

## An eye on funding in 2010

Tena ra koutou katoa. Tenei te mihi atu ki a koutou katoa huri noa i nga motu o Aotearoa nei, me te mihi atu hoki ki a ratau ma kua mene atu ki te po, e kore ratau e warewaretia.

### Kia ora 2010

Warm greetings for 2010. A new decade and fresh optimism abounds. The year brings renewed enthusiasm and a fresh start boosted by a hot summer. The Sevens Tournament in Wellington has come and



gone and yet the event remains a lively spectacle of riotous colourful costumes which consumes the city. Truly innovative and clever costumes together with some amazing collaborations by people contribute to this memorable event. This is like a signal to me, that in spite of the economic times, the

community is muscling up to the challenge of adversity and learning to cope and move forward again.

### Innovation, collaboration, celebration in 2010

Having the ability to innovate from a technological platform that is flexible will be the key to addressing adversity for Funding Information Service, in terms of the products it offers to its customers and organisationally in terms of how it is placed to respond. These are areas of ongoing and continuous improvement and Funding Information Service has improved its position steadily in this regard.

Innovation also means we may have to challenge our notion of what Funding Information Service provides for the community. We think instantly of providing information about scholarships, community grants and corporate giving. But is there more that we should be doing? What is the scope of funding information to be covered?

Collaboration will also continue to be an important element for FIS and its stakeholders. It is important that the information we provide is correct and up-to-date. Our ongoing collaboration with funders and grant seekers is vital and integral to achieving this.

### 20 Year Celebrations for FIS

Celebrating the 20th anniversary of Funding Information Service is an exciting and truly fantastic achievement for Funding Information Service. Throughout the year we look forward to sharing our celebrations with you.

### He hokinga whakaaro – reflecting on the past; Haerenga whakamua – moving forward

In 2008, the issues to the forefront of our focus were;

- keeping things simple and practical
- look for and develop income diversity
- keep an eye on what things we need to focus on

In 2010, the issues will be the same but our horizons will begin to broaden;

- keeping things simple and practical
- accessibility to our products
- usability of products
- look for and develop income diversity
- through products
- through partners
- keep an eye on what things we need to focus on
- integrity of information
- the value of what we provide for customers and New Zealanders

Kati ra.

Ka hoki nga mihi ki a koutou katoa e tautoko ana matau o Te Ratonga Whakamarama Putea me te kaupapa te kohikohinga me te whangai atu o nga whakamarama putea katoa ma te katoa.

Thank you again to all our supporters of Funding Information Service and what we do; gather and feed out funding information for all people to access.

Mauriora, na Kevin Haunui, General Manager.

Check out [www.allaboutfunding.org.nz](http://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 816 published records on FundView, of which 639 are active; inclusive of this total 29 new records have been added in the last 3 months. New records include Auckland RETHINK Grant; Ministry of Fisheries - Environmental Certification Fund; North Shore Heritage Trust; SPARC Performance Enhancement Grants (PEG) and Support for Volunteering Fund.

### Highlight: Support for Volunteering Fund.

The SVF was established in 2001 to promote and support volunteering in New Zealand. It is one of the many Crown-funded schemes designed to build strong, sustainable communities / hapu- / iwi. The Fund will support projects that:

- \* promote information sharing, networking and development of resources that support Maori, Pacific and ethnic volunteering (e.g. organise workshops for volunteer leaders to share their knowledge and ideas, develop resource materials for volunteers)

- \* respond to specific cultural values and needs (e.g. training for roles on marae such as Kaikaranga, up skill existing volunteers); or

- \* encourage, recognise and promote volunteers as community leaders (e.g. encourage youth volunteers to be future community leaders, organise volunteer recognition awards).

Applicants are encouraged to create their own project ideas. Project costs are not restricted to specific items.

Applications for funding close Monday 12th April 2010.

## BREAKOUT

There are 54 new records in BreakOut, bringing the total to 3100 of which 1932 are active. The new records are from Ella C Wilson Music Award; University of Otago Doctorate in Medical Education Scholarship; Elaine Underwood Tertiary Education Fund; Colin Richards Memorial Study Grant; and Fulbright-Harkness New Zealand Fellowship.

### Spotlight: Elaine Underwood Tertiary Education.

Elaine Underwood was one of the co-founders of WALSH Trust when the organisation was established in 1988. The scholarship was set up to support young people and/or users of mental health services to successfully complete undergraduate study (such as Diploma in Mental Health) or post graduate study which has clear relevance to the development of community based mental health services in New Zealand.

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](mailto:info@fis.org.nz) or 04 471-8900.

## New faces, old ties

Funding Information Service and Philanthropy NZ together with the JR McKenzie Trust recently welcomed Marama Takao, the new Kaitohutohu/Maori Development Advisor for the JR McKenzie Trust.

The welcome was conducted in the form of a whakatau – a Maori greeting ceremony which included a hongi, karakia and greetings by kaumatua Wiremu Haunui and Executive Director of the JR McKenzie Trust, Iain Hines, waiata, and a response by Marama's supporting party. To finish we all celebrated with a huge morning tea. Marama was supported by colleagues from the Department of Internal Affairs and her family. The whanau of JR McKenzie Trust were also supported by the Aunties from Ngati Rangī, Maungarongo Marae, Ohakune.

Marama has ties to FIS that starts right back at its beginnings as she and Brenda Smith were involved introducing the then new FundView to communities around the South Island. She has iwi links to Ngati Rarua, Te Atiawa and Ngai Tuho. She has worked for more than a decade for the Department of Internal Affairs at both local and national levels, and has extensive knowledge of community development, grant making, and assisting DIA to improve its ability to work with Maori communities. No reira Marama, nau mai, haere mai, whakatau mai.

## Peggy Fairbairn-Dunlop has a new role at AUT



My new post at AUT is an exciting one and represents a bold and innovative move by AUT. Simply put, in other NZ universities (and my previous post at

Victoria University) Pacific Studies is a stand alone unit, or within a School of Maori and indigenous studies.

By way of contrast, at AUT my appointment is with the Institute of Public Policy. This post is giving me considerable flexibility (and opportunities) to work across disciplines with students and staff from Education, Social Sciences, Health and Business studies for example. In sum, this post is opening up tremendous opportunities for cross cutting and collaborative research and teaching and, for arguing a Pacific perspective and experience. This collaborative post is assisting challenge the 'silo' effect often associated with tertiary study.

AUT is also opening up a new Campus at Manukau in March and, aims are that this be the Pacific Campus. This is a second mark of AUT commitment to Pacific scholarship and students here in New Zealand. Pacific communities are already recognising these opportunities and I am really privileged to be part of these new directions.

Peggy Fairbairn-Dunlop, FIS Board Member.

# Data Classification - Staff Development

On Tuesday 23 February 2010, all the staff of Funding Information Service gathered in the McKenzie Room at our premises which we share with the J R McKenzie Trust and Philanthropy New Zealand (the McKenzie Room hosts a permanent display of the history and philanthropy of Sir Roy McKenzie which is well worth a visit if you're ever in the neighbourhood). Our purpose in getting together was to look at the various ways that we classify funding schemes in both FundView and BreakOut to ensure we share a common understanding of how we categorise scholarships and community schemes and how that categorisation impacts on the search processes of the respective products.

FundView only has four categorisations, which are easily related to the search page:

1. The place where the money will be spent (Location)
2. The 'social' area in which the money will be spent (Kaupapa/Purpose)
3. The type of people for whom the money is to be spent (People)
4. The kinds of things on which the money will be spent (Costs/Expenses)

When you do a search, you specify the criteria by selecting from the drop down menus, and FundView returns a list of schemes that match one or more of the criteria you have selected. In the results list there will also be schemes that prepared to look at funding applications for a wide range of locations, purposes, and people.

Did you know that you can choose criteria in either Kaupapa/Purpose or People or both? Most of the time you might choose criteria in both categories, but if you can't decide which Kaupapa/Purpose to select, you can leave it unselected so long as you choose something from the People menu.

Conversely, if you want to select only a Kaupapa/Purpose, but not anything from the People menu, you may. FundView does expect you to specify a Location (although it can now be the "Show only national funders" choice) and make a selection from the Costs/Expenses menu.

For a number of reasons, BreakOut has many more categories in which to classify schemes than the four that are in FundView. All BreakOut scholarships and grants are classified in at least 10 and sometimes 11 categories. Some of these are about the scheme: its level (school, tertiary, professional development), where it is tenable (e.g. a particular university, or any polytechnic), and what fields of study it supports. The other criteria focus on the characteristics of the applicant: their gender, their ethnicity or nationality, any Maori affiliation, any disability, if they are from a particular region, whether they are a pupil or ex-pupil of certain schools, and some other very specific criteria.

The way the BreakOut search works was presented in the June 2009 issue of Panui. If you refer to that (it's available on our website if you haven't kept your copy), you will see how the categorisations help the search operate.

As you might expect, much of the workshop involved lively discussions of questions and issues involving the classifications we use and how they impact on the behaviour of FundView and BreakOut. There were a wide range of issues raised, including: the importance of accurate classifications, the integrity of our classifications with respect to the way FundView and BreakOut use them, the robustness of our process of classification of schemes, the audit requirements of that process, sourcing of classifications schemes (developing our own vs. using an established scheme from another organisation), and the relative merits of simple and complex classification schemes.

At Funding Information Service, we want to provide the best quality experience for users of our products, and the nature of the classification schemes and the categorisation of scholarships and grants using those classification schemes are fundamental to us achieving that aim. As always, we welcome feedback from users of and subscribers to our products, whether it be a query about a particular scheme, or suggestions of different ways to classify scholarships and/or community grants to provide more useful search results.

If you have any questions or suggestions, please don't hesitate to get in touch ([info@fis.org.nz](mailto:info@fis.org.nz) or 04-471 8900).



From left: Moana Pointon, Kevin Haunui, Keith Morris, Nick Archer, John Greenwood, Jennifer Whooley and Pam Loader (Natasha McDougall is also present behind the camera).

## Sales and Liaison



So far 2010 has been very busy with a number of trips already completed and many more being planned for the coming months.

My recent trips have provided me with a

great opportunity to escape the wind and rain of Wellington and experience snippets of summer in the Hawke's Bay, Wairarapa, Manawatu, Auckland and Waikato regions.

My visits so far have had a strong focus on training. I've been training library staff and users of the databases to increase their knowledge of the information contained in the databases and how to use the databases effectively.

It has been really good to receive feedback from users of the databases that they find the databases to be user-friendly, relevant and a really helpful resource to have available to them.

Over the next few months, I will be heading to the South Island for funding related events in Nelson, Christchurch and Ashburton. I will also be presenting a workshop about the FIS databases at the Not-for-Profit Conference in Auckland on 11 & 12 March.

I look forward to meeting up with many of you at these events and if you would like to meet with me separately to discuss funding, the FIS databases or subscriptions, please contact me. Jennifer Whooley, Sales and Liaison, 04 471-8905 email [jennifer@fis.org.nz](mailto:jennifer@fis.org.nz).

## Expo Calendar - March & April 2010

### Rotorua Funding and Fundraising Expo

5 March, 9.30am-4.30pm, Rotorua Convention Centre

### Fit 4 Funding Expo, Lower Hutt

11 March, 8.30am-4pm, Town and Horticultural Hall

### Christchurch Funding Expo

17 March, 9am-5.30pm, Christchurch Community House

### Ashburton Funding Expo

12 April, 11am-2pm, Hotel Ashburton

Bringing technology donations to New Zealand charities



[www.techsoup.net.nz](http://www.techsoup.net.nz)

Are you a charity  
needing to upgrade  
your software?

# It's easy...

You could get the very latest  
products as donations!

Go to  
[www.techsoup.net.nz](http://www.techsoup.net.nz)

A sample of the wide array of products available



Microsoft® Office  
Professional Plus 2007  
Donation Admin Fee only \$28\* + GST!



Xero—an online accounting system

Xero is great for charities, voluntary & community groups. Because it's online there's no need to download software or perform upgrades. Everything is backed up for you. Access is anywhere, anytime there is an internet connection. Sign up through TechSoup and all eligible organisations will receive 20% off the standard Xero price.



TechSoup New Zealand is provided by Connecting Up Australia in partnership with TechSoup and the New Zealand Federation of Voluntary Welfare Organisations (NZFVWO)

\* There are minimum quantity and ordering frequency requirements set out on the website. Prices quoted can vary due to exchange rate fluctuations.



**Te Ratonga Whakamārama Pūtea**  
Funding Information Service

PO BOX 1521, Wellington, New Zealand Phone: +64 4 471 8900

Fax: +64 4 472 5367 Website: [www.allaboutfunding.org.nz](http://www.allaboutfunding.org.nz)

Bringing technology donations to New Zealand charities



[www.techsoup.net.nz](http://www.techsoup.net.nz)

Are you a charity  
needing to upgrade  
your software?

It's easy...

You could get the very latest  
products as donations!

Go to  
[www.techsoup.net.nz](http://www.techsoup.net.nz)

A sample of the wide array of products available



Microsoft® Office  
Professional Plus 2007  
Donation Admin Fee only \$28\* + GST!



New offer!

Xero—an online accounting system

Xero is great for charities, voluntary & community groups. Because it's online there's no need to download software or perform upgrades. Everything is backed up for you. Access is anywhere, anytime there is an Internet connection. **Sign up through TechSoup and all eligible organisations will receive 25% off the standard Xero price.**



TechSoup New Zealand is provided by Connecting Up Australia in partnership with TechSoup and the New Zealand Federation of Voluntary Welfare Organisations (NZFVWO)

\* There are minimum quantity and ordering frequency requirements set out on the website.  
Prices quoted can vary due to exchange rate fluctuations.

## Customer Feedback Survey

Last year we asked you "how can we improve our databases?". We listened and have made changes that reflected your opinions. We had 201 online responses and 18 paper based responses to our first customer satisfaction survey. We posed the question - What would make FundView easier to use? 73.2% wanted national funders and regional funders listed separately 52.9% wanted the search results listed by relevance 47.8% wanted schemes no longer offered to be listed separately

We felt all these had value to all subscribers and we have implemented all these upgrades to both FundView and BreakOut.

We were also pleased with the data collected about the confidence you put in our ability as an organisation and the integrity of the data we collect. 85.2% rated the quality of our products either excellent or good. 79.8% rated their confidence in our ability to deliver our products as either complete or a lot.

Overall you rated our performance as an organisation.

71.80 - getting much better or getting better

26.8% - staying the same

1.4% - getting worse

So it looks like we are pleasing the majority of users but have some others we still need to listen to, understand and improve the experience they have.

The response to changes we made is that funding searches are more relevant and the results are easier to understand. We are going to run another survey in March. If you took part in the last survey you will automatically be invited to give feedback on the second survey. But if you didn't get to give us your views please email [natasha@fis.org.nz](mailto:natasha@fis.org.nz) to request to be part of our research.

## Career Services - Staff Training Session

BreakOut is available at all Career Services branches. I have been meeting with Career Services Career Consultants around the country to promote the



Back Row: Tangi Ward, Chris Ma'alo, Bronwen Sola, Gill England, Beth Davies. Front Row: Mary Leabeater, Drew Cummins.

use of BreakOut so that they are able to help their clients to find funding to assist them with study or professional development costs.

Last year, Natasha travelled with Career Services and did a number of presentations to inform people of the services of both Career Services and BreakOut. The presentations were very well attended and provided valuable information to the attendees.

We have also done some work with Career Services on their Better Tertiary and Trade Training Decision Making Project (BTATDM). We now have automatic feeds of scholarships from BreakOut on their website that are linked to specific career searches.

Jennifer Whooley, Sales and Liaison Advisor, FIS.

## Te Reo @ FIS

One year ago in our March 2009 Panui we mentioned that weekly Te Reo Maori lessons were being offered for staff at Funding Information Service, Philanthropy and JR McKenzie in the office.

These classes in Te Reo Maori are still going strong with staff from The Todd Foundation also joining the Wednesday morning class. Our staff involved have been able to apply what has been learned in their everyday work situations. These can range from written correspondence and face to face situations in the office and within the wider community. Also the idea of giving nga mihi greetings seems less daunting one year on.

Our tutor Joan Costello has noted that 'what we can do together in class is not to turn us into fluent speakers of Te Reo but to strengthen our appreciation and wonderment of Te Reo Maori and help connect us to its essence'.



From left: Pam Loader, Nick Archer, Joan Costello (teacher), Kate Frykberg, Wanui Bedford and Ian Hines in our weekly Te Reo class. Te Rakau (rods) are used as a core part of the teaching method to represent objects and explain sentence structure.

It has certainly continued to provide an opportunity for Funding Information staff to embrace learning and provides opportunity to help fulfil our values as an organisation. Such as being able to recognise and respond to the diverse cultures that constitute our society and respecting the principles and spirit of the Treaty of Waitangi.

Here are some of the thoughts of our staff who are taking the opportunity the classes provide:

Jennifer Whooley (Sales and Liaison Advisor) says 'I find the Te Reo classes really interesting, it's great to develop understanding of Maori culture through the language. I am now able to recognise, understand and speak words and phrases in Te Reo in everyday life.'

Pam Loader (Data Analyst) says 'I like learning about Maori culture, the meanings behind the words as well as being able to understand and speak Te Reo.'

Nick Archer (Subscribers and Funders Support Manager) says 'Learning Te Reo for me has been beneficial in that I now understand Maori culture more and it helps ground us and remind us as to why we are here.'

Embracing Te Reo Maori has certainly helped us continue along that learning journey that helps us grow and connect to those around us. As Kevin Haunui (General Manager) says 'Funding Information Service provides the opportunity for its staff to learn Te Reo because they are interested to learn Te Reo and through that, more about Maori. For Funding Information Service, staff engaged in Te Reo are also likely to increase their awareness about how our services are used or could be more useful to Maori communities.'

Ko te manu kai i te miro, nona te ngahere

Ko te manu kai i te matauranga, nona te ao

The bird who eats from the miro tree, owns the forest.

The bird who eats of the tree of knowledge owns the world.

# Community Economic Development Conference: Changing the funding paradigm

Kevin Haunui attended the Community Economic Development Conference, held in Waitakere City, Auckland, 9-11 February 2010. Also attending was FIS board member Ann Pala as a representative from Waitakere City.

The aim of the conference was to address the transitional moment when not-for-profit organisations begin moving from innovation to enterprise, to long term sustainability through three conference streams of: Social Enterprise Development, Alternative Finance and Investment, and Community Economic Development.

From the opening welcome on the Tuesday night to the closing speech, there was terrific enthusiasm shown by the large attendance of community organisations to learn and be inspired by the key note speakers and workshops about the opportunities to consider towards long term sustainability.

In my view the not-for-profit sector's thinking of the funding paradigm it is used to (for examples grants, sponsorship, service contracts) was expanded and attendees were eager to absorb the lessons to augment the traditional sources of funding particularly through social lending and investment.

There was some good balance provided too by speakers to warn that it is not a given that all community organisations should be pursuing the social enterprise model of development.

The Glen Saunders report on "A new funding paradigm: Prospects for social lending and investment by foundations in NZ" published by the ASB Community Trust and the Tindall Foundation is an excellent introduction to what is happening in New Zealand. I also consider that there is a body of work examples to learn from Maori that would add to the New Zealand picture.

Full proceedings from the conference are available online at [http://www.csbec.org.nz/index.cfm/Community\\_Economic\\_Development\\_Conf/Proceedings](http://www.csbec.org.nz/index.cfm/Community_Economic_Development_Conf/Proceedings)



Ann Pala and Kevin Haunui

## Celebrating corporate giving in NZ and at a global level

We have over 150 businesses on CorporateCitizens and are always looking to add more. We would really be interested in hearing how businesses in New Zealand celebrate their giving and foster relationships between the community and voluntary sector and the business sector. How do you engage your management and employees? Do you promote your company's philanthropic initiatives? Has your corporate giving resulted in any added media interest for your organisation? Did anyone celebrate International Corporate Philanthropy Day?

This was celebrated on February 22, 2010, and led by The Committee Encouraging Corporate Philanthropy (CECP).

The Committee Encouraging Corporate Philanthropy is the only international forum of business CEOs and chairpersons focused exclusively on corporate philanthropy. CECP's mission is to lead the business community in raising the level and quality of corporate philanthropy.

International Corporate Philanthropy Day (ICPD) wants to help in building awareness of corporate-community partnerships and inspiring businesses around the world to engage further in philanthropy.

We want to hear NZ stories and grow and celebrate NZ corporate giving. Please contact [info@fis.org.nz](mailto:info@fis.org.nz) or 04 471-8904.



## Self Help Leader researches lending to support social goals in New Zealand

Laura Benedict, Ian Axford Fellow in Public Policy, has recently commenced a seven month placement with the OCVS and Philanthropy NZ.

Laura is here as part of the Fulbright NZ programme to conduct a research project exploring ways that lending can support social goals in New Zealand. The different forms of non-profit lending can include loan programmes designed specifically for non-profit and social mission organisations, social venture capital, Program Related Investments (PRIs) and government sponsored loan guarantee programmes to incentivise traditional banks to lend to non-profits.

While in NZ, Laura will:

- meet with government and non-profit officials
- follow-up on the paper, A new funding paradigm recently commissioned by ASB Community Trust and Tindall Foundation;
- learn of Maori and Pacific Islanders' activities in this area and assess new opportunities in these communities for social lending; and,
- write a report on her findings.

Laura comes from North Carolina, where she is one of the leaders of Self-Help, the largest non-profit lender in the United States. While she brings lots of experience, she recognises that the culture and history that have shaped NZ are quite different from that of the States. She is keen to learn about Maori and Pacific Islanders' histories and cultures and to investigate social lending opportunities for Maori and Pacific Island-led initiatives.

