



Panui

a newsletter of the Funding Information Service

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www.fis.org.nz

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Please feel free to
write to us with
your comments.

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Alternative Funding Resources



Inside this newsletter is a questionnaire. We're hoping you will share your information with us so that the voluntary sector in all parts of the country can benefit from more than cash grants.

We're working with a group of advisors from community groups and local authority community development units to get new information out to you. We're collecting it now and look forward to hearing what your enterprise has achieved.

We expect the information will cover more effective application presentation, putting together a funding portfolio, ways to resource your organisation like 'funding in kind', the sponsorship process and links to other relevant information.

Funding Expo Information from Franklin District Council

The funding expo held by the Franklin District Council in Pukekohe attracted around 230 people. Since then there has been an influx of people using FundView in their local library. This is one result of holding a funding information day, the increase in knowledge about which funding agencies to apply to. Now the only

help needed is in filling out application forms. Prior to the Expo council staff were having to do a lot of the initial work for fund seekers.

The FDC Community Development Team now consists of Greg Lowe, Andrew Moor and Amanda Blair. In our other roles as Parks Officers [and in Amanda's case Capital Works Officer] we were working with a lot of the community groups and could see they needed some support. In talking to many of them it was evident that they weren't aware of many of the funding avenues available to them. The key to the day was that it was the people who assess the applications who were giving the presentations. Thus the groups could get first hand what was required in applying. Presentations on the day were from Lottery Grants Board, ASB Trusts, Hillary Commission, Inland Revenue Department, Department of Internal Affairs, WINZ as well as the Funding Information Service.

*Andrew Moor
Community Development Team*

Funding Seminar held by the South Waikato District Council

We received encouraging support from a number of groups who attended our seminar. There were 90 participants at the first session and about 50 in the second session.

I noticed a handful of people who had used the FundView program. Since the Expo, I have received and processed ten enquiries about funding information via FundView which is clearly a great response.

Seeking successful stories from groups who do receive funding for their project has been a mission for our department. We usually find out through publicity in the local paper,

word of mouth via work colleagues and councillors or a list of applications by funding agencies, ie. New Zealand Lottery, Trust Waikato, etc. We do stress to groups to let us know the source of their funding, what they were allocated and for what project. We also like to know where they find out about funding agencies. This is mentioned through our council newsletter once a month to all clubs and organisation in the South Waikato plus some businesses and schools. It is a slow process but we are working on procedures at the moment to help speed things up. But as Rachel Hunter says in the Pantene ad "It wont happen over night but it will happen".

*Selena Tunui
Community Resources Co-ordinator*

We were sorry to have missed this one but Selena is keen for the Funding Information Service to be at their next funding expo.

Hamilton Funding Expo

The year 2000 was the fourth consecutive year of the Hamilton Funding Expo held on Thursday, 2 March at the Quality Hotel, Hamilton. Over 400 people attended workshops and key-note presentations throughout the morning, afternoon and evening.

The first Funding Expo was organised by the Hamilton Council of Social Services in 1996 and aimed to provide a 'one-stop-shop' for funding information for community groups. The concept came from a regional Funders Forum, and was suggested as a way of making it easier for community groups to access information they needed about sources of funding and how to apply for funding successfully.

Over the years workshop presenters have included:

- The funders themselves, such as Ken Gordon from Trust Waikato, Ken Winton from WEL Energy, staff from the Department of Internal Affairs speaking about Lottery, COGS and the Youth Worker Training Scheme;
- The Funding Information Service representatives demonstrating FundView;
- Various presenters speaking on sponsorship and other creative ways of obtaining funding;
- Various experienced community workers discussing best approaches to completing funding applications, budgeting and planning for funding.

Variety is the key theme, and over the years the organisers have worked hard to provide a smorgasbord of new, interesting workshops and presentations, combined with the familiar faces of local funders.

Every year, as part of the Expo, participants and presenters are invited to provide feedback in the form of an evaluation. Overall the comments have been extremely positive, and participants report the Expo to be a very useful opportunity for them to learn more about the funding process, and every year participants request future Funding Expos.

*Hope Simonsen
Community Information and Resource Advisor*

Fundraising Institute of New Zealand Conference - Wellington 2000

If you were looking for fundraising tips, the place you should have been was the Fundraising Institute's Conference in Wellington between May 4 and 8, 2000.

With a star-studded list of speakers, the Conference offered international best practice and proven principles of successful fundraising to the 150 delegates. Attracting delegates from throughout Australasia and speakers from the Northern Hemisphere is no easy feat, but with the support of our sponsors: New Zealand Post, Open Alms, the Public Trust and ASB it was accomplished.

New Zealand's most well-attended and successful Fundraising Conference was spread over four days, starting with a day of Masterclasses (intensive workshops on specific elements of fundraising), and followed by three days of workshops, seminars, panel discussions, food and fun.

Top options were the workshops led by Ken Burnett (United Kingdom) author of *Relationship Fundraising*, Steve Thomas (Canada), the acclaimed expert in direct response fundraising, and Mike Johnson (Canada) who has done groundbreaking work on internet fundraising. These personable speakers ensured that delegates left their sessions informed, involved and full of good ideas.

The Conference concluded on a high note with a luncheon to celebrate the presentation of the New Zealand Post Awards for Excellence in Fundraising.

Although you might be disappointed to have missed the Conference, you can still take advantage of the initiatives the Fundraising Institute of New Zealand offers in your area.

Lunchtime meetings are offered in each of the three Divisions, fundraising training, seminars, publications, networking opportunities and the support of your peers are all available to members and interested intending members. A number of the papers presented at Conference will be available for viewing on our website. For further information on any of these activities you can check out our web site:

www.fundraising.org.nz, or call our national office on 0800 64 FINZ or in Wellington 04 499 6223.

Lisa Wells

Fundraising Institute of New Zealand



Annette, our Marketing Manager, at the Funding Information Service's display at the Fundraising Institute's Conference

Out and About

Since our last newsletter Cathi has been out and about. In March she and Annette visited the **Franklin** District to present at the Funding Expo. The Expo was very well attended with over 200 people coming to find out about funding for community in the area. Lots of them came to try out FundView for the first time, both Annette and Cathi were busy all day helping them, which was just great.

In the same trip Cathi and Annette went on to **Hamilton** to run a 'surgery' on FundView and BreakOut at the Hamilton Funding Expo. The Hamilton event was huge and took over the Quality Hotel, which luckily had a TV in the bar so we could keep up with the final race of the Americas Cup on that day! (Doesn't that seem a long time ago!) Again lots of people came to try the databases. We really enjoy these events as we are able to meet people from different backgrounds wanting the information for different purposes. We hope that the people who visit us feel more comfortable about making use of the places in their community where FundView and BreakOut are available free-of-charge to the public.

Unfortunately we were not able to be present at the event organised by South Waikato District Council but hope to get there next time.

In April we all took turns to run a stand at the **Flaxroots** Technology: Claiming the Internet for Community Conference. Run by Community Net Aotearoa www.community.net.nz, the conference was very worthwhile in bringing together different approaches and attitudes to the Internet - attendance was even higher than anticipated.

In May Cathi went to **Tauranga** to the Bay of Plenty Community Trust Funder Forum. It was a very interesting meeting, particularly the speaker from the Department of Internal Affairs Gaming and Censorship Department, Warwick Hodder. Warwick gave a good presentation about the Gaming Compliance operation at Internal Affairs, then we had a lively discussion about the redistribution to the community of money from gaming machine profits, particularly about the frustrations we know many community groups encounter when seeking to make applications. We look forward to the heralded list of gaming sites to which application may be made, and hope to work with licence holders further in making more information available to grantseekers.

We were pleased to have a display at the **Fundraising Institute of New Zealand's** Wellington 2000 Conference. It was another opportunity for us to meet grantseekers and people in the sector and to talk about the funding scene. The event itself was a great success and because it was in Wellington, we could all be there, which was wonderful for us as we met many current as well as potential subscribers.

We are planning two trips in the immediate future: Cathi and Annette are going to **Dunedin, Ashburton, and Timaru** in June, and in July back to the Bay of Plenty for proposed funding expos and seminars in **Tauranga** and **Kawerau**. Maybe we'll see you there!

Governance Seminar

On May 3rd Spicer and Oppenheim, brentk@wlg.spicers.co.nz, held a seminar in Wellington on Governance. Tony Hassed presented the seminar. I found it very useful because it put my thoughts on this subject into words and gave me new information to consider in working with my Board.

Tony talked about a framework for good governance and stressed the importance of the board's strategic focus - looking to the future and not dwelling on current problems and events. Other topics he covered included governance policy, policy leadership, board process and a sample board agenda. Tony can be contacted at hassed@xtra.co.nz.

Easy-Pay

Our new Internet options for FundView and BreakOut have been received enthusiastically.

A number of our current voluntary organisation subscribers have changed from an annual Windows subscription to FundView Easy-Pay. After paying an annual registration fee subscribers then top up their search time in 30-minute blocks.

Those who had previously purchased blocks of searches on BreakOut have now been switched to Easy-Pay. We hope that in future it will put funding and scholarships information within the reach of more individuals and community groups.



Hilary, our Business Manager, hard at work processing Easy-Pay.

Government/Voluntary Sector Agreement

Pat Hanley, President of the NZ Federation of Voluntary Welfare Organisations has been appointed as Project Manager to facilitate the work of the Voluntary Sector Roundtable.

His key task is to develop ongoing communication with interested groups and individuals in working towards the development of a Government/Voluntary Sector Agreement.

This project will consult with the voluntary social services sector and explore their view on the nature of a relationship agreement and the issues that any such agreement should cover.

Government has recently agreed to the establishment of a joint working party to consider and consult on the scope and development process for reaching an agreement or agreement framework, similar to projects currently operating in Britain and Canada.

Organisations with a strong interest in this agreement can now nominate

people who have a broad experience across the community and voluntary sector and would be effective members of a working group.

The Hon Steve Maharey, the Minister responsible for the community and voluntary sector, is currently consulting with his colleagues about an appropriate person to take on the role of independent chair of the working group on the Agreement Proposal.

If you want to know more about this please contact Pat at 04 801 0851 or 04 239 9727 or e-mail him at phanley@no.ccs.org.nz or Carolyn Wait Strategy and Development Officer, NZ Council of Social Services.

New Board Member



We are delighted to welcome Leone Purvis as our newest Board member. Leone is an experienced consultant who has worked for a number of leading financial institutions and the public sector in both New Zealand and Britain. She has extensive strategic and project management experience within the financial services industry and the public sector.

We look forward to working with Leone and benefiting from her strategic management skills and direction.

Acknowledgement

Thanks to Daphne Bell for permission to print the two cartoons, drawn by David Henshaw, for Trust Waikato's excellent *Grantseeker's Guide* available from the Trust and soon to be at our website.

Reminder

Download Options from Subscriber Resources at www.fis.org.nz

Don't forget that you don't have to wait for floppy disks to update FundView. FundView is updated monthly and now you can download the latest data directly from our web-site.

The Newsletter and Funding Calendar are also available to view or download from our website. The Newsletter is in PDF format so you will need to have Adobe Reader installed on your computer. For those of you who don't, we have put a link to Adobe and you can download this software free of charge.

We welcome the following locations where FundView can be accessed free of charge:

- Ashburton District Council including the Safer Community Council, Methven Visitor Centre and Ashburton Resource Centre.
- Kawerau District Council including the Public Library, the Safer Community Council, Tuwharetoa ki Kawerau Hauora, Kawerau Enterprise Agency and Kawerau College.
- Papakura District Council including the Public Library and the Citizens' Advice Bureau.

BreakOut is also available in Kawerau and Waimakariri.

