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1. Community View ... by Rhonda Galbally, CEO

In my 40-odd years working in the community sector I've participated in my fair share of stuff-ups, and I've come to agree with American humorist Will Rogers; it's not the things we don't know that cause trouble, it's the things we do know that just aren't so.

The source of most of my disasters (which I'm much too embarrassed to go into here) has been the assumptions I've made from time to time about what is and isn't possible working in a community organisation.

I can say, too, that I don't make as many stuff-ups as I used to, because over the years I've rubbed up against enough community groups to get a pretty fair idea of what's what across the sector.

There's nothing like sitting down with a cross-section of people facing the same challenges as you are to expand your decision space – to draw out the real problems and throw up some workable solutions.

Which is why you ought to think about coming to this year's **Board Builder Conference** at Moonee Ponds on November 27.

We've got a high-powered line-up of speakers, certainly – people who really know their stuff, a mix of academics and practitioners and politicians.

We've got **Senator Ursula Stephens** speaking, the Parliamentary Secretary for the Voluntary Sector; find out how the Federal Government's going to navigate around the raft of enquiries on not-for-profits that it's got going.

We've got **Professor Miles McGregor-Lowndes** to put his finger on the good bits and the bad bits of a range of governance models across the sector.

We've got **Kirsten Deane**, President of the Down Syndrome Association of Victoria, **Bec Brown** from the Channel 31 board, **Hutch Hussein** from Spectrum Migrant Resource Centre and **Murray Baird** from Moores Legal on Board recruitment.

There are panels and speeches and concurrent sessions, and I frankly defy you not to be exposed to new and productive perspectives at some point in the day.

As always, though, with this kind of conference, the highlights come at the breaks; not so much the sandwiches (though we do our best) as the opportunity to kick these topics around with your fellow Boardies and find out that you just didn't know what you didn't know.

In the immortal words of US Defence Secretary Donald Rumsfeld, there are known unknowns and unknown unknowns, and it was the latter that stuffed up all his big projects so very thoroughly. If the progress of the Iraq war has any message for the board or management committee of any Australian community group, it's that you really need a chance to get a group together to question your assumptions and throw up alternatives.

Well, we've done it for you. All you have to do is come along to Board Builder 2009 and join in.

Sign up or find out more at www.ourcommunity.com.au/boardbuilder2009

P.S. if you want to hear some of the insights from the last Board Builder Conference – you can get a sneak peek at www.ourcommunity.com.au/bbaudio



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2. Community Worker Award: We have a winner!

A former Sudanese refugee who has used his experiences to shape his work at a Melbourne community organisation has been named the winner of the 2009 Alcoa Foundation Outstanding Community Worker Award.

Mathew Bul, a case worker at the New Hope Foundation in Footscray, was chosen from an outstanding crop of 137 nominees from all over the country.

Mathew, who arrived from Sudan in 2000, works to help migrants and refugees in the western suburbs of Melbourne to realise their hopes of building a new life in a new country. His colleagues praised Mathew's dedication, commitment, teamwork and willingness to go over and above the call of duty.

The Alcoa Foundation Outstanding Community Worker Award is designed to recognise and celebrate the contribution to the nation's life made by the men and women working in Australian community groups.

Any paid worker from any Australian community or not-for-profit organisation can be nominated.

The Alcoa Foundation and Our Community realise there must be times when community workers wonder if the broader community knows that they are there.

Through the Award we want to help provide the opportunity to celebrate their work, to show them that their leadership, dedication and commitment are valued and that we know that our society wouldn't actually work without them.

Nominees this year came from all over the country: from big cities and tiny towns, from large organisations and small, and from every corner of the community sector.

Mathew will receive \$5000, which he can spend on his choice of professional capacity-building materials and resources (education and training, conferences, books, etc.).

And each of this year's 137 eligible nominees will soon receive a certificate to acknowledge the value placed on their important work.

All nominees and nominators will receive a copy of the 2009 Alcoa Foundation Outstanding Community Worker Award booklet, which shares more of Mathew's story and those of some of the other great community workers nominated this year. All nominees are recognised in the roll of honour.

We congratulate Mathew on his achievements. He is a worthy winner – an example of dedication and commitment; epitomising what outstanding community workers are achieving all over Australia each day.

Congratulations and thanks also to all the other nominees whose work has inspired their colleagues, peers and clients enough to prompt them to make the nominations.

Nominations for the next award will open in February 2010 so start looking around now for the unsung heroes you'd like to celebrate and reward.

Visit www.ourcommunity.com.au/communityworkeraward for more.



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3. Talking Finances ... by Vanessa-Nolan Woods

This month a number of Australian banks announced that they would reduce exception fees across a range of banking products.

Sometimes worth up to \$50 per incident, fees for overdrawn accounts, when a direct debit, periodical payment or cheque is dishonoured, or when credit limits are exceeded, have been reduced to \$9 for all Westpac and St. George personal and business banking products.

So it's topical that this month I should share with you the many ways you can avoid paying unnecessary fees (such as exception fees) on your accounts. Try these money saving hints and tips;



1. Make sure your organisation's everyday transaction account is free of monthly or annual fees

- As a community organisation, you may be eligible to have your monthly account keeping fees waived. If you're paying monthly fees, talk to your bank. Try Westpac's Community Solutions Account with no monthly account keeping fee for community groups.

2. Make sure you have access to phone and internet banking

- These are brilliant ways to view your balance and transactions at a time that suits you. Internet and phone banking are available 24 hours a day, even when your local branch is closed, and by checking your balance every few days you can ensure you always have sufficient cleared funds in your transactional accounts to cover any direct debits, periodical payments or any cheques you have written.

3. Make a calendar of direct debits and periodical payments that automatically come out of your accounts.

- This is a way of making money. By knowing exactly when a deduction will be made, you can keep your money in high-interest savings accounts right up until the last minute before transferring the billable amount to your transactional account. This will make sure the money you have in the bank is working as hard as it possibly can for your organisation!

4. Schedule payments in advance.

- By using the 'schedule payments' function in internet banking for BPAY and payee transfers you will save time by paying all your bills at once, and you will better be able to keep track of money in and money out of your account. This is one of the best ways to know exactly what's getting paid, thereby avoiding nasty late payment fees.

5. Know your fee structure.

- With some products, fees are waived when balances exceed a certain amount or when the account is used often enough. Bonus interest is sometimes awarded for high balances. If you understand your account's fee and interest structure you can ensure you make the most of your organisation's finances and avoid unnecessary fees and charges.

6. Regularly review your banking needs.

- Banks are often releasing new products, product packages, or reviewing fees and charges on existing accounts. You'll often get notification of this in the mail with your statement but most people take little notice of how their banking products are evolving. Make sure you regularly check with your local business banker, branch staff, or the relationship manager assigned to your accounts about whether your products are still appropriate for you. You may find that as your organisation grows and evolves you require different products to get the best out of your banking!

To speak with a Westpac representative about what banking products best suit your organisation, contact your existing relationship manager or local business banker.

If you are not a Westpac customer already, or don't know who your banking representative is, simply email us at communitymarkets@westpac.com.au and we'll arrange a time to meet with you and discuss your financial needs.

Vanessa Nolan-Woods is Head of Community Markets at Westpac

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4. Temporary Financial Assistance Grants for 37 groups

In an attempt to help the community sector weather the financial downturn, the Federal Government has handed out \$100 million to be shared between 37 not-for-profit organisations.

While 37 is only a small proportion of the 700,000-strong sector, we cannot tell what proportion of applicants received grants because the relevant government department – the Department of Education, Employment and Workplace Relations – says that information is “not publicly available.”

The Temporary Financial Assistance grants were advertised in major newspapers on April 19, as part of the first round of applications to the Jobs Fund. Applications closed on May 22.

Proposals for funding were assessed by the Department of Education, Employment and Workplace Relations in consultation with the Department of Families, Housing, Community Services and Indigenous Affairs. Recommendations were made by the two departments and approved by Deputy Prime Minister Julia Gillard.

Grant recipients included the Australian Red Cross Society, the Smith Family and The Uniting Church in Australia Property Trust, which have each been awarded \$1 million.

The smallest grants – \$24,000 and \$25,000 respectively – went to Strategic Community Assistance to Refugee Families and The Fatherhood Project, both in New South Wales.

Causes supported by the 37 grants include: disadvantaged youth; mental health; community development; support for people with disabilities; support for the unemployed; cystic fibrosis; epilepsy; children; survivors of abuse and neglect; drugs and alcohol; the bereft; families; homelessness; and refugees.

The grants were made through the \$650 million Jobs Fund, which is intended to support, create or retain jobs and increase skills. The Get Communities Working stream of the Jobs Fund is for not-for-profit groups.

While funds for the Temporary Financial Assistance grants have been exhausted, applications can still be made to the general Jobs Fund. DEEWR says further rounds will be announced publicly and information posted at www.deewr.gov.au/employment/pages/jobsfund.aspx.

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5. Productivity Commission identifies three key issues

One of the seven government reports on aspects of the not-for-profit sector comes out next month.

The Productivity Commission's study into the contribution of the sector is due to release its draft report in late September/early October.

The study will also identify unnecessary barriers to the efficient and effective operation of the sector and examine the broader dynamics influencing its operating environment.

So far the Commission has identified three sets of issues:

- **The role of volunteers in supporting service provision**
Where organisations are having to meet increasingly complex training and qualifications requirements when involving volunteers in their activities
- **Tax Concession Arrangements**
As discussed elsewhere in this issue, the tax concessions available to not-for-profits are both complex and limited to only some of the many organisations in the sector
- **Government funding arrangements**
Government funding application and reporting requirements can be time-consuming and can limit innovation.

The report will doubtless play an important role in influencing the government's not-for-profit sector reform agenda.

Submissions will be invited until the end of October, and the final report will be delivered to government in December. Step by step, step by step.

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6. Community Classifieds: Offers & Freebies

TO GIVE AWAY: Blood Pressure Monitor

A Sydney woman has a digital Medel Check3 Automatic Blood Pressure Monitor that she would like to donate to a community group.

The monitor is in "as new" condition, having been used for less than nine months. It is still well within warranty. An instruction booklet and case are included.

The monitor can be posted anywhere in Australia.

If your group can use the monitor, please contact Megan by emailing to: megan@tyronebranigan.com

FOR SALE: Collection Buckets, Counter-top collection boxes

The Arthritis Foundation of Tasmania has 76 quick-drop collection containers and lids, plus a further 57 spare lids, available for sale for \$200 plus delivery costs.

The containers (pictured) were originally purchased from PMG Engineering. The majority have never been used and all are in as-new condition.

The organisation is also looking to dispose of a large quantity of unused desktop cardboard "outers" with coin slots, suitable for selling pens, pins, badges, etc.

They can be delivered flat but can then be easily folded to make a counter-top box with coin slot. There is space to affix personalised labels to the boxes.

Anyone interested in purchasing the containers or counter-top collection boxes should contact Maureen by phoning (03) 6231 2988 or emailing mlightfoot@arthritis Tasmania.com.au



FOR SALE: Library Shelving

The Migration Review Tribunals and Refugee Review Tribunals have surplus library shelving that they wish to dispose of.

Price is negotiable – the best offer will be accepted as the Tribunals urgently require the removal of the shelving (pictured).

Community libraries and community groups with an interest are also encouraged to make an expression of interest for gratis supply of the shelving on the understanding that the successful bidder will:

1. Make payment for the shelving either on the day of collection or at an earlier time; payment is to be made by bank cheque, or postal money order or Electronic Funds Transfer (EFT). Payments by EFT must be made prior to collection.
2. At its own expense make arrangements for the dismantling and removal of the shelving from the Tribunals' Sydney CBD premises.
3. Shelving can be sold as single shelving systems.

Further details about the shelving are supplied below:

- **Description:** 2 x 5 bay double-sided metal book shelving system (with canopy) with stylish timber end panels. Each bay has 5 shelves.
- **Condition:** Excellent, 5 years old
- **Dimensions:** Length: 4.54 metres; Depth: 600 mm; Height: 2.03 metres
- **Colour:** White
- **Branding:** Kingfisher Shelving Display Systems
- **Manufacturer:** Abax Systems PTY LTD, Wetherill Park NSW 2164



Enquiries to Colin McGrath, Procurement & Property Officer, email to colin.mcgrath@mrt-rrt.gov.au or phone (02) 9276 5361.

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7. Tax Office flags not-for-profit audits

In the 2008-2009 year, some 200 not-for-profit entities are going to receive a letter from the Commissioner of Taxation asking them politely to explain why they should continue getting their present tax concessions. Sales of Panadol are expected to boom.

Two hundred audits may not seem a lot in a sector covering some 700,000 organisations, but in Tax Office terms it's quite significant.

In 2006, for instance, they only did 1000 audits for the whole Small and Medium Business sector (covering organisations with turnover under \$100 million, which does seem to get you to the biggish side of medium).

The ATO reaped \$356,000,000 in tax and penalties from those 1000 audits, too, or some \$350,000 per head – do you think they'll do as well in the community sector? Probably not.

Still, they say that while

... non-profit organisations tend to be highly compliant and seek to abide by the requirements of their special taxation status ... a small number of organisations ignore their responsibilities or deliberately attempt to abuse concessions, and we need to be fair but firm in those cases.

More specifically,

We monitor compliance through a range of activities including data matching, profiling and analysing third-party information such as media reports. We identify discrepancies and when we find instances of non-compliance or deliberate abuse, we undertake follow up action.

Next time you get a news item in the paper saying that some young man hopes to make \$5 million for your organisation riding a Segway around Australia, read it over from the point of view of a Tax Office official wondering whether that income is going to be mentioned in your accounts. They're watching!

As they should be; because there is at the moment, of course, absolutely nobody and nothing else to keep track of possible financial abuse in the sector.

In Canada and in the UK specific not-for-profit regulators can descend on dodgy charities and shut them down; in Australia, not so much. And it would be naïve to assume that there are no abuses out there.

For one thing, as the Tax Office notes, there's this:

A recent review of a charitable fund found that the trustee of the fund:

- *didn't make any distributions to charities for the period of the review*
- *made substantial loans to entities associated with the founder and the trustee, including borrowing funds which were on-loaned to these entities*
- *didn't call on substantial amounts of unpaid trust distributions from trusts associated with the founder and the trustee*
- *didn't seek interest on these unpaid distributions.*

The arrangement effectively provided a financial benefit to particular non-charitable entities associated with the founder and the trustee.

We decided that the fund had not been applied for the charitable purposes (for) it was established. We revoked the fund's endorsement to access income tax exemption for the period under review – this was three years starting from the date of the notice of revocation.

The trustee of the charitable fund had to lodge income tax returns and pay income tax for these years.

In 2009–10, the Tax Office's compliance work will focus on:

- deliberate misuse of tax concessions
- ensuring taxable non-profit organisations understand and meet their obligations
- closely-controlled organisations
- activities not consistent with any special exemption
- integrity of business systems, including record-keeping and dealing with unusual or complex transactions
- intentional or inadvertent complicity with tax avoidance arrangements of others; for example, trusts distributing large amounts of tax law income or capital to charities but paying only nominal amounts (non-profit entities, particularly charities, should take care that they are not named as a beneficiary of a trust as part of a tax avoidance arrangement and should consider repudiating their beneficiary status to protect the organisation's status and reputation.)



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8. Ideas you can Steal: Reward your Vollies

Heide is one of Melbourne's cultural treasures – a museum of modern art that comprises 16 acres of buildings, gardens and a sculpture park.

Art patrons John and Sunday Reed purchased the property in 1934, welcoming into their home an ever-widening circle of artists, writers, musicians, poets and garden enthusiasts.

Artists who visited Heide and were supported by the Reeds include Albert Tucker, Joy Hester, Sidney Nolan, Danila Vassilieff, Mirka Mora, Charles Blackman, Arthur Boyd and John Perceval.

These days, Heide remains a hub of modern art and has attracted a loyal band of members, sponsors and volunteers.

During Volunteers Week this year, the organisation joined with others involved in the Cultural Volunteer Coordinators Group – a group that focuses on the needs of volunteers working within cultural organisations – to devise a program of free events for volunteers.

Taking place in August, the program was designed to celebrate Volunteers Week and recognise the wonderful work of volunteers.

Events included:

- A trip to the Puffing Billy Railway;
- Tours of Abbotsford Convent, the State Library of Victoria, Como House, the Jewish Museum, the Royal Botanic Gardens, Museum Victoria and Heide;
- An opportunity to meet the artistic director of Craft Victoria and hear talks from people working in the Public Record Office of Victoria;
- Entry to cultural exhibitions, including those held at Heide, Museum Victoria and the Australian Centre for the Moving Image.

Points to Ponder:

- When was the last time you said thanks to your volunteers?
- What could your organisation do to provide recognition and reward for those who give up their time to help out?
- Which like-minded organisations could you join with to offer some reward experiences that your volunteers are likely to appreciate?



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9. Marketing Guru: Approaching businesses for donations

Q: Our medium-sized, little known, not-for-profit disability service is holding a fundraising lunch and we are having trouble generating donated goods for a silent auction.

We are a team of two people – one full time and one part time – trying to pull together the event for 100 guests.

We held our first such fundraiser last year and raised \$8000. For that lunch we had about 20 items donated, mostly from business associates.

We are finding this year more difficult, as many businesses are reluctant to donate in these concerning economic times. Any advice on who to approach for silent auction items and/or any tips on how to maximise our chances of success?

A: Australians approve of businesses that support good causes; that's just one reason why businesses need to show they care (the other reason, of course, is that they actually do care).

The trouble, of course, is that there's only so much they can give in any one year – and there are a whole lot of good causes that want their cut.

The key to getting your request heard above all the others clamoring for donations, freebies, sponsorship and in-kind support is to choose your targets carefully.

- Look for companies that have some kind of link with your aims, clients, region, name or supporters. If they have some sort of connection with your group they'll be much more likely to give.
- Ask your clients, members, staff and board members for suggestions of companies to approach. Ask if you can drop their name when you make your approach.
- Write them a letter before you drop by. It will give you a chance to provide some background and provide a conversation-starter when you go in person ("You will have received my letter ...").

- Make your approach a personal one. Never address your letter to “The Business Owner” or “The Manager”. Find out the right name to address your letter to (and make sure you spell it correctly).
- Don’t use a formula or a template letter – the worst thing you can do is send a letter that looks as if it’s being sent to everyone in the yellow pages. If the recipient believes that other people are getting the same letter, they’re likely to let those other people make the donation. Learn something about the business you’re approaching and include it in your letter.
- Marketing budgets are usually larger than sponsorship budgets so consider offering them something in return for their donation– a spot in your newsletter urging clients to visit their shop, for example.

The Marketing Guru is an initiative of the Marketing, Media and Post Centre, the online resource for community organisations provided by Our Community and Australia Post. Send your questions to guru@ourcommunity.com.au.

For sample letters for community groups seeking sponsorships and other fundraising requests, check out the Our Community-Australia Post book, *Effective Letters: 50 of the Best* – www.ourcommunity.com.au/books#letters

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10. New payment system saves credit card fees

Our Community has signed an agreement with POLi which will allow us greater flexibility in receiving payments online.



Donors visiting Our Community’s giving website GiveNow.com.au have always been able to make credit card donations. With the addition of POLi to the service, donors can now opt to make their donations direct from their cheque or savings accounts.

This means that 100% of the value of the donation will reach the community group as no credit card fees need to be deducted.

The POLi function is also available for payments made to Our Community for newsletter subscriptions, books, training and conferences.

The great news for Our Community members is that POLi is providing the service to us free. There are absolutely no transaction fees.

For community organisations with an appeal loaded at GiveNow.com.au, it means they can reach a broader market of donors – people who don’t have credit cards, or would prefer not to use their cards online, or who want to avoid the deduction of credit card fees from their donations.

CEO of Centricom Simon Warner says the service is being provided free for Our Community users as a way of ensuring the company gives back to the community.

“With the global credit crunch putting pressure on organisations such as Our Community, we are more than happy to play a part in giving back to the groups which they support,” he said.

The POLi service is currently available to customers who bank with ANZ, Commonwealth Bank, NAB, Westpac, Bank of Queensland, BankWest, St George and Suncorp.

Once you’ve downloaded the POLi software, you can also make direct debit payments to airlines including Virgin Blue, Air New Zealand and Jetstar and other merchants.

For more information about POLi visit www.getpoli.com.au

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11. Awards opportunities for community groups

Everyone working in the not-for-profit sector knows just how much community groups and the people who run them contribute to Australian society.

But community groups are not always well recognised in public awards.

Why not? Possibly because they don't throw their hats into the ring. Here are some opportunities to consider.

Australian of the Year, Order of Australia

The Federal Minister for the Status of Women, Tanya Plibersek, recently encouraged people to nominate women in particular for Australia's national awards.

In an open letter released on August 3, Ms Plibersek noted that although there are now more women living in Australia than men, only one in five Australian of the Year recipients have been women, and only one in three awarded the General Division of the Order of Australia are women.

Ms Plibersek said both people of high profile and quiet achievers could be recognised.

"Congratulating outstanding individuals through honours and awards is significant to the individual people selected, but there are significant community benefits as well," Ms Plibersek said.

"By celebrating the achievements of our neighbours, we also celebrate the community that raised, educated and supported them."

Nominations for an Order of Australia can be made at any time, and consideration can take between 18 months and two years. To make a nomination for an Order of Australia go to www.itsanhonour.gov.au, and note that the individual concerned should not be told that they are being nominated.

Nominations for Australian of the Year have just closed, but there's always next year.

Human Rights Medals and Awards

Another group of awards particularly relevant to community groups is the Australian Human Rights Commission's Human Rights Medals and Awards. Entries are open until Friday October 2.

There are nine human rights awards in total, two of which are particularly for community groups: the Community Award – Individual, and the Community Award – Organisation. Nominees must have "a proven track record in the promotion and advancement of human rights in the Australian Community."

For further information go to www.hreoc.gov.au/hr_awards/entries.html.

NSW Volunteer of the Year Award

Most community groups in New South Wales will be able to think of someone to nominate for the NSW Volunteer of the Year Award.

To nominate online or to download a nomination form, go to www.volunteering.com.au. Nominations must be made by September 30.

Sydney Leadership Program

Also for groups in New South Wales is the Sydney Leadership Program, a 10-month program “for senior decision makers who want to lead change in their own communities, organisations and spheres of influence.”

To find out more go to www.bensoc.org.au.

Music in Communities Awards

For community groups involved in music, the Music in Communities Network is taking applications for their Music in Communities Awards 2009 up until September 21.

The music awards are open to individuals, schools, local councils, community groups and music groups. According to the Music in Communities Network website, “the main test is how you convey to us the IMPACT of music making on participants and on community life.”

Go to www.musicincommunities.org.au for more information.

Yooralla Media Awards

And finally, you may like to nominate one of the journalists on your local paper for the Yooralla Media Awards.

These awards recognise “coverage that accurately, positively and sensitively portrays the achievements of people with a disability and the myriad issues they face”.

For more information on the Yooralla Media awards, go to www.yoorallamediaawards.com.au.

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12. Our Community Hero: Margaret Pilgrim

September’s Community Hero is Margaret Pilgrim, member of the Avoca Business and Tourism Association.

Margaret has been nominated by fellow association members Alana Burge and Johann Westin.

Alana Burge writes:

“Margaret is very passionate about our region and is striving to keep it moving forward. If she sees something lacking in the community or feels that a group needs support, she is always there to help out in any way that she can.

Margaret has been involved in many different community groups including the Natte Yallock Recreation Reserve Committee, the Natte Yallock Football/Netball Club, the Maryborough and District Health Services Advisory and the Avoca Festivals and Events Committee. She has also volunteered at the community Christmas Eve street party and Easter Egg-Stravaganza.

While on the Natte Yallock Recreation Reserve Committee, Margaret managed to source funding for new netball courts in 1997, new club rooms in 2000, rainwater tanks in 2007 and a new toilet block in 2008. When Margaret sets out to do something, she puts her heart and soul into it.

Margaret isn’t just a member on these committees; she is always an active participant and is responsible for many positive changes within our community.”



Margaret Pilgrim is pictured with president of the Avoca Business & Tourism Association, Lloyd Gollop

Johann Westin adds:

“Margaret always tackles any problems head on and will not rest until she has achieved what she has set out to do. Her main goal is to get the community to work together to move the township of Avoca forward. She has already put many steps in place to move the community closer to that goal including designing and updating the Avoca Community Website (www.avoca.vic.au).

Margaret has also lobbied to improve water supply, has received a \$4000 grant to introduce public place recycling at Avoca events, has set up the Avoca Business and Tourism Association as a bronze level ‘Waste Wise’ organisation and received an \$8000 grant to purchase event banners and tourism brochures for Avoca.

She is an inspiration to be around and I don’t know anyone more deserving than Margaret to receive this award.”

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13. Communities challenged to raise funds

The Victorian Government has challenged four community foundations to ramp up their fundraising efforts – and provided a good incentive for local community members to pitch in – with an offer of up to \$200,000 in matched government funding.

Communities in Ballarat, the Bass Coast, Colac, Darebin, Moreland and Yarra are all set to benefit from “challenge grants” from the State Government’s Community Foundations Initiative.

The foundations have each received an initial \$100,000 grant and are eligible for additional funding up to \$200,000 if they can raise \$100,000 from their local communities within 12 months.

The Inner North Community Foundation, which services the cities of Darebin, Moreland and Yarra, says the offer is a terrific initiative that the organisation is determined to make the most of.

They have called on supporters to share any ideas they have about mobilising the community behind the initiative.

The Inner North Community Foundation has an appeal listed with Our Community’s www.givenow.com.au website ([click here](#) to go directly to the appeal).

Bass Coast Community Foundation chair Alan Brown said his foundation looked forward to working with local people and businesses to build on the government’s contribution.

“The result will be a new grant program that will fund community projects in Bass Coast for generations to come,” he said.

The South-West Community Foundation – which also services Warrnambool, Moyne, Glenelg and the Southern Grampians – is using its funding to establish a sub-fund especially for Colac.

Challenge grants, which are common overseas, seem to be increasing in popularity in Australia.

The Foundation for Rural and Regional Renewal offers them, as does the Great Southern Development Commission and the Western Australian Community Foundation.

Building the Foundations

- **Inner North Community Foundation**
Supporting the Melbourne communities of Darebin, Moreland and Yarra
- **The Ballarat Foundation**
Supporting communities in Ballarat and across the Shires of Ararat, Pyrenees, Hepburn, Moorabool and part of the Golden Plains
- **Bass Coast Community Foundation**
Supporting communities across the Shire of Bass Coast
- **Southwest Community Foundation**
Supporting communities across the Shires of Colac Otway, Corangamite, Warrnambool, Moyne, Glenelg and Southern Grampians

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14. Training Tip: Diversifying your fundraising strategy

It isn't always easy to come up with new and better ways to raise funds for your community organisation or school.

As a result, many organisations find one good source of funding and come to rely on it to an inordinate degree or, in some cases, completely.

Our Community has spoken to many organisations in this position. Some have been receiving grants from one government department for years and have become utterly dependent on that source of funding.

The problem with this is that government policies can and do change. Without warning, an organisation relying on this source of funds can be left with no income.

Another example we hear of from time to time is where clubs or other organisations that collect membership fees experience a schism and suddenly find themselves short of members. While this may not be as extreme a situation as the one above, it is nonetheless confronting to find a formerly reliable portion of your revenue vanish. If this is the only source of income that the organisation has, it could mean the end.

Another common scenario is where a group has been holding a successful event for a number of years – a fête or a ball, for example. Suddenly, though, the weather turns nasty or another more alluring event gets scheduled for the same night and ticket sales plummet.

We often get calls from groups like these in a desperate and urgent search for funding. Our advice is the same, no matter the cause of the shortfall: It is absolutely essential that you diversify your organisation's fundraising activities in order to ensure its sustainability.

Our Community has extensive knowledge in helping groups build this sort of sustainability. Our training seminars, covering strategic fundraising and grant submission writing, will be offered throughout Australia over the coming months.

These courses have been designed and will be facilitated by individuals with extensive professional and voluntary experience in the areas of fundraising and grant submission writing.

Community Fundraising Seminars – only \$95

Gold Coast - 11 September
Melbourne - 9 October
Brisbane - 16 October
Launceston - 16 October
Darwin - 22 October
Perth - 29 October
Sydney - 20 November
Adelaide - 4 December

[Click here](#) for further information.



AICPG TRAINER PROFILE: Patrick Moriarty

In his position as Director of Training & Development at Our Community, Patrick has led the development of the organisation's training arm – the Australian Institute of Community Practice and Governance (AICPG).

The AICPG was established to help community groups gain practical knowledge, support and advice on matters that impact on their everyday operations, including board operations, funding, risk management, strategic planning and marketing.

Having delivered training throughout the country to numerous organisations and thousands of individuals, Patrick's reputation as a practical and passionate adviser is unparalleled. As a grant assessor and consultant, a junior sports' coach and a long-time community sector board member and volunteer, Patrick brings knowledge from both sides of the fence to his highly practical and engaging presentations.

Winning Grants Seminars - only \$95

Gold Coast - 11 September
Melbourne - 9 October
Brisbane - 16 October
Launceston - 16 October
Darwin - 22 October
Perth - 29 October
Sydney - 20 November
Adelaide - 4 December

[Click here](#) for further information.



15. Community Calendar: What's on in the community sector

Our Community's online [Community Calendar](#) features all of the nationally significant events focussed around a major community or advocacy/awareness issue in Australia. Some events taking place in September are:

- **Biodiversity Month:** September 1-30
- **Prostate Cancer Awareness Month:** September 1-30
- **Heart Foundation Doorknock Appeal:** September 1-30
- **Sustainable House Day:** September 13
- **Foster Care Week:** September 13-19
- **Herbal Medicine Week:** September 14-20
- **Dementia Awareness Week:** September 15-25
- **International Day of Democracy:** September 15
- **Australian Citizenship Day:** September 17
- **Clean up the World Weekend:** September 18-20

More events, plus the full listing for each event, can be found at www.ourcommunity.com.au/calendar.



FEATURED EVENT: Landcare Week September 7-13

Landcare Week celebrates Landcare groups and their projects.

This year the week marks the 20-year anniversary of Landcare Australia.

The theme is 'Join the Landcare Journey' and the aim is to celebrate the huge contribution Landcare volunteers have made to their local communities, as well as to encourage others to put up their hands and get involved.

For more information or to register an event, go to www.landcareweek.com

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16. Community Briefs: News from across the community sector

Giving newsletter coming soon to your inbox

Our Community Matters subscribers will soon be receiving a copy of Our Community's exciting new e-publication, **GiveNow News**.

We believe that most Australians want to do their bit to make a difference to the world. This free monthly newsletter is designed to help people find the ideas and tools they need to get started.

GiveNow News is short and snappy and colourful, but retains the tone and practicality we know you want from Our Community publications – we think you'll love it.

The launch of *GiveNow News* will coincide with the release of the new-look GiveNow.com.au giving website (formerly known as the Australian Giving Centre).

The new site, which is operated by the Our Community Foundation (it's our way of giving back) with the support of Westpac, will include drastically improved functionality but will remain free to use for both donors and organisations listing appeals. (Only credit card fees are deducted, if credit cards are used to make the transaction.)

There are currently more than 1400 separate appeals listed on the site.

Watch your inbox for your free copy of *GiveNow News* – coming soon!

List your trees, cards, gifts for Giving Week

This year, from November 30 to December 6, Our Community is once again running Australian Giving Week.

The goal of Giving Week is to get all Australians, individuals, business, local government and community groups to think about better, smarter ways to contribute to their community.

This year, with the launch of our new giving site, GiveNow.com.au, and Australia's first newsletter devoted to giving, *GiveNow News*, Australian Giving Week is going to be bigger and better than ever!

As part of this year's event, we will be publishing a database of gifts, Christmas cards, trees and even Christmas puddings that are being sold by community groups around Australia.

In particular, we would like to encourage Australians to think about giving "Good Gifts" this year – gifts that support the community rather than wasteful and unwanted presents. If your group has some good gift ideas, whether it be some funky merchandise from your organisation, adopting an animal, sponsoring a piece of rainforest or helping out a developing-country farmer by buying a goat, we'd love to include you in our Good Gifts list.

If you would like your group to be included in our listings, please send through your details and the details of what you will be selling/promoting to donations@ourcommunity.com.au.

Make sure you keep checking our website www.givingweek.com.au for details of how you and your group can get involved in this year's biggest giving event.

Selling Christmas cards this year? Beware of superglue ...

A UK group calling itself the 'Movement for the Containment of Xmas' has begun waging a war against charities putting out Christmas cards for sale too far in advance of the festive season.

Shops run by Oxfam, Mind and PDSA in Leeds have reportedly been threatened with vandalism if they put their cards out for sale before November 1.

Professional Fundraising reports that the group hand-delivered letters to the shops, saying: "This is a very polite but very serious reminder not to display Xmas cards until 1st Nov. We will put superglue into your locks if you do. Peace and goodwill."

And it seems they mean business, with the lock on Mind's charity shop already being glued up after it put out bargain Christmas cards left over from last year. Police are investigating.

Technology: mind the (knowledge) gap

Our Community is looking to upgrade the resources offered through the Technology Centre area of our website (www.ourcommunity.com.au/tech).

This is a particularly fast-moving area and we want to know what our members' current technology needs are.

Please take two minutes to fill in our survey – www.ourcommunity.com.au/techsurvey

Relive Communities in Control 2009

A one-hour television special featuring all the highlights from this year's Communities in Control Conference will screen on Melbourne's community TV station C31 tonight (Wednesday, 9 September).

The show, featuring host Stella Young, will go to air tomorrow at 7pm.

Find out how to tune in [here](#).

Connecting researchers with philanthropists

Australia's health and medical researchers will have a better chance of securing philanthropic funding with the release of a new information pack designed to help connect them with investors.

The Research Australia Philanthropy toolkit, *Giving to Health and Medical Research*, provides straightforward explanations and instructions for researchers seeking funding and philanthropic or corporate organisations interested in giving to them.

Research Australia Philanthropy's ultimate goal is for 80% of Australians to be regular donors to health and medical research and for that research to also benefit from 40% of bequests.

The information pack is separated into seven stand-alone sections:

- Why Give to Health and Medical Research?
- An Introduction to Philanthropic Giving to Health and Medical Research
- How to Seek Support from Philanthropists
- How You Can Support Health and Medical Research
- How Can Your Company Contribute to Health and Medical Research?
- How to Build Your Health and Medical Research Partnership
- Making the Most of Your Client/Advisor Relationship

There are concise explanations of types of scientific research and a timeline explaining the usual progress of laboratory-to-patient research. Quick-reference checklists summarise the lessons of each section.

Research Australia Philanthropy keeps a register of research, can help link researchers with philanthropists, and offers an advisory panel to review the merit of research projects.

For more information about their services and/or the toolkit go to www.researchaustraliaphilanthropy.org

Federal Opposition responds to Communities in Control statement

Our Community has received a response from Opposition Leader Malcolm Turnbull to the statement from Communities in Control conference delegates condemning the manner in which the Northern Territory Intervention has wrested control from Indigenous communities.

The statement was sent to Mr Turnbull along with Prime Minister Kevin Rudd, Social Inclusion Minister Julia Gillard, Indigenous Affairs Minister Jenny Macklin and Shadow Minister for Indigenous Affairs Tony Abbott.

In a letter to Our Community dated August 13, 2009, Mr Turnbull notes the views expressed but says he disagrees with the description of the process and its subsequent results.

"The Coalition feels that the decisive action taken by the former Government was a justified and appropriate response to protect Indigenous children from abuse," he says.

"Under this program, the Howard Government substantially increased funding, improved primary health care service delivery, introduced Shared Responsibility agreements and required Government agencies to be more accountable and provide more coordinated services to the communities they assisted.

"As a direct consequence of these policies, there is now less drug and alcohol abuse, less domestic violence and less gambling in the intervention townships – with more money being spent on the necessities of life."

The original statement and Mr Turnbull's response can be viewed at www.ourcommunity.com.au/cic2009statement

Legacy's legacy a barrier to giving

A UK charity has recruited a word expert in an attempt to find out why the word "legacy" and associated language seem to be barriers to giving.

Remember A Charity has recruited TV personality and word expert Susie Dent to work with the organisation to find alternative terms for the word "legacy".

Research commissioned by Remember A Charity in 2008 found that the word “legacy” was often misunderstood by the general public, was often seen as the province of the wealthy and was linked to negative themes like death, wills and even eccentricity.

Dent said finding the right word – or changing public views – was vital to encourage legacies.

“We know that the language involved in leaving a donation to charity is putting people off, and it may take just a simple step to put it right,” she said.

“‘Legacy’ is conjuring up all the wrong associations: if we can find the right words to show people how even the tiniest gift can make a difference, then the power of language can be put to hugely beneficial use.”

Bushfire appeal funds to flow freely

The Federal Government will change tax laws that have held up distribution of money donated to Victoria’s Bushfire Relief Fund.

Assistant Treasurer Nick Sherry says the changes will provide extra flexibility, allowing the awarding of one-off grants and discretionary payments to individuals and households hit by the fires. They will also allow the Fund to support a wider range of community benefit projects.

Without the changes community groups such as sporting clubs and community and arts events would have missed out as such groups are not considered by the Tax Office to be charities. Under usual circumstances, a Fund that offers tax-deductibility to donors (such as the Bushfire Fund) is only allowed to give to charities.

The changes will apply retrospectively from January 29.

Victorian Government to work with councils, community groups on climate change

The Victorian community has been asked to respond to a Climate Change Green Paper released by the State Government.

A four-month discussion period will inform the development of a White Paper, which Premier John Brumby says “will set out a comprehensive new climate change strategy for the state, including immediate action in a number of areas”.

The Green Paper says the government will work in partnership with councils and community groups to deliver programs that will help the community adjust to coming changes.

“Partnerships between the Victorian Government, local councils and community groups will also be essential in strengthening the resilience of communities in the face of climate change and encouraging local action to maintain community liveability as the impacts of climate change become more apparent,” the paper says.

It says successfully responding to climate change is a shared community responsibility involving individuals, households, businesses, industries, communities and governments.

[Click here](#) to view the Climate Change Green Paper. Also accessible through the website is a series of forums where experts offer their views on climate change via YouTube videos and members of the public can respond by posting comments.

Volunteering standards to be refined, citizenship fast-track scheme mooted

The first stage of Australia’s volunteering standards review has decided existing standards will be refined rather than rewritten.

Volunteering Australia’s review of National Standards for Involving Volunteers in Not for Profit Organisations involved consultation with a wide range of individuals and groups, as well as organisations that used the National Standards.

Responses were overwhelmingly in favour of making refinements to the standards rather than an extensive re-write.

Respondents were also in favour of having the standards accredited, a move that will be discussed further in the review's second stage.

- Meanwhile the UK's Home Office has asked not-for-profits for comment on a proposal that would see immigrants' applications for British citizenship fast-tracked if they did voluntary work. Organisations have until the end of October to make submissions on the proposal, which the Government hopes will encourage wider participation in voluntary work.

Online financial literacy training for not-for-profit leaders

Social Ventures Australia, in conjunction with partners Matrix on Board and GippsTAFE, have come up with an interactive online financial management training course, specifically designed for leaders of not-for-profit organisations.

The course is perfect for managers who are not trained in financial management and want to work at their own pace over a three-week period.

The interactivity of the course modules makes the content interesting and reinforces the learnings.

The three online tutorials that students do from their own desk ensure the training includes valuable classroom discussions. Students are highly supported in the training.

The introductory price for the course is \$250. [Click here](#) to find out more.

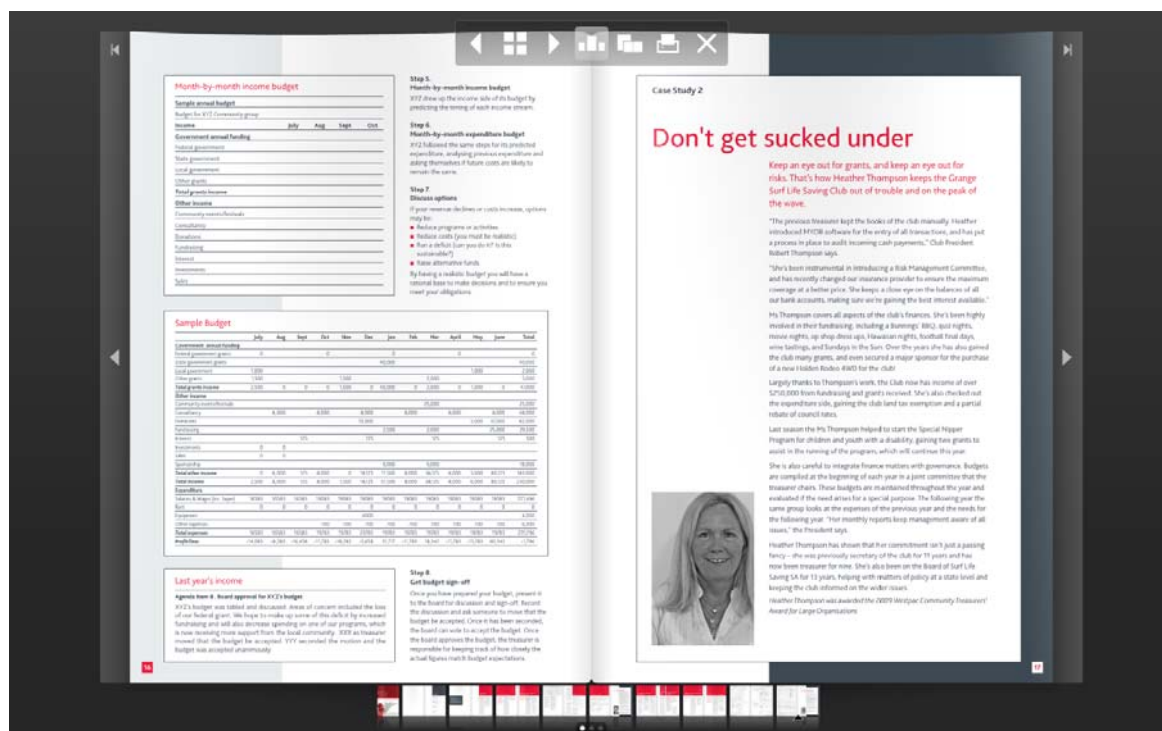
Treasurers' Guide available online and in hard copy

The recently revised Guide for Community Treasurers is now available to be viewed online.

The free Guide, which has been developed by Our Community and Westpac, has been loaded in the Community Financial Centre (a section of the Our Community website) using online publishing service Issuu.

The Guide can also be ordered for home delivery via a simple form.

To view the Guide or order your own hard copy, go to www.ourcommunity.com.au/treasurersguide



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Community Sector Jobs

Australian Capital Territory

Job Title	Organisation	
School Age Care Coordinators	Communities@Work	Details
Executive Officer	Mental Health Community Coalition of the ACT	Details
HACC Assessment Officers	McArthur Management Services	Details

New South Wales

Job Title	Organisation	
HACC Development Officer	Inner Sydney Regional Council for Social Development Inc.	Details
Community Worker	Asian Women at Work	Details
Warragamba/Silverdale Home and Community Care Coordinator	Nepean Food Services	Details
Welfare Worker/Residential Care Worker	Phoebe House	Details
Social Support Project Worker	Karabi Community & Development Services	Details
Manager	Recreation Rendezvous	Details
Manager - Community Disability Services	Northside Enterprise Inc	Details
Trainers Full and Part time - Community Disability Services	Northside Enterprise Inc	Details
Early Childhood Resource Officer	The Benevolent Society	Details
Community Capacity Building Officer (Social and Community)	Parramatta City	Details
Program Manager (BBV/STI Education Program)	Australasian Society for HIV Medicine (ASHM)	Details
Information and Liaison Officer	People with Disability	Details
Out Of School Hours Coordinator	Blackheath Area Neighbourhood Centre Inc. (BANC)	Details
Domestic Violence Coordinator	Central Tablelands Housing Association	Details
Manager	Blue Mountains Food Service	Details
Admin Assistant and Development Officers (3 positions)	Mid North Coast Regional Council for Social Development	Details
Case Worker, Zimmerman House (2 positions)	Catholic Diocese of Maitland-Newcastle	Details
Program Director	School for Social Entrepreneurs	Details
Casual Social Educators	Eloura - Blue Mountains Disability Services Ltd	Details
Case Worker	Barnardos Find-a-Family	Details
Community Programs Coordinator	KARI Aboriginal Resources Inc	Details
CALD Specialist Worker	Centacare Broken Bay	Details
Chaplain	St John of God Hospital	Details
Information and Liaison Officer	People with Disability Australia	Details
No Intererst Loan Community	LNCI	Details
Senior Counsellor	ACON	Details
Aboriginal HACC Access & Development Officer	Wesley Mission	Details
Senior Manager	CareWest Incorporated	Details

Northern Territory

Job Title	Organisation	
Coordinator Community Safety	MacDonnell Shire Council	Details
Aged Care Coordinator	Central Desert Shire Council	Details

Queensland

Job Title	Organisation	
Ronald McDonald Learning Program Area Coordinator	Ronald McDonald House	Details

Disability Employment Network - Client Support Consultants - Brisbane Northside	Catholic Archdiocese of Brisbane	Details
Respite for Older Parents Carers (ROPC) Coordinator	ALARA Association Inc	Details
Executive Officer, Access Arts Inc (Qld)	Access Arts Inc	Details
Coordinator	ItalianAustralianWelfare Association	Details
Therapeutic Worker	Churches of Christ Care	Details
Rural Youth Worker	Mt Isa PCYC	Details
Community Development Worker (part-time - 30 hrs p/w)	New Farm Neighbourhood Centre	Details
Service Manager	New Farm Neighbourhood Centre	Details
Health Promotion Officer	HEPATITIS COUNCIL OF QLD Inc	Details
Team Coordinator: Family Income Management	Cape York Partnerships For Welfare Reform	Details
Bus Escort	Autism Queensland	Details
CALD Co-ordinator	Carers Queensland	Details
Mental Health Support Workers	FSG Australia	Details

South Australia

Job Title	Organisation	
Executive Director	South Australian Council of Social Service	Details
Community Rehabilitation & Support Workers	NEAMI LIMITED	Details
Assistant Manager, Youth & Family Programs	Australian Red Cross	Details

Victoria

Job Title	Organisation	
Facilitator, Acquired Brain Injury Clubhouse (Compass)	Melbourne Citymission	Details
Training Officer/Health Counsellor	Connecting People	Details
Community Development Worker	Austin Health	Details
Coordinator/Driver	SecondBite	Details
Community Services Trainer	Brotherhood of St Laurence	Details
Coordinator Aged Care Packages	Manningham Centre	Details
Marketing and Communications Coordinator	Centre for Multicultural Youth	Details
Executive Officer	Disability Professionals Victoria	Details
Eating Disorders Senior Clinician	Victorian Centre of Excellence in Eating Disorders	Details
Recreation Coordinator (Program Worker)	Interchange Central Gippsland Inc	Details
Marketing & Communications Officer	Connecting People	Details
Executive Officer	Disability Justice Advocacy Inc	Details
Broadcast Manager	JOY Melbourne Incorporated	Details
General Manager	JOY Melbourne Incorporated	Details
Finance & Operations Manager	Bayley House	Details
Manager - Centre of Human Rights and Social Justice	Community Connections (Vic) Ltd	Details
Manager/Principal Lawyer	Mental Health Legal Centre Inc	Details
AOD Counsellor	Banyule Community Health	Details
Support Worker Vietnamese Community	North Richmond Community Health Ltd	Details
Environmental Health Officers	City of Stonnington	Details
Social Workers and Case Managers Required	Tradewind	Details
Contact Supervisor	HOME ACCESS NETWORK PTY LTD	Details
Coordinator Planned Activity Groups	Spectrum Migrant Resource Centre	Details
GP Liaison Officer - Mental Health	Knox Division of General Practice	Details
Community Renewal Project Officer	Hume City Council	Details
Disability Support Workers	Yooralla	Details
Community Support Program - Housing Worker	VACRO	Details
Principal Solicitor	Whittlesea Community	Details
Disability Flexible Care Coordinator	Interchange Outer East	Details
Regional Manager - Eastern Region	CAMS	Details
Media & Communications Support Officer	LHMU- Victorian Branch	Details
Community Development Worker	Kensington Neighbourhood House	Details
SSAY Coordinator	St Kilda Youth Service	Details

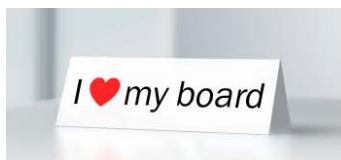
Rural Child Protection Worker	amicus recruit	Details
Coordinator - Integrated Chronic Disease Management (ICDM)	Inner East Primary Care Partnership	Details
Child Protection Practitioners	Family Life	Details
Bushfire Case Managers - Required Immediately	McArthur Management Services	Details
Health Promotion Practitioner - Youth	Peninsula Health	Details
Further Education Project Worker	North Melbourne Language and Learning Centre	Details
Flexible and Exciting Social Work Roles	Tradewind	Details
Psychologist/Probationary Psychologist or Professional Counsellor	existence therapies	Details
Finance Officer	Engineers Without Borders Australia	Details

Western Australia

Job Title	Organisation	
Community Facilitator	Create Foundation	Details
Coordinator - Community Living Program	HCSG	Details

Post Jobs at www.ourcommunity.com.au/goodmoves

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Community Sector Board Positions

The following is a list of the most recent Board/Committee vacancies listed at Our Community. To view other board or Committee vacancies or post your own vacancy (it's free!) go to www.ourcommunity.com.au/boardmatch

New South Wales

Position	Organisation	
General Board Member	Stars with Heart (Inc.)	Details

Victoria

Job Title	Organisation	
Secretary, General Board Member	Interchange Northern Region Inc	Details
General Board Member	Olympic Adult Education	Details
General Board Member	Little Big Shots International Film Festival for Kids	Details
General Board Member	Interplast Australia & New Zealand	Details
Chair, Secretary, General Board Member	Fernlea House INC	Details
General Board Member	Seeding Victoria Inc	Details
Secretary	Victorian Synchronised Swimming	Details
General Board Member	Whitehorse Community Health Service	Details
Treasurer	West Heidelberg Community Legal Service Inc.	Details
Treasurer	Brunswick Neighbourhood House	Details
Chair	Foundation Boroondara	Details

19. Fast Forward

If you found this newsletter helpful, please feel free to send it on to your friends and fellow community groups in your area. People can sign up to receive their own copy at www.ourcommunity.com.au/signup.

If you would like to reproduce anything in this newsletter in your own newsletters or websites, you are free to do so. Please just add a small credit line, "courtesy of www.ourcommunity.com.au" and a direct link to the www.ourcommunity.com.au site if on a webpage.

If you no longer wish to receive this newsletter, please email service@ourcommunity.com.au and put "Unsubscribe-OCM" in the subject line.

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20. About Our Community

Our Community is a world-leading social enterprise that provides advice and tools for Australia's 700,000 community groups and schools, and practical linkages between the community sector and the general public, business and government. Our major offerings include:

1. www.ourcommunity.com.au – Australia's most useful website and publishing house, encompassing the nation's largest and most diverse membership base and 12 Knowledge Centres – accelerating the impact of Australia's 700,000 community organisations
2. GivNow.com.au – Helping individuals and businesses give in every way
3. [Australian Institute for Community Practice and Governance](#) – practical and accessible certificated training delivered locally through our training Institute
4. [Institute for Best Practice in Grants Management](#) – the unique suite of grants management services for government
5. [Australian Institute for Corporate Responsibility](#) – cutting edge corporate responsibility resources for large, medium and small business and community organisations

Read more about us at www.ourcommunity.com.au/aboutus.

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BOARD BUILDER Conference 2009

PRACTICAL RENEWAL : POSITIVE RESULTS : *BETTER BOARD PERFORMANCE*

Friday 27 Nov 2009, 9.15am - 4.30pm

CALL: 03 9320 6800

OR BOOK ONLINE:

www.ourcommunity.com.au/boardbuilder2009