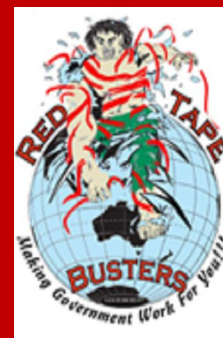


Red Tape Busters

November 2012



BUSTER BULLETIN for Not for Profit Organisations

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On a roll once again!

We are on a roll now after our website drama. Our search engine rankings are back where they should be and we are again swamped with requests for assistance.

Thanks to your patience and interest, we have received heaps of new requests for people and organisations wanting to be added to our newsletter database. Please don't forget to spread the word to your friends and colleagues.

This newsletter is free each month.

There is no obligation. We have many people in the database who don't use our services and equally we have many who do. That is entirely your call. We just have the runs on the board and believe that we have the skills and experience so that we can prepare better applications, submissions or tenders than you or your staff can prepare.

This is not an arrogant claim but reality. This is our world, this is our livelihood and this is what we enjoy doing and what we are very very good at.

Most organisations fall into a few traps unfortunately. One flawed trap is that they don't believe that hiring a professional grant writer is cost effective. Agreed... there is some risk in hiring any grant writer including us.

There are NO guarantees of success. There can't be, we have a couple of examples where we have prepared the best submission and our client had the best project yet no banana!

Government, Councils and philanthropic funding programs can allocate funding in any way they believe is appropriate. We have first hand experience of Governments and Councils pushing money into marginal electorates to garner votes.

That unfortunately happens! Similarly though we have had many clients with very ordinary projects

that on balance really are no chance of success yet with our expertise, some tweaking of the project and a fantastic submission, the project comes to life. The submission shines and..... low and behold success , funding is received!

We firmly believe that our skill and expertise will give your project and submission a far better chance of success. Our success lies in the fact that we think like a grant/tender assessor and we prepare our responses with that as our overriding consideration.

Now obviously some of you now are thinking 'OK, we will now think like an assessor!' but it is not that simple. Most of my Consultants have actually worked in the public sector and therefore understand the inner workings of Government and Councils and therefore have an inside knowledge of how to assess grants and what to look for.

You really have to understand how the public sector works and how public servants think to be able to prepare responses and submissions that tick all the boxes they are looking for, as opposed to just some of the boxes. Yes, we have to represent our client's project but at the end of the day, Government/Council/Philanthropic Trusts or Foundations don't really give a dam about your organisation – sad but true.

They don't really care if you survive or if you think your organisation is great. They care only about what outcomes you will achieve if they provide you funding and if your project and organisation links exactly with the goals and objectives of the funding program. We write our grant submissions in a way that we consider as an assessor of the grant applications what we would want to read about to convince us to give you money. So while as a professional business we need to charge our clients for the service we provide, wouldn't you rather pay us the reasonable fee we charge to give your project the very best chance of success rather than wasting your time and effort in being disappointed when your submissions fail over and over again?

Some examples of the returns we provide clients are as follows:-

- Cahill Park Sporting Complex – paid us \$15,000 from their coffers over a 3 year contract – return around \$400,000;
- Chancellor Park College – paid us around \$10,000 over 18 months – return is around \$330,000;
- Wests Rugby Union – paid us around \$4,000 over a 3 year period – return is now over \$200,000;
- Lake Samsonvale Water Sports Association – paid us \$660 – return was over \$29,000;
- North Star Football Club – paid us around \$1,000 – return is over \$33,000;
- Toowoomba and District Show Jumping – paid us \$550 – return was almost \$17,000.

If you could get that sort of return on the stock market you would all be investing!

So while hiring skilled grant writers costs a few dollars, wouldn't you rather pay someone who will give your project and organisation a way better chance of success rather than waste your precious time and effort just to fail?

In my business, I hire experts to do things that I either can't do or it is not cost effective for me to do allowing me the time and flexibility to effectively manage and run the business. Similarly people in non-profit organisations or running a business should be focussed on the effective running of the entity and providing quality services to clients because that is what you are good at doing.

Trying to learn how to write funding submissions or tenders is not something that people can easily turn their hand to and be a success. Food for thought?

Story Requests

This month we received a heap of requests for different stories from our readers. We can't address all the requests this month but over the coming months we will try and highlight one reader's request each month. We will also try to give some focus to different grant and funding opportunities in each state.

We always try to give our readers each month an insight into grants available across Australia but we will try and delve a bit deeper and this month we will highlight some of the funding opportunities in NSW and in coming months focus on all the other states one by one.

Thank you very much to our readers who pose questions and suggestions. We will try and answer them all. Please don't forget though, we are a business. We need to earn a dollar to put food on the table so we can't respond in detail to every query or else I would spend my time just responding to readers and not running the business. We will try and cover as many issues as possible in our newsletters.

We really appreciate your input.

Success in winning Volunteers Grants for our clients

We help all organisations, big and small. Sometimes a small grant such as what was offered recently by the Department of Families, Housing, Community Services and Indigenous Affairs makes a big difference to an organisation, an example of our recent wins in this grant include:

- \$3,800 for Range Community Gym at Mapleton in Queensland; and
- \$3,200 for O'Sullivan Beach Coastguard based in South Australia!

Disability Employment Services Success

Well I must say I am disgusted with how the Federal Government have decided the successful tenderers for the Disability Employment Services contracts. The contracts were generally all given to the bigger organisations who were offering to provide services across the entire Employment Service Area. Many smaller community organisations with a long history of delivering quality services in their local communities have been cast aside.

I just can't fathom this! Why would the Government simply toss organisations aside like this and put people out of work and in essence compromise the delivery of local services to local people just to have services consolidated in the bigger organisations? We were very lucky in being successful with some of our bigger clients in winning DES tenders and we are proud of this fact but our larger clients were all community based local organisations with a great history of achievement in their local communities. Unfortunately there were many bigger organisations that I really call corporately driven organisations who now have a monopoly over these contracts and who have no history of delivering services in these local and largely rural communities.

To me it is a disgrace! When will Government agencies realise that big is NOT better and that cheaper is not better! When will they wake up and realise that local communities love local community focussed organisations delivering quality services and really understanding local needs. These "corporate" non profits have no affinity with local communities, don't understand local culture and to me, it is a sad indictment on the Federal Government that many great community organisations have lost out unfairly I believe to the larger monoliths. Sorry for the rant but I really do believe this is wrong.

The successes we had with our own larger clients validates my argument. As I said these organisations were all very strongly grounded in local communities and have a real affinity and understanding of local needs. Our skill and expertise in preparing winning tenders was a factor in their success and we really are chuffed with these wins. However, at the same time I am really disappointed and sad that despite our fantastic tenders that our smaller clients lost out, not because their service was substandard or the tender response was not good enough, but purely because of the whim of the Federal Government to aggregate more services to the big organisations. A sad day for rural and remote communities I say.

PHaMS Funding Now Available!

I just wanted to let you know about an opportunity to tender for the Personal Helpers and Mentors Program. Through this program, community organisations across Australia can apply for Australian Government funding to employ new workers to support people with mental illness, including helping those on income support find and keep a job.

This program is an ideal opportunity for those organisations that missed out on the DES (Disability Employment Services Tenders) to gain funding through PHaMS.

The 2011–12 Federal Budget allocated an additional \$154 million over the five years from 2011–12 to 2015–16 for new and/or expanded PHaMs services to assist around 3,400 people with severe mental illness, through the engagement of 425 new personal helpers and mentors.

Of this funding, \$50 million is allocated to assist up to 1,200 people with a mental illness who receive the Disability Support Pension or other Government income support payments and are participating in, or willing to engage with employment services. PHaMs support will help these people address personal, non vocational barriers to their participation in work or training.

It is anticipated the rollout of new services will occur in February, May and August 2013. New PHaMs services will need to be fully operational six months after signing a Funding Agreement. Successful service providers will be required to work intensively with FaHCSIA during the first 12 months of funding to refine the service delivery model, and participate in evaluation activities during the life of the Funding Agreement.

Funding is available to establish new Personal Helpers and Mentors services in a variety of coverage areas. The Department has specific requirements regarding the type of service to be delivered in each new site.

New PHaMs services will be either: a general PHaMs service; a specialist PHaMs Employment service; or a PHaMs service with a mix of general and employment personal helpers and mentors.

In each coverage area where a new PHaMs service is to be established, funding will be available to employ at least five personal helpers and mentors (six in Western Australian Specialist PHaMs employment services). Where a new combined PHaMs and PHaMs employment service is to be established, funding will be made available to employ three general personal helpers and mentors workers and two specialist employment personal helpers and mentors.

Unless specified otherwise, new services will be funded at the standard rate for a new PHaMs service. As at 1 July 2012 annual base funding (GST exclusive) for a standard new PHaMs service with five workers and a participant caseload of 45 at any point in time is:

- \$439,776 for a metropolitan service
- \$486,604 for a non-metropolitan service, and
- \$529,360 for a remote service.

If you would like to apply for these tenders – please let me know. Our success in winning DES tenders for our clients reinforces our skills in this highly competitive field.

Regional Development Funding Now Available!

Rounds Three and Four of the Regional Development Australia funding are now open.

The Government has announced a large strategic package to support the immediate and critical needs of regional Australia. This funding is supported by the proceeds of the

Minerals Resource Rent Tax. Round Three of RDAF is a key element of this package and will provide \$50 million to support small towns across rural and regional Australia. Grants of between \$50,000 and \$500,000 are available for projects in towns with a population of 30,000 or less in rural, remote, regional and peri-urban areas.

Round Four will provide \$175 million for infrastructure projects that address the identified priorities of Regional Development Australia committees and have a strong regional impact. Grants of between \$500,000 and \$15 million are available to eligible applicants. Local governments and not-for-profit organisations with an annual income of at least \$1 million (averaged over the most recent two years) are eligible to apply for Regional Development Australia Fund Round Four. Applicants can submit Expressions of Interest (EOI) to Round Three and Round Four, although the EOI must be for different projects.

In developing projects and submissions applicants should consider the following:-

- Proponents and projects should leverage funds, not just from government, but also from the private sector, business and community groups.
- Proponents should be persistent – it pays off. 23 projects that were not funded in Round One received a grant in Round Two.
- Proponents should think strategically and innovatively. Projects should be creative and innovative – offer new ways to address old problems or adopt and adapt new technologies.
- Regional impact is important. Projects should reach beyond town or local government area, and offer real benefits to a number of communities. In this way, projects will have a real impact in regional Australia.

We are currently working with Councils and non profit organisations across Australia – contact us now so that we can work with you!

Committee Members Need to be Skilled and Dedicated

Successful community based organisations generally have a group of skilled and dedicated volunteers filling committee positions. Each committee is normally composed of a core of five to eight members.

They should be recruited with the following question in mind:

What tasks are the committee responsible for and who among our members possess the skills and experience needed to complete those tasks?

As is the case with other forms of volunteer recruitment, every effort should be made to match the needs and requirements of the committee and the skills, knowledge and interests of prospective committee members. If you don't have a set of specific skills or experience within the club then you should look more widely to see if you can attract someone external to the organisation who does have those skills/experience. For instance with the Treasurer's position ideally it would be great to have someone with a financial background to undertake the role.

However you might identify that nobody really has those skills so why not try in the next newsletter or through word of mouth to see if one of the parents, family members, friend of a friend does have the skills and also has an interest/affinity with your organisation to take on the task.

A good committee member:

- commits to preparing for and attending meetings,
- has a good understanding of the organisation, what it does and how it does it,
- is not afraid to ask questions,
- agrees to stick to the majority decision,
- supports fellow committee members and staff,
- acts as an advocate for the organisation; and
- has the skills/experience and TIME required to undertake their tasks.

Most of the things covered in the above list may seem very obvious, but many existing committees find that if they honestly assess themselves against this list then there are usually some areas for improvement.

Queensland Sport and Recreation Grants still open!

Don't forget if you are a Queensland based sport and recreation club, the Department of National Parks, Recreation, Sport and Racing has a variety of grant programs open. We are now assisting clients across Queensland to access this funding. The programs on offer include:

GET STARTED - FUNDING TO HELP KIDS PARTICIPATE

Get Started assists children and young people who can least afford or may otherwise benefit from joining a sport or recreation club. Eligible children and young people are provided with a voucher of up to \$150 to help pay for club membership and participation fees. The vouchers can be redeemed at a sport or recreation club registered with the program.

GET GOING - FUNDING TO HELP CLUBS GROW

Get Going supports local sport and recreation organisations with funding of up to \$10,000 for projects that create opportunities for more Queenslanders to become members.

GET PLAYING - FUNDING TO IMPROVE FACILITIES

Get Playing provides up to \$100,000 in funding to assist local sport and recreation organisations with facility development so more Queenslanders are encouraged to become involved in the sport or recreation activity of their choice.

GRANTS FOR NEW SOUTH WALES BASED ORGANISATIONS

This month we will focus on outlining a few different NSW funding programs that might be of interest to NSW based organisations.

PARTICIPANT AND FACILITY PROGRAM

The focus of this program is to provide increased opportunities for participation in sport and recreation and assist with the funding for the development of local and regional level sport and recreation facilities in NSW.

This Participation and Facility Program aims to:

- Increase regular and on-going participation opportunities in sport and recreation.
- Assist people that traditionally face barriers to participation to become more active.

There are two distinct project types within the Participation and Facility Program, these being:

- Participation projects – that deliver a sport or physical activity participation experience to an identified group of people
- Facility development projects – building new or upgrading sport and recreation facilities.

Applicants will be required to identify upfront the type of project for which they are applying as different information is required for different project types, for example information confirming planning consent and quotes are required for a facility project type.

Project type specific objectives

Participation objectives are to:

- Deliver a program or service that will assist people become more active through participation in sport and recreation.
- Build the capacity of the organisation to enhance provision of sport and recreation services.
- Provide accreditation or training to develop the skills of volunteers to enable sport, recreation and structured physical activity programs to be conducted in locations across NSW.

Facility development objectives are to:

- Improve safety at sport and recreation facilities.
- Improve amenities at sport and recreation facilities.
- Develop environmentally sustainable sport and recreation facilities.

Grants are capped at \$50,000 for facility projects and \$10,000 for participation projects. Funding is available for projects throughout NSW. Organisations may apply for multiple projects or project types; however the maximum available to any one organisation is \$50,000 in a financial year. The amount organisations request should reflect the scale of the project.

Organisations must contribute 50% or more to the project. This can include voluntary labour, donated materials and/or equipment or other resources. It is expected that the applicant will cover any administration costs incurred with the project.

Opening date: 21 January 2013, closing date: 26 February 2013.

This means that organisations need to start planning their applications now – contact us for assistance.

COMMUNITY BUILDERS

The Community Builders program provides funding for a range of services to strengthen communities and build their capacity. This program closed in June 2012 however it is anticipated it will reopen in 2013 or if not a similar community development program will open in its place.

These services include:

- community and neighbourhood centres where people can meet and access resources
- services and projects targeting particular groups such as men, women and cultural groups
- projects to support and build communities and community organisations, such as by providing mentoring schemes and management training.

Community Builders services are open to communities in NSW with a strong focus on assisting disadvantaged groups in the community.

Disadvantaged groups may include people on low incomes, people who are isolated due to where they live, people who have little or no access to community resources meaning they are not able to participate in community life and activities.

Services funded by Community Builders fit into four service activity categories:

- community hubs are local centres that help improve the community's connectedness and capacity e.g. by providing information and referral on local services; access to the internet, access to skills training, and a place for local groups to meet,
- community skills development projects work directly with community members to increase their ability to participate in their community e.g. through recruiting and training volunteers; providing training in mentoring and leadership and by providing training in how to establish and run community organisations,
- community capacity building projects help build community strength by building links between community members with a focus on including disadvantaged groups e.g. by holding social or cultural events or by setting up a community network around a shared issue,
- community sector development projects build the capacity of service providers to work together on issues affecting their communities through the provision of professional learning, mentoring and network development skills.

Funded services are required to demonstrate that the services they provide meet the needs of the local area and address local, regional and Government priorities.

MULTICULTURAL ADVANTAGE GRANTS PROGRAM

The Community Relations Commission administers the Multicultural Advantage Grants Program, that has the following categories:

- Multicultural Partnership Grants of up to \$ 80,000 for partnerships and long-term projects up to three years with an interest in maximising economic participation and the linguistic and cultural assets of the NSW population.
- Community Inclusion Grants of up to \$20,000 for projects with a particular focus on mentoring and on inter-cultural and inter-faith activities that bring diverse groups of people together.
- Sponsorship Grants of up to \$2,000 to support events and activities, such as festivals that foster community cohesion and promote the benefits of a multicultural society.

Applications for Multicultural Partnership Grants and Community Inclusion Grants are invited by the Commission annually and are publicised on this website. Application for the Sponsorship Grants may be lodged throughout the year.

Other Available Grants

Perpetual's 2013 Funding Round Open Now

Applications Close: Friday 14 December 2012

Maximum Grant: \$200,000

Average Grant 2012: \$60,000

Perpetual Philanthropic Services has a history of providing funding to the non profit sector across Australia. They understand the day-to-day challenges faced by charities and non-profit organisations. The Perpetual Philanthropic organisation manages more than 540 charitable trusts and endowments.

Thanks to the generosity of their philanthropic clients, Perpetual distributes more than \$50 million each year on behalf of the charitable trusts that they manage. Non-profit organisations have the opportunity to apply for grants from those trusts through our annual funding rounds.

Charitable trusts and foundations managed by Perpetual distribute grants and funding opportunities to Social Welfare, Health, Medical Research, Conservation and Environment, Education and Arts and Culture. To be eligible for funding from all trusts and foundations that are managed by Perpetual, your organisation must have at least one of the following:

- Australian Taxation Office Tax Concession Charity (TCC) endorsement, or
- Australian Taxation Office Deductible Gift Recipient (DGR) endorsement.

Western Australia - Sport and Recreation - Active Regional Communities

This program aims to increase the opportunities for country people to participate in sporting and recreational activities in regional WA. It replaces the Country Package funding program

and is tailored to meet the ever-changing demands and challenges of regional sport and recreation groups within the nine diverse regions of Western Australia

Program Description: ARC supports two areas – Organisational Development and Initiative Grants.

Organisational Development aims to improve the quality of sporting & recreation opportunities for people in regional WA. The Organisational Sustainability Program and the Organisational Assistance program support a regional organisation's capacity and capability to deliver sporting opportunities that lead to increased participation opportunities.

Initiative grants are designed to support one-off sporting and recreational opportunities. They are aimed predominantly at the club level or groups that are ineligible for OD funding. Areas targeted include: capacity building, participation, talent development, event management, 1st State team, North-West Travel Scheme

Regional sporting and recreational groups are all eligible to apply.

Funding ranges for Organisational Development:

- Organisational Assistance program \$2,000-\$7,000.
- Organisational Sustainability Program \$7,001-\$15,000.

Funding ranges for Initiative Grants.:

- Capacity building - \$500-\$5000pa.
- Participation - \$500-\$5000.
- Talent Development - \$500-\$5000.
- Event management - \$500-\$5000.
- 1st State team - \$300-\$600 for individuals; \$1000-\$2000 for regions that qualify four or more athletes for the same State team.
- North West Travel Scheme - \$1000-\$2500

Organisational Development applications closed on 30 September.

Initiative Grants are available all year round, subject to budget.

You are eligible to apply if you are a:-

- regional Sporting/Club/Active-Recreation organisation recognised as the 'peak' regional representative body;
- not-for-profit organisation based in regional Western Australia involved in the conduct of sport or physically active recreation;
- State Sporting Association or Industry Peak Body overseeing regional operations.

To be eligible to receive department funding, an organisation must:-

- Be incorporated under the Associations Incorporation Act 1987 (Western Australia);
- Have acquitted all previous DSR grants prior to the application being submitted unless the grant is still current.
- Be affiliated where appropriate with a State Sporting Association/ Industry Peak Body recognised by the department.

SOUTH AUSTRALIA - COMMUNITY FACILITY GRANTS

Grants can be provided for community facilities up to \$45,000. One-off grants for community facility upgrades can be provided where applications can demonstrate significant level of use or community benefit. Organisations are encouraged to consider their ability to contribute financially to the cost of facility projects.

Eligible applications:

- demonstrate that a contribution is sought from the parent body or the local council and the contribution amount, if any, that is secured.
- specify who owns the facility and if the facility is not owned by the applicant, the building owner should provide consent, consideration of financial support and detail of the length of the current lease.
- include building plans where appropriate and supply quotes or estimates as evidence of the costs associated with the work to be undertaken.
- should attach, where appropriate, development consent and building approvals.

VICTORIA - COMMUNITY SUPPORT GRANTS

Community Support Grants (CSG) aim to build resilient and adaptable communities with:

- improved community infrastructure, facilities and services
- improved community connections
- communities taking action on their own behalf

There are 3 funding categories available.

The amounts available for each category are:-

- Community Infrastructure projects up to \$500,000
- Community Infrastructure planning up to \$30,000
- Community Initiatives projects up to \$50,000

This program is open for applications on an ongoing basis.

TASMANIAN COMMUNITY FUND

Grant Round 26 of the Tasmanian Community Fund will open on 2 February 2013. Applications for small grants (up to \$10,000) will close on 20 March 2013. Applications for medium grants (\$10,001 to \$90,000) will close on 3 April 2013. Expressions of interest for large grants (\$100 000 to \$300 000) will close on 27 February 2013. Applicants will be notified of the outcome of their application in mid-June 2013.

ACT GRANT - I DAY GRANTS

International Day of People with Disability (I Day) Grants are open now for applications to fund organisations to promote social inclusion.

These are one-off grant to assist in a program or event for the International Day of People with Disability in 2012.

The International Day of People with Disabilities (I-Day) is a United Nations sanctioned day that aims to promote awareness and understanding of disability issues and encourage support for the dignity, rights and well-being of people with disability. I-Day also seeks to increase awareness of the benefits of inclusion of people with disability in every aspect of political, social, economic and cultural life.

The Day brings together people with disability, community organisations, businesses, individuals and all levels of government.

Each application may relate to an individual project or initiative with funding of up to \$5,000 (plus GST) available. These funds are non-recurrent, which means that they will only be provided for the individual project or initiative in the 2012-2013 financial year.

The total amount of funding available for all applications in 2012-2013 is \$20,000 (GST exclusive).

Projects or initiatives must be linked to the celebrations for the International Day of People with Disability and if an event is involved this should be held on or around 3 December 2012.

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