



2011

# Annual Report

learning  
growing  
making a difference  
partners  
evaluate  
money  
generosity  
money  
opportunities  
support  
growth  
capacity  
convene  
social investment  
sharing  
participation  
connect  
innovative  
start young  
tools  
legendary  
encourage  
passion  
change  
seeding  
legacy  
communities  
effective  
giving  
collaboration



## Chair's Report: Kate Frykberg



*Thoughtful giving is vitally important for Aotearoa New Zealand, and encouraging and supporting this is at the heart of everything Philanthropy New Zealand does. I feel privileged to have taken over the role of Chair this year, and proud to be a member of this vibrant and growing organisation.*

There is a sense that the past year has seen a coming of age for both Philanthropy New Zealand and philanthropy in general. Through tragedies like the Christchurch Earthquakes we've seen how thoughtful giving is weaving its way into our society – and how essential and positive this has been for the communities involved. Our collective role is to further foster this generosity and there has never been a better or more important time to build a greater culture of giving in New Zealand.

Philanthropy New Zealand's deep commitment to support you to be the best you can be is an important part of this. We are delighted to see more members taking advantage of the advocacy, connections, collaboration and professional development opportunities created on your behalf. It all leads to a better functioning, more cohesive sector that in turn benefits those we are here to serve – our communities needing philanthropic support.

One concrete example of this is illustrated on page 7 where members tell us the positive changes they've made since they attended our conference – Philanthropy through the Looking Glass – held in April this year. Harnessing the insight, the talent, the innovation, the evidence and the established philanthropic practice, pulling it together under one roof and packaging it up with practical examples can only enhance our philanthropic practice. At a minimum we are exposed to new ways of working effectively – the continuum from there stretches as far as our vision allows.

There is nowhere else in New Zealand where you can get this support – not only at conference time but also through affinity networks, seminars and workshops all focused on philanthropists' and grantmakers' professional development needs. I have no doubt that this (amongst other Philanthropy New Zealand services) is contributing significantly to the growing thoughtfulness and professionalism of grantmaking and philanthropy in this country.

2012 promises to be an even more exciting year for Philanthropy New Zealand and we have many plans for growing our contribution to our vision. These include: researching levels of giving in NZ, growing our membership, encouraging more people to give, fostering a collaborative response to funding in Christchurch, and further developing funder forums, affinity groups and professional development – all of which you can read about in Robyn's report.

Finally, I would like to thank Robyn and her small team. Their commitment and passion to support our membership is outstanding and adds real value to our work as grantmakers and philanthropists. I would also like to thank all of our members for your commitment both to Philanthropy New Zealand and to the wider community. Philanthropy New Zealand's vision of a thoughtfully generous Aotearoa is essential for a healthy, functioning society, and together we make a difference.

*Naku noa, na*

*Kate Frykberg*

*Chair Philanthropy New Zealand*

## Chief Executive's Report: Robyn Scott



*Philanthropy New Zealand has so much to offer its members; our value can be found across the landscape, from simple measures, such as the popularity of our events, right through to the enhanced ways you work as a result of your relationship with us.*

Throughout this Annual Report you will see the pipeline between what we do and the impact that this has in the philanthropic environment. You will read how organisations have begun effective partnerships with their grantseekers and other funders, how our work helping to promote tax legislation has increased the amount and the way New Zealanders give, and how members are exploring new practices and working smarter after attending one of our many events.

2010/11 was a hard year for our country – marred by tragic events at the Pike River Coal Mine and the earthquakes in Canterbury – but when times were hard we saw humanity at its best. We witnessed many stories of great giving and generosity that have become synonymous with these disasters. Our members were among the first to respond.

### Joining Up

#### *Christchurch Earthquake Funders Network*

In the immediate aftermath of the February 22nd earthquake Philanthropy New Zealand organised a one day meeting in which members came together to consider the needs of the people, organisations and communities affected. This initial meeting has grown into another successful Philanthropy New Zealand initiative. The discussion and decision making continues, and following another two subsequent meetings we are now convening a quarterly meeting in which members, and others funding the Christchurch recovery, share information and find ways to work collaboratively to help rebuild the broken city and surrounds.

#### *Affinity groups*

Philanthropy New Zealand continues to host regular meetings for various funders' networks around the country. We work with a Youth Funders Network, which is hosted by Philanthropy New Zealand member the Vodafone Foundation, a Family Foundation Network and the Learning and Development Network. These groups meet to share information, discuss effective practices and what they are learning on the job, and hear from informative speakers. They find opportunities to collaborate and promote the interests of their networks within the New Zealand community. We find new ways to support their work. One such example is building Reflect – our new online tool that assists members to share effective and innovative practices, focusing on the work done in the Learning and Development Network. Members using Reflect are also having conversations – using it as a chat room on specific evaluation topics.

*There is no doubt that these Networks know how to learn from each other.  
A key feature is how they use their own experiences to discuss what's working well and what's not.*

## Events

The varied nature of Philanthropy New Zealand members has allowed us to explore so many different aspects of our discipline. We absolutely understand the value of learning from each other as well as the experts – using the experience and wisdom of the philanthropists and grantmakers in our own backyard. Opportunities such as Philanthropy New Zealand events allow us to build on our existing knowledge and provide us with peer support. The importance of making connections cannot be underestimated. It all helps us to be better philanthropists and grantmakers.

### *Philanthropy through the Looking Glass*

Our biannual conference goes from strength to strength. This year's conference, Philanthropy through the Looking Glass welcomed 350 participants with over 80 speakers from across New Zealand and around the world covering 36 sessions. Each had a unique perspective that comes with the wisdom acquired through experience in the philanthropic sector.

As we spent time at the various sessions across the two days it became clear how interested everybody is in maximising their impact and learning from what we do. This played out practically with the stories that were told, questions that were asked and the energetic discussions that took place. Philanthropy through the Looking Glass allowed us all – irrespective of our level of experience – the opportunity to grab the knowledge being shared and use it in ways that work best in our communities.

### *Community Trust Trustee workshops*

Another learning opportunity we are growing is workshops and forums offered to the Community Trust Trustees. We held two of these over the year. The first was an Introduction to Community Trust Governance, the second a workshop examining the fundamentals of Institutional Investing. The feedback showed us these events are welcomed by Trustees, with a number citing the relevant nature of topics that were pitched at the right level, adding value to their knowledge.



networks learning from each other  
 a pipeline between what we do and its impact information and support  
**giving in culturally diverse worlds**  
 successful initiatives  
 thoughtful giving  
 learning from what we do  
 partnerships with grantseekers



many stories of great giving

## Growing Giving

Partnerships are so important to an organisation such as ours. Whether it is working with members to support network groups or collaborating with like-minded organisations on projects that benefit you specifically, as well as the wider community.

### *The Generosity Hub*

One great illustration is the Generosity Hub – making strong connections and growing giving across the country. We've worked with business, government, the voluntary sector and a large number of individuals interested in growing giving over the past few years and these relationships have begun to pay dividends. A wide range of projects are now either underway or have grown throughout the year. The Hub's Giving for Good web platform is enjoying increasing levels of engagement from the wider sector and the general public. Take a look: [www.givingforgood.org.nz](http://www.givingforgood.org.nz) and [www.facebook.com/Giving.For.Good](http://www.facebook.com/Giving.For.Good). The Corporate Social Responsibility Networks for businesses are thriving in Auckland and Wellington.

The 'How do NZers Give?' research is proving an extremely valuable piece of work used widely across the community and voluntary sector as well as in the news media. Payroll Giving is growing and we're finding ways to make it easier for businesses to offer it to their staff. We carry on playing a leading role in ensuring this is a sound option for thoughtful giving.

### *Fostering Financial Giving*

A spin-off of the Hub's work is our own Fostering Financial Giving project aimed at those who can afford to give – in particular Higher Net Worth Individuals. We are targeting professional financial services bodies and providing them with information and support so they are better engaged to inform their clients about giving. We expect this will encourage people to be inspired, motivated and confident about being more generous.



global networks

strong connections

inspired, motivated and more confident

collaborating with like-minded organisations

research and guidelines

## Information

### *News from here and across the globe*

Information gathering and sharing is an essential aspect of effective philanthropy and grantmaking.

### *Publications*

Our publications rate amongst the most popular benefits of being a member of Philanthropy New Zealand. Our electronic newsletter *In Touch* provides the latest information, research, guides and thinking from New Zealand and overseas. *In Touch Media* provides a weekly update of news items focused on philanthropic and grantmaking issues, and our quarterly magazine *Philanthropy News* is packed with in-depth articles and news.

### *Resources*

The Grantmaker's Toolkit continues to be a popular resource – especially for new grantmakers and philanthropists. We have established vast networks globally, and as a result we are able source books, research and other materials for our members. We are becoming a repository for the best global information on 'things philanthropic' with a number of these resources available for purchase.



social investment

connections

## Looking Ahead

As part of our aspirations to work in partnership with Māori we have planted the seeds of a growing network specifically for Māori funders and those funding Māori development and initiatives. The network, called Te Huinga-a-iwi o Philanthropy New Zealand, is a major step forward for Philanthropy New Zealand as we strive to increase participation across cultures and develop a greater understanding of giving in culturally diverse worlds. We anticipate the ongoing growth of this wonderful new network.

In conjunction with BERL, we are producing a second comprehensive research project, looking at giving in New Zealand. Giving New Zealand 2011 follows on from Giving New Zealand 2006, which was the first piece of research assessing the scale and nature of philanthropic giving in New Zealand. It is an important resource to help make evidence-based decisions as well as lift the sector's profile and ensure that your work is recognised and developed. We expect to see evidence of our impact in the growth of giving and look forward to its launch in March.

Underlying every piece of work we do is the intention that we add value to what you do. One of the privileges of my work is spending time with our members and observing first-hand the impact our workshops, conferences, resources, communications and networks have in contributing to growing giving and to thoughtful grantmaking practices that in turn benefit New Zealand society.

I look forward to more of these opportunities and to another busy and satisfying year ahead.

*Naku iti nei, na*

*Robyn Scott*

*Chief Executive Philanthropy New Zealand*



participation

informed



innovative

investment

## Our Value



*Philanthropy New Zealand uses a number of mechanisms that build a strong, competent and professional philanthropic sector. Intrinsic in this is our ability to add value to the work you do helping communities across the country that need us most – as Goldie Akapita said:*

***"It might be your dollars but it is our dreams."***

Part of our commitment to being a leadership organisation is supporting what you do. We offer professional development opportunities that build on what you know, show you new and innovative ways of working and keep you in touch with the old effective ways. Our value lies in being relevant to what you – our members – need. Designing the seminars, workshops, network groups and our biannual conference with highly practical, useful, cutting edge information and insight that allows you to act on the information we provide.

To ensure you are getting what you want and need from our professional development programme we employ a number of strategies to measure our value. A key tool for us is to survey event participants and to analyse their feedback. Our biannual conference is a substantial part of our professional development programme. Following this year's Philanthropy through the Looking Glass Conference we took our feedback loop a step further and surveyed conference participants six months down the track. While this is just one event (albeit a biggy!) we would like to share some of the feedback with you to illustrate how a number of sessions we offered hit a chord and have translated into improving grantmaking and philanthropic practice throughout New Zealand.

### *Six months on from Philanthropy through the Looking Glass this is what our members are thinking and doing...*

- “We are working more collaboratively with other funders. For example we are talking to them about prospective grantees who they may have funded before, working out the best ways to work with organisations who are involved in 'high engagement' models with more than one funder.”
- “We have learnt the art of celebration. Following on from conference ideas we recently made a decision to celebrate our successes and now have a strategic aim to tell our stories – really value and put forward the difference we are making for the health and wellbeing of all New Zealanders.”
- “We are talking more to others about what has worked and what hasn't in their organisations. Looking for ways to share common goals and achieve broader outcomes.”
- “We are focusing on capacity building. For us it has heightened an area we play an important role in; that is capability building in the medical research sector.”



**partnerships**

**growth**

“Engagement – this is always a focus, and the conference always provides a lot of new ideas and strategies in this area, particularly from overseas speakers.”

“We are really looking at a living strategy, where we can adapt to the changing conditions around us.”

“As a result of the conference, our Trust had a serious review and discussion about whether we are a learning organisation. Also, the Trust is considering an application building better connections between volunteering and philanthropy as a result of discussions on that topic we heard at the conference.”



## communities

### tools

“The Trust is considering doing future work differently in the Pacific and with Pacifica people as a result of the conference. We ran a philanthropy and capacity building workshop, based on the format and discussion topics of a similar workshop I attended at the conference.”

“We are actively seeking to link organisations with common aims and interests or overlaps. For example, I was visiting a prospective grantee organisation recently and found out that they didn't know about the work one of our current grantees is doing in a related field, so I connected them via email.”

“We are now actively exploring what our role could be in supporting social enterprise, partially as a result of the Conference session.”

“The inclusion of young people more in giving really stood out to me and how they can be practically included.”

“There has been close work with Australia, based on the experience in philanthropic giving after the Victorian bushfires, to assist NZ philanthropy responding to the Christchurch earthquake. It will be great to watch how this shared experience may have made a difference, and only time will tell.”



## evaluate

### making a difference

“The focus on collaboration has enabled us to seek collaborative partnerships with major funders and to meet with and suggest to the Minister for the Environment that such partnership initiatives should have departmental support.”

“I introduced the children of the philanthropic trust settlor to assisting with distributions and selecting charities.”

“We improved quarterly compliance reporting by investment managers to the investment committees on a quarterly and annual basis, resulting in improved investment outcomes and lower costs for the charity/tax exempt organisation.”

This feedback shows how we can help maximise the impact of your giving, but the conference is just one service we offer. Whether it is networking opportunities for philanthropists and grantmakers to talk with each other, exchange information, build partnerships and provide peer support. If you want to enjoy the exposure to best practice in philanthropy and grantmaking, or take advantage of the advocacy we provide, the benefits to being a member of Philanthropy New Zealand are as diverse and as rich as philanthropic giving. As one member put it “We do need each other; we can't do it alone.”

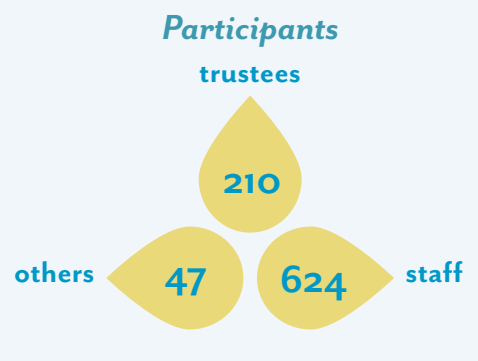


## governance

### legacy



### Philanthropy New Zealand events – Attendance



## Philanthropy New Zealand: Board Members



**Kate Frykberg**

Todd Foundation and  
Thinktank Charitable Trust



**Helena Francis**

Wayne Francis  
Charitable Trust



**Alison Taylor**

The Vodafone NZ Foundation



**Ana Rolleston**

Ngai Tahu Fund



**Jennifer Casey**

The Tindall Foundation



**Jennifer Gill**

The ASB Community Trust



**John Prendergast**

The Community Trust  
of Southland



**Jonny Gritt**

The Lion Foundation



**Kim McWilliams**

Auckland Medical  
Research Foundation



**Mary Dillon**

BayTrust



**Rongo Kirkwood**

Trust Waikato



**Stuart Burns**

Rotorua Energy  
Charitable Trust

# Philanthropy New Zealand: Membership List

AAW Jones Charitable Trust, Dunedin  
Acorn Foundation, Tauranga  
Amisfield Elderly Persons Trust, Queenstown  
AMP Capital Investors, Wellington  
Andrew Falloon Charitable Trust, Auckland  
ANZ National Bank Limited, Wellington  
ANZCA Foundation (Australia & NZ College of Anaesthetists), Melbourne  
Arts Foundation of New Zealand, Wellington  
ASB Community Trust, Auckland  
Auckland Communities Foundation, Manukau  
Auckland Medical Research Foundation, Auckland  
BayTrust, Tauranga  
Blogg Charitable Trust, Christchurch  
Bob Moffat (Honorary Member), Wellington  
Callis Charitable Trust, Dunedin  
Canterbury Community Trust, Christchurch  
Cambridge Associates, Sydney  
Catholic Care Foundation, Hamilton  
Central Lakes Trust, Cromwell  
C J B Norwood Trust, Wellington  
Cognition Institute, Wellington  
Community Foundation (HB), Hawkes Bay  
Community Trust of Mid & South Canterbury, Timaru  
Community Trust of Southland, Invercargill  
Dan Lewis (Honorary Member), Melbourne  
David McLay (Honorary Member), Wellington  
David Ireland (Honorary Member) Kensington Swan, Wellington  
D V Bryant Trust Board, Hamilton  
Dilworth Trust Board, Auckland  
Dove Charitable Trust, Christchurch  
"I have a Dream" Charitable Trust, Auckland  
Eastern and Central Community Trust Inc, Hastings  
FAW des Tombe, Wellington  
Fletcher Trust, Auckland  
G Trust, Wellington  
Geyser Community Foundation, Rotorua  
Harry Singer Foundation New Zealand, Auckland  
Heather Newell, Wellington  
Hikurangi Foundation, Wellington  
Hugh Green Charitable Trust, Auckland  
Hutt Mana Charitable Trust, Lower Hutt  
James Mutch Foundation, Auckland  
JBWere (NZ) Pty Ltd, Auckland  
Jennifer Gill (Honorary Member), Auckland  
Joan Ross Smith, Wellington  
Sir John Logan Campbell Residuary Estate, Auckland  
John Beresford Swan Dudding Trust, Palmerston North  
John Illott Charitable Trust, Wellington  
J R McKenzie Trust, Wellington  
Kerr-Taylor Foundation Trust Board, Auckland  
Lion Foundation, Auckland  
Louise Parkin, Wellington  
Malcam Charitable Trust, Dunedin  
Dr Marjorie Barclay Trust, Lower Hutt  
Mark Farrar, Wellington  
Masterton Licensing Charitable Trust, Masterton  
Maurice Paykel Charitable Trust, Auckland  
Mercer Investment Consulting, Wellington  
McKee Charitable Trust, Nelson  
Miro Trust, Wellington  
Mobil Oil New Zealand Limited, Auckland  
New Zealand Guardian Trust, Auckland  
New Zealand Lottery Grants Board, Wellington  
Neil Thorsen (Honorary Member), Tauranga  
Ngai Tahu Fund, Christchurch  
Nikau Foundation, Wellington  
Norah Howell Charitable Trust, Hamilton  
Otago Community Trust, Dunedin  
Perpetual, Auckland  
PwC Foundation, Auckland  
Roger Gyles (Honorary Member), Wellington  
Rotorua Energy Charitable Trust, Rotorua  
Rua and Clarrie Stevens Charitable Trust, Auckland  
Russell Investments, Auckland  
Southern Trust, Dunedin  
Springboard Trust, Auckland  
Stevenson Foundation, Auckland  
Sustainable Initiatives Fund Trust (SIFT), Christchurch  
Sutherland Self Help Trust, Wellington  
Thanksgiving Trust, Auckland  
Thinktank Charitable Trust, Wellington  
Thomas George McCarthy Trust, Wellington  
Sir Thomas & Lady Duncan Trust, Hunterville  
Tindall Foundation, Auckland  
Todd Foundation, Wellington  
TOWER Investments, Auckland  
Trevor J Croy, Ashburton  
Trust Investments Management Limited, Auckland  
Trust Waikato, Hamilton  
TSB Community Trust, New Plymouth  
United Way (NZ) Charitable Trust, Auckland  
University of Auckland Foundation, Auckland  
Valder Ohinemuri Charitable Trust, Waihi  
Vodafone New Zealand Foundation, Auckland  
Wayne Francis Charitable Trust, Christchurch  
Wellington City Council, Wellington  
Wellington Community Trust, Wellington  
West Coast Community Trust, Hokitika  
Whanganui Community Foundation, Whanganui  
William Downie Stewart Charitable Trust, Dunedin  
The Winding Road Trust, Christchurch  
Winton & Margaret Bear Charitable Trust, Wellington  
W N Pharazyn Estate Charitable Trust, Wellington

# Philanthropy New Zealand: Accounts

## Summarised Accounts for the year ended 30 June 2011

These summarised accounts are extracted from the full qualified audited accounts approved by the Board on 27 October 2011.

They may not contain sufficient information to allow a full understanding of the financial affairs of Philanthropy New Zealand. For further information on the full accounts, the annual financial statements and the auditor's report should be consulted.

Members will be mailed a full set of accounts. Copies of these can be obtained from Philanthropy New Zealand.

### Statement of Financial Performance (summarised)

For the Year Ended 30 June 2011

Revenue from Operating Activities	2011 (\$)	2010 (\$)
Grants & Sponsorship <sup>1</sup>	74,354	90,833
Membership Subscriptions	157,134	146,656
Other Income	15,580	16,309
<b>Total Revenue from Operating Activities</b>	<b>247,068</b>	<b>253,798</b>
Expenditure	2011 (\$)	2010 (\$)
Administration & Operating Expenses	60,751	83,789
Board Expenses	5,044	3,582
Depreciation	3,321	3,605
Direct Member Services	51,940	65,301
Employment Expenses	169,514	167,630
<b>Total Expenditure from Operating Activities</b>	<b>290,570</b>	<b>323,907</b>
<b>Surplus/(Deficit) from Operating Activities</b>	<b>(43,502)</b>	<b>(70,109)</b>
Special Activities	2011 (\$)	2010 (\$)
Professional Development Programmes	3,143	2
Conference 2011 – Net Income	132,190	–
<b>Surplus/(Deficit) Before Transfers To/From Reserves</b>	<b>91,831</b>	<b>(70,107)</b>
<b>Net Transfer (To)/From Reserves</b>	<b>(5,438)</b>	<b>(4,808)</b>
<b>Net Surplus/(Deficit)</b>	<b>86,393</b>	<b>(74,915)</b>

## Statement of Financial Position (summarised)

As at 30 June 2011

Current Assets	2011 (\$)	2010 (\$)
Cash and Term Deposits	351,588	173,698
Accounts Receivable	16,829	23,476
Prepayments and Accruals	4,517	1,315
Publications Stock	5,279	7,417
<b>Total Current Assets</b>	<b>378,213</b>	<b>205,906</b>
Non-Current Assets	2011 (\$)	2010 (\$)
Property, Plant and Equipment	2,152	4,419
<b>Total Non Current Assets</b>	<b>2,152</b>	<b>4,419</b>
<b>Total Assets</b>	<b>380,365</b>	<b>210,325</b>
Current Liabilities	2011 (\$)	2010 (\$)
Accounts Payable and Accruals	87,204	43,876
Specified Funding Received Not Yet Applied	57,798	22,917
<b>Total Current Liabilities</b>	<b>145,002</b>	<b>66,793</b>
Equity	2011 (\$)	2010 (\$)
Equity at the Beginning of the Year	143,532	213,639
Net Surplus/(Deficit)	86,393	(74,915)
Net Transfer To/(From) Reserves	5,438	4,808
<b>Total Equity at End of the Year</b>	<b>235,363</b>	<b>143,532</b>
<b>Total Liabilities and Equity</b>	<b>380,365</b>	<b>210,325</b>

<sup>1</sup>Grants & Sponsorship revenue includes funding from Wayne Francis Charitable Trust, Trust Waikato, Thinktank Charitable Trust, ASB Community Trust, Cambridge Associates, the Lion Foundation and the Rua and Clarrie Stevens Charitable Trust.

**Philanthropy New Zealand**

**Civic Assurance House**

**Level 4, 114 Lambton Quay**

**Wellington 6041**

**[www.giving.org.nz](http://www.giving.org.nz)**

*Philanthropy New Zealand gratefully acknowledges outstanding support from...*

