

philanthropy 14

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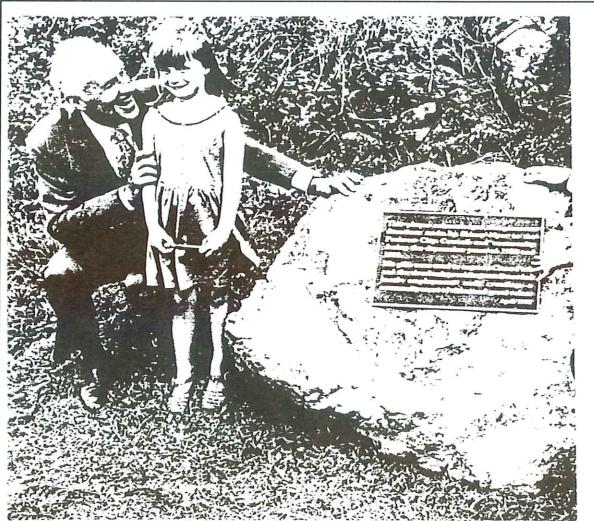
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Cover Note

This marvellous and historic scene will interest all those who travel to work along the Yarra Boulevard past Como Park.

In 1931/32, Sydney Myer gave over 10,000 pounds (about \$1 million in today's terms) to provide short term employment for 1400 men during the great depression.

The photograph was kindly made available by the Prahran Council.



Ken Myer with his granddaughter Lucy at the unveiling of a plaque to commemorate her great grandfather's gift to Melbourne and its unemployed in 1931.

Disclaimer

Opinions expressed in this magazine do not necessarily reflect those of the Australian Association of Philanthropy Inc.

Editorial

The passing of Ken Myer is a great loss to this country and to philanthropy in particular. He has been an inspiration and a rallying force through his involvement with both the Myer Foundation and the Sydney Myer Trust, but his active interest and support was far more extensive.

At our only meeting recently, I was taken aback by the depth of his interest and the detailed knowledge of the articles he had read in this journal. It left me feeling valued in the role the journal might develop in extending the thinking and appreciation of philanthropy, and challenged to ensure that it lived up to that promise to the full. I now know from numerous conversations that this man had the capacity to inspire, uplift and challenge those around him to the full. Perhaps the true mark of philanthropy is the ability to use the resources at one's disposal to make a difference.

This edition of the Journal is organised around the issue of unemployment. It was at the launch of the Myer Foundation's project for the unemployed in Gippsland at which I meant Mr. Myer. It was fascinating to hear his account of how this project for the unemployed in 1992 followed upon the efforts of his father in the Great Depression that led to the development of Como Park. There could be no clearer demonstration of the best aspects of inter-generational philanthropy.

We are fortunate to share some of the insights developed by Steve Mathews following his recent tour through Germany in its current crisis of employment. Steven's form of philanthropy may be different but it would not be surprising to learn there is another generational link, this time to his mother, Rivkah Mathews from the Mullum Trust.

Western Australian is not well endowed with private trusts and foundations, but it is well endowed through the Lotteries Commission and its activities through the voluntary sector in



Western Australia, particularly for youth unemployment is reported in this issue.

The Association has had a full year. Over three hundred people have participated in the workshops aimed to assist grantseekers in approaching Trusts and foundations,

including our first workshop in Adelaide which has preceded the formation of a local chapter and introduced four potential members.

In November the Association has been invited to assist in a visit from major Japanese corporations interested in studying corporate philanthropy in Australia. In October, we are convening a major dinner for Trustees to consider financial matters which are specific to tax exempt agencies.

During September, we have been fortunate to enjoy a visit from Jane Tewson from Charity Projects in the U.K. We hope that there will be a great deal to report from the outcomes of this visit in issues to come.

We live in challenging times. Unemployment is one of the most personal challenges of those times. More often than not it is difficult to find forums in which the philosophical and broad brush issues which are of major concern to forming the shape and direction of Australian society. As recently reported from one of the many business breakfast talk fests, it is time for our political masters to determine whether rational economics exists to serve that society, or whether we are proceeding on the precipitous assumption that the society simply exists to serve the economy.

Max Dumais

THE AMP FOUNDATION

On 30th July this year, the AMP Society launched the AMP Foundation further increasing its long history of direct association with community support.

The Chairman of the Foundation, Mr John Utz, who is a member of AMP's Principal Board, said that the AMP Society has always been conscious of its corporate responsibilities and has assisted many worthy community and general interest projects around the country. In fact, he said, AMP's first agent, Benjamin Short, formed the Sydney City Mission in 1862 and, since that time, AMP has continued the tradition of being active in community assistance.

In recent times, however, Mr Utz said, AMP had decided that a more targeted support program to specifically identified areas was needed to provide more effective and constructive support.

This led to the creation of The AMP Foundation.

The Foundation will focus its support within the following areas of activity:

- **Health and Health Services** — concentrating on the provision of medical supplies, medical equipment and services to metropolitan, regional and country areas of Australia
- **Community Welfare** — providing direct assistance to the disadvantaged and the underprivileged through recognised institutions. This will encompass the assistance of institutions supporting people who are mentally and/or physically disabled
- **The Next Generation — Health** — programs ranging from the purchase of medical equipment for children's hospitals to the sponsoring of mobile clinics for schools
- **The Next Generation — Specialised Education** — programs which concentrate on children and teenager's special problems. This could include detoxification units, foster support schemes, counselling services.



Mr John Utz, Chairman AMP Foundation

The Foundation will not be providing support for sporting, political and cultural events; seminar or conference costs; promotional or general administrative costs; projects outside Australia, or medical research projects. The AMP already provides support in this area through the well-established AMP Medical Research Fund.

The Foundation's decisions will be made by an honorary Council comprising Sir Nicholas Shehadie (former Lord Mayor of Sydney and Chairman of SBS), Mr John B. Fairfax (Chairman of Marinya Media Pty Ltd), Mr David Furness, AMP's Chief General Manager, Sales and Marketing, Personal Insurance, and Ms Susan O'Neill, AMP's Group Human Resources Manager. The Council will meet regularly to consider eligible applications and approve funding.

A booklet is available about the Foundation, detailing the areas it is looking to support and how to apply for grants.

This can be obtained from AMP by telephoning (02) 257 5595 or 008 021139 or by contacting the AMP Public Relations Office in your state or your local AMP Agent.

All submissions should be directed to Mrs Susan Hamilton, AMP Foundation Executive Officer, Level 24, AMP Building, 33 Alfred Street, Sydney, 2000.

Netzwerk:

Berlin's alternative foundation

Steve Mathews was in Berlin recently.

He spoke with Arthur Grossman, administrator with Netzwerk, an independent community foundation.

Australia's community sector is not alone in the difficulties it faces. Factors such as the global recession and the tendency of governments to withdraw from social programs, are placing stresses on community organisations in other countries too. The responses of these groups to such hardships are always worth looking at, to see what we can learn about our own situation.

Germany is generally regarded as a highly centralised, authoritarian state. However, it also has a long history of cooperative community-based organisation. Despite suppression of the movement under Nazism, many community initiatives sprang up again in the 70's, especially in places such as Berlin. Today, the country is experiencing difficulties on several fronts: unemployment is high, public money is scarce due to the high cost of building infrastructure in the east, and discontent is increasingly manifested in right wing extremism and racist attacks. For organisations such as Netzwerk, a community foundation based in Berlin, these are again hard times.

Netzwerk

Established in 1978, Netzwerk today has around 1500 members, who make regular financial contributions. With this donor base, and loan repayments received from beneficiaries, the foundation has nearly half a million dollars to distribute annually. The organisation is self-consciously political, supporting commercial initiatives based on principles of self-management and cooperation, as well as a range of groups such as those fighting racism, or active in third world development issues. Because of the political nature of its work, Netzwerk feels it is necessary to maintain complete independence from state funding.

Netzwerk's political approach can be seen by looking at the types of projects it supports. In 1989, for instance, over 10% of funded projects were specifically antifascist in nature, and a further 10% of grants were to antimilitary or anarchist groups, or in favour of direct political action such as demonstrations. A large number of remaining beneficiaries represented the interests of women, immigrants, environmentalists, and sexual minorities.

Netzwerk is also committed to change through fostering an alternative economy. Arthur Grossman, an administrator with the foundation, explains: *'We have continued to finance the small artisan cooperatives — especially those that create jobs, and offer ecologically sound goods and services. Commercially oriented cooperative projects which also work towards political ends are of most interest to us. So we have also funded newspapers and alternative publishers, who support the alternative scene here in Berlin, at the same time as providing jobs within a cooperative structure.'*

Many people familiar with community-based organisations in Australia will perhaps be asking just how viable these initiatives have been. Arthur Grossman explains that the art of balancing self-management ideals with market realities has indeed proved difficult: *'In many cases, it has not been possible to fulfil the goal of self-management, of sharing responsibility between all workers in the same way. In a number of cases it's happened that the 'responsibles', or the ones who put the money up for the enterprise, have undergone a transformation into 'responsible capital owners'....We've also seen situations where collective principles were abandoned, and centralised management models with a 'boss' were introduced, where self-management wasn't working well. It remains a real art to be both successful in the marketplace, and to continue with the social experiment in self-management.'*



Benefits accrue, however, even when commercial initiatives stray from the cooperative path — benefits such as employment, the production of socially useful, ecologically 'soft' goods and services, and the knowledge and experience gained by the movement in the process.

The foundation also assists groups by offering advice on setting up, finding an appropriate organisational and administrative structure, and gives help with financial matters. Where Netzwerk is unable to help, it refers groups on to the many professional advisers and services that have sprung up to assist Berlin's active community sector. These include the Oekobank, an ethical investment fund supporting environmentally and socially approved projects.

Hard times

The reduction in public money to fund services, rising unemployment, and the unification of east and west Germany have created a range of problems for Netzwerk. Many of these have Australian parallels.

First and foremost is the reduction in public funding for services. Financing the massive infrastructure projects necessary to modernise the east is soaking up huge amounts of funds otherwise earmarked for social programs. And with unemployment reaching 50% in some east German regions, much public money has been diverted to provide for basic subsistence needs

such as food, clothing and housing. Services facing funding cuts are turning to organisations such as Netzwerk for help.

Netzwerk is finding that it's not just established services that require assistance. Hard times have encouraged some people to search for simple explanations and foolish solutions — 'the foreigners are to blame, we need a strong leader', for example. Many new initiatives have formed, to combat this growing threat of racism and right wing extremism. Many of these end up seeking Netzwerk's help.

The problem of course is that Netzwerk itself is suffering from the cuts. Membership and contributions are down, as people everywhere find themselves in straightened circumstances. Higher taxes, rising costs, and the threat of unemployment all mean there is less to give — just when donations are needed most.

Economic uncertainty has also led many workers in community initiatives — full-time and part-time — to pursue more secure, mainstream careers. Coupled with the stricter controls on part-time work, this has caused a staffing crisis in the community sector. The loss of experienced staff seriously erodes the ability of organisations to deal with the rising tide of need.

Netzwerk has responded in the only way it can — by offering less financial assistance and more advice. It is finding that its role as facilitator, adviser and referral agent connecting one organisation with another, is playing an increasingly important part. This is especially so in the east, where community management skills are lacking. Arthur Grossman remarks: *'We have many projects in the eastern side to fund. They rely on our network for the exchange of information and addresses — we connect them with partner projects in the west, with whom they can share experience and perhaps take some advice. This gives us a very important role in helping alternative projects to grow, in East Berlin.'*

With growing problems and shrinking resources, it is easy for organisations and their workers to become disheartened. Netzwerk's role in building mutual support and encouragement among its projects has taken on a new significance. Arthur Grossman: *The value of Netzwerk lies not only in its funding activity, but also in its role as a public forum, where projects present themselves to their constituency and where they receive encouragement and recognition. This can be especially important for small projects which have been working away in isolation. But the benefits extend beyond this. The feeling of common purpose and the mutual support that is generated strengthens the movement as a whole.'*

In times of strain it is tempting for successful groups to assert themselves, at the expense of the independence and integrity of both clients and less robust organisations. This can undermine the principle of cooperation on which the movement is based. On viewing the level of need in the east, Netzwerk's first response was to get in there and do something. Arthur Grossman explains: 'We considered it, but decided not to intervene. We felt it was necessary that east German society should be given the opportunity to develop its own structures, independently. And they are in fact doing so: an analogue organisation to Netzwerk has developed independently in East Berlin. They have their own shape and profile, and that's important. We hope that these kinds of Netzwerks form all over East Germany as well, to be our future partners.'

On the financial side, Netzwerk is looking at a range of options to improve its situation. Firstly, there is the formation of cooperative partnerships with other organisations in the community finance field. For example, Netzwerk has helped set up a credit guarantee scheme cofunded by Stattwerke (an offshoot of Netzwerk), the Protestant church and the city of Berlin. Netzwerk also has developed a close working relationship with the Frankfurt-based Oekobank, which acts as an investment broker for ecologically and socially

approved initiatives. Netzwerk acts as a Berlin referral agent.

Secondly, it may be possible to increase financial contributions or obtain funds for loans or other support from past beneficiaries — calling up the favours owed, so to speak. The Munich Netzwerk, for instance, has used this approach successfully, to address its financial crisis. The approach could well be used in other situations.

The future

There is no doubt that times are tough — in Australia as much as anywhere else. But this by no means the end of community initiatives such as Netzwerk. By developing cooperative relationships with other organisations, based on mutual recognition and respect, many difficulties can be overcome. And it's especially important that organisations learn to adapt, most of all. We're in it for the long haul, as Arthur Grossman points out, and the lessons we learn can only benefit those who come after: *'It's very important that existing projects prove that they can survive, and that they can learn, and adapt, most of all. Whoever follows only abstract goals without developing, adapting and learning, cannot survive. Learning and adaptation are intrinsic to life. If we can weather these hard times, our projects will show that alternatives can work. It will encourage later followers. Who knows? We may yet see a new boom in project establishment in ten years time.'*



LIFE INSURANCE

– AN ALTERNATIVE WAY TO GIVE

The following article was submitted by Barry Revill, of Barry Revill & Associates, Life Assurance Consultant, as a contribution to the ongoing issue of philanthropy and the mechanisms that exist through which to give.

The use of life insurance as a medium for raising funds for Charities is now well documented by the Fundraising community.

There is nothing very new to be said, apart from making the observation that a lot of people seem to spend a lot of time making a simple subject complicated.

There are two points I would like to make, based upon nearly thirty years experience in the life insurance business.

There are many people who believe that the use of a life insurance policy as a means of raising funds for a Charity, is, by its very nature, a long term, arrangement. In other words, the policy is taken out today, and the Charity gets the money when the insured dies in thirty years.

In each case, none of the policies had been in force more than ten years, and on three occasions the policies had been in force less than five years. None of the clients were over fifty years of age.

On one occasion, the policy had been in force for only nine months. The total premiums received by the Life Office was \$52.74 and the amount paid under the policy was \$100,424.78. The life insured was 36 years of age.

One could present quite a reasonable argument for not owning any life insurance at all, if there was absolute certainty we would all live a long time.

A Charity with a large donor base, which, at the same time, has say, \$1,000,000 of life insurance sums insured has gone a long way towards financial stability.

The second point I wish to make concerns a matter which is rarely touched upon. I refer to the donors themselves.

There are many people in our community who give large sums to Charity. There are many others who give little, because they only have little to give. They would love to be able to give \$20,000 or \$50,000 to their favourite Charity but they do not, not ever will have the capital.

If they did have \$50,000 to give, it also becomes a question of using present day capital, which, in such an amount, they may never see again. By the use of life insurance, present day funds are not touched and the only obligation is the premium, which need not be high and which is fully tax deductible.

Many of us would like to be in the position whereby we could pay cash for a home. Most of us are not, so we pay our home off through the bank, via a mortgage.

Giving to Charity through life insurance is much the same, by the payment of a premium, a large sum is created with the Charity being the immediate beneficiary, either when the death of the insured occurs, or at the maturity date of the policy. Maybe the time has come to look at fundraising from the point of view of not just the people who have the money to give, but the many hundreds of people who want to give, but do not have the cash.

Editor's Comment:

Over the next decade it is estimated that a trillion dollars will change hands in a major transfer of wealth. The reason is simple. The parents of the 'baby boom' generation are reaching the end of their lives and unprecedented amounts of property and assets will be transferred.

Many of those seeking funds are beginning to become interested in 'Deferred Philanthropy' in the form of bequests. This article highlights another form of deferred giving. Any further contributions on the ways in which Philanthropy might express itself, now and in the future, will be welcomed for future editions.

Jane Tewson in Australia

The Association was pleased to host a luncheon with the Women in Philanthropy group in September to welcome Jane Tewson, the founder of Charity Projects in the U.K, to Australia.

At the luncheon and a workshop on innovative fund-raising the following day, people were impressed with the freshness of her vision and commitment to the many social justice causes which she has embraced. Over the period, they have raised over 70 million pounds (at last count Aus\$175 million and rising!)

Charity Projects has developed a number of working principles. It seeks corporate sponsorship to underwrite its administration costs and it seeks voluntary and professional help free to make the products it sells on for the funds to meet its charitable agenda.

As a rule of thumb, 25% is devoted to emergency or crisis issues and 75% is devoted to developmental programs — the fishing rod, rather than the fish syndrome.

Jane's target is not the corporate philanthropy dollar. She sees this as better targeted by charities big enough and strong enough to make their own way. Charity Projects, which likes to be thought of as the 'Charities' Charity' concentrates its effort on the smaller, less likely to be funded agencies so that they can concentrate more on what they do best.



Jane Tewson

Her target is the marketing budget of the corporation and her aim is to 'liberate' new sources of money for charitable purposes — a task she does remarkably well.

Perhaps what comes across most clearly from Jane is the clarity of vision and the steadfast ways in which she is prepared to stick to the principles which underline her approach. Her 'business' — and it is a 30 million pound a year business is driven by values.

According to Jane, the great seduction of Comic Relief, which the trading arm of the organisation which raises the money with the help of a lot of 'professionally funny friends', is the irresistible power of a good idea.

When Comic Relief were keen to get Sir John Gielgud and Elton John to participate, they developed their approach to each on the knowledge that both had a genuine professional respect for the other. When confronted with the prospect of them both appearing on the same stage — an impossible feat for any other producer than Comic Relief, it was too strong an idea for either to resist.

In a meeting with company representatives during her stay, she outlined how Charity Projects was able to get new forms of giving within the finance community up, and literally, running.

Faced with the needs of young homeless on the streets, Jane contacted the editor of the Financial Times and asked him to suggest solutions. Impressed that he was approached, apparently for the first time, to give his skills and contacts to a cause, he called together the top people in the City to take up the challenge. The outcome of this meeting led to the formation of the "Great Investment Race" which raised 809,000 pounds for Charity Projects in one year.

According to Jane, people are waiting to be asked. There are more people prepared to do just that from the inspiration of her visit. Let's hope her faith in charity does not only apply in the United Kingdom.

Myer support job creation projects – 60 years on

On April 23, Kenneth Myer, as Chairman of the Sidney Myer Fund, announced the two winners of the Sidney Myer Job Scheme grants to the City of Berwick for its project on a recycling system in plant and animal farming, and the East Gippsland Municipalities Human Services Committee for its tourist bicycle route.

"The Board of the Myer Fund has chosen these two projects because they fulfilled all the criteria — they are innovative and have strong community and business support. Furthermore they will offer the sort of training and work experience that will really be beneficial, and they can be up and going within weeks." Mr. Myer said.

In acknowledging the contribution by the Sidney Myer Fund, the metropolitan vice President, Cr. Leonie Burke, said that, although there could only be two winners from nearly 60 applicants, the thought and initiatives were not to be lost. "We'll be sending these well researched and presented ideas

for on-the-job training and work experience to both State and Federal Labour and Industry and Employment departments. All of them are worthwhile, and all are ready to go immediately." she said.

This last point gained further significance as part of the outcome of the National Youth Summit. It was the Sidney Myer experience that Local Government representatives could point to in support of their case that Local Government was in the position to respond with real jobs, far from the painting of white rocks in fields, and in short time.

The other important point that Kenneth Myer during the launch referred to the work of his father, Sidney Myer and the development of Como Park during the 1930s, which is featured on the front cover. He was pleased to note the fact that the good intentions of his father were able to live on through the Fund in this intergenerational context, although sad to see that the same need was recurring sixty years on.



It was in the doom and gloom of the early 1930s that the City of Prahran received two gifts of 5000 pounds each for unemployment relief work which resulted in the establishment of Como Park and the construction of the Yarra Boulevard.

In an interesting aside, Kenneth Myer suggested that the amount of 10,000 pounds was close to a present day gift of \$1 million. The two projects in 1931 and 1932 gave employment to 1,400 men on a short-term basis.

The Howitt Bicycle Trail, is an innovative project which provides a well-marked bicycle tourist route along some of the most beautiful regions of Victoria.

The aim was to produce a specifically designed tourist map for bike riders which would outline the route as well as natural attractions of the region.

Through the gift of \$100,000 from Myer, 15 people would be provided with six months employment and training in skills including sign-writing, carpentry, metal work, journalism, tourism and general maintenance. The project was a joint initiative of eight East Gippsland councils, together with business and broader community sectors.

In Berwick, the second gift of \$100,000 provided jobs for an instructor/project manager and seven trainees in the recycling of pig manure.



Based at the Myuna Community Farm in Doveton, the project will produce methane gas from the pigs to provide energy for a hothouse. The slurry from the methane production will, in turn, feed a mini swamp/wetlands area stocked with carp, ducks and other domestic water fowl.

The carp and some of the hothouse products are scheduled to be used to feed the pigs, thus completing and restarting the cycle.

With its origins in China, where it is commonly used for subsistence farming, the project will offer training in animal husbandry, propagation, marketing, horticulture, aquaculture, brick-laying, plumbing, landscaping and carpentry.

The idea is to construct a self-perpetuating mini-ecosystem which, in addition to providing extra jobs, will help to promote a positive environmental message through the local schools and community. It is also envisaged that at least one, and possibly two, more permanent jobs will be created upon its completion.

Senior Youth Worker with the City of Berwick, Dave Glazebrook, says the scheme will provide the trainees with the experience and knowledge to gain employment in a variety of industries.

For some it may provide the opportunity to set up their own businesses, or become self-employed in areas such as basic garden and home repairs and maintenance.

In a time of deep unemployment and in a particular time of little hope for so many young and middle-aged people, the initiative from Myer seems both so large yet so small. It is gratifying to note the success of the local government representation at the recent Youth Summit has led to over 300 million being channelled through Local councils to pursue just such initiatives as have been generated through a 'pump-priming' exercise such as Myer's projects in Berwick and Gippsland.

The Helen M. Schutt Workshop – Open Family Farm

"This workshop has really added a whole new dimension to the scope of our activities at the farm, and it's been a huge boost to us in making the farm a varied and attractive facility."

Commodore Jim Dickson, Melbourne Director, Open Family Foundation

At the Open Family Foundation's farm in Elaine, between Geelong and Ballarat, there is a new and exciting project taking place.

With the help of a \$28,000 grant from the Helen M Schutt Trust on 25th March this year, the Foundation has been able to establish a workshop at the farm, which is allowing homeless and unemployed youths a chance — a chance at life.

The farm was purchased by the Open Family Foundation in 1986, and in late 1990, David and Judith Hoare were employed as House Parents and moved in with their two young children.

The Hoares were from the Ballarat area, and were interested in working with youth, farming and contributing to the community.

Commodore Jim Dickson, who had 40 years in the Australian Navy before turning his attention to the homeless, said the Hoares have been instrumental in seeing the farm "developed in a way that is most productive, but also seeing it progressively better used to place some of the youths we get from the streets, through what we call a Community Integration Program".

"This is an eight-week program designed to give a combination of personal development, social integration, a little bit of work skill and some basic agricultural training," he says. "It is a combination of activities that is quite unlike anything most of these kids have experienced before."

Kids are taken out of the urban jungles in which they live, go to the farm at their own request, and the exposure to nature "has a wonderfully beneficial effect".

Despite the success of the existing program, the farm's capabilities have not yet been fully exploited.

"It's a 132 acres of mixed land that is probably better suited for grazing cattle," Jim Dickson says.

"But we believe that, with careful planning and a lot of hard work, we can provide a variety of activities. We have started an orchard, and a vegetable garden and planning is proceeding for a herb garden and maybe a hot-house.

We're going to plant some crop, some lucerne, perhaps run a few head of cattle, so that there are a variety of activities for the youths to do outside."

The program currently takes four youths at a time, as they each "require very personalised attention", but the Foundation is negotiating a program which will take up to 10 young people at a time.

While the many outdoor activities kept the young people occupied during fine weather, the one drawback of the program was keeping them busy during inclement weather, and that's one reason for the workshop.

"We saw that the workshop would have a dual purpose. We could use it to build up the farm and secondly, we could use it for skill training because David Hoare is a carpenter by trade," the Open Family Director says.

Earlier this year, Open Family approached the Helen M. Schutt Trust, putting forward a proposal for a grant to sufficiently fund the workshop.

The Trustees agreed, and a cheque for \$28,000 put the workshop's wheels in motion.

"That money was for the construction and the basic fit-out of the workshop with the essential heavy tools.

We are using money very judiciously to make sure that we get maximum benefit from it. Now, three months later, we've got the workshop, the tools

installed and we are gathering, as we can, hand tools to equip the work benches."

Adjustments are being made so that the farm can use the workshop as part of the program when the next intake comes in.

"With the program we are drawing up at the moment to put in an increased number of long-term unemployed youths from the Ballarat area, the workshop will play an increasingly important part in our activities at the farm," Jim Dickson says.

"We have plans for not just carpentry training, but also some basic electrical training and we have an instructor who has volunteered his services for that."

The long-term goal is for the workshop to enable the Foundation to not only teach the young people some basic skills in handling tools, but also to start producing things like wooden toys that can generate an income.

"What we hope to encourage is the idea of being personally productive, and for the young people to feel that they can contribute to the running costs of the whole operation."

Already the young people collect and bag wood for the farm for sale.

The young people in this program have assisted in gating and fencing the property, as well as planting over 2000 trees, including 80 fruit trees. The program runs for eight weeks and those involved have generally found it a rewarding experience. Others to become involved, include some sailors from the HMAS Melbourne, who have adopted the Open Farm Foundation as their personal form of giving.

There is often a lot of apprehension on the part of young people considering the program. It is such a radical change of environment from the street-life they have become used to.

No-one is forced to go through the program and it would be totally counterproductive if the young people involved did not, personally, share the objectives of the exercise. Some have to be introduced to these goals slowly and carefully over two or three visits.

Newcomers to the program range from 15-18 years and are located through the Open Family's bus or street work programs and some are referred from other agencies. Staff build up a rapport and assess the young people's needs, aspirations and potential.

At the moment the Hoares live in the farm house and, less than 100 metres away is the farm cottage for the young people. Apex, Ballarat, is building the new accommodation known as the 'Barn', which will accommodate up to 20.

The secret of the farm experience is to break the street culture with which the young people have become accustomed. There is a gradual weaning away from the undisciplined, unstructured and free existence towards some routine and the realities of disciplined living.

Jim Dickson's involvement stems from the belief that, given the opportunity and encouragement, many young people can turn their lives around. "We saw many young people who had a rotten start in life join the Navy, take advantage of the opportunities offered them and go on to become "beaut, contributing and successful Australians."

ACTU-LEND LEASE FOUNDATION

Matthew Atkins, an 18 year old carpentry and joinery apprentice from Liverpool in New South Wales was recently named "Apprentice of the Year" from within a field of 267 of his peers.

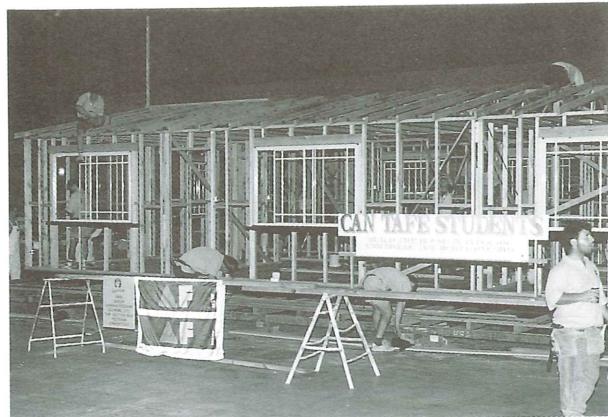
It is not surprising that Matthew displays such ability. His father and his father's father before him were also builders, and it is clear that the trade has been bred in his bones.

Aside from his obvious ability and application, Matthew is also very fortunate. For three months his future as an apprentice was in jeopardy. His employer failed, like so many in the current downturn in the building industry and he became unemployed.

Without the necessary contract with a qualified builder, which marks the craftsman nature of training in the building trade in Australia, Matthew could not complete his training and certification.

Fortunately, Matthew lives in Liverpool, a suburb in the South-West of Sydney. This local Council has had the foresight to take an initiative for its young employed by releasing 26 blocks of land for housing development using unemployed apprentices from the area.

The Liverpool Project, as it has come to be known, is only one example of the type of project which the ACTU-Lend Lease Foundation has spawned over the past ten years of its existence.



ACTU-Lend Lease is an exciting joint venture between a major corporation and the peak organisation of Australian trade unions (ACTU). In some ways it is unique, but in many others it has provided a wealth of practice wisdom which may be replicated again and again through corporate giving strategies both in Australia and elsewhere.

Established in 1981, the Foundation's main mission statement adopts a simple charter — to help people acquire skills for work.

The ACTU-Lend Lease Foundation is a very productive "partnership" between Australia's peak trade union body and a major corporation.

Lend Lease is described by its Executive Chairman, Stuart Horner, as an organisation which is "the best employer and the lowest cost producer". In the last financial year it had assets of \$16,393 million under management, with an operating revenue of \$1,254 million and operating profit after tax of \$195 million, employing 6,662 employees and agents.

During the current recession within Australia and the downturn in property and building markets, this is a more than credible performance from a major Australian company which operates in financial services and property.

In financial services, its finance arm, MLC Life is the third largest life company in Australia and was established in 1886. In property, its operating arm, Civil & Civic, was established in 1951 and was awarded the inaugural Excellence in Project Management Award sponsored by the Australian Institute of Engineers during 1991.

Lend Lease has funded the Foundation to \$4 million since its inception. At the ACTU Congress in September 1991 the company pledged a further \$2 million over the next four years.

The context in which the ACTU-Lend Lease Foundation has developed its initiatives includes high levels of unemployment, 51% of school



"The House that Youth Built". Over 100 apprentices in rotating shifts built this house at the Sydney Home Show. Auctioned, it raised \$50,000 for charity.

leavers not proceeding to further education or training and major changes projected within the labour market.

The services sector, including retail, hospitality, finance and community/recreation, currently employ 60% of 15-19 year-olds. It is predicted that 82% of all new jobs from now until the year 2001 will be in this sector. At the same time, in the retail industry alone 80% of all sales workers are expected to have no accredited technical qualification.

In the building industry, which is expected to produce continued growth, there will still be a projected shortage of bricklayers, carpenters, joiners and plasterers. In years gone by, this simply means reverting the introduction of new migration programs to take up the shortfall.

This situation will be exacerbated by significant reductions in apprenticeship numbers and a poor take-up rate of traineeships, due to current requirements in Australia which link training directly with employment.

During the downturns in the building industry fewer and fewer employers are in the position to enter into training contracts with new apprentices. As the recession withdraws and building projects

come back on stream there is a consequent lack of trained builders. The group training companies break this cycle by taking up the contractual obligation for apprenticeships.

These apprentices/trainees are then leased to small or specialised companies ('host' trainers), where they receive practical on-the-job training, in addition to attending relevant trade courses at an approved college or other training provider.

So far, the Foundation has promoted the group training concept throughout Australia and over 110 group training companies have been established. These companies have employed over 14,000 apprentices and 1,000 trainees. The current plan provides for 24,000 training places by the year 2000.

11,500 employers, mostly from the small business sector, currently take part in group training programs as 'host trainers' and over 20,000 in all have been part of the program from its inception.

The second major area of the Foundation's involvement is through its Skills Development Centres.

In the case of the retail sector, the axiom underlying the development of this project has been, "People buy products, but first they buy the person selling the product".

Building on the credibility of the Lend Lease organisation in skills training and the extensive work undertaken by the New South Wales Retail Industry Training Council in relation to Retail traineeships and retail skills training, the Foundation plans to support the establishment of skills training facilities in four regional shopping centres. By the year 2000, they plan to have established 100.

One of the secrets of the Foundation's success is the fact that it constantly seeks to work with



HIA apprentices working together at the Liverpool project.

others. A major intended consequence of any of its initiatives is to have the industry concerned 'own' the final outcomes. The wisdom of this approach avoids unnecessary negative obstruction and releases positive energy from all those involved in the process.

The Foundation seeks to avoid fuelling proprietorial competitiveness, and seeks rather for all parties to own the outcomes in a collaborative way. It achieves this mainly by remaining in the arena of ideas and support, rather than administration. It thrives on building coalitions of interest and supporting those interests to succeed.

Matthew Atkins started this story, but he is only one of those who have provided the focus for a working partnership which has been successfully formed between the ACTU-Lend Lease Found-

ation, the Housing Industry Association, A.V. Jennings, Civil & Civic, Clay Brick & Paver Institute, Housing Industry Training Foundation, Liverpool City Council, New South Wales Education and Training Foundation, New South Wales Technical and Further Education and the Miller College of Technical and Further Education.

Every vision needs not only a vehicle, but the right leadership to ever achieve its potential.

In this case, the broad vision exemplified in the Foundation's Mission Statement found a concrete expression in the specific vision that Owen Shipp, a former builder of 30 years, had for on-site skills training in the housing industry.

Kevin Power, the Executive Director of the Foundation had begun to explore ways in which the Foundation might realise its objectives by



Housing Industry Association apprentices slash the world record for building a home by nine hours and five minutes.

circulating his "think paper" which focused on the problem in a succinct and summary way to a number of potentially interested organisations.

The project provided the opportunity to develop and trial high quality, intensive training approaches based on housing construction in a "real life" commercial setting as a model for industry training strategies into the future.

At the same time, as Australia struggles to restructure the work-place and to enhance ongoing training, the Liverpool project allowed all parties to demonstrate how competency-base training and related skills assessment can be introduced into the industry.

Unlike class-room training, the participants in this project would be able to increase their commercial and business skills by undertaking trade skills training within a normal commercial housing project.

Most importantly, the project provides an excellent counter-cyclical measure for maintaining and enhancing apprenticeship training during downturns in the industry.

According to Owen Shipp, who has stayed with this first stage of the project to conclusion, a major turnaround takes place in on-site, work-based learning. For a start, students are turning up for work, not just for school. Consequently, they develop more reliable work habits and attitudes which better approximate real-life work experience.

From industry's point of view, the project which started as an experiment at Liverpool is likely to take off and be developed in various forms in a number of other places.

Perhaps the most valuable and unintended consequence of the project has been the way in which small sub-contractors and suppliers have felt it possible to support the project in mind.

In recent months, a number of other local Government Councils have visited Liverpool Council to consider embracing a similar program in their own area — at least two are likely to proceed.

Most exciting of all, the Defence Homes Authority, which has responsibility for developing housing on Defence Department land has given an undertaking to produce up to 30 houses per year along similar lines.

At the recent National Youth Unemployment Summit convened by the Prime Minister, the Liverpool model was presented by the Secretary of the ACTU, Bill Kelty, and has been successful in attracting \$2.2 million towards the implementation of 20 more projects like Liverpool.

Nothing succeeds like the success of an idea that works. The ACTU-Lend Lease Foundation has sown an "Acorn" which will grow in ways which impact significantly on the way in which Australia prepares for its future in the building industry.

W.A. LOTTERIES COMMISSION INITIATIVE FOR YOUTH UNEMPLOYMENT

Program Manager Lynne Swift tells about an innovative application of Lotteries funds in Western Australia

The WA Lotteries Commission was formed nearly 60 years ago to regulate gambling and to raise funds for charity. It no longer has the role of regulating gambling but retains the mission to provide maximum benefit to West Australians by the effective distribution of funds from Lotteries sales. Over the years, the Commission has distributed nearly \$600 million.

27% of income received by the Lotteries Commission of WA through the sale of Lotteries products is available for community purposes and is distributed in the following way:

- 5% to eligible organisations and benevolent and charitable purposes
- 16% to support hospitals
- 2% to support sporting organisations
- 2% to support arts organisations
- Up to 2% to support the film industry and Festival of Perth (A recent amendment to the act)

Responsibility for the oversight of the Commission including the funding available to eligible organisations is held by six Commissioners who make recommendations to the State Minister for Racing and Gaming. The statutory allocation for Hospitals, Arts and Sports is administered by the relevant Government department.

Organisations eligible to receive Lotteries Commission grants are, not for profit

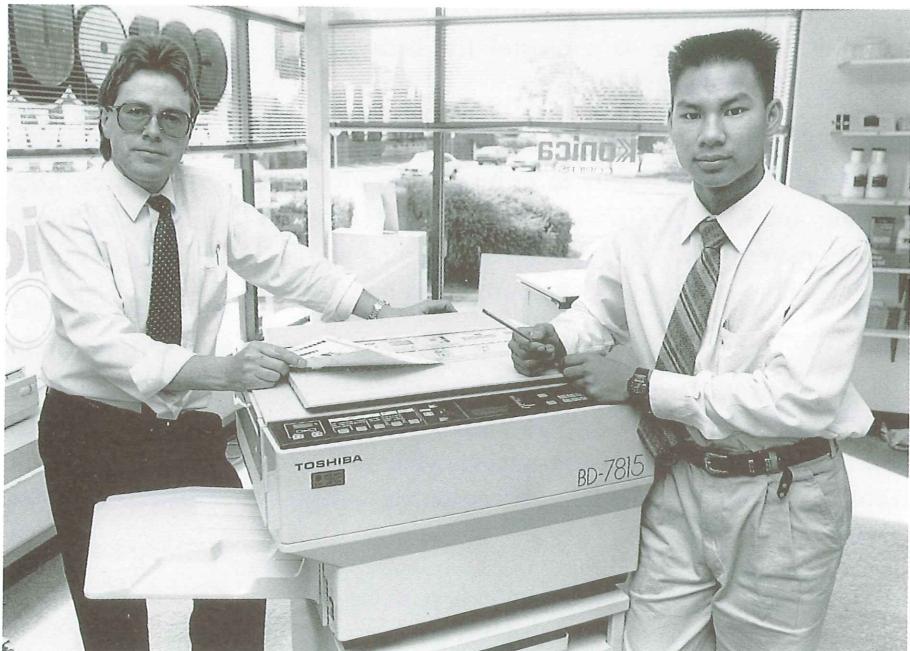
community groups or Local Government Authorities.

Last financial year the Commission provided a record \$94.5 million for community distribution. Of this nearly \$33 million was distributed in discretionary grants directly by the Commission under its Community Funding program.

The Commission has always supported the more traditional "charitable" organisations and grants have been made primarily for the purchase of equipment or towards other capital projects.

The present Commission while retaining this important role has continually sought ways of responding to changing community needs and has developed a range of new funding programs designed to meet these needs.

In December 1991, the Commission identified within the community a new need, the focus of which was youth unplaced in employment or training. At this time, young people between the age of 15-19 years represented nearly 27% of a total number of people



Peel District Skillshare's trainee Jason Kettle (right) on placement at West Coast Office Equipment, Mandurah, with managing director Colin Baker.



Community Youth Link trainees and instructors in Welshpool outside South East Aboriginal Development's house, which they are renovating under the Cannington Skillshare programme. Percy Hansen, a project tutor with the Aboriginal group, is on the right.

seeking employment in the labour force. With this in mind the Commission decided to direct some of its resources to assist in the creation of job opportunities for young unemployed people. The result of this was the development of the "Community Youth Link" program to which a total of \$2.8 million over the next 12 months has been committed.

Primarily the objective of the program is to provide unemployed young people with the opportunity to enhance their job prospects through development of skills and employment places.

A secondary aim is to provide eligible community organisations and Local Government with staff/resource support on identified special projects which are of benefit to the Community.

The Commission did not undertake this new initiative in isolation. To ensure the Community

Youth Link program was complementary to existing employment and training programs available through the State and Federal Government, the Commission formed a reference group.

Membership of the Reference Group consisted of, State and Federal Employment and Training bodies, Youth Affairs Council of WA, WA Municipal Association, WA Council of Social Services, Trades and Labour Council and a youth representative.

The Reference Group assisted the Program Manager to determine the type of program, guidelines and parameters of grants that became available.

Considerable support was received from the State Department of Employment, Vocational Education Training (DEVET). Their assistance extended from help with development of submissions to help with assessment of grant applications.

All grant applications submitted to the Lotteries Commission of WA are assessed by Commission staff and recommendations for funding are made by the Commissioners to the Minister for Racing and Gaming.

The Community Youth Link program due to its speciality, was assessed in a slightly different way. Statewide Regional Assessment Committees were set up by DEVET staff to prioritise applications within each region. The local knowledge of applicant organisations assisted the Manager and the Commissioners with recommendations to the Minister.

The Community Youth Link Program is perhaps unique among WA job initiatives in that it sponsors placements in which young people not only receive structured training but are paid full award rates. Placement periods are from three to 12 months and average six months.

The program has a broad target group of young people between 16 and 19. Though it is not addressing specific groups, beneficiaries already include young people in the minority categories of Aboriginal, those with disabilities, and others generally considered to be "at risk".

Considering the vastness of WA and the special needs of country communities the Lotteries Commission decided to distribute at least 40 per cent of the funding outside the metropolitan area. The proportion is turning out to be nearer 45 per cent with funds committed to projects as far afield as Wyndham in the Kimberley, Newman in the Pilbara, Bruce Rock in the Eastern Wheatbelt and Albany in the South.

Youth Link was launched on a pilot basis with an expectation of moderate interest — but the response has been overwhelming. The Commission has been impressed by the large number of appli-



Natasha Ninyette (left) and Teresa Reynolds renovating a house in Welshpool for the South East Aboriginal Development group under the Cannington Skillshare program.

cations, the high quality of submissions, and the number of employers willing to take part.

Grants are going to a range of community organisations and Local Government Authorities who are organising specified job placements with community groups, Local Shires and private employers.

In keeping with the Lotteries Commission Act, State and Federal government bodies are excluded. Private employers can not receive a grant but in some cases applicant groups are placing participants in private industry to increase their chances of long-term employment.

The program is carefully controlled and supervised. Every applicant group must provide comprehensive details in their submission to the Commission.

Applicants have to specify the type of training planned, where it will be provided (e.g. in a TAFE college, Skillshare or some other group) and how they will arrange complementary on-the-job training.

Groups must identify who will provide supervision and support to the young people. They must also demonstrate what links they will provide the



(Left to right) Blair Tondu, Peterson Hodges and Nathan Rice paving for Peel District Skillshare outside the Skillshare's Mandurah premises.

young people at the end of the funding period if the current employment position does not continue.

To ensure successful outcomes, applicants' programs are monitored every three months by the State Department of Employment, Vocational Education and Training. This oversight — in which DEVET officers visit participants on the job — is made in collaboration with the Commission's manager for the program.

As an additional control, applicant organisations are providing the Commission with written reports on the conclusion of every placement.

At the time of writing a total of \$2.2 million has been committed for 67 projects which will employ 195 young job seekers. The first 31 are already employed in ten applicant programs including ones with a single employee and one project employing 15 participants.

In the south west of Perth, and surrounding area of Mandurah, the Peel District Skillshare successfully applied for 15 job placements with a submission identifying private employers in the fields of retail trade, hospitality, commerce, horticulture, and industry. The Peel District, including Mandurah and Rockingham has the highest level of youth unemployment in WA and is also one of the highest in Australia as a whole.

The Peel District project is particularly impressive. The applicants have organised structured training on the job, they are complementing it off the job with training at Skillshare and they are also providing linkage to TAFE-accredited courses for participants wanting to further their study.

Skillshare have selected jobs in areas that provide the highest chance of permanent employment. For five young participants the program already looks

like producing the desired outcome. The group has been assured that these will be made permanent.

In a fall-back provision for participants who are not retained, Skillshare and Peel District Joblink staff will give one-to-one support to make sure that the skills gained in the program can be applied to other employment prospects.

Especially interesting because it involves sections of the community working together is a project undertaken by Cannington Skillshare in the South Eastern Metropolitan Region of Perth.

Eight young Aboriginal people (two of them females) are being employed for four months to renovate a house for use by an Aboriginal group.

The Welshpool house, located within the Shire of Canning has been provided for the South East Aboriginal Development Group by the Shire and materials have been donated by local business people.

The SouthEast Aboriginal Development Group plan to use the local house for outreach, craft enterprises and skills training.

Training will be provided off the job by Skillshare and Clontarf Aboriginal College in Manning and on the job trades people whose wages will come partly from the Lotteries grant.

On completion of the Community Youth Link pilot program the Commission will undertake an evaluation of all projects. The study, which will be by an outside consultant, will consider the number of participants, the number retained in employment, whether the program met the participants' and community's needs, and the degree to which employment opportunities were enhanced.

Encouraging results may lead to a Commission decision to commit further funds to extend the program beyond the pilot phase.

OFFICE-BEARERS REVISITED

Our apology to Darvell Hutchinson, Chairman of the Helen M. Schutt Trust, who was inadvertently omitted from the list of Council members in the last issue.

APOLOGIES

Our article, *Giving is a Billion-dollar Business* made the mistake of listing World Vision's fund-raising in Figure 3 on page 19. as only 7.8 million, whereas the real figure should have been 67 million, with Red Cross at the original amount.

Events so far

- ◆ A fourth successful workshop on "How to approach Trusts and Foundations, and a fifth workshop in Adelaide, has now brought the final figure of those undertaking the workshop to around 300.
- ◆ The Association was privileged to have both Dr. Davis McCaughey and his wife, Jean address its recent luncheon. They took the opportunity to reflect on the potential role for private trusts and foundations in tackling the challenges of the coming decade. They emphasised the risk-taking capacity of trusts and the ability to support projects based on potential and not just success.
- ◆ A meeting of Trusts and the Association is considering the production of a History of Philanthropy, although the final product will be more likely a social analysis of the changing trends in philanthropy and the role that philanthropy has played in the emergence of Australian Society.

- ◆ Karen Bingham & Associates have developed computerised trust administration packages for four of our Trust members. Agreement has now been reached for the ownership and distribution of the package to pass to the Association. The main advantage will be a consistency of language used to denote the type of projects being funded and a chance to capture more efficiently both the current year's activities by participating trusts, and the history of philanthropic endeavour.
- ◆ Jane Tewson addressed our September luncheon. Coming from the highly successful Charity Projects organisation within the United Kingdom and having recently married an Aussie, Charles Lane, Jane was made welcome on both counts.
- ◆ The next edition of the Australian Directory of Philanthropy is due for publication by March 1993. A review of the current format will be undertaken during October/November in an attempt to increase those willing to be included. Part of this will require a more concise statement of purposes from contributors, so as to avoid the inundation of inappropriate applications which may have arisen from the successful distribution of the sixth edition.

Coming Events

- ◆ A Trustee Dinner on financial investment matters pertinent to charitable agencies has been arranged for Tuesday, October, 27th. The main speakers will be Don Stammer from Bain & Company and Robert Clarke from Rothschild Australia Asset Management Limited. The after-dinner speaker is David Gibbs, Chairman of ANZ Executors & Trustees on the challenges facing trustees in exercising their trust in these demanding times.
- ◆ The Association has been approached by the Japan Center for International Exchange on behalf of the Keidanren (the Japan Federation of Economic Organizations) to convene a briefing meeting on the promotion of corporate philanthropy in this country.
- ◆ This is an auspicious opportunity for the AAP to interest Australian companies in outlining their corporate giving policies in the presence of a Japanese organisation which includes all the major companies of Japan.

INCREDIBLE CAREER PATH OPENING ON OFFER.

Volunteers only need apply

The work of the Association is expanding to fill far more than the two and a half days available through Iris and Max. As an Association with only 60 members, it is not possible to realise all of our aims through paid staff.

We have a library to catalogue and grow, an office to organise and administer, a journal to prepare and lots of meetings to convene. We are interested in sitting down with interested person(s) to discuss a volunteer career path within the organisation with more challenges than a job description might be reasonably expected to encompass.

Bryant Gumbel from CNN's American Today show tried to discover the secret of how a little nine year old was able to sell over 20,000 packets of Girl Guides biscuits.

"Well, you know Bryant, sometimes you have to stop chatting and ask!"

Well folks, this is the ask.

The Australian Directory of Philanthropy (6th Edition)



Familiarly known as "The Directory", this runaway best-seller lists 421 funding bodies in Australia, including trusts, foundations and corporations. It is an essential tool for grantseekers and includes not only the areas funded by various bodies, but also the areas not funded, which saves valuable time for grant-seekers.

Price: \$34.95 plus \$3 postage

(Please send cheque with order to Australian Association of Philanthropy, 8th Floor, 20 Queen Street, Melbourne, 3000)

Successful Submission Writing for Business and Non-Profit Organisations

Written by Jean Roberts

This book is well received amongst those agencies attempting to present themselves to potential funders and others in a professional way.

The author's experience covers the private, public and community sectors and she has had her own success in submission writing, planning and implementing new programs, services and centres, and the introduction of new policies and organisational change.

Price: \$19.95 (plus \$2.00 postage and handling)
(Please send cheque with order to Australian Association of Philanthropy, 8th Floor, 20 Queen Street, Melbourne, 3000)

Effective Trusteeship: Issues for Creative Philanthropists

Written by Dawn Wong of the Law Foundation of New South Wales

This publication is an extensive report of Ms Wong's study tour to North America, England and Italy.

It covers areas such as:

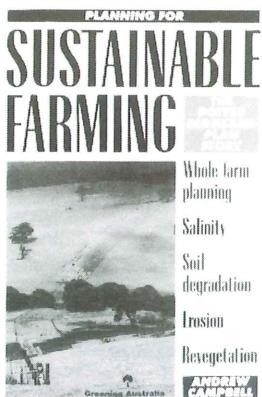
- Assessing the Impact of Grantmaking
- Maximising the Rewards of Foundation Trusteeship
- Foundation Staff: The Professional Approach.

Price: \$25.00

(Please send cheque with order to Australian Association of Philanthropy, 8th Floor, 20 Queen Street, Melbourne, 3000)

Planning for Sustainable Farming

Written by Andrew Campbell. Published by Lothian Books.



This book is another outcome of the inspired Potter Farmland Project in Victoria's Western District. Andrew Campbell was its Project Manager and his book is an account of its first three years.

Planning for Sustainable Farming is interesting not only from the point of view of farmers looking to sustainable agriculture and working to protect the environment and the productivity of the farm at the same time, but also as a fascinating social experiment that worked.

The project drew together many apparently disparate groups in the community — farmers, environmentalists, accountants, bank managers, voluntary groups and government departments.

Campbell's book does not attempt to gloss over differences in strength and execution. One of the book's great strengths is that the success of the project can be seen in the Potter Farms themselves.

PRICE: \$19.95

Available from bookstores and selected newsagents.

Charities and Philanthropic Organisations

Reforming the Tax Subsidy and Regulatory Regimes

Papers presented at seminars sponsored by the comparative public policy research unit, Monash University.

Additional sponsorship was provided by the Australian Association of Philanthropy and the Australasian Institute of Fundraising.

Editors: Richard Krever and Gretchen Kewley

Contributors include:

Tax Deductions for Charitable Donations: A tax expenditure analysis — Rick Krever

Charities, Philanthropies, Non-Profit Organisations: The Impact of Other Taxes — Guy Noakes and Anna Carrabs

Taxation Concessions for Charitable Bodies and Philanthropies: Administration of the Tests — Amarjit Verick and John Lamerton

Taxation Treatment of Charities: Distributional Consequences for the Welfare State — Terry Carney and Peter Hanks

PRICE: \$14.00 plus \$2.00 postage

(Please send cheque with order to Australian Association of Philanthropy, 8th Floor, 20 Queen Street, Melbourne, 3000).

A Guide to Informed Giving

Using a question and answer format, the Guide examines issues and options about the formation of trusts and foundations. Specifically written to suit Australia and with frequent use of case studies, it includes a discussion of:

- Why become involved in philanthropy?
- What skills does a philanthropist need?
- Tax advantages of gaining charitable status.
- Legal structures for trust and foundations.
- How to select trustees.
- Evaluation and accountability.

Price \$54.95 plus \$3.00 postage

(Please send cheque with order to Australian Association of Philanthropy, 8th Floor, 20 Queen Street, Melbourne, 3000).

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I wish to subscribe to the Association's quarterly publication, *Philanthropy*, at \$30 per annum, post paid.

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Subscriptions to Philanthropy are also available to non-members. The rate is \$30 per annum, post paid. (Back issues, Number 1-13 inclusive are available for \$5 per copy).

For enquiries and information about the activities or membership of the Association, the Journal or subscriptions, please contact:

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The Australian Association of Philanthropy

The History of the Association

The Association was formed as a national body in 1975 to represent the shared interests of trusts and foundations and to represent philanthropy to government and the community.

The establishment of a permanent secretariat in 1988 was a further indication of the Association's intention to be a strong, professional organisation representing both large and small trusts and foundations from both the private and corporate sectors.

What the Association does

The Association offers a range of programs and services which reflect the diverse interests and needs of its members. Specific activities include:

- Provision of information to members and the broader philanthropic sector through a quarterly magazine.
- A growing resource library of local and overseas information which is available to members, potential philanthropists and the community sector.
- Regular discussion groups/workshops for members on issues relevant to philanthropy or trust operations.
- Assistance to individuals and corporations planning to set up trusts and foundations.
- General assistance through information services to applicants for grants.
- Research into areas relevant to the philanthropic sector.
- Monitoring legislative activity.
- Communicating to the general public about the philanthropic world.

Statement of Purpose

- To advance and protect the common interest of private and corporate philanthropy in Australia.
- To scrutinize any proposed Federal or State legislation likely to affect private or corporate philanthropy and to take such action as the Associate may think is desirable.
- To foster co-operation between philanthropic trusts, individual and corporate donors throughout Australia.
- To encourage and facilitate exchange of information between the members on the understanding that where appropriate it will be regarded as confidential.
- To improve communication and understanding between the members of the Association and the community at large.
- To assist in the identification of areas of need in the community.
- To develop and maintain contact with similar overseas bodies.
- To inform members of trends and developments on issues relevant to philanthropy as a result of local or overseas research.
- To act as a general service organisation for members in ways which they may require.
- To seek and consider suggestions from members of the Association and other interested bodies for the advancement of philanthropy.

Members of the Australian Association of Philanthropy

ANZ Executors & Trustee Co Ltd
Coles Myer Ltd
Cooperative Foundation (S.A.)
Esprit Cares Trust
Goulburn Valley Base Hospital Foundation
Helen M Schutt Trust
Howard Norman Trust
L.E.W. Carty Charitable Fund
Law Foundation of New South Wales
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