

Communities in Control 2012 GRANTS BOOTCAMP

Moonee Valley Racing Club
Melbourne, VICTORIA
Sunday, May 27, 2012, 9.30am-4.30pm



BACK TO BASICS

Strip back & rebuild your fundraising approach

GRANTS SPEED DATING

Meet the grantmakers, one on one!

WHO'S WHO IN THE ZOO
Find out who's likely to fund you

PRACTICE YOUR PITCH
Practical feedback from
a grantmaking coach

**NUMBERS ARE CAPPED
SO GET IN QUICK!**



Communities in Control
One of the 16 Knowledge Centres
of Our Community.



ourcommunity.com.au

GRANTS BOOTCAMP

SUNDAY, MAY 27, 2012



Grants are the lifeblood of most community organisations – don't let your group be let down by poorly framed applications, or lack of knowledge or connections.

If you attend one capacity building event this year, this one has to be it!

This one-day event, the curtain-raiser to Communities in Control 2012, will bring together community groups from around the country with more than 30 leading community grantmakers from philanthropy and all levels of government.

CONFIRMED GRANTMAKER PARTICIPANTS INCLUDE:

- Philanthropic foundations including The Myer Foundation, The Ian Potter Foundation, The Gardiner Foundation, Perpetual, RACV Foundation etc.
- Corporate grantmakers such as the Telstra Foundation
- Non-government/not-for-profit grantmakers such as the Community Broadcasting Foundation
- State/Federal Government grantmakers, eg LotteryWest
- Local government grantmakers: Melton, Bayside, Parramatta, Fairfield, Moorabool, Yarra, Newcastle, etc.
- And other leading grantmakers and grantmaking experts – Foundation for Rural and Regional Renewal (FRRR), Philanthropy Australia, ANZ Trustees, State Trustees etc.

While not all delegates will get the chance to meet all grantmakers present, numbers will be capped to ensure participants get face-to-face time with a range of grantmakers.

WHO SHOULD ATTEND?

Staff and volunteers from community organisations of all sizes and types who want to improve their grantseeking skills, knowledge and connections.

Grassroots groups will have the most to gain.

This is your chance to have one-on-one time with the actual grantmakers! Numbers are strictly capped so you must get in quick!



“Your seminar was the inspiration for me to seek out and apply for grants in support of our kinder. It was an excellent seminar and truly a community service. Thanks again for your help!”

Past trainee



A consistent theme has been your knowledge and presentation skills in engaging the audience and in motivating them to get out and start applying for grants!”

Past trainee

BOOTCAMP PROGRAM

SUNDAY, MAY 27, 2012



8.30am-9.30am

Coffee/Tea & Registration

9.30am-9.40am

Grants Bootcamp: Introduction

DENIS MORIARTY

Group Managing Director, Our Community

9.40am-10.50am

Interactive Keynote

Back to Basics: Getting your House in Order

PATRICK MORIARTY

Director of Training & Development, Our Community
Executive Director, Institute of Community Directors Australia (ICDA)

Think you know all about grants? Think again. In this practical, interactive session, anchored by Our Community's grants guru Patrick Moriarty, you will learn what you need to have in place before you start your search for a grant (trust us ... a little work early on will save you bags of time later!), and how and where to get started once you're ready to go.

10.50am-12.00pm

Panel Session

Who's Who in the Zoo: Grantmakers in the Spotlight

Not all grantmakers are the same: some can legally only fund DGRs, others can go much wider; some prefer big-scope, big-profile groups, others are looking for grassroots organisations; some only want to give grants to long-established, low-risk groups, others seek out those working out on the very edges. Which grantmakers should your group home in on? In this session, anchored by not-for-profit communications expert and funnyman Brett de Hoedt, you'll get insights into who's who and what's what on the Australian grantmaking scene.

12.00pm-12.45pm

Lunch

12.45-1.45pm

Practice your Pitch: Choosing the Right Words

TIPS FROM OUR GRANTMAKING COACHES

In this hands-on session, delegates will be split into smaller groups and joined by a Grantmaking Coach, who will assist you in honing and practising the delivery of your pitch for a grant.

1.45pm - 4.30pm

Concurrent Sessions –
each delegate attends
all four, in rotation

1. Don't Do This: What not to do when applying for a grant

KATE CALDECOTT

Executive Director, Australian Institute of Grants Management
(AIGM – a division of Our Community)

While no two applications are the same, there are some common mistakes that many grantseekers make when making a bid for a grant. Drawing on actual grant applications, in this session you will learn how to avoid some common pitfalls.

BOOTCAMP PROGRAM

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2. Meet a Grantmaker: Grants Speed Dating

GO FACE TO FACE WITH REAL, LIVE GRANTMAKERS

This is not about getting a grant (though you never know your luck). It's about meeting a number of real, live grantmakers (approx three per delegate), telling them who you are, hearing about what they do, making connections and asking some of your most burning questions. You don't get to choose who you see (the logistics make that impossible), but we'll try to ensure you get a good mix. Note, though, that you gotta be quick - you only get 3 minutes with each grantmaker.

What this is:

- A chance to meet, one-on-one, with three real-life grantmakers and exchange contact details
- A chance to test a project idea/try out your pitch
- A chance to find out more about what these particular grantmakers will and won't (can and can't) fund
- A chance to spread the word about what your group does (so that if/when you do lodge an application, you'll already be known to the grantmaker)

What this is not:

- An opportunity to pick and choose which grantmakers you meet with
- An ironclad guarantee of a grant

Come prepared with business cards, brochures, ideas and enthusiasm

3. Linking Up: Seeking And Keeping Project Partners

KYLIE CIRAK

Executive Director, GiveNow.com.au

It's not enough just to have a great idea - most modern grantmakers demand a show of support for your plans: evidence of collaboration and partnership. In this session, you'll learn how to bring others on board and keep them there for the duration.

4. After The Grant: What's Next?

PATRICK MORIARTY

Executive Director, Institute of Community Directors Australia

You got the grant - hooray! Now you can relax, right? Wrong! What you do now - how you manage the project, how you conduct yourself in your relationship with the funder - will have a big bearing on future success. You've got to get it right. Hear our top 10 tips for post-grant conduct.

CONFERENCE INFO

GRANTS BOOTCAMP

DATE & TIME:

Sunday, May 27, 2012, 9.30am-4.30pm

Note: The 2012 Grants Bootcamp is part of Communities in Control 2012, which will be held on Monday and Tuesday, May 28 & 29. Visit www.ourcommunity.com.au/cic2012 for more information.

VENUE:

Moonee Valley Racing Club, McPherson St, Moonee Ponds, VIC; Melway Ref 29A7

PARKING:

Free all-day parking is available at the venue

PUBLIC TRANSPORT:

Taxi: Ask to be dropped at Members Gate 1, Moonee Valley Racing Club, McPherson St, Moonee Ponds

Tram: Route #59 Airport West-City; Catch the tram from anywhere on Elizabeth St in the city & get off at Stop 33 (Moonee Ponds Junction). Walk down Dean St, turn left into McPherson St; enter at Members Gate 1

Train: Catch a Broadmeadows/Craigieburn line train from the city & get off at Moonee Ponds Station. Walk down Puckle St (becomes Dean St) through the shopping strip and turn left at McPherson St; enter at Members Gate 1

Contact Metlink for info on timetables, ticket prices and maps www.viclink.com.au Phone 131 638

PRICE:

\$260 for Grants Bootcamp, plus \$330 for Communities in Control (delegates must attend both the Bootcamp and the Conference). Total Price: \$590. Early bird and group booking discounts are available. Single-day entry not available. See website for details: www.ourcommunity.com.au/cicgrantsbootcamp.

ACCOMMODATION:

We recommend www.lastminute.com.au or www.wotif.com

TAKEAWAY REFERENCE MATERIAL:

In line with our sustainability objectives, any materials made available for distribution will be available via the Our Community website – a direct weblink will be advised via email following the conference. (Available only to conference delegates.)

BOOKINGS, CANCELLATION & REFUND POLICY:

Registrations must be paid no later than 10 working days prior to the event. 50% of the registration fee is refundable if notice of cancellation is received more than 10 working days prior to the event; NO REFUND is available where notice of cancellation is received less than 10 working days prior to the event. Substitution of attendees is allowed. Written notice is required for cancellations and substitutions. It is not possible to transfer registration between events.

COMMITMENT TO ACCESS & EQUITY:

The organisers and supporters of this conference are committed to access and equity and as much as possible will be done to meet the needs of all delegates. Please contact Alan Matic if you require special assistance – phone (03) 9320 6805 or email alanm@ourcommunity.com.au. In order to ensure that all needs can be met, please note that we require **six weeks' notice** for most special needs requests.

ABOUT THE CONFERENCE ORGANISERS:

This conference is an initiative of Our Community, Australia's leading community sector support organisation, and CatholicCare, which works towards a vision of "life to the full" for families, individuals and communities in all their diversity. Visit www.ourcommunity.com.au or www.ccam.org.au. We are indebted to philanthropic staffers Catriona Fay (The Ian Potter Foundation) and Kirsty Allen (The Myer Foundation) for their inspiration and assistance with this event.

REGISTRATION

GRANTS BOOTCAMP

WHY NOT REGISTER ONLINE? (generate an invoice and/or pay by credit card, cheque or EFT)

www.ourcommunity.com.au/cicgrantsbootcamp

ATTENDEE DETAILS:

Name	<input type="text"/>		
Job Title	<input type="text"/>		
Org	<input type="text"/>		
Address	<input type="text"/>		
		Post Code	<input type="text"/>
Email	<input type="text"/>		
Phone	<input type="text"/>	Fax	<input type="text"/>
Special needs (e.g. wheelchair access, dietary requirements)	<input type="text"/>		

REGISTRATION DETAILS:

GRANTS BOOTCAMP & COMMUNITIES IN CONTROL CONFERENCE

Sunday 27 May, 2012 & Monday 28 May - Tuesday 29 May, 2012

Early Bird Price (Payment must be received in full by 22 March 2012) \$ 530

Full Price (Payments received after 22 March 2012) \$ 590

COMMUNITIES IN CONTROL CONFERENCE ONLY


Monday 28 May - Tuesday 29 May, 2012


Full Price (Payments received after 22 March 2012) \$ 330

TOTAL:

(Please transfer total to the payment page)

NOTE:

 Please photocopy this form if there is more than 1 attendee from your organisation.

 20% group discount is available when registering 10 people from the same organisation.

Group discount cannot be used in conjunction with the Early Bird offer.

Contact Alan Matic on 03 9320 6805 or email alanm@ourcommunity.com.au

PAYMENT / TAX INVOICE

GRANTS BOOTCAMP

COST:

Attendee 1	\$ <input type="text"/>
Attendee 2	\$ <input type="text"/>
Additional attendees	\$ <input type="text"/>
TOTAL	\$ <input type="text"/>

PAYMENT METHOD:

- Cheque Enclosed
- Please send me an invoice
- I would like to pay by credit card – details below
(note an online payment option is also available – www.ourcommunity.com.au/cicgrantsbootcamp)
- Payment made by EFT to Our Community (Westpac BSB 033 132 Account No. 146221)

CREDIT CARD DETAILS:

Visa Mastercard AMEX

Card Number

Expiry

/ /

Total Amount

Date

Name on Card

Signature

FIVE EASY WAYS TO REGISTER:

Online: www.ourcommunity.com.au/cicgrantsbootcamp
(payment can be made by credit card, cheque or EFT)


Phone: (03) 9320 6800

Fax form: (03) 9320 6859

Mail form: Our Community
PO Box 354
North Melbourne VIC 3051

Email: service@ourcommunity.com.au

NOTE - TAX INVOICE:

 Where a registration is less than \$1000 (inc GST) this document becomes a tax invoice for GST purposes upon completion of payment. Prices inclusive of GST. Our Community ABN is 24 094 608 705.

