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## **MONEY BOX LIVE**

**Presenter: VINCENT DUGGLEBY**

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**DUGGLEBY:** Good afternoon from Money Box Live looking at ways that you can support charities - not just through your donations big or small, but also the part tax relief plays. There was an outcry after the Budget when the Chancellor George Osborne proposed to restrict that tax relief, albeit on large donors. Happily he's now changed his mind. It's perhaps not surprising the amount given to charity has gone down as the recession took hold. Charities Aid Foundation reckons it's about £900 million less than the comparable total in 2007. The latest figures show the public still gave £11 billion and the number of donors is actually increasing. For some it's a pound or two in a box for well publicised appeals such as wearing a poppy for Remembrance Day, and there are big television events like Children In Need as well as response to natural disasters - earthquakes, floods, famine, using the internet or texting from a mobile phone as well as credit and debit cards. Gift Aid is perhaps the best way to ensure a charity receives the maximum benefit since HM Revenue & Customs chips in basic tax relief, and if you're a higher rate taxpayer you get something back on top. Payroll giving is another important avenue, along with incentives, which can save capital gains tax and inheritance tax. And from today RBS NatWest and Tesco cash machines have been programmed to accept donations payable to eight big charities joining HSBC who already provide that service. You might be surprised at how easy it is once you know the ropes, and hopefully in the next half hour my guests can point you in the right direction. John Low is Chief Executive of the Charities Aid Foundation; Caroline Fiennes is Director of a charity advice company called Giving Evidence; and Philip Kirkpatrick is head of the charity

department at solicitors Bates, Wells and Braithwaite. The number for your calls: 03700 100 444. Ian in Winchester, you've got the first one.

**IAN:** Yes, hi. I give two modest monthly subscriptions through direct debit. I just wonder if the charities could benefit more if I did it through payroll or Gift Aid?

**DUGGLEBY:** Right, so you're employed obviously and has the company you work for got a payroll giving scheme?

**IAN:** I'd have to check on that. But they're a big company, I imagine they would do.

**DUGGLEBY:** Probably, yeah. Okay well there is any fundamental difference then, Caroline, between the two options - either just doing it as he's doing it on a bank account or just going by payroll giving?

**FIENNES:** The Gift Aid rules, which are the rules through which you can get the tax back - you can get your income tax back or you can get them donated to charities - are quite complicated, and this will doubtless come up in other discussions in the programme. One of the great benefits of giving through payroll giving is that all the complexity is done for you. So normally with Gift Aid you sign a form and that enables you to get back the basic rate of tax, but if you are a higher rate taxpayer and you want to get the higher rate back, then normally it's a bit complicated and you have to do it through your tax return. If you do it through payroll giving it's done at source and so it's done once, so if you can get into your company's payroll giving scheme, then I would strongly recommend that you do that.

**DUGGLEBY:** I suppose, John, the problem maybe is that the company doesn't necessarily offer the facility to give the money to the charity of your choice? Or do in fact payroll giving schemes offer any charity you like?

**LOW:** Payroll giving schemes would normally allow you to go to any charity, give the money to any charity depending on the agency that the employer uses. The big

problem is that many companies, in fact most companies, don't actually have a payroll giving scheme. It's not compulsory in this country. The big ones do - Marks and Spencer's and BT - but many of the small medium sized organisations find it quite complicated.

**DUGGLEBY:** Philip?

**KIRKPATRICK:** I'm a big fan of payroll giving likewise, but if I were the charities what I would want you to do is make a Gift Aid declaration and carry on giving via your direct debit.

**DUGGLEBY:** Sounds pretty ... you know in other words leave well alone. Unless in effect you know you go to your firm and there is some particular additional incentive that might change your mind. I don't know, some of these big firms I imagine would chip in perhaps pro rata for the amount of payroll giving they've got from staff?

**LOW:** Yes many of them will match or add something extra, yes.

**DUGGLEBY:** So that's a consideration, Ian. Thank you for your call.

**IAN:** Okay.

**DUGGLEBY:** And Paula now in Dorset. Paula?

**PAULA:** Good afternoon.

**DUGGLEBY:** Good afternoon.

**PAULA:** I'm a regular donor to charity shops and I think it's a good way of recycling. I'm signed up with Gift Aid obviously and periodically I get a letter from the charities saying that my goods have raised such and such an amount of money and would I like the money back. It seems a total madness. If this is the law, I don't

understand why the law is such and should we be campaigning against the law?

**DUGGLEBY:** Well we were discussing this question actually before we put you on air, but Philip's got a few views about that.

**KIRKPATRICK:** Well first of all, I commend the charity for getting involved in this rather clever scheme where instead of you giving the goods to them and them selling them for them, you give them to them for them to sell for you. And that means that when the money is there, you can make a Gift Aid payment. Gift Aid payments have to be of money and I'm afraid HMRC just requires you to make a decision once the money is available rather than the asset. And yeah I agree with you, absolute madness. I'd love to see it changed and made simpler.

**PAULA:** I think bearing in mind that a postage stamp is almost 50p per letter, it seems outrageous.

**FIENNES:** There is a scheme that Oxfam has and which other charities may do, so when you take your items into Oxfam you can get a label which I think in effect ...

**KIRKPATRICK:** That's the scheme.

**FIENNES:** ... kind of pre-signs you up to it. And then they write to you saying we've sold your item for x amount and they just sort of tell you as opposed to asking your permission.

**DUGGLEBY:** Well my personal experience is they do write you a letter and they tell you what the item has fetched and you're required to tick a box saying that you do not want a return of this money.

**LOW:** There is a reason for this. It's because HMRC and the Government do not want to lose any more tax. And they could easily make it exempt, they could deal with this as happens in America, but the preservation of the tax take is something

important to Government and, therefore, they're determined not to give way on this particular issue.

**DUGGLEBY:** Okay, well let's take a look at some of the emails coming in. This is from Patrick in St. Albans and he says, 'I don't give to charities where I can find out that a lot of the income or too much of their income goes in wages and administration. Can the panel tell me whether there's a list of charities which publish exactly what percentage of donations actually goes to the charities, so I can make an informed choice?' And I think that's directed at you, Caroline.

**FIENNES:** No there isn't. And ...

**DUGGLEBY:** Oh there isn't?

**FIENNES:** No there isn't. And there's a good reason for that, which is that often actually the money that goes in wages and salaries and administration people think of as being money that's wasted. And of course we all want charities to minimise the amount that they waste and charities work very hard to do that, but often the money that's spent on salaries and administration actually enables the charity to improve its performance markedly. So, for example, suppose that you have a charity which runs let's say you know water projects in several countries. It may well employ a person or part of a person whose job is to figure out which of those programmes is working and why they are working and to share the insights about which are working between the projects and between different countries. That money is enormously well spent because it enables all of those programmes to do a better job.

**DUGGLEBY:** So it's not as simple as just saying you're spending this amount? It may well be it's going to cost a jolly sight more to provide a benefit for somebody in the local church ...

**FIENNES:** (*over*) And it's certainly not the case ...

**DUGGLEBY:** ... and it's going to cost you much more to support children in Africa than it is to build a new steeple on your church or something, isn't it John?

**LOW:** Yes that's right. You can go to the Charity Commission website. You can look at the accounts of the charity and you can see how much is spent on administration if you really want to go digging that deep. But every charity needs computer systems and HR, the sort of things that you'd expect in any employer, and it's important to focus on what does the charity actually achieve - what is the good, what is the benefit that they deliver.

**DUGGLEBY:** But Philip, the Charity Commission set a fairly high standard for having to account ... Their accounts are probably audited and everything else. I mean you're not allowed to get away with anything you like.

**KIRKPATRICK:** Yeah depending on the size of the charity, there are different audit thresholds. But yes, accounts are published apart from the very smallest charities. But I think the point I would make to the caller is that charity is not magic. Charity is delivered by people and people sometimes need to be paid.

**DUGGLEBY:** Indeed. Right Fabia, you've got a call now in London.

**FABIA:** Hello. We've had a charitable checking account for some years and recently ...

**DUGGLEBY:** Is that a Charities Aid Foundation one?

**FABIA:** Yes.

**DUGGLEBY:** Yes, okay.

**FABIA:** And recently my mother-in-law died and we wondered whether we'd be able to add some of her estate to the charitable account or make up a separate one in her

name and offset that against inheritance tax instead of giving large bequeaths now.

**DUGGLEBY:** Okay, well let me just ask is the estate in excess of £325,000 or possibly £650,000?

**FABIA:** Not 6... It's frustratingly close to the 325.

**DUGGLEBY:** Alright, well John Low from the Charities Aid Foundation is here. Just first on this technical point, John. Obviously you've got a different answer depending on exactly what the size of the estate is, but in terms of helping out, what sort of service do you provide and can you do what she's suggesting?

**LOW:** Yes you can. You can put the money into a charity account and then over the coming years make a ...

**DUGGLEBY:** (*over*) Would it be their charity or the mother's one or would you open a new one?

**LOW:** Normally you'd open a new one and maybe put it in the name of your mother, which is a nice thing to do ...

**FABIA:** Yes.

**LOW:** ... so that when the charity vouchers, the charity cheques go off, it says your mother's name on it and then the charities know that it's come from her estate.

**DUGGLEBY:** Now you talk about a large donation. If it's sufficiently large, which it's a quite complicated sum isn't it, Philip - it's this 10% of the total estate if it's liable for inheritance tax ... I'd rather not go down that route if we possibly can help it, but obviously your solicitor would help you if it is in that ... And I'm sure the Charities Aid Foundation would help with tax advice in that instance?

**LOW:** Yes. If there is tax to be paid, you will escape tax by doing this.

**DUGGLEBY:** Yes.

**FABIA:** Right. So it's the Charities Aid Foundation?

**DUGGLEBY:** Yeah that's right. And the other thing of course is that if you give a large donation to it, are there means by which this can be kept going? Because I know you don't pay any interest on ... You know you don't pay any interest even if it's a very large amount and spread over ... you know it's going to last for several years. Or what's the position?

**LOW:** If the amount is very large ...

**DUGGLEBY:** Several hundred thousand maybe?

**LOW:** No £10,000, say.

**DUGGLEBY:** £10,000.

**LOW:** If it was over £10,000, we would encourage you to create a trust account in your mother's name, and that's an account that does acquire interest and it's possible to invest it in a number of ways. And some people create those and keep them in perpetuity and even pass them onto grandchildren.

**FABIA:** Ah right. Lovely, thank you.

**DUGGLEBY:** Right, thank you for that call. And Roy now. It's marked Roy charity shop, Nottinghamshire. Roy, what have you got to tell us?

**ROY:** That's me.



**DUGGLEBY:** That's you.

**ROY:** In September 2005, I opened a charity shop in our local village supporting our local church. Now it wasn't expected to continue for very long, but here we are 7 years on and we're still making pots and pots of money.

**DUGGLEBY:** Pots of money?

**ROY:** Pardon?

**DUGGLEBY:** Pots of money?

**ROY:** Pots and pots.

**DUGGLEBY:** Good.

**ROY:** A throwaway comment that Paul Lewis made on the breakfast programme on BBC television said something about if you're trading, you need to do a tax return. And as soon as he finished saying it, I panicked because we have never yet done a tax return or had audited accounts.

**DUGGLEBY:** Right, well don't panic. First of all, let me ask you a question. Is this charity shop under the auspices of the church? In other words, is the vergar or the vicar actually in charge telling you what to do and collecting the money and all that, or are you doing it off your own bat and just handing over a cheque or cash every so often?

**ROY:** The second. We raise ... We started it ourselves and we're handing over money as and when the church needs it.

**DUGGLEBY:** Okay right, well I think Philip's not got some terribly good news for you.

**ROY:** Oh dear.

**KIRKPATRICK:** Well it won't be that awful. I mean yes, you do need to ... you are responsible for paying tax on the profits of your business and making a tax return. But you will be able to go back and make a Gift Aid declaration in favour of the church going back 6 years anyway, so that the profits can be donated tax free to the church.

**ROY:** Right.

**KIRKPATRICK:** But it's your business, so you're responsible for doing it.

**DUGGLEBY:** But it is possible to set up a trading company whereby the whole of the profits are automatically mandated to a charity. I mean I know that because I've been involved with one and that is perfectly straightforward. It's 100% of all the profits and there's no problem with that. The Inland Revenue will accept it. You still have to do accounts, mind you.

**KIRKPATRICK:** It's slightly more complicated if the trading company is not wholly owned by the charity.

**DUGGLEBY:** It was. It is owned by the charity. Sorry, Philip. Sorry, I beg your pardon, John?

**LOW:** You could solve the problem by going to your vicar and saying please will you take responsibility for this ...

**DUGGLEBY:** Exactly.

**LOW:** ... and then it becomes part of the charity, which is the church.

**DUGGLEBY:** That's right.

**KIRKPATRICK:** The vicar might be reluctant, however.

**DUGGLEBY:** The church can essentially you know “own” the shop. You need to do something. Yes good for ringing us and yes I think you ... Sorry, Philip, you just want to come in.

**KIRKPATRICK:** Well I mean it depends what this shop is doing. I mean ...

**DUGGLEBY:** Selling things.

**KIRKPATRICK:** If it's selling more than donated goods, which I'm sure it is as a village shop, I mean the church won't have power to operate it itself directly anyway. It would pay tax on the profits. And so you need to be a bit more careful and, as Vincent was saying, set up a subsidiary trading company of the church in order to do it and they may be reluctant.

**ROY:** We are only trading donated goods.

**KIRKPATRICK:** Oh well then the church could do it directly.

**ROY:** Can they? Yeah. Could you advise on accumulated funds ...

**DUGGLEBY:** *(over)* No, I think you've had quite enough of our time because we've got an awful lot of people. I'm sorry you know to interrupt, but we've got lots of calls coming in at the moment and I've got to speak to Christine next in Ashford. Christine?

**CHRISTINE:** Hello. I wonder if you can tell me why some charities charge more for their entrance fees if you Gift Aid it than others. And I'm specifically talking about people like the National Trust actually charge more if you want to Gift Aid your entrance fee.

**DUGGLEBY:** Yeah, I'm going to combine your call with Anthony who's emailed us from Maidstone. And he says, 'I make donations to registered charities, Gift Aid wherever possible. Some are philanthropic, I receive no personal tangible benefit, but others are organisations and in particular I do benefit from being a member of a preserved heritage company.' Well there you are, two things. Why is there this discrepancy? Who can answer that?

**KIRKPATRICK:** For Christine's question, yes.

**DUGGLEBY:** Yeah, I mean Christine.

**KIRKPATRICK:** It's one of the vagaries of the rather complex Gift Aid Scheme. I mean you're not supposed to get a benefit back or there are very limited benefits you can get back from Gift Aided donations to charities, but there's a special scheme for visitor places like National Trust properties where if you have an annual right for you or your family to attend to visit and you pay more than 10% or you pay 10% more than the actual cost of that to everybody else, then the entire sum can be treated as a Gift Aid donation. So a few have started to use that scheme, but not all have done it.

**DUGGLEBY:** So it's their choice basically? It's the charity's choice as to what you do?

**FIENNES:** Correct. And this is one of the ... When I mentioned at the beginning that the Gift Aid rules are quite peculiarly complicated, we've seen several examples of that already and this is another.

**DUGGLEBY:** Yeah, yeah.

**CHRISTINE:** Right, so if I want to go into ... I'm not a member of the National Trust, but if I want to go into a National Trust property and I want to Gift Aid it, it's actually going to cost me more money?

**FIENNES:** Correct. So if the entrance is £5, then normally you would pay £5. But if you pay £5.50, then the National Trust can get Gift Aid on that whole £5.50, so that becomes worth about £7.50, whatever it is, to the National Trust.

**CHRISTINE:** Yeah, I understand they get more, but I just think it's a bit of an imposition to actually charge you more, whereas other places ...

**DUGGLEBY:** Alright well ...

**FIENNES:** But you can choose, so ...

**CHRISTINE:** Oh yes, you can choose. I just couldn't work out why there was a discrepancy. But you've answered it, so ...

**FIENNES:** Yeah, it's just the peculiarities of the rules. (*Christine laughs*)

**DUGGLEBY:** John, can you have a quick ... Can you help Anthony? He's feeling a bit guilty I think about getting rather a lot of benefit from this preserved heritage railway, which is a trust.

**LOW:** You can get benefit and the rules are quite explicit, and any charity that's claiming Gift Aid will be very careful about the benefit that you get.

**DUGGLEBY:** I mean I suspect ...

**LOW:** I think it's very unlikely that you're in any way benefiting when you shouldn't.

**DUGGLEBY:** I mean I suspect he gets some free rides. And the interesting thing about that, Philip - correct me if I'm wrong - is that the free ride is not actually necessarily valued at the price of the ticket because the free ride doesn't necessarily cost what it says and the Inland Revenue are quite understanding about that. So if the

public pays £10, the benefits you get as a member of the society travelling on the train with your two or three free tickets actually is not £10 a ride. I think that's right, isn't it?

**LOW:** That is correct. It's not val...

**DUGGLEBY:** But again, I'm speaking from experience of running a charity where we gave benefit which was not valued at what the market price was.

**LOW:** But more important - by being a member, you're paying for the upkeep of the whole charity over the whole year and that's why it's possible to claim Gift Aid.

**DUGGLEBY:** Indeed. Right now then, we've got I think Robert in ... Is it Aberaban?

**ROBERT:** It's Aberaeron.

**DUGGLEBY:** Aberaeron, right.

**ROBERT:** Very, very close.

**DUGGLEBY:** Yes.

**ROBERT:** What it is, I'm the Chairman of our village memorial hall committee, which is run as a charity, and really we don't benefit from Gift Aid in any way. I was wondering what the best way of approaching that is - whether we can make some benefit from having Gift Aid ...

**DUGGLEBY:** Okay, what is your principal method of raising money? Is it say a fete in the summer or collection boxes or what?

**ROBERT:** Yeah, I mean people do make donations, but it's holding events and ...

**DUGGLEBY:** Okay, so you make money out of ... Bear with us a moment because I want to call in Ruth who's in a similar position. Ruth?

**RUTH:** Yes and I'm in Wales, not far from Aberaeron.

**DUGGLEBY:** Right.

**RUTH:** I'm representing a small charity. There's no problem in reclaiming Gift Aid when the donations are made by cheque or standing order, but what I'm wondering about is when we receive small cash donations what do we have to do in order to be able to reclaim Gift Aid on them?

**DUGGLEBY:** Right, well let's take that point first if you will, John Low.

**LOW:** That's quite easy. You have to be able to prove to the Inland Revenue that you did actually receive the money from that person and that person has to fill in a Gift Aid form. If you don't know who gave the gift and can't prove it, then you can't claim Gift Aid. It's that simple.

**DUGGLEBY:** Okay. Philip, now pick up the general point about you know generally running a charity.

**KIRKPATRICK:** Yeah. You're going to need to register with HMRC for Gift Aid and there are forms for doing that, and one of the things you now have to do is to prove that the managers of the charity are fit and proper persons - which I'm sure you can demonstrate - and then there's a form for reclaiming. And you just have to, as John said, show that you received the cash. You need to be able to identify the donors and that they made Gift Aid declarations.

**DUGGLEBY:** Caroline?

**FIENNES:** And that process doesn't need to be terribly arduous. So the forms, you

may be familiar with the envelopes that you get in churches you know with collections where you simply write your name and your address, as the donor you write your name and address on the envelope and then you sign and there's a little statement that you have paid income tax of more than da-da-da-da, and that's it. So it's pretty un-bureaucratic.

**DUGGLEBY:** What about this question of running a village fete? Has anybody had experience of how to deal with that? Again you've got unfortunately of course ... Put a whole lot of people together with selling this, providing rides, bouncy castles and all that stuff. It's an accounting job, isn't it?

**KIRKPATRICK:** It is. Some of the income might be a donation, but you're probably better off just collecting the cash frankly because it'll mostly be relatively small sums.

**DUGGLEBY:** Okay, moving on now ... (*Robert speaks in background*) Sorry, Robert, you want to come back?

**ROBERT:** No that's fine. Thanks very much.

**DUGGLEBY:** Okay, alright, thank you for the call. And Ian now in Sutton, your call.

**IAN:** Oh hello. In the past I have used the Charities Aid Foundation for payroll giving. At one time the Government actually put some extra money on into the account there, but I would like to ask a question. The Charities Aid Foundation didn't charge for their services. Then they put a charge of 5% on. And then they reduced that - and I think it's still current - 4% of your money donated to charities goes to the Charities Aid Foundation ...

**DUGGLEBY:** This is through payroll giving, is it?

**IAN:** ... which itself claims to be of charitable status. How much ... I presume that we've got a representative yet again on the Money programme from CAF?



**DUGGLEBY:** You have, yes.

**IAN:** Yes. Would you like to ask him whether he gives his services voluntarily?

**DUGGLEBY:** You ask him. He's here.

**IAN:** I'll ask him.

**DUGGLEBY:** Right, okay John?

**IAN:** Or possibly he'd like to say how much money he takes out of the fund for his remuneration.

**DUGGLEBY:** I don't know whether that's published in the accounts. If it isn't, then I don't think I will ask him. Right, John?

**LOW:** Yes I'm paid and the 450 people who work at the Charities Aid Foundation are also paid. We have one or two volunteers but not many. We have large computer systems and we process literally millions of donations every year. And we are a charity, we don't make any profits, but we don't have any other source of income than the fees that we charge and some interest that we can earn - which isn't very much at the moment - on donations as they pass through us. I know the 4% seems like a lot of money and it is annoying and when I make gifts, I get annoyed too when somebody takes a charge from mine, but it is among the lowest that's charged and we do try to keep it to a bare minimum and, as I say, we don't aim to make any money. Sometimes ...

**IAN:** But what do you do for this 4%? You're really just acting like a bank, aren't you?

**DUGGLEBY:** Well I have to sort of say you know businesses don't just run themselves for nothing. I mean they do have to have premises. I mean I can't

obviously speak and in fact I'm going to bring in Caroline here because, Caroline, we were talking earlier about the costs of running charities because some people sort of said well they want to know exactly how they compare and you gave some good information about that.

**FIENNES:** Yeah, I mean to Ian's specific question, I was just going to say that - with no disrespect to John - that CAF is operating in a competitive market and there are other organisations in existence who provide payroll services. And I don't have the figures off the top of my head, but there is some variation in price. Clearly they are providing you know a service.

**DUGGLEBY:** Incidentally, I mean if you're interested in costs and things, MoneySavingExpert.com has got a rather good piece on its website, which will be referred to on our website, which explains what percentage of money goes if you give through one of these organisations - My Donate, then there's Virgin Money Giving, Charity Giving, Sponsor Me, The Big Give - all this sort of stuff. There's lots and lots of websites with lots and lots of different charges, so actually it does pay you I think, Caroline, to look at this and say well you know I think that's probably a better place for me to go to give my money than another site.

**FIENNES:** Absolutely. And people often and rightly focus on if they're giving £100 how much of that gets kind of swallowed up in the transaction fees, and MoneySavingExpert has laid this out rather clearly. One of the ways that people can reduce the transaction fees is to avoid splitting their donations between loads of charities. So if you have £50 to give and you chop it up into fifty lots of a single pound donation, you may find that the entire lot gets swallowed up in transaction fees. So if you're giving £50, you tend to do a better job if you give it in a consolidated lump. That advice actually follows through even if you're giving enormous amounts of money - that actually if you can give it in fewer but larger dollops, you tend to get more done.

**DUGGLEBY:** Okay. I've got an email from Francesca in Brentwood and she says, 'I wish charities would not put me on their mailing list when I make a one off donation.'

I feel it's an awful waste of time chasing for further funds when I've already done my thing.' Well there you are. You have a go at that one, John.

**LOW:** Sure. Just tell them not to and they're legally obliged to stop mailing you. You could just say I don't want any further mailings from you. And any time you receive mail from a charity that you don't want, just return it saying I do not want to receive this.

**FIENNES:** The other thing of course that you can do is to give anonymously, which means that they can't email you or mail you in the first place.

**DUGGLEBY:** Easier said than done.

**FIENNES:** I mean really I sympathise with the question because people often complain about this and I think driving people into anonymity who wouldn't necessarily want it is a bit of a shame, but that is one way to sort of cut it off at source.

**DUGGLEBY:** Okay, we've got ... Well a very quick word because I want to take another couple of calls.

**LOW:** Many of the people who give through the Charities Aid Foundation do so to be anonymous.

**DUGGLEBY:** Okay, right. Now than Jacqui in St. David's, your call.

**JACQUI:** I'm an artist and writer and I've got a series of prints that I'm producing at the moment. I'm VAT registered. I want to give a donation of either 10% or 20% of the takings from the prints to a charity called 21<sup>st</sup> Century Tiger. Is there a really good tax efficient way for me to do this?

**DUGGLEBY:** Is that a tiger charity for pres...

**JACQUI:** *(over)* Yeah, a specifically tiger charity.

**DUGGLEBY:** Okay, well that's not the point. The point here is how best to do it.

**JACQUI:** Yeah.

**DUGGLEBY:** Philip?

**KIRKPATRICK:** Well you've essentially got two choices. One is you could give maybe 20% of your prints to the charity ...

**JACQUI:** Yeah, I don't want to do that because they're going to sell over a period of time and be produced as each one's done, so it's specifically as each piece is sold.

**KIRKPATRICK:** So essentially you need to sell them. You will incur ... You'll charge VAT and recover the VAT you've incurred in relation to them and then you can donate the 10% to 20% using Gift Aid to the charity.

**JACQUI:** Right, okay.

**DUGGLEBY:** And that's simply from your net profits. But the tax is recoverable as it's coming from your income because you're a sole trader, I imagine?

**JACQUI:** Yes.

**DUGGLEBY:** Yeah, okay. Very quick comment from you.

**FIENNES:** People doing this - and it's great, Jacqui, that you're doing this - quite often ask the recipient charities to help them to find customers. So if they're auctioning their products, for example, either online or at events, they ask the charity to help find customers to ensure that the paintings go for the highest value that they can at a maximum benefit.

**JACQUI:** Yeah we're going to be doing that as well, but this is specifically prints, so they'll be at a set price, but we are going to auction a painting as well.

**DUGGLEBY:** Okay, got to cut you off because I want to just put one very final quick question and that's .... We've had news of these cash dispenser gifts to charity - NatWest and Tesco today, HSBC already - but already two of them have revealed a discrepancy: one can give you Gift Aid and the other can't. HSBC can with their customers, but NatWest can't. Quick comment, John.

**LOW:** Yes, I think it's great that we can give in all sorts of ways through ATMs and I would just urge the banks to find ways to make it tax efficient.

**DUGGLEBY:** So it is an anomaly ...

**LOW:** It is an anomaly.

**DUGGLEBY:** ... but you know hopefully we can iron it out in the future. Okay, panel, thanks very much indeed. That's John Low from the Charities Aid Foundation; Catherine Fiennes from Giving Evidence; and Philip Kirkpatrick from Bates, Wells and Braithwaite. Remember you can get more information from our website, [bbc.co.uk/moneybox](http://bbc.co.uk/moneybox), listen again, have your say. Some advance notice there'll be no Money Box programme this Saturday because Radio Four, bless its heart, is devoting the whole day to Ulysses by James Joyce. But I'll be back same time next Wednesday afternoon with Money Box Live taking your calls on investment.