

Funding - Keep expectations real, understand the risks and manage them.

Nationals recent budget announcement have given some cause for reflection and contemplation about the mood for the economy that the Government is setting, interpreting their messages and what effects this may have for scholarship and grant funding availability and access to information.

Clearly there is some crystal ball analysis in this line of thinking but it helps to try and picture and understand the broad canvas in which Funding Information Service, works, along with hundreds of others.

The Governments' objectives with the 2010 budget are:

1. Lift the long-term performance of the economy.
2. Reform of the tax system, to make it fairer, more sustainable and more supporting of economic growth.
3. Better delivery of public services, to make them better for users of those services and better for taxpayers.
4. Maintain firm control of the Government's finances, so we can return to budget surpluses and pull back our rising debt.

The budget is built on the premise that New Zealand is in the recovery mode of the recession. The worst of the global crisis is over and the New Zealand economy has started to grow again. However, the government absorbed much of the shock of the recession on its own balance sheet and now, because we are in a 'recovery mode', it will pass on some of the shock of the recession to the community; albeit moderated by tax reforms. They will also look to kick start the economy by increasing GST.

The areas of concern for funding still lie principally with the Government as the largest provider of funding to community groups. Government departments have been asked to look very closely at their budgets and contracts and in doing so my wish is that they make very considered decisions around funding arrangements and changes. Should there be changes; successful organisations will have sharpened their funding strategies for such a contingency.

Mitigating the effects of the rise in GST will also be a factor for community organisations budgets and is an area that will need careful consideration.

Keep your funding expectations about what is going to come in and go out, very real; understand the risks and manage them.

Funding Information Service On Air

Recently I spoke on Access Radio with the Collaborative Voices radio programme about Funding Information Service in its 20th year, its beginnings and how it will look to continue to provide funding information in the future.

Hosted by Ros Rice (NZCOSS) and David Barrow (NZFVWO), Collaborative Voices programme is an initiative of the New Zealand Council of Social Services (NZCOSS) and New Zealand Federation of Voluntary Welfare Organisations (NZFVWO), as a way of informing the sector about topical issues and it is on air regularly at community radio stations throughout New Zealand.

You can listen to my commentary at http://www.accessradio.org.nz/collaborative_voices.html.

No reira rau rangatira ma, ahakoa ko wai koe, no hea koe ranei, whaia te iti kahurangi, ki te tuohu koe, me he maunga teitei.

Nga mihi nui.

Kevin Haunui, General Manager.



David, Ros and Kevin.

Check out www.allaboutfunding.org.nz

Our funder liaison team are always adding new records to list on all our databases.
Recent additions are:

FUNDVIEW

There are currently 827 published records on FundView, of which 638 are active; inclusive of this total 15 new records have been added in the last 3 months. New records include, Central Energy Trust Community Grants; The Canterbury Community Trust - Sector - Education/Infants & Children; KiwiSport - Sport Northland; KiwiSport - Sport Wellington and KiwiSport - Canterbury West Coast Sports Trust.

Highlight: Support for Volunteering Fund.

The Canterbury Community Trust supports charitable, cultural, philanthropic and recreational benefits to the communities of Canterbury, Marlborough, Nelson and the Chatham Islands. The Trusts supports fourteen sectors of varying descriptions with different closing dates..

BREAKOUT

There are 64 new records in BreakOut, bringing the total to 3161 of which 1943 are active. The new records are from Global Studies Scholarship; Massey University Statistics Scholarship; PSC Scholarship; Beca Engineering in Society Scholarships and Ngati Rarua Atiawa Iwi Trust Education Grants.

Spotlight: Elaine Underwood Tertiary Education.

Beca Engineering in Society Scholarships, These awards were originally established in 1990 as the 'Beca Engineering Prizes'. The awards were then re-established as scholarships in 2008. Beca engineers, planners, project managers, surveyors, cost estimators and valuers work with clients across the region, shaping a landscape as culturally diverse as Beca has become. The purpose of the scholarships is to encourage students with potential to add value to the engineering profession.

Full details of these funds are on FundView and Breakout. If you only subscribe to one of our databases talk to us about options for subscribing to others. info@fis.org.nz or 04 471-8900.

Information changes daily - It is important to you!

Funders Information is always changing. Funders can log into our database to change the information provided about their schemes. So it is important for you to check FundView, BreakOut and CorporateCitizens regularly for changes to: closing date, eligibility criteria and other details.

There are also new schemes being added regularly.
We add approximately 20 BreakOut and 5 FundView schemes each month.

There are also some schemes that are no longer offered – so use the A-Z list to double check a scheme is still available before you apply for it.

Engaging effectively with Pacific communities

Taloha ni, Talofa lava

In May, in a room brimming with close to a hundred people, Kevin attended an Office for the Community and Voluntary Sector (OCVS) Good Engagement seminar on: Engaging effectively with Pacific communities.

The seminar was presented by the Ministry of Pacific Island Affairs and provided information on a community engagement framework which it has developed and also practical examples of how engagement with Pacific communities can work well.

A panel of leaders from Pacific community groups in the Wellington region also discussed what engaging with government meant to them. The panel included Filipo Lui, Wellington Tokelau Leadership Group; Gerardine Clifford, CEO Taeaomanino Trust, Tofilau Kerupi Tavita, Wellington Samoan Kilikiti

The diversity of Pacific communities and the integrity you show while engaging with Pacific communities were amongst the strong messages delivered at this very useful forum.

FIS have been developing a workplan around our engagement with Pacific communities and this forum gave us some very valuable insight and guidance for establishing relationships and partnerships with Pacific communities.

More information can be obtained from the Pacific Consultation Guidelines booklet available from the Ministry of Pacific Island Affairs and online <http://www.mpia.govt.nz/resources/pdfs/resources-pacificconsultationguidelines.pdf>

Talofa lava, Malo e lelei, Nisa Bula Vinaka, Taloha ni, Fakalofa lahi atu, Kia orana, Kia ora.



Speakers at the forum:

From Top left corner clockwise are Gerardine Clifford, Heker Robertson, Filipo Lui and Tofilau Kerupi Tavita.

Changes to our invoicing

We are changing the way we do our invoices for all of our subscribers. Now into our second year of using Xero, the online accounting software, we will soon be doing all of our invoicing directly from Xero.

This will effect how our invoices look but all the details for our subscribers including payment options and subscription information such as dates will remain the same.

We are able to **email invoices** directly to our subscribers using Xero instead of sending these in the post, if you would prefer to be sent an emailed copy of your invoices then please contact Nick on 04 471 8913 or email him subscriptions@fis.org.nz to let him know to change you over.

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Otago Community Trust's Donations Manager, Carol Melville, concurs with Brenda's comments. "We find that being able to add or change our own material is invaluable as information can change quite rapidly. Just as importantly our local Otago organisations find FundView straightforward to use. We believe our locals feel more empowered if they're able to self-help by researching the information themselves.

The business model

Developing a self-sustaining business has been key to the success of the FIS, Andrea Goble explains. "It's a delicate balance in the not-for-profit sector. We developed a subscription model where an organisation would be charged a subscription for five licenses. If additional licenses were required, there was an extra cost. This meant that the local authorities, for example, could have terminals in as many public libraries as they wanted where FundView could be available free of charge. If users wanted the convenience of searching in their office – and many organisations do – then an annual subscription had to be paid."

BreakOut

In response to the need for more scholarship, grant and award information, BreakOut, was launched in 1997. Now holding details of more than 2,200 funding schemes and more being added each month, BreakOut has grown to be New Zealand's primary source of funding information for students, researchers, sports people, artists and people wanting to fund professional development.

Kevin Haunui admits that one of the stories that have touched his heart the most is about BreakOut. "I was visiting some Department of Internal Affairs staff in Kaitiāia. Several high school students came into the office to search BreakOut for funding information which would help them attend university. They were blown away with the level of support that was available to them. They rushed out and brought their friends down to see for themselves what scholarships could be applied for and how they could research for help. That epitomised to me how BreakOut can help change lives and give people opportunities they may not have had otherwise."

Funders

Over the last five years the Otago Community Trust has funded 2,000 projects totalling \$36.23 million. Carol Melville says the Trust gets a great buzz from being able to help support a wide variety of local projects. "Last year we provided \$10,000 towards the heating of the Clinton Community Pool. Now the pool is much warmer it can be used almost all year around which makes a more economical use of a community facility. Everyone now uses the Clinton pool. Being heated it's more comfortable for the elderly and also the younger children use it more frequently. We're so pleased to see those funding dollars work so well," says Carol.

Since 2006, the Ngai Tahu Fund has supported 340 projects to the tune of \$4 million with the aim of strengthening Ngai Tahu cultural knowledge, participation, practices and leadership.

Fund Manager Ana Rolleston says the service FIS provides has greatly helped Ngai Tahu Whānui in accessing and applying for this funding. "As well as Kevin Haunui's knowledge of Te Ao Māori and the wider funding community, simply being listed in FundView has really helped our members to access funding. We have an excellent relationship with FIS, which has strengthened over the four years we have been working together."

The Ngai Tahu Fund supports long and short-term projects with partial or full funding. A recent project is Aho i Te Rangi, a collaboration of Ngai Tahu artists and weavers who have formed a trust with the aim of promoting traditional weaving amongst the wider Iwi. The trust has employed an accomplished Ngai Tahu weaver whose role involves supporting long-term sustainable growth in weaving resources, knowledge and activities in order to preserve and grow this traditional art form.

And the future?

Whilst the FIS is pleased with its achievements in the last 20 years, it's not resting on its laurels, says Kevin. "We must continue to provide relevant information that fits our users' needs. We sense there is a continual thirst for more funding information, delivered better and faster. Our users' expectations are much higher than they used to be, so we need to always be a step ahead.



"With advances in IT we need to consider how we continue to deliver technology in a cost-effective way. For example, perhaps we need to look at how people are using their Blackberrys, iPhones and now also the iPad; these may provide more options for us to deliver information."

Looking ahead, the FIS would like to focus on better serving iwi organisations. "We have also highlighted the need to work more closely with the Pasifika and other ethnic communities. More encouragement is needed for them to better access the wealth of information our databases hold and to ensure that we have the funding information that is representative of their specific requirements. Looking at the changing face of New Zealand society with more immigrants and also refugees from all over the world, we want to develop strategies to work with those communities too."

Kevin Haunui believes that the Funding Information Service needs to cement its position in the forefront of funding information in New Zealand. He said, "We must continue to show leadership in the funding sector. In particular the FIS wants to start to benchmark funding information. Can the information we currently hold be used and made available in a much better way? Can we provide a standard base of measurement for grants in various areas? Where is government putting their funds into grants? We believe there is a huge need to gather and measure this data. And we're currently working towards how we can achieve that goal."

"As we look back on our first 20 years, the Funding Information Service is extremely proud that our dreams have been realised. A comprehensive, accurate central hub of funding information is provided that is universally accessible to all New Zealanders. We believe the future is rich in opportunities for our own organisation, the funders and those seeking grants and support. We're looking forward tremendously to the next 20 years," says Kevin.

**Ma te huruhuru te manu ka rere
- It is the feathers that enable the bird to fly**

Sales and Liaison

After the busy months of March and April, May has provided a chance for me to catch my breath and spend some time in the office.

In March, I presented in Nelson, the Not-for-Profit Conference in Auckland, Funding Expo in Christchurch and at the Adult Community Education training in Wellington.

Before I knew it, it was April and I was off to Ashburton for their funding expo, presenting at the Churches Education Commission Conference in Wellington and meeting with subscribers and presenting at the COGS public meetings in Palmerston North and Wanganui.

Other than a few short trips out of Wellington, I'll be staying in Wellington for most of June and visiting lots of schools in the region.

July and August are looking pretty quiet at this stage so if you are planning a funding event or would like to meet with me these months, let me know and I'll do my best to be there.

Jennifer Whooley, Sales and Liaison, 04 471-8905 email jennifer@fis.org.nz.



A-Z Funder listings and Funding Calendar

FundView and BreakOut each have a Calendar and an A-Z List. These features make it easier to find relevant funds and keep up to date with closing dates. The Calendar and A-Z List can be found in the toolbar that runs across the top of the search pages in FundView and BreakOut.

The **Calendar** feature in FundView and BreakOut shows all the schemes that close in the next three months in order of closing date. It shows the scheme name, closing date and number of days left until closing date.

This feature is very useful to keep an eye on so that you are aware of closing dates as they approach to ensure that you are able to get your application underway and in on time. You can also print it and highlight schemes that you want to apply for, so you stay up to date with closing dates. This is especially good if you or your organisation plan to apply for a number of schemes. Schemes that are always open for applications are not included in the calendar.

The **A-Z List** shows all the schemes in FundView and BreakOut in alphabetical order by the title of the scheme. It includes a search function so that if you know all or part of the name of a scheme, you can find the scheme information quickly and easily. If you know of a scheme that your organisation has applied for in the past or if you want to find up to date information about a scheme you have heard of, the A-Z List is the place to find it.

NFP Communicators Forum - Comm2Comms!

We are a group of communications professionals in the community & voluntary sector in the Wellington region with a wide range of experiences and skills. We've formed our group so we can get together on a regular basis and share ideas and common challenges, as well as support one another.

Our group functions well with active participation from many communicators across the sector in Wellington. We meet monthly for two hours on the last Wednesday of each month.

We also feature training days from time to time where group members along with outside speakers contribute to a valued learning experience on a variety of topics. These training days are very popular and well-attended. The cost to attend is nominal.

If you are interested to come along and share your ideas, projects and priorities with fellow comms people as well as those with an interest in comms from our sector call David Barrow at the NZ Federation of Voluntary Welfare Organisations' office in Wellington on 04 385 0981 or email info@nzfwo.org.nz He'll put you on the mailing list to ensure you get all the communications and are kept up-to-date with all events.

Auckland have just started a similar group and David has information on that group as well.

FIS joins NFP CIO Group

Since September 2009, FIS Product & ICT Manager John Greenwood has been participating in the Not-For-Profit CIO/IT Managers Forum. The Forum is a group of Chief Information Officers and Information Technology Managers of not-for-profit organisations who get together once a month for a lunch time meeting to share experiences and listen to presentations about information and communications technology opportunities. FIS also represents the J R McKenzie Trust and Philanthropy New Zealand at the meetings as the three organisation share common elements of their IT infrastructures.

Topics covered over the past few meetings include: trends and opportunities in the telecommunications market; security considerations with and opportunities for portable storage devices; opportunities with public and private cloud computing; getting control of telecommunications costs; and ICT initiatives in the NFP/NGO sector by the NZ Federation of Voluntary Welfare Organisations.

Currently, the focus is on sharing experiences of technology use and implementation, with presentations highlighting issues and opportunities of current interest. There are possibilities of collaboration amongst the organisations represented, and these are beginning to be explored.



Te Ratonga Whakamārama Pūtea
Funding Information Service

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Would you like a PC for \$300?

TechSoup NZ is delighted to announce they are now offering refurbished computers to New Zealand charities, thanks to their new programme partner Remarkit Solutions, based in Wellington.

You can now purchase excellent refurbished desktop computers for as little as \$300 (including GST and delivery). This is a considerable saving on brand new hardware, which is not to be ignored!

There are two options available: the Power Pack, complete with 15" flat screen; and the Premium Pack, with a bit more grunt and a 17" flat screen, selling for \$400. Both options come complete with the Windows XP operating system and a 90-day warranty. All registered qualifying Techsoup NZ members are eligible to purchase.

You can also check with Techsoup NZ if you're eligible to buy Microsoft Office 2007 or other software you require to load onto any refurbished computers you buy.

Tim Findlay of Remarkit Solutions says they are excited by this new partnership with TechSoup NZ.

"We have been recycling high quality computers for 10 years now and this is a great opportunity for us to help ensure community organisations have access to affordable computer equipment."

ConnectingUp Australia, which manages the NZ programme in partnership with NZFVWO, says that this offer will be very well received by NZ charities.

"It will open up the opportunity for smaller organisations to increase their operational capacity with very affordable hardware."

So, check it out.....no need to invest in full-price hardware anymore!

Also, if you haven't yet registered for TechSoup, here's another good reason to do so. If you register by 30 June this year or place an order, you will go into a draw to win a Sharp 19" colour full HD TV set. Find out more at www.techsoup.net.nz



Congratulations Jennifer

We are really proud to congratulate Jennifer Whooley, our Sales and Liaison Advisor on her graduation. Jennifer achieved her Bachelor of Commerce and Administration, with a Major in Marketing from Victoria University.



Kevin Haunui and Jennifer Whooley outside FIS office in Wellington. Unfortunately rain forced the parade to be cancelled, but we still managed to celebrate Jen's success.

Regional Funders Forums kick off June 14

A series of regional funders forums co-ordinated by Philanthropy New Zealand in partnership with the Office for the Community and Voluntary Sector (OCVS) will run across the country from 14 - 25 June.

They will build on past forums and are an opportunity for philanthropists and grant-makers to get together with others in the region for strategising, networking and inspiration. This year's focus is: **"Creating a learning culture that improves impact."**

Presenters:

Fiona Ellis, former Northern Rock Foundation CEO, will discuss the cycle of learning, growing, reflecting in order to inform what we are doing. How do we understand our own learning and development (and improve it) and how do we fund in a way that supports the organisations we seek to support to do this well also? And how do we share what we have learned with fellow funders and grant-holders, especially when it means talking about our mistakes? Understanding social impact, understanding effectiveness, understanding our own effectiveness and funding others to understand and grow theirs.

Laura Benedict, Ian Axford Fellow and senior manager at Self Help, the largest non-profit lender in the States, will talk to funders about social lending, this philanthropic opportunity that is gaining momentum. Social lending enables you to put your assets directly to work for your community.

Forum Details

Waikato Monday June 14, Northern Tuesday 15 June,
Southern Friday 18 June, Canterbury Tuesday 22 June
Bay of Plenty Wednesday 23 June, Taranaki Friday 25 June

More information, including venues, times and registration contact details can be found on Philanthropy New Zealand's website: www.giving.org.nz/events

Whanau Ora.

The family centred approach to well-being for all New Zealanders – Whanau Ora. In very simple terms Whanau Ora is a holistic approach by Government to better integrate the social and health services it provides for families to align with the needs of families, as the family determines the need and when it is required by them. The family also determines what success looks like – it is a family centred approach.

Whanau ora represents quite a shift in thinking and practice by the government. This includes a change of attitude where families will drive the changes to get the best outcomes for themselves supported by government, and more flexibility for families around their service needs from government being better integrated.

Whanau ora also represents a shift in thinking for the public and expectation because it is "new". The implementation of Whanau Ora is being completed relatively swiftly and this may be too fast for the general public to process. In addition, the general NZ public may not be as quick to embrace Whanau Ora as they might not realise that it is for all New Zealanders.

In the meantime the community and voluntary sector will be optimistic that funding arrangements across government agencies of service providers will be much simpler and coordinated in response to Whanau ora and that the government will continue to work more collaboratively with sector organisations.

Funding Information Service celebrates 20th anniversary

The Funding Information Service celebrates its 20th anniversary this year. We look at the wealth of community funding information provided by the Service that is now available at a click of a mouse. We also reflect at how three Wellington funding professionals were instrumental in developing a national database of funding information that benefits all New Zealanders.

The beginnings

Twenty years ago three Wellington funding professionals - Jennifer Gill, Andrea Goble and Brenda Smith - decided there had to be a better way to serve the needs of voluntary community with comprehensive, accurate and up-to-date information gathered centrally that was freely accessible.

Jennifer Gill, now chief executive of the ASB Community Trust, says, "I had been employed by the late Sir Roy McKenzie to run the Roy McKenzie Foundation and we had talked over the idea of more innovative and accessible philanthropy for fund seekers. In 1990 the Foundation commissioned a feasibility study to explore the concept of centralised record keeping for community funders. In a nutshell, the study endorsed the concept and the Funding Information Service was born."

"What had become obvious was that people wanted information on funding which simply wasn't there. Our objectives all along have been to work proactively with funders to provide the type of information they want in an easily usable form," says Jennifer.

Andrea Goble, now chief executive of Community Waikato, says, "Early in 1990 Jenny Gill had come for dinner. We had been talking for some time about developing a community-based funding information service that should also be a self-sustaining business. I'd thought an electronic database should be used to hold all the information that funders needed, something that was very innovative in those days when no one even had a computer on their work desks!"

Work began in earnest in early 1991 with Andrea working part-time as project manager at the fledgling FIS implementing the 1990 feasibility study.



Andrea Goble - Founding staff member and GM for 15 years.

"I said I'd work for six weeks to get it off the ground, but I ended up working at the FIS for 15 years. We started off by talking with all stakeholders including community organisations, community workers and tanagata whenua to gather as much material as possible to enable us to build this database."

Brenda Smith, who had been working with the Department of Internal Affairs as Community Development Advisory Officer and is now an independent consultant, was soon employed as a part-time field officer.

"The scope of this project was far reaching. In our research we found that the Manukau City Council had also been considering a similar database. On hearing of our project, they decided they would support us and offered to host the database on a pro bono arrangement. Our first database administrator, Liz Macfarlane, worked out of the Manukau offices and we were very grateful for their support in those early years," says Brenda.

FundView

By 1992 the first database, FundView, was developed and by October a pilot was running in Manukau City, Northland and the West Coast. Initially FundView's operating system was DOS, moving to a Windows platform in the mid-1990s. Initially subscribers received their data on a floppy disk in the post. By the mid-1990s there was a move to a Windows platform, and in 1996 FundView went online.

FundView was developed to give searchers the best matches of funding for which they are eligible in terms of their organisation's location and purpose, the people who will benefit and the project cost for which the grant is required. Each record has comprehensive information on specific application requirements, closing dates, exclusions, contact details, etc.

FundView was officially launched in early 1993 with 80 records. Jennifer Gill says the next step was one of the most challenging. "We developed a travelling road show demonstrating FundView to encourage funders to enter their information onto the database, and meeting with local authorities to persuade them to subscribe to the service."

"One of my strongest memories of those early road shows," says Brenda Smith, "is trying to convince smaller more conservative councils to subscribe. I also recall the difficulty in finding petrol stations in some remote parts of the South Island, we came perilously close to running out of petrol in some remote parts of the country!"

"I also have to say that one of the things that made those trips so worthwhile was to see people who had never used a computer before hesitantly start to use FundView. They quickly gained confidence, and found it so useful and information rich that we couldn't get them off!"

Brenda says the rewards were many in those early days. "We were very reassured that the FIS had developed software that was very user-friendly, not only for groups seeking funding but also for the funders themselves. Initial doubts that funders would be inundated with grant requests were dispelled as grant seekers were educated to seek funding information electronically. The funders said that we'd provided great value to them so they could update their own material quickly and easily."

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