stories, we need to tell the stories of the good that comes from these institutions, from these buildings, the role they play in community, and it will encourage people to give, and that goes for legacy fundraising as well as every other type. So just to reiterate, you know, legacies are the way to secure

your long-term financial sustainability, alongside all those other income streams that from the day to day like regular, etc.

32:42

Andrew: I think you're right, there Amy. I think what happened really is that we, we took a step back and examined what was really important to us as individuals. You know what really mattered? And so often it was very local. It was our local church our local shop our local market, our neighbours, our own health, our family 's health of course. You know, our GP - that was, I think the most resounding sort of affirmation of the pandemic, the importance of local, and that's where we and our parish churches in particular really need to remind the community what the church, as a community, as a congregation, has been doing during the pandemic. And I think too, it's also about our churches as meeting places, a crossroads if you like. It's a chance for us to invite back our GPs and local nurses or civic leaders, people who've given an enormous amount during the pandemic, invite them to a service and thank them. I was amazed at what happened at Wimbledon yesterday, those rounds of applause. Incredibly moving and just so right, you know, that was the nation doing that in its own particular place, but we should be thinking about what we're doing in our own communities to thank our doctors and nurses, our volunteers, our bin men, people who just kept on going and kept us going, you know.

34:12

Amy: I think for cathedrals on that, it's about the role that perhaps you play in your city as well and rebuilding your city, you know. If the cathedral is city centre, you play a role in the economic viability of the city and working together with councils and civic leaders and how you rebuild again and get people back out and enjoying life and using facilities and galleries and museums and restaurants etc. There's a role to play there isn't there? And that's all part of the message as well as to say you're not just a place of worship as a cathedral, you're also a massive community venue and part of life.

Andrew: Also, probably one of the few very safe places because, because of the distancing that can be offered.

Amy: So, do we have any questions that have come in Andrew. Not so far, I don't know whether that's just because everyone's being totally well behaved.

Amy: Any questions from anyone?

35:16

Andrew: Last chance. No, well, at the moment we're all clear. I mean, so there was some conversations around QR codes and things on the chat, but there's no questions today. So, that either means we've covered off things very well or we bored everyone to death.

35:35

Amy: Richard just raised his hand, but you'll need to pop a question in the q&a Richard if you need to ask us anything.

35:44

Andrew: So, this is Richard Gennochio from Beds and Herts Historic Churches Trust, who I see I are having an auction.

35:52

Amy: Yeah, some good lots on there. Yeah. Excellent. Yeah, I don't think there's anything coming in and so we'll pick up separately, maybe. If anyone does think of anything, when we log off, pop us an email. So, we've got our details here on screen. We'll come back to you. If we want to have a chat anything we've mentioned today that you that you'd like a bit further advice on, you know, Get in touch with us more than happy to help. Our book, Gifted Fundraising, which we offer to everyone on the webinars. And if you don't have a copy already, it details our approach to fundraising as a really practical guide, email Julie, our colleague and she'll pop on in the post for you. Oh, now there is a question Andrew, that's popped up.

Andrew: Richard Genocchio asks, the distinction between local parishes and county trusts - parochial and broader loyalties, that's a very good point. Clearly the local parishes, Richard, are very parochial and the case or the motivations for giving need to address that. But whereas with the county trusts such as yours, it is, it is about addressing a much broader case, it is about the ecclesiastical heritage if you like across the whole area of counties in your case. I do think though that, in that sense, this is where the legacy side is so important because you are talking about, if you like, our responsibilities in this generation to ensure these churches are supported, so their fabric, their towers, you know, things that very expensive grade one listed buildings usually, are properly maintained and passed on to the next generation. And, you know these trusts are vital for that, because the grants, they can offer to PCCs can often mean the difference between a capital project being sustainable and being delivered, and fundraising done or not at all. So, I think you're spot on that there needs to be a clear distinction between the two, the two fundraising cases, I would say in the trust side, Richard. Now is the time as you are doing to really be seen and be visible, doing events such as you are, will reignite interest amongst your loyal supporters. And now's not the time for sitting on your hands, so, yeah, good question. I hope I helped you with that Richard.

38:25

Amy: a really important point, I think Andrew, about the responsibility to ensure they're still there. I mean how many comments have we had about, imagine if our country, the UK or, you know, England was depleted of churches, if they weren't on the landscape anymore. Could you even imagine, you know what that would be like?

Andrew: Because, let's face it, I think the Church of England has over 1000 grade one listed church, I think it's nearly 1500. It maintains that with virtually no government grants, you know, in our congregations, up and down the country. So, you know, Richard's trust and others like that are absolutely vital for helping keep a really important part of our heritage. What would our grandchildren



think of us if we let them all fall down? Really, whether they're Christians or not. It would just be an outrage. Says the Australian in the room! When we list our buildings in Australia after 50 years they get an on the Heritage Register. Regularly, my jaw drops at this country at the wonderful heritage we have in England, right now anyway.

Amy: Well, you're an honorary Brit now, Andrew.

Andrew: I think you know this year I've actually done more years living in the UK than I have in Australia, but it's not going change me for the cricket, I don't think so!

39:52

Amy: Right, everyone, so we'll call it a day and let you get back to your afternoon. Thank you so much for joining us once again and do drop us an email if you need anything at all. And we'll put the recording online. but everyone stay safe, stay well and we'll hopefully see you soon.

40:06

Bye. Bye bye everyone.