

AUSTRALIAN INDIGENOUS GUIDE TO PHILANTHROPY

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Australian Indigenous Guide to Philanthropy.

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FOREWORD

In 1999, the Victoria Aboriginal Community Controlled Health Organisation (VACCHO) identified the need for a directory about philanthropy for Victorian Indigenous organisations. The first Indigenous directory, *Where to Find that Much Needed Moola*, was written by Fiona Moore who is now Manager of Telstra Foundation. All copies of this were quickly taken up and VACCHO continued to receive requests for further copies. In 2003, VACCHO, in partnership with the Indigenous Affinity Group of Philanthropy Australia, agreed that a further edition of the directory was required and asked Russell Smith to take on the task of updating and extending this resource to national scale.

Many Indigenous communities are not aware of the potential of the philanthropic and private sectors to support their projects and create change.

In the past, most Indigenous organisations relied solely on governments to fund the services and programs they needed to support individuals and strengthen their communities. We know that philanthropic and corporate foundations do not have the capacity to replace the role of government in building and maintaining a decent standard of services for Indigenous people in this country, and nor should their contributions allow governments off the hook in this responsibility. However, just as they have in other areas of social need, philanthropists can make a strategic and significant contribution.

Indigenous organisations need to begin to find additional and alternative sources of funds and develop the skills to tap into these. Philanthropic trusts and corporate foundations are one important avenue for such funds. This is the first national directory of philanthropy which specifically aims to support the work of Indigenous organisations to develop new initiatives and strengthen their capacity for self determination.

As part of this process of unlocking resources, the project recognises that not only do Indigenous communities need to learn about how to access philanthropic funding, but philanthropic bodies need to inform themselves about Indigenous communities' issues and aspirations, and how they can assist in the important task of building respect and a future in which we can all participate and meet our potential. We look forward to ongoing partnerships between Indigenous communities and philanthropy which can begin to address community need and social justice.

The Stegley Foundation was a major contributor to the first Indigenous directory for Victorian Indigenous communities. With great sadness we dedicate the first national Indigenous directory to the late Brian Stegley, a Trustee of the Foundation and a good friend to the Indigenous community, who died in 2003.

Jill Gallagher
VACCHO

Elizabeth Cham
Philanthropy Australia



AUTHOR'S NOTE

As an Indigenous person, what I think about philanthropy ...

Aboriginal and Torres Strait Islanders are among the most disadvantaged people in Australia, experiencing high premature death rates and low levels of economic

and social opportunity. Despite common misconceptions to the contrary, Aboriginal communities are chronically starved of funding. Where government funding is available, it is usually barely sufficient to cover the basic needs of communities and is often directed to achieving outcomes and targets that have been determined by the government rather than the people it affects. Far too often Indigenous organisations and communities find themselves dancing to someone else's tune, rather than developing their own agendas based on the local community's needs and aspirations.

Communicating these needs is about cutting through the red tape and the jargon of usual methods of getting grants and getting to the other side - where a project becomes a reality before your communities become disillusioned by the whole process.

It's about taking the first steps towards becoming independent from long-term handouts and about developing self-sufficiency and pride in your community.

In my experience of working with philanthropic trusts, there are some communities who view the sector with scepticism and feel the process of getting funding is more about jumping through hoops than simply showing a genuine need.

Patrick Dodson, Aboriginal statesman, has described the process of getting funding (in general) this way:

'Bureaucracies impose funding guidelines and accountability constraints that lock organisations into a process of interminable paper wars, which ultimately drain the resources and human enthusiasm for perseverance beyond all reasonable limits - guidelines that take little or no account of our social or cultural value structures.'

To put it bluntly, the image of philanthropy needs to change and we need better communication between foundations and communities to improve access to the benefits of philanthropy.

There is an opportunity now for Aboriginal communities to have a direct relationship with the philanthropic sector and corporate foundations and for this to work for mutual benefit. Where initial funding can make a difference, it is vitally important that nothing gets in the way of that happening - particularly that bureaucracy isn't so overbearing it defeats the purpose.

The strengths of progressive philanthropic trusts are their relative flexibility, autonomy and preparedness to back new and creative initiatives. As an Indigenous person working in the philanthropic sector and understanding how it works, I can tell you there are people out there who want to help but are unable to make it happen.

At the end of the day we have to own our problems and we have to solve them ourselves. This directory is just a book but it can open doors for alternative funding.

We now live in the twenty first century; we need to change the face of Indigenous issues and find a better life. To paraphrase Isaac Newton, there is nothing stronger than an idea whose time has come.

Russell Smith
Indigenous consultant

WHAT IS PHILANTHROPY?

The word philanthropy comes from two Greek words which together mean "love of mankind". Modern philanthropy grew out of old traditions, coming from many cultures, of people contributing to the common good of their society through funding. While in the past, there may have been overtones of "charity" in this giving, modern philanthropy is generally applied strategically, in partnership with the communities that can best put the funds towards positive social change and community benefit. While individual Australians give a lot back to their communities through personal donations and volunteerism, most formal philanthropy is implemented through trusts and foundations.

WHAT IS A PHILANTHROPIC TRUST?

The first charitable trusts were established in Australia in the late 1890s. Sometimes they are called 'foundations' but for the purposes of this book, the term 'trusts' is simpler. Wealthy individuals and families, who wanted to put something back into the community from which their wealth was created, often set up trusts. There are other forms of trusts like those set up by governments to mark an anniversary or to deal with a specific issue. Some of these, such as The Foundation for Young Australians, are described below.

Today there are several thousand philanthropic trusts in Australia which make a combined contribution of more than \$1 billion to the community each year, mainly in the areas of education, the arts, welfare, health, the environment and medical research. Some trusts are small and may only donate to specific projects. Others give many millions of dollars each year to a

wide range of projects. For historical reasons, the majority of Australian philanthropic trusts are based in Victoria and can only fund Victorian based projects. This means there is potentially more non-government funding for Indigenous groups in Victoria than in the other states. With the growth in community foundations and the recent introduction of tax incentives, there is potential for the greater growth of trusts beyond Victoria.

What sorts of projects do philanthropic trusts fund?

There is not nearly as much money available for the community through philanthropy as there is in government, so trusts will never be able to replace the role of government in supporting the operating costs of a community organisation. What philanthropy can do is support innovation, back people's ideas and share their dreams for their community. Although most can only fund a one-off project for a limited time, some trusts are looking for long term partnerships with community. The Colonial Foundation, for example, likes to form relationships with organisations who share its members' fields of interest, for up to three years, or more. Some, like The Foundation for Young Australians, will even help you with the cost of preparing your application and the cost of evaluating it, provided it first fits their eligibility criteria.

Trusts differ widely in what they will or will not fund. For example, some trusts are happy to fund building programs or equipment, while others prefer to fund action research or pilot projects to test out a new approach to tackling a problem. Check out the guidelines or annual reports of individual trusts to find out their preferred kinds of

projects, what they have funded in the past and what they won't fund.

Generally, trusts are not keen on funding on-going operating costs. They like to come in with set-up costs to get a new project started rather than picking up on a project mid-way, or if it is struggling, to keep it going. An exception would be where you shape your request into an extension phase or new direction for an existing successful project.

Will they fund research into Indigenous issues?

Trusts tend to be more interested in funding action-oriented research which will have clear benefits for the community, rather than more academic research. They look favourably on community programs developing skills, mentoring and peer-support activities for young people - such as leadership programs and cultural or sporting activities - but are by no means limited to these examples.

Preparing a plan showing how your project might be achieved, or why the action is needed is always a good move when seeking trust funding.

THE DIFFERENT TYPES OF PHILANTHROPIC TRUSTS

Private trusts and foundations

These are trusts set up by an individual either during their lifetime or under the terms of their will as a bequest. If set up through a bequest, funding is administered by a trustee or trustees who distribute grants according to the donor's wishes. Examples of private foundations are The Ian Potter Foundation and The William Buckland Foundation.

Family trusts and foundations

These are private trusts that have been established by one family. Often the original family members, or in some cases the second or third generation descendants serve as trustees or directors, drawing in additional 'expert' trustees as required. Often these are established to carry out the charitable interests of a deceased founder or living family donors. Examples of family trusts are The Myer Foundation and The Reichstein Foundation.

Prescribed Private Funds

Prescribed Private Funds (PPF) are a new category of private foundation from 2001. The new law allows deductions to taxpayers for gifts to prescribed private funds and they are subject to the same requirements that apply to public funds. Unlike public funds, prescribed private funds are not required to be controlled by a committee of people with a degree of responsibility to the community and they are not required to seek donations from the public. It is envisaged that this last measure will encourage greater philanthropy as families and individuals seek opportunities to make a personal difference to social issues and the arts through their private philanthropy.

Trustee companies

Trustee companies manage many private trusts. They are corporations that are legally authorised to serve as trustees, as executors or administrators of estates, or as guardians of the property of people requiring assistance to manage their own financial affairs. Trustee companies offer a structure through which the wishes of the original donor can be carried out after death. The Company and an advisory committee usually make funding decisions.

Examples of trustee companies are ANZ Executors & Trustee Company Limited and Perpetual Trustees Australia Limited. Both manage many trusts. The advantage of applying to them is that often they accept one application, which they will then direct to the most appropriate trust within their company for funding.

Government initiated trusts and foundations

A number of trusts have been established in Australia as a result of government intervention. One example is VicHealth, which was established with a levy on cigarette sales. Others are The Foundation for Young Australians and the Australian Multicultural Foundation, both established by the federal government to mark Australia's Bicentennial, and the Victorian Women's Trust, which was set up by the Victorian Government during the 150-year anniversary of European settlement. Given their origins, it is appropriate that these trusts give something back to Indigenous communities.

The Community Support Fund was established by the Victorian Government to return income from gambling tax to the community. It accepts project applications from community organisations for planning and strengthening communities and for building community infrastructure. Applications are generally required to demonstrate partnerships with government and other organisations.

Community foundations

Community foundations are a relatively new concept in Australia. They build up their money through donor contributions and local fundraising, and direct their grants to a defined geographic area such



as a town, region or state. Community foundations are usually governed by a board of private citizens who are supposed to represent the public interest. Where they are not already represented, Indigenous people should certainly be on such boards. Examples are the Foundation for Rural and Regional Renewal, the Mumbulla Community Foundation and the Melbourne Community Foundation.

Other regional or local area trusts and foundations

Some private trusts will only fund organisations that are based in a particular geographic area - mostly the area where the original donor made their money. If you're lucky enough to live in that area, these trusts are worth applying to. Examples of local area

trusts are the Sir Andrew and Lady Fairley Foundation, in Shepparton, the Stan Willis Trust in the western suburbs of Melbourne, the Andrews Foundation in Gippsland and the GM & EJ Jones Foundation in the Warrnambool and Western District.

Corporate foundations

Some corporations have set up trusts that are legally separate from the parent company. They are often set up with an initial endowment and then receive staff donations or a regular allocation from company profits. These foundations are different from corporate sponsorships or 'corporate giving programs' in which the company gives money to various causes, usually through its public relations department. Examples of corporate trusts include Telstra Foundation, RACV Foundation, AMP Foundation and the Rio Tinto Aboriginal Foundation.

Corporate giving

While there are only a few corporate trusts in Australia, it is estimated that just over a quarter of the philanthropic dollar in Australia comes from corporate sources through corporate giving programs. An increasing number of companies are entering into partnerships with community organisations as well as providing sponsorship for areas such as sport and the arts. Examples of companies that have a clearly defined corporate giving program are the Body Shop and Esso Australia, which targets the Gippsland area. Further information is available from *The Australian Directory of Corporate Community Involvement*, produced and sold by Philanthropy Australia.

HOW TO APPLY TO A PHILANTHROPIC TRUST FOR FUNDING

Who can apply for funding from trusts?

Most trusts accept applications from organisations, not individuals, though there are exceptions. Generally the organisation should be incorporated and often it needs to have tax deductible status (see section below about tax status). In the case of the arts, some trusts will accept application from individuals, but only where specified.

Don't despair if you are not a tax deductible body, or not even an incorporated organisation. If you can find a true partner in the project, such as your regional Aboriginal Corporation or local government, they may be interested in applying on behalf of the partnership. (see page 20)

Which trusts are worth applying to?

A few trusts have a strong track record in funding Indigenous organisations and actively seek applications for Indigenous community projects. Others don't go this far but have supported such projects in the past so long as the project fits their usual eligibility criteria. A positive outcome of current debates on reconciliation has been an increase in the number of trusts which are developing funding programs around Indigenous issues. For example, the Indigenous Affinity Group of philanthropic trusts is a welcome sign of changing attitudes and increased awareness.

Just as the trust will research your organisations before they decide to fund you, you should research them.

Identify your potential funding sources and find out what you can about the kinds of projects and causes they've



supported in the past, their current priorities, what they will and won't fund, their specific requirements and procedures and the likely size of grants. You can find out a lot of this information from a trust's annual report or website, although not all trusts produce them. Phone them up and try to find a quiet moment to get the staff talking about the sorts of projects the trust is interested in. If that trust doesn't seem to fit, try another one.

Philanthropic trusts vary enormously in their level of involvement with funded projects and the amount of research that goes into funding decisions. For example, some trusts give a set amount, such as \$1,000 a year, to almost every registered charity that applies to them, while others research eligible applications very thoroughly and

make grants of varying sizes.

Trusts that support Indigenous organisations are more likely to be strong on researching applications and keeping in contact with the project. This can be a pain at times but it helps to cement a positive on-going partnership between the Indigenous organisations and the trust. It's certainly worth aiming for this kind of relationship, which is common between some of the larger charities and trusts who get together every so often to discuss their priorities for the coming year. On occasion, Indigenous people may be invited to advise them during the planning process and on researching the grant applications.

The trusts listed in this booklet are a good place to start with your research.



SUNSHINE IN THE SHADOWLANDS

Choosing a snappy name for your project can attract the attention of the trust. A Koorie woman came to one of our workshops but did not believe she could ever get money for her community that had many serious needs. We asked her to think up a name for her dream project. Without hesitating she said "sunshine in the shadow lands" and went on to say that her community had been living in the dark area between rural service providers, and they were like a forgotten community. People were feeling despair and her project would bring sunshine and hope back into the community. Just starting with the name got everyone excited and before long everyone was talking about the project and the funding followed soon after.

Who do I contact at the trust?

Most trusts don't employ more than one or two staff; usually there will be an Executive Officer. They research applications, liaise with applicants and make recommendations to the trustees. Try and make contact with the Executive Officer before you prepare your application and get advice about how to best place your arguments. Some of the larger trusts also employ one or two Research Officers to back up the Executive Officer. There is also usually an Administrator or Administrative Assistant who will deal with inquiries and advise on guidelines, application forms (where required) and closing dates. Ask them to send you a copy of all relevant information but, if you can, speak directly with the Executive or Research Officer when discussing the content of your application.

The Board of Trustees will make the final decision. In the case of family trusts, trustees will mostly be family members and descendants of the original donor. Other trustees tend to be lawyers, accountants and people with relevant expertise.

The usual protocol is that you phone the Administrative Assistant and request copies of the trust's funding guidelines, any necessary forms and a recent annual report if there is one. Submit your application through the Executive Officer and discuss your application with them, face-to-face if possible. If you know a trustee personally and it seems appropriate, try and find an opportunity to talk about your application to them. It will be obvious how far they want to discuss it. Request copies of all guidelines, application forms and other publications.

Funding guidelines

Most trusts produce funding guidelines. These usually contain the following:

- A brief history and background to the trust
- A vision statement about the trust's aims and priorities
- Eligibility criteria for grant seekers
- The procedure to follow in applying
- What the trust will or will not fund

Application forms

Some trusts require you to fill in a special application form while others leave it up to you to develop your own application. If there is no application form you can follow the suggested format provided on page 17 of this book, making sure you cover all the information that is specified in the guidelines of that particular trust. The listing of trusts at the back of the booklet will tell you whether or not you need to fill in any special form and whether guidelines are provided.

Annual reports and other publications

Some trusts produce quite detailed annual reports which provide a good insight into the way the trust works, its values and beliefs, the kinds of projects they may be interested in, the size of a typical grant and any particular slant or emphasis to give to your application. A few trusts also produce newsletters or reports on their activities that also provide you with a window into what motivates and interests them.

Closing dates and timelines

You will find that some trusts only meet to make funding decisions once a year, while others meet three or four times a year. You often need to put your application in about two months before a trustees' meeting date, so expect to wait

at least as long as that before you get a decision on your application. There's no harm in phoning to ask about the meeting date and when you'll be notified of the decision. Most trusts are very strict about their closing dates. Some will accept email copies while others insist on getting a clean hard copy by 5pm on the due date. Even if you do email it, send another copy by mail. The dates mentioned in the Listing of Trusts below are based on information supplied for 2004. Contact the trust to find out if there have been any changes in closing dates or eligibility.

One trust or many?

It is quite okay to apply to more than one trust for the one project. In fact it makes good sense: if one trust doesn't fund you, perhaps the other will. If more than one trust is prepared to back you, funding can be split in various ways for maximum impact. However, don't assume that the same application will work for all trusts. As discussed earlier, trusts differ greatly in the projects and issues they like to support. Only send an application to those trusts whose guidelines match your project, and tailor your application to meet each trust's particular requirements and priorities. Often it just needs a slightly different emphasis or re-wording.

You need to find out the trust's usual size of grant. Annual reports are the best source of information but you can ask the question directly.

Where it is a fairly large sum that you're after, you can do any of the following:

- Split the application between like-minded trusts, say 50/50 or 1/3 x 3

- Target certain aspects of the project to each trust. This could mean splitting your project into sequential phases and requesting funds for each stage from a different trust.
- Alternatively you can just apply for the lot from more than one trust and hope that one of them will come to the party.

WHAT IS NOT USUALLY FUNDED BY TRUSTS

There are some things that are usually not funded by trusts but you can always check with them if in doubt.

- Core operational costs
- Buildings, capital appeals and equipment
- Gaps caused by government withdrawal
- Financial deficit
- Fundraising costs and materials
- Overseas programs
- Travel overseas
- Conferences
- Publications, CDs, videos
- Individual people
- School buildings, curriculum most schools
- Fundraising events
- Political campaigns

Can I meet with a trust to discuss my application?

Some will discuss your application face-to-face and some will not, as a matter of policy. But it always helps if you can have personal contact.

In the covering letter to your application, invite the staff and trustees to visit your organisation and also say that you would be happy to come to their office if they can't come to you.

Follow it up a couple of weeks later with a phone call. Don't be offended if they don't take up your offer. At least they know that you are open and friendly.

Finding out about new trusts and funding programs

Like everything else, philanthropic trusts change their funding policies and procedures from time to time. It is worth getting on the mailing list of the trusts that you have had funding from before or have heard positive things about. This way you'll get their annual reports and keep up to date with any new granting programs or other changes of focus.

Keep your eyes on the newspapers. Many trusts advertise their granting rounds, particularly if the trust only makes one set of grants each year, such as the Victorian Women's Trust or The Foundation for Young Australians, or if they are running a special funding program to address a particular issue. For example, The Myer Foundation advertises their Sidney Myer Performing Arts Awards, which includes Indigenous Arts Awards, around September each year and the Victorian Women's Trust advertises their only grants round in March each year. Telstra Foundation advertises twice a year prior to the closing date of each major granting round.

Professional fundraisers

Quite a few organisations engage professional fundraisers to write their submissions and negotiate with philanthropic trusts on their behalf. This is fine if your organisation has the money but there can be pitfalls: some professional fundraisers churn out the same application to all the trusts on their databases. These applications rarely get funded because they are unconvincing. Glossy professional-looking presentations do not compensate for a lack of real content or knowledge about the issue. A genuine application wins hands-down if it is from someone who clearly knows what they are talking

about and can communicate its importance.

This doesn't mean that overworked CEOs and program staff have to write all their own submissions. But if you do employ someone else to do it, make sure they know your issues and are selective about the trusts they apply to. And always do your own talking both on the phone and in meetings.

WHAT TO INCLUDE IN YOUR APPLICATION

The covering letter

In one page, this should briefly introduce your organisation and summarise your main arguments about why the project is needed and how it will benefit your community. Invite the trust to come out and visit your organisation to talk to community members. Offer to come to their office if they can't make it to you. In your letter, indicate why trust funding is necessary. Unfortunately some trusts have bought the myth that Indigenous organisations are awash with government funding. You need to convince them that there is no appropriate funding program through other sources, particularly government funds.

The submission

If an application form is not provided, work off a set of headings to ensure that you cover all the information that they're likely to want to know. Most trusts will publish funding guidelines that specify the points you need to cover, however you could use the following headings as a guide. These are adapted from "A Checklist for Your Submission", *The Australian Directory of Philanthropy 1996/7*, prepared by Joint Foundation Support. (See following page)

SUGGESTED OUTLINE FOR YOUR SUBMISSION

1. SUMMARY PAGE

- **Project title and brief description:** Give a catchy title and a couple of sentences describing the project.
- **Submission to:** Give the name of Executive Officer (or equivalent) and name and address of the trust that you're applying to.
- **Submission from:** Your organisation, phone and fax numbers, post and e-mail addresses.
- **Contact details:** Numbers of the people who may be contacted in relation to the application and their positions within the organisation, such as Executive Officer.
- **Amount requested:** Specify precisely how much you are applying to the trust for.
- **Organisation's tax and legal status:** Where relevant, note that your organisation has the Deductible Gift Recipient (DGR) status and attach the relevant Taxation Office letter. Describe your legal status, be it incorporated not-for-profit body, Indigenous cooperative or other.

2. THE SUBMISSION

ORGANISATION DETAILS

History and aims

- A brief account of how, when and why your organisation was set up.
- Describe the community or constituency served.
- Identify the community that your organisation works for, such as the geographical area, age, special needs and issues. Describe the way this community is involved in the management of the organisation.
- Key programs and achievements. Outline the major programs that your organisation runs and any special achievements or milestones.

PROJECT DETAILS

- **Need for the project:** Describe the issues and include any data to support your case. Indicate who will benefit from the project and in what ways. Describe the long-term impact or future of the project.
- **Project objectives:** Clearly state the purpose of the project.
- **Project outcomes:** List the specific outcomes of the project, for example, two workshops or a book and what they aim to achieve. If relevant, describe how the project and results will be promoted.
- **Project planning:** Briefly outline how the project came about, who has been involved, planning, achievements so far and how it fits into the overall plans of the organisation.
- **Project personnel:** List the people involved in the project, their backgrounds, experience and qualifications. If advertising the position, describe the criteria to be used for selection.
- **Timelines and task schedule:** Put dates against specific tasks and activities
- **Evaluation:** Describe how you will measure the project's outcomes against its objectives, who will evaluate it and when.

3. BUDGET

Put your budget on a separate page and include all costs of the project, including staff time. Be clear how you have arrived at each figure. Indicate which items you are asking the trust to fund. If you are splitting the costs of the project between a numbers of funding sources, put the whole lot down and identify which items you're asking another trust or government source to fund. This is easily done on the computer with a highlighter.



Additional material

Where relevant, include additional material such as:

- Annual budget indicating funding sources. Include a copy of your last audited annual accounts or annual report.
- Letters of support from other organisations or significant people.
- Resumes of key people working on the project.
- Quotes for aspects of the project, such as printing costs, equipment, and use of venue, but only for the larger amounts of money.
- Reports that back up your arguments as to why the project is needed. Highlight the sections that relate to you.
- Aids like posters, programs, photographs, videos that relate to your project. Label them and give a return address if you want them back.

Make a list of the attachments and label each one: Attachment 1, Attachment 2 and so on. If they ask for documents that your organisation doesn't publish, such as an annual report, explain why you can't provide it and send the next best thing, such as an auditor's report and/or a list of board members.

Tips on presentation

To make it as easy as possible for the person processing your application:

- Your application should be around four pages, not counting attachments.
- Check deadlines so you're not rushing your application the night before it is due.
- Make sure that you have included all the information that they specify.
- Watch out for spelling and grammar. Use the spell check on the computer.
- Get someone else to read the application to ensure it makes good sense.
- Type your application up neatly on plain white A4 paper. Use just one side of the paper and hold it all together with a clip not a staple. This all makes it easier for photocopying.
- Prepare a covering letter, which should be on letterhead.
- Post the application, don't fax it. Some trusts will accept e-mail applications, others use on-line application forms.
- Keep a copy of your full application, covering letter and attachments.
- Keep records of contacts with the trust, like phone calls or meetings.

If your application is successful

Congratulations! Now build on it. The best arrangement is an on-going partnership between the trust and the grant-seeking organisation, but this usually takes a couple of positive projects to establish. Invite the trust over to visit during the course of the project. Make sure that they are always invited to launches and other appropriate events, and ensure that progress and final reports are comprehensive and arrive on time. Include any media coverage, posters, photos or other promotional material. Establishing a positive relationship with the trust is worth the effort. Trusts often talk amongst themselves and success stories get around.

PUT SOME MAGIC INTO YOUR YOUR SUBMISSION!

Staff at trusts have to read a lot of submissions every year. Many are very interesting and most have involved a lot of hard work by the grant seeker. Yet after reading submission number 300, they all start to look alike. So think about what you can do to add that little bit of magic to your words.

You can:

- Send photos, images of the people involved
- A tape, CD or video with some of their voices
- Give the project a catchy title that is meaningful to you
- Personal stories written or spoken by those who will benefit
- Sprinkle stardust into the envelope, get children to illustrate it
- Find a champion who will write about the difference you can make
- Think up some other tricks that will give fire to your good work

If you're unsuccessful

It is worth finding out why, especially if you were given the impression that your application was looking good. While you don't have the same mechanisms to appeal a decision that you do with government, you are quite entitled to get feedback and advice as to how you could go about it better next time. The Executive Officer or Research Officer is usually the relevant person to speak to. It is also worth finding out whether there is any point in putting the application in again, and if so, how it could be rewritten to get it over the line. Also ask for suggestions about other trusts to approach. The Executive Officer may be prepared to put in a good word for you.

Tax deductibility status: working with it and without it

Tax deductibility is often the biggest hurdle for Indigenous organisations, as many trusts require organisations to have Deductible Gift Recipient (DGR) status under the Income Tax Act. This must not be confused with Income Tax Exemption Charity (ITEC) status which is also required by some trusts. Basically it means that at some stage your organisations must have successfully applied to the Australian Tax Office to allow donations to the organisations to be tax deductible. For example, if I give your organisation a donation over \$2.00, I can claim it as a tax deduction.

Some trusts have additional eligibility requirements such as exemptions from Victorian Probate Duty and Commonwealth Estate Duty. If you are not sure about your organisation's status, ask your accountant or check your files.

If your organisation already has DGR status.

You should have a letter on file that looks

like the one re-printed below. Keep it safe. It means that you can apply to a much greater range of trusts, especially many of the wealthier ones. Send a copy of this letter as an attachment to every application as some trusts will not even consider you without it. They see it as a non-negotiable item because it is specified in their Deed of Trust - the legal document that governs the trust's activities.



If your organisation does not have DGR status

Don't give up. You can still apply to some philanthropic trusts for funding, directly or indirectly. A number of trusts, particularly those with a good track record in funding Indigenous organisations, don't require it anyway. See the Listing of Trusts below. It's enough for them if you are an incorporated, not-for-profit, community based organisation whose aims match their own. One way of applying to those

AUSTRALIAN TAX OFFICE (ATO) HELP Getting tax concessions for your non-profit organisation:

There is no special unit for Indigenous organisations within the ATO, but the section for non-profit organisations can give you advice about all tax concessions available, including Deductible Gift Recipient (DGR) status, Income Tax Exempt (ITEC) status. Also they can explain about Goods and Services Tax (GST) and other tax related issues for organisations. If you wish, they will also arrange for a speaker to visit your community to explain these matters. The ATO has a number of booklets and guides you could ask them to send you or you could look up the ATO website on: www.ato.gov.au/nonprofit/pathway.asp or telephone 1300 130 248

trusts that require DGR status is through a genuine partnership with an organisation that does have this tax status, such as a sporting club, community health service, hospital, a health related organisation, a church agency, registered charity, university, research institute or cultural body.

How to apply for tax deductibility status

It is worth making the effort. Contact the Australian Tax Office in your area and ask for the relevant forms. You have to provide a copy of your constitution, Memoranda of Association and details about your organisation's purposes and legal and financial structure. Generally, not-for-profit organisations that provide a direct service to disadvantaged people should be eligible. Many arts and cultural organisations are also eligible under a different category, but organisations that are mostly concerned with advocacy and coordination are sometimes ruled out.



WHERE TO GO TO FIND OUT MORE ABOUT PHILANTHROPY

Philanthropy Australia

Philanthropy Australia is a national membership organisation that represents private, family and corporate trusts and foundations. It has over 200 members who distribute funds to the community. Philanthropy Australia is not itself a grant-making body. Its main activities include:

- Education and networking
- Information and networking
- Advocacy on behalf of its members.
- Publications including *The Australian Directory of Philanthropy*, which lists many trusts with summary information.

Philanthropy Australia's Resource Centre in Melbourne has a library of philanthropic information from national and international sources. Information from these bodies can be obtained for you by centre staff. A number of international trusts have an interest in Indigenous community issues in other parts of the world. Some of these are listed below and may be worth applying to. There are also international scholarships and exchange programs.

For further information contact:
Philanthropy Australia
Level 10, 530 Collins Street, Melbourne
Victoria Australia 3000
Tel: 03 96200 200
Fax: 03 96200 0199
Email: pa@philanthropy.org.au

Indigenous Affinity Group

Philanthropy Australia hosts an informal group of grant makers who are particularly interested in the use of philanthropy to strengthen Indigenous organisations and communities, and to promote the growth of Indigenous trusts. The group comprises several trusts, including Australia's first Indigenous trust, The Lumbu Foundation, and its main activities have been to link trusts with Indigenous organisations and individuals to develop their understanding of the main issues affecting them. This in turn informs the trusts on the best way that philanthropic grants can enhance what Indigenous people are doing to develop their communities and strengthen their voice.

AUSTRALIAN TRUSTS ACCESSIBLE TO INDIGENOUS ORGANISATIONS

Below is a list of trusts that have indicated that they will welcome applications from Indigenous organisations. It must be stressed that this listing is not comprehensive. There will be trusts that are worth applying to that did not want to be listed. New trusts are being set up all the time and existing trusts may change their funding policies to encourage access for Indigenous groups. In most instances, information has been provided as it appears in the *Australian Directory of Philanthropy 2004/2005*. After this date, information may need to be checked for its accuracy. Most of these trusts will accept applications where specified, but because there are always more applications than funds available, there is no guarantee that your application will be successful.

Albert van Moorst Memorial Trust

Address 3rd floor, 766 Elizabeth Street, Melbourne, Victoria 3000
Contact Mr. Joe Morris
Position Executive Officer
Telephone 03 9347 2655
Fax 03 9348 1273
Email joemorris@tryouth.org.au
Summary of Purpose The aims of the Trust are to provide financial support to groups or individuals seeking to create social development projects with a specific emphasis on the empowerment of young people
Priority Interests Children/youth; young people 13-21 years
Geographic Focus Australia: Victoria
Grant Exclusions Building works; capital works; salaries
Annual Disbursement Grants are usually \$500-\$1,000 each
Application Procedure Application form available from the Trust
Further Information The Trust is particularly interested in applications from young people under the age of 21 years or where young people make decisions about the spending of the grant

ANZ Executors & Trustee Company Limited

Address PO Box 389 D Melbourne, Victoria 3001
Contact Manager Charitable Services
Position Manager Charitable Services
Telephone 1800 808 910
Fax 03 9273 2319
Email charitabletrusts@anz.com
Website www.anz.com/wealth/trustees

Summary of Purpose	ANZ Executive and Trustee Company Limited is a public trustee company that operates in all state of Australia except Tasmania. Income generates from investment of capital is distributed to charitable organisations from investment of capital
Priority Interests	Varies according to the particular trust
Geographic Focus	Varies
Legal Limitations	Varies
Grant Exclusions	Individuals
Grant Frequency	Varies
Annual Disbursement	Varies
Final Lodgement	Varies
Application Procedure	This varies for each trust managed by the company. Visit the website for details or contact the Charitable Services office to request guidelines

Australian Rotary Health Research Fund

Address:	PO Box 779, Parramatta, NSW 2124
Contact	Ms. Joy Gillett
Position	General Manager
Telephone	02 9633 4888
Fax	02 9635 5042
Email	joygillett@arhrf.org.au
Website	www.arhrf.org.au
Summary of Purpose	To encourage, promote, stimulate and aid medical and health research in Australia; to coordinate and manage health initiatives and community health projects; to stimulate public interest in the prevention and treatment of ill health in Australia. The Fund offers Indigenous health scholarships
Priority Interests	Medical research and community health
Geographic Focus	Australia
Legal Limitations	Deductible Gift Recipient (DGR) and Income Tax Exempt Charity (ITEC) status required
Grant Exclusions	Building works; individuals; capital works; films; videos; books; conferences; political organisations; core operating costs; religious organisations; deficit funding; general fundraising appeals; vehicles
Grant Frequency	Quarterly instalments - annual grants
Annual Disbursement	\$1 million
Final Lodgement	15 August each year
Application Procedure	Application form available from fund
Further Information	Available on the website

Australian Sports Foundation

Address	PO Box 176, Belconnen, ACT 2617
Contact	Mr. Rod Philpot
Position	Director
Telephone	02 6214 7868
Fax	02 6214 7865
Email	info@asf.org.au
Website	www.asf.org.au
Summary of Purpose	To assist non-profit sporting and community organisations with self sufficiencies by enabling them to raise funds through tax deductible donations for sport in Australia
Priority Interests	Community benefit - general; facilities; equipment; team travel; sport development, hosting major events
Geographic Focus	Australia
Legal Limitations	Deductible Gift Recipient (DGR) status required
Grant Exclusions	Core operating costs; deficit funding; individuals; political organisations; religious organisations; salaries
Grant Frequency	Every two months
Annual Disbursement	\$7.1 million
Final Lodgement	Project application and registration is ongoing
Application Procedure	Contact the Australia Sports Foundation to obtain an information pack that contains guidelines, application forms and other relevant information including checklists

The Bernard Judd Foundation

Address:	2/447 Kent Street, Sydney, NSW 2000
Contact	Ms. Tonia Abrahams
Position	Administrator
Telephone	02 8280 8444
Fax	02 9267 3103
Email	tabrahams@hammond.com.au
Website	www.hammond.com.au
Summary of Purpose	To discover the best in aged and dementia care, and funds practical aged care and dementia research in the following areas: technology for independence; training; social and physical environments; care planning; and innovative therapies and activities
Priority Interests	Priority is given to projects that have immediate and longer term practical application to improving the quality of life for older people and those with dementia. aged; accommodation; hospitals; medical research; research; rural; dementia

Geographic Focus	Australia
Grant Exclusions	Building works; capital works; conferences; deficit funding; general fundraising appeals; individuals; political organisations; religious organisations; vehicles
Grant Frequency	Annual
Annual Disbursement	\$60,000 approximately
Final Lodgement	31 March
Application Procedure	Contact Trust administrator to receive guidelines and application form
Further Information	Some information to be found on the website

BHP Billiton Community Trust

Address	PO Box 86A, Melbourne, Victoria 3001
Contact	Ms. Helen Lomen
Position	Community Programs Advisor
Telephone	03 9609 3596
Fax	03 9609 4420
Email	Helen.Lomen@bhpbilition.com
Website	www.bhpbilition.com
Summary of Purpose	To assist organisations providing a wide range of services and benefits to the Australia community. The Trust manages a key partnership with Australian and international community and environment not for profit organisations and includes the administration of the BHP Billiton Community Trust. In addition to key partnerships, a small number of national projects from not for profit organisations in Australia are selected for support each year
Priority Interests	Arts and culture; community development ; education; environment; health; Indigenous; medical research and welfare
Geographic Focus	Australia
Legal Limitations	Deductible Gift Recipient (DGR) status required
Grant Exclusions	Building works; capital works; conferences; core operating costs; deficit funding; individuals; films; videos; books; political organisations; religious organisations; salaries; travel and vehicles
Grant Frequency	Three funding rounds each year
Annual Disbursement	\$3.2 million
Final Lodgement	1 March 1 August and 1 November applications are considered in April, September and December
Application Procedure	Submit application by due date to The Community Programs Adviser, BHP Billiton
Further Information	To request funding guidelines or application forms or for further information contact the office

Bobby Goldsmith Foundation

Address	PO Box 97, Sydney, NSW 2000
Contact	Mr. Simon Watts
Position	Executive Director
Telephone	02 9283 8666
Fax	02 9283 8288
Email	simon.watts@bgf.org.au
Website	www.bgf.org.au
Summary of Purpose	To address the needs of people living with HIV and AIDS, by promoting independence and participation
Priority Interests	Housing /accommodation; employment; health and other needs
Geographic Focus	New South Wales
Legal Limitations	None
Grant Exclusions	None
Grant Frequency	Ongoing throughout the year
Annual Disbursement	\$3,000 limit per application and submission
Final Lodgement	None
Application Procedure	To qualify for financial assistance from Bobby Goldsmith Foundation an applicant must be disadvantaged as a direct result of HIV/AIDS, with less than \$5,000 in current liquid assets. A medical certificate and verification of income is essential

Brencorp Foundation

Address	Level 31 367 Collins Street, Melbourne, Victoria 3000
Contact	Mr. Tony Fry
Position	Executive Officer
Telephone	03 9614 4399
Fax	03 9629 5226
Email	enquiries@brencorpfoundation.org.au
Website	www.brencorpfoundation.org.au
Summary of Purpose	The Brencorp Foundation was established in June 2001 with the desire to support those areas within the community that promote independence, empowerment and fulfilment of potential for people and groups, and an innovative, cohesive and vital community
Priority Interests	The foundation's principal area of interest is cultural diversity embracing community development; children/youth, education and culture
Geographic Focus	Australia

Legal Limitations Deductible Gift Recipient (DGR) status; Income Tax Exempt Charity (ITEC) status required

Grant Exclusions Funding requests that are exclusively for core costs; political organisations campaigns; those associations that cannot prove tax deductible status; organisations that have previously applied for funding with the Foundation and not been accepted in the 24 month period

Grant Frequency Distributions of income will be made at least bi-annually

Annual Disbursement \$600,000

Final Lodgement 1st August - 30th September for funding in December and 1st February - 31st March for funding in June

Application Procedure Grant guidelines have been established to assist organisations seeking grants. Contact the Foundation office for a copy

Dymocks Literacy Foundation

Address Level 6, 428 George Street, Sydney, NSW 2000

Contact Ms. Julie Urquhart

Position Chief Executive Officer

Telephone 02 9224 0411

Fax 02 9224 9401

Email literacy@dymocks.com.au

Website www.dymocksliteracy.com.au

Summary of Purpose The Dymocks Literacy Foundation raises funds to assist kids learning to read and write effectively. The Foundation strives to make a positive impact on the literacy levels in Australia. The Foundation is an Australia-wide, tax-deductible charity that helps kids learn to read and write effectively; and promotes a life-long love of reading

Priority Interests Children/youth; education; literacy; families

Geographic Focus Australia

Legal Limitations Deductible Gift Recipient (DGR) status required

Application Procedure Grant guidelines and procedures are available on the website or by calling the Foundation office

Education Foundation

Address Level 4, 242 Collins Street, Melbourne, Victoria 3000

Contact Ms. Heather Le Roy

Position Chief Executive Officer

Telephone 03 9650 4277

Fax 03 9650 5443

Email hlr@educationfoundation.org.au

Website www.educationfoundation.org.au

Summary of Purpose The Education Foundation is an independent, not-for-profit organisation that supports young Australians by funding and facilitating innovation in the public education system. Since 1989 it has funded over 400 school based project that support student outcomes and build capacity across the sector. Most of these have been in schools where young people are faced with educational or economic disadvantage

Priority Interests Education; children/youth.

Geographic Focus Victoria

Legal Limitations Deductible Gift Recipient (DGR) status; Income Tax Exempt Charity (ITEC) status required

Grant Exclusions General fundraising appeals

Grant Frequency Annual

Annual Disbursement This varies annually

Final Lodgement 31 March and 30 September

Application Procedure Refer to the website

Further Information Check the website or contact the office

Ethel May Woods Trust

Address GPO Box 1461N, Melbourne, Victoria 3000

Contact Charitable Trusts Officer

Telephone 03 9667 6740

Fax 03 9667 6722

Website www.statetrustees.com.au

Summary of Purpose The Ethel May Woods Trust was established in the will of the late Ethel May Woods, 1976. The purpose of the fund is to apply funds towards the welfare of Aboriginal children under the age of eighteen years

Priority Interests Children/youth; Indigenous

Geographic Focus Australia

Annual disbursement Varying

Grant Frequency As required

Final Lodgement Applications are received all year round

Application Procedure Applicants should visit the website to obtain a copy of the grant application form. Once complete, applications should be mailed to State Trustees

The Flora and Frank Leith Charitable Trust

Address 520 Bourke Street, Melbourne, Victoria 3000
Contact Mr. John Henry
Position Trustee
Telephone 03 9670 0700
Fax 03 9670 8503
Email leithtrust@tde.com.au

Summary of Purpose The support of organisation or funds which are public charities, with particular emphasis on young people

Priority Interests Children / youth

Geographic Focus Victoria

Legal Limitations Deductible Gift Recipient (DGR) status; exempt from Victorian Probate duty; exempt from Commonwealth Estate Duty

Grant Exclusions Building works, core operating costs; individuals and political organisations

Grant Frequency Quarterly

Annual Disbursement \$650,000

Final Lodgement September 30

Application Procedure Applications to be made by letter. If not previously recognised as eligible, proof of DGR status is required. If probate duty or estate duty is not available, provide a copy of your constitution

Application Procedure The application should include detail of the program, the aims and process, other partnerships or funding and the amount of funding required and over what period

Further Information Preference is given to programs that focus on prevention and early intervention. The foundation believes that knowledge gained through the program should be disseminated to as many people as possible and the application should show the recipient will further benefit their community

Foundation Boroondara

Address PO Box 2182, Hawthorn, Victoria 3122
Contact Ms. Carol Taylor
Position Executive Officer
Telephone 03 0278 4763
Fax 03 9278 4799
Email admin@foundationboroondara.net.au
Website www.foundationboroondara.net.au

Summary of Purpose To promote and build the community in the City of Boroondara by seeking to understand, by review and research, the needs, interests and values of the community; encourage participation in the community by involvement in welfare, environmental and cultural organisations; make grants or conduct activities within and beyond the City of Boroondara; promote openness, accountability and fair access to participation in all charitable organisations in the City of Boroondara

Priority Interests Aged; arts; children/youth; community benefit-general; community development; disability; education; employment; families; research

Geographic Focus City of Boroondara

Legal Limitations Deductible Gift Recipient (DGR) status; Income Tax Exempt Charity (ITEC) status required

Grant Exclusions Building works; capital works; conferences; deficit funding; general fundraising appeals; individuals; political organisations; religious organisations; salaries; travel; vehicles

Grant Frequency Not yet making grants

Final Lodgement To be decided

Application Procedure To be decided

Further Information Check website or telephone office for information

The Fogarty Foundation

Address Locked Bag 71, East St Georges Terrace, Perth, Western Australia 6832
Contact Ms. Annie Fogarty
Position Executive Chairperson
Telephone 08 8378 1888
Fax 08 9278 1880
Email ozemail.com.au

Summary of Purpose The Fogarty Foundation encourages endeavours in excellence through education, leadership and community programs

Priority Interests Children/youth; community benefit-general; community development; literacy; education; families

Geographic Focus Australia

Legal Limitations Deductible Gift Recipient (DGR) status required.

Grant Exclusions Deficit funding; general fundraising appeals and political organisations

Grant Frequency Quarterly

Annual Disbursement \$350,000

Foundation for Rural and Regional Renewal

Address PO Box 41, Bendigo, Victoria 3552

Contact Ms. Sylvia Admans

Position Chief Executive Officer

Telephone 03 5443 7300

Fax 03 5443 8900

Email infor@frrr.org.au

Website www.frrr.org.au

Summary of Purpose To provide a source of information, research, facilitation and seed funding to strengthen and revitalise rural communities: to demonstrate a productive partnership between governments, community, philanthropy and business

Priority Interests Community development; rural

Geographic Focus Australia, excluding major metropolitan centres

Legal Limitations Deductible Gift Recipient (DGR) status required

Grant Exclusions deficit funding; individuals; projects conducted outside rural and regional Australia

Grant Frequency Varies, depending on funding program

Annual Disbursement \$1 million

Final Lodgement See website

Application Procedure Obtain a copy of the guidelines and application form from the website

Grant Frequency Quarterly

Annual Disbursement \$100,000

Final Lodgement End January, May, August, November

Application Procedure Complete grant application form with a brief summary describing the proposed project, its objectives and the approximate level of funding required. If the project meets the Foundation's criteria, the proposal will be reviewed and the Foundation Manager will make contact to arrange a meeting, or request information. The submission will then go before the Board

Further Information Application guidelines are available from the Foundation Manager or website. Grants will not include GST. Applications are accepted electronically

Helen Macpherson Smith Trust

Address Level 43 Nauru House, 80 Collins, Melbourne, Victoria 3000

Contact Ms. Liz Gillies

Position Grants Officer

Telephone 03 9662 1951

Fax 03 9662 1930

Email lgillies@hmstrust.org.au

Website www.hsmstrust.org.au

Summary of Purpose To make grants to public charitable institutions operating in Victoria in support of education, health, medical research, culture, social welfare and the environment

Priority Interests The following priority areas have been identified: aged persons' care and support; arts; culture and heritage; community support; disabled care and support; employment and vocational training; environment; health and medical research

Geographic Focus Victoria

Legal Limitations Deductible Gift Recipient (DGR) Status preferred. Income Tax Exempt Charity (ITEC) Status required

Grant Exclusions Individuals; conferences; core operating costs; deficit funding; travel. Applications made within 12 months of a previous grant being approved or before an existing staged grant is completed. Funding via an auspicing institution

Grant Frequency Three times a year

Annual Disbursement \$4 million

Final Lodgement 30 September, 31 January, 30 April

FR Neville Smith Foundation

Address 129 York Street, South Melbourne, Victoria 3205

Contact Ms. Gaye Reeves

Position Foundation Manager

Telephone 03 9682 0655

Fax 03 9685 2332

Email janens@frnsfoundation.com

Website www.frnsfoundation.com

Summary of Purpose The FRNS Foundation mission is to share the vision of local communities and groups who support disadvantaged youth, the disabled and those less fortunate, and in some small way assist them in achieving their goals

Priority Interests Rural; community development; children/ youth; education; families; health; disability

Geographic Focus NSW, South Eastern Region, Tasmania, Victoria

Grant Exclusions Capital works; salaries; core operating costs; film; books; video; political organisations; building works; conferences

Application Procedure Applications must be lodged in writing following the procedures outlined in the guidelines available from the website. Applications submitted by a person other than the Chief Executive Officer of the organisation, or a Board Member, should have endorsement of the CEO or Board

Further Information Guidelines available on request

The Ian Potter Foundation

Address 3/11 Collins Street, Melbourne, Victoria 3000

Contact Ms. Maria Roberts

Position Administrator

Telephone 03 9650 3188

Fax 03 9650 7986

Email maria@ianpotter.org.au

Website www.ianpotter.org.au

Summary of Purpose General charitable purposes in Australia

Priority Interests Arts; education, environment and conservation; health; medical research; science; travel; social welfare

Geographic Focus Australia

Legal Limitations Deductible Gift Recipient (DGR) status required

Grant Exclusions Funding via an auspicing institution, recurrent expenditure for which no future provision is in sight; capital or endowment funds established to provide a corpus for institutions; and research or travel funds for undergraduate, Masters or Doctoral Students

Grant Frequency Quarterly

Annual Disbursement \$8.8 million

Final Lodgement First working day of February, May, August and November

Application Procedure Applications must be in writing following the guidelines available from the Foundation or from the website.

Further Information One signed original of the application must be received by the close of business at 5.00pm on the closing date. Applications sent by fax or email cannot be accepted. Grants will not include GST. Applicants will be subject to standard grant conditions

The Invergowrie Foundation

Address First Floor 24 Glenferrie Road, Malvern, Victoria 3144

Contact Ms. Alison Smith

Position Chief Executive Officer

Telephone 03 9576 3177

Fax 03 9576 3188

Email admin@invergowrie.org.au

Website www.invergowrie.org.au

Summary of Purpose The Invergowrie Foundation is public trust. The primary focus is to promote and advance the education of girls and women within Victoria. The Foundation awards grants that make a significant impact on the education of girls and women in Victoria, particularly for those previously denied them, promoting the pursuit of excellence and leadership, and supporting research

Priority Interests Education

Geographic Focus Victoria

Grant Exclusions Building works; capital works; core operational funding; deficit funding; general fundraising appeals and political organisations

Grant Frequency Annual

Annual Disbursement \$350,000

Application Procedure The Foundation selects organisations which are invited to submit proposals

Further Information www.invergowrie.org.au

The Jack Brockhoff Foundation

Address PO Box 1580, Doncaster East, Victoria 3109

Contact Mr. Kem Maybery and Ms. Robyn Reeves.

Position Executive Officer and Liaison Officer

Telephone 03 9842 0667

Fax 03 9842 0663

Email brockhoff@ozemail.com.au

Summary of Purpose To provide financial assistance to agencies to enhance the quality of support services to the disabled, the aged, severely disadvantaged families, people with continuing health problems and the homeless. Assistance is also available to medical research institutes and public hospitals, community health and safety, youth clubs and youth support

Priority Interests Aged; health; homeless; hospitals; children/youth; housing/accommodation; community benefit - general; Indigenous; community development, literacy; disability; medical research; drugs/addiction; rural; education; research; employment; families

Geographic Focus Victoria

Legal Limitations Deductible Gift Recipient (DGR) status required

Grant Exclusions Individuals; political organisations; core operating costs; deficit funding; salaries

Grant Frequency Biannual

Annual Disbursement \$2 million
Final Lodgement 30 March for June meeting, 30 September for December meeting
Application Procedure Letter of application with annual report, profit and loss statement and balance sheet, DGR status letter, names of directors, quotes for equipment

Lord Mayor's Charitable Fund

Address GPO Box 1851, Melbourne, Victoria 3001
Contact Mr. Des Blake
Position Chief Executive Officer
Telephone 03 9650 3939
Fax 03 9650 9142
Email des.blake@lordmayorsfund.org.au
Website www.lordmayorsfund.org.au

Summary of Purpose The Fund provides the people of Melbourne with a convenient and cost effective way of supporting a wide range of human care needs. The mission of the Fund is to improve the quality of life through the development of community philanthropy- supporting hospitals and charities serving Melbourne, or, at the request of the donor, elsewhere in Australia

Priority Interests Aged; children/youth; housing; community benefit-general; community development; disability; drugs/addiction; employment; families, health; homeless; hospitals; Indigenous; literacy; major disease

Geographic Focus Australia and Victorian regional
Legal Limitations Deductible Gift Recipient (DGR) status required
Grant Exclusions building works; travel

Grant Frequency Annual
Annual Disbursement \$1.5 - \$2 million
Final Lodgement Hospitals - end of February, annually and other, end of April annually

Application Procedure Grant application forms available upon request
Further Information The Fund's policy is to allocate the available grant pool to a cross-section of hospitals and charities following consideration of the information contained in each application, the demonstrated merit and basis of need of request. The Fund regrets that applications received cannot always be satisfied from the amount available for distribution. If an eligible organisation does not receive a grant, the applicant should not be dissuaded from making further application in a succeeding year

Lotterywest

Address PO Box 1113, Osborne Park, Western Australia 6917
Contact Ms. Jan Stewart
Position Chief Executive Officer
Telephone 08 9340 5100
Fax 08 9340 5274
Email grants@lotterywest.wa.gov.au
Website www.lotterywest.wa.gov.au

Summary of Purpose To support not for profit and local government authorities and benevolent purpose that respond to community priorities and will benefit the Western Australia community
Priority Interests Community Development and support; families including children; youth; aged and disability; cultural development including heritage; conservation; medical and social research

Geographic Focus Western Australia
Legal Limitations DGR status
Grant Exclusions Deficit funding; general fundraising appeals and political organisations

Grant Frequency Ongoing
Annual Disbursement \$56 million
Final Lodgement Applications generally received on ongoing basis, funding rounds for some specific programs

Application Procedure Applications procedures may vary depending on the type of grant request. Contact Lotterywest for details of relevant grant information, including application forms and procedures that particular grant area
Further Information Further information is available on the website including information on Indigenous project grants and Aboriginal Community Enterprise Grants

Lumbu Indigenous Community Foundation

Address 166 Ann Street, Brisbane, Queensland 4001
Contact Jacqui Katona
Position Office Manager
Telephone 07 3229 1550
Fax 07 3229 1580
Email inquiries@lumbu.org
Website www.lumbu.org

Summary of Purpose Lumbu Indigenous Community Foundation is Australia's first Indigenous controlled, national philanthropic foundation. The Foundation is pioneering an innovative model of community development to create sustainable positive change in Indigenous Australia. Lumbu's model blends private sector values and experience, philanthropic support and Indigenous leadership to build effective community organisations or emergent business ventures

Priority Interests Lumbu believes in identifying good people with good ideas and driving these through to good outcomes. To achieve these outcomes the Foundation seeks to build long-term relationships with its community level Affiliates. A key feature in this process is the notion of Lumbu matching the efforts of the Affiliate with experience, expertise, advice and specialized skills at critical stages of development and growth

Geographic Focus Australia

Grant Exclusions Discuss with CEO

Grant Frequency Varies

Annual Disbursement Varies

Final Lodgement Not applicable

Application Procedure Contact the office to discuss any application

Priority Interests Education; welfare; health care; health research; environment and the arts

Geographic Focus Australia

Legal Limitations Deductible Gift Recipient (DGR) status required

Grant Exclusions Variable

Grant Frequency Quarterly

Annual Disbursement \$2.5 million

Application Procedure One to two page letter and copy of the Annual Report or financial accounts where relevant. See website for details

Further Information For further information, or to apply for funding, contact the Manager of the Macquarie Bank Foundation

The Mary Potter Trust Foundation

Address PO Box 789, Hurstville, NSW 1481

Contact Ms. Coty Cortese

Position Executive Officer

Telephone 02 8567 0479

Fax 02 8567 0488

Email corese@lcm.org.au

Website www.lcm.org.au

Summary of Purpose Foundation seeks to bring about a more just and equitable society by supporting those groups who work to promote or establish structures which help to alleviate social injustices and benefit disadvantaged communities in Australia regardless of colour, sex or creed

Priority Interests Community development; disability; employment; Indigenous

Geographic Focus Australia

Legal Limitations Deductible Gift Recipient (DGR) status required

Grant Exclusions Building works, capital works, general fundraising appeals, individuals, political organisations, religious organisations (for religious purposes), travel, vehicles

Grant Frequency Check website

Annual Disbursement Check website

Final Lodgement Check website

Application Procedure Check website

Further Information The Foundation has not yet been launched publicly. Funding is expected to commence mid 2004. Please check the website for up-dates

Macquarie Bank Foundation

Address 1 Martin Place, Sydney, NSW 2000

Contact Ms. Julie White

Position Manager

Telephone 02 8232 0079

Fax 02 8232 0019

Email julie.white@macquarie.com

Website www.macquarie.com.au

Summary of Purpose The Macquarie Bank Foundation was established in 1984 with the aim of providing a leadership role in corporate social responsibility. Each year, a portion of the Bank annual profit is allocated to the foundation to fund programs benefiting the communities of which Macquarie is a part, in the areas of education, the arts, health research and health care, welfare and the environment

Melbourne Community Foundation

Address	Suite 6, 19 Gertrude Street, Fitzroy, Victoria 3065
Contact	Chief Executive Officer
Telephone	03 9412 0412
Fax	03 9415 7429
Email	mcf@communityfoundation.org.au
Website	www.communityfoundation.org.au
Summary of Purpose	To generate and distribute philanthropic resources to address emerging social issues and meet the needs of our communities. To manage a range of donor advised funds
Priority Interests	Aged; arts; children/youth; community benefit; community development; cultural; disability; education; employment; environment; health; hospitals; Indigenous; major disease
Geographic Focus	Victoria
Legal Limitations	Deductible Gift Recipient (DGR) status required; Exempt from Victorian Probate Duty; Exempt from Commonwealth Estate Duty. Income Tax Exempt Charity (ITEC) status required. Restricted to organisations named in the Trust Deed
Grant Exclusions	Building works; capital works; conferences; core operating costs; deficit funding; general fundraising appeals; individuals; films, videos, books; political organisations; religious organisations; salaries; travel; vehicles
Grant Frequency	Variable
Final Lodgement	Contact the Foundation for details
Application Procedure	Contact the Foundation for details - currently not inviting submissions

Mercy Foundation Ltd.

Address	PO Box 107, Waterloo DC, NSW 2017
Contact	Sister Eveline Crotty
Position	Executive Secretary
Telephone	02 9699 8726
Fax	02 9699 9657
Email	mercyfoundation@ozemail.com.au
Website	www.mercyfoundation.com.au
Summary of Purpose	To provide practical support for people who are working together for the elimination of poverty and the creation of a more just social order

Priority Interests	Indigenous; community development; employment; rural; environment; and community groups working towards social change
Geographic Focus	Australia
Grant Exclusions	Building and capital works, individuals, films, videos, books, core operating costs, deficit funding, salaries, general fundraising, appeals, travel, vehicles
Grant Frequency	Biannual
Annual Disbursement	\$200,000
Final Lodgement	1 April , 1 September
Application Procedure	procedural guidelines and application form can be found on the website, or by request

Mumbulla Foundation

Address	PO Box 220A, Bermagui, NSW 2546
Contact	Ms. Louise Brown
Position	Administrator
Telephone	02 6493 3350
Email	admin@mumbulla.org
Website	www.mumbulla.org
Summary of Purpose	The Mumbulla Foundation aims to: build and manage resources for the long-term benefit of the community in the form of a permanent endowment : respond to emerging, changing community needs through grant-making and other program activity; serve as a resource broker, convener and catalyst in the community
Priority Interests	Community benefit - general; community development; rural; Indigenous
Geographic Focus	Bega Valley Region
Grant Exclusions	Discuss with Administrator
Grant Frequency	Varies
Annual Disbursement	\$50,000
Final Lodgement	Not applicable
Application Procedure	Contact the office to discuss any application

Myer Community Fund

Address GPO Box 869J, Melbourne, Victoria 3001
Contact Ms. Jill Moodie
Position National Manager
Telephone 03 9661 3071
Fax 03 9661 3415
Email Jill.Moodie@colesmyer.com.au

Summary of Purpose The Myer Grace Bros Community Fund, the national charity of Myer Grace Bros was established in August 2001 and is a commitment to its mission statement to build a great company tradition of care in the local communities throughout Australia

Priority Interests Children/youth

Geographic Focus Australia

Legal Limitations Deductible Gift Recipient (DGR) status; Income Tax Exempt Charity (ITEC) status

Grant Exclusions Individuals, conferences; political organisations; core operating costs; salaries

Grant Frequency Biannually

Annual Disbursement Approximately \$1 million

Final Lodgement 30 April and 30 September

Application Procedure Registered charities must meet the grant guidelines and complete the official Grant Application form

The Myer Foundation

Address Level 45, 55 Collins Street, Melbourne, Victoria 3000
Contact Ms Sandy Shaw
Position Program Manager
Telephone 03 9207 3040
Fax 03 9027 3070
Email sandy@myerfoundation.org.au,
Website www.myerfoundation.org.au

Summary of Purpose To build a fair, just, creative and caring society by supporting initiatives that promote positive change in Australia, and in relation to its regional setting

Priority Interests Social justice; water and the environment; arts and the humanities; literacy; societal development; growth of philanthropy

Geographic Focus Australia, Asia and Pacific Regions

Legal Limitations Must be for public charitable purposes

Grant Exclusions Personal study; individuals; overseas travel; medical research; scholarships; assistance

Grant Frequency Various meetings covering all committees

Annual Disbursement \$6-7 million

Final Lodgement Check website for up-to-date closing dates or telephone office

Application Procedure Obtain guidelines from the website or request a funding policy booklet from the office

Further Information Annual report and funding booklet

The Norman Wettenhall Foundation

Address 3/111 Collins Street, Melbourne, Victoria 3000

Contact Mr. Scott Anderson

Position Administrator

Telephone 03 9650 3188

Fax 03 9650 7986

Email scott@ianpotter.org.au

Website www.nwf.org.au

Summary of Purpose To support and encourage research education and recording of all aspects of the natural living environment

Priority Interests Animal/wildlife and environment

Geographic Focus Australia

Grant Exclusions Projects concerned with building, arts, general education, social welfare and medical research or health matters

Grant Frequency Quarterly

Annual Disbursement \$100,000

Final Lodgement last working day of March, June, September and December

Application Procedure Initially a one or two page letter of enquiry describing the proposed project. A full proposal will be invited if the project meets the Foundation's current funding objectives

Further Information Application guidelines available from the Secretariat or the website

Opening the Doors Foundation

Address 434 St. Georges Road, Thornbury, Victoria 3071

Contact Ms. Carol Messer

Position Development Officer

Telephone 03 9443 9070

Fax 03 9443 9080
Email openingthedoors@optusnet.com.au
Summary of Purpose The Foundation was formed in 2001 to relieve the poverty of Aboriginal and Torres Strait Islander People so that their children will have a greater choice to education through independent educational institutions. The Foundation seeks to offer Indigenous children an educational opportunity that will make a real and tangible difference to their lives
Priority Interests Children/youth; education; Indigenous
Geographic Focus Victoria
Grant Exclusions Building works; capital works; deficit funding; general fundraising appeals
Grant Frequency Varies
Annual Disbursement Varies
Final Lodgement Not applicable
Application Procedure Contact the office to discuss any application

Legal Limitations Income Tax Exempt Charity (ITEC) Status required
Grant Exclusions Individuals
Grant Frequency Biannual
Final Lodgement 31 March and 30 September
Application Procedure Applications are accepted electronically
Further Information guidelines available on request

Queensland Community Foundation

Address GPO Box 1449, Brisbane, Queensland 4001
Contact Ms. Anne McInally
Position Manager
Telephone 07 3360 3854
Fax 07 3360 3979
Email anne@qcf.org.au
Website www.qcf.org.au

Summary of Purpose To build a community foundation providing the most efficient, effective and secure permanent trust fund
Priority Interests Community benefit; education; families; health; homeless; hospitals; Indigenous; medical research; research
Geographic Focus Queensland
Legal Limitations Deductible Gift Recipient (DGR) status; Income Tax Exempt Charity (ITEC) status required
Grant Exclusions Deficit funding; individuals; political organisations; salaries
Grant Frequency Annual
Final Lodgement Frequency has not yet been determined
Application Procedure It is hoped that there will be Queensland Community Foundation General Fund grants distribution by 2008

Perpetual Trustee Company Australia Limited

Address GPO Box 4172, Sydney, NSW 2001
Contact Position to be filled
Position Grant and Administration Manager
Telephone 02 9229 3951
Fax 02 9229 3957
Email foundation@perpetual.com.au
Website www.perpetual.com.au

Summary of Purpose Perpetual Trustees Australia Limited is a public trustee company which operates in all mainland states of Australia. It is the sole or co-trustee of over 400 charitable trusts and foundations. The trusts managed by Perpetual support charitable initiatives in the areas of: social and community welfare; education; medical and scientific research; environment; arts and culture
Priority Interests Income generated from investment of capital is distributed to charitable organisations to fulfil the intent of the trusts under management. Details of the priorities of the individual trusts can be viewed on the website and they are listed in *The Australian Directory of Philanthropy 2004*
Geographic Focus Australia

RACV Foundation

Address Level 8, 422 Little Collins Street, Melbourne, Victoria 3000
Contact Ms. Sharon Osborne
Position Assistant Manager
Telephone 03 9627 3755
Fax 03 9627 3866

Email	Saron_Osborne@racv.com.au
Website	www.racv.com.au
Summary of Purpose	To provide funding for charitable and community organisations in Victoria for specific projects to benefit the community
Priority Interests	Community benefit - general, community development, conservation, environment and heritage, communication and information, cultural development and the arts, health and well-being, recreation and leisure, community education and training
Geographic Focus	Victoria
Legal Limitations	Deductible Gift Recipient (DGR) status, Income Tax Exempt Charity (ITEC) status required
Grant Exclusions	Building and capital works, individuals; conferences; political organisations, core operating costs, religious organisations, deficit funding and general fundraising appeals
Grant Frequency	Biannual
Annual Disbursement	\$100,000 (maximum grant \$5,000)
Final Lodgement	April and October
Application Procedure	Obtain guidelines and send one page preliminary proposal. Will be invited to submit full proposal
Further Information	Application form and supporting documentation required

The Reichstein Foundation

Address	2 Floor, 172 Flinders Street, Melbourne, Victoria 3000
Contact	Ms. Chris Momot
Position	Executive Officer
Telephone	03 9650 4400
Fax	03 9650 7501
Email	info@reichsteinorg.au
Website	www.reichstein.org.au
Summary of Purpose	The Reichstein Foundation supports projects which effect change to redress the disadvantage experienced by particular communities
Priority Interests	Rural; environment; Indigenous; disability; refugee and asylum seekers; discrimination against same sex attracted; violence against women; justice and correction issues; social change
Geographic Focus	Victoria
Legal Limitations	Applicants must be non-profit, community groups based in Victoria. Evidence of Income Tax Exempt (ITEC) status and incorporation is required. Preference is given to groups with Deductible Gift Recipient (DGR) status

Grant Exclusions	As a general rule, grants will not be provide for: capital and building works; vehicles; conferences; travel; books; general fundraising; religious or party political activities; to extend the corpus of another foundation; state and federal government bodies; individuals; direct service that does not lead to structural change
Grant Frequency	Granting meetings are held 3-4 times a per year
Annual Disbursement	\$500,000 and some discretionary grants
Final Lodgement	Applications are accepted at any time
Application Procedure	Contact the Foundation office or website
Further Information	Guidelines can be downloaded from the website. These contain headings to be used in an application. Assistance can be given to community organisations the need help with project development and writing a submission

The R E Ross Trust

Address	Level 7, 24 Albert Road, Melbourne, Victoria 3205
Contact	The Ross Trust Office
Telephone	03 9690 6255
Fax	03 9696 5497
Email	information@rosstrust.org.au
Website	www.rosstrust.org
Summary of Purpose	The Trust makes grants to organisations so that they are assisted to meet community needs in Victoria
Priority Interests	Priority is given to communities of people to help themselves and others in ways that can be sustained into the future. The Trust favours projects which attract volunteers and where there are expectations and plans for the project's positive impact to be sustained beyond the grant period, including through the efforts of those participating in the project. Specific priorities are: projects designed to develop, test and implement creative solutions to persistent, difficult social and environmental needs and problems; and requests for small grants to enable smaller community organisations to begin or continue to make a positive difference in their communities. The Trust provides limited support for arts and cultural activities
Geographic Focus	Victoria
Legal Limitations	The purpose for which an application is made must be charitable in the legal sense

Grant Exclusions Projects less likely to be successful include: projects deemed to be the responsibility of governments and their agencies; general appeals or projects that require long term recurring support; travel expenses or conferences, projects too restrictive in application to groups defined by religion or ethnic origin; applications for the personal benefit of individuals; social surveys and research

Annual Disbursement Around \$2 million

Final Lodgement Applications will generally be considered within six to eight weeks of receipt of all required information

Application Procedure Guidelines are available from the Trust's website or on request from the Trust's Office. Guidelines are updated so check for the latest edition. Applications must be lodged by post or delivery, not email, and application receipt will be acknowledged in writing within 10 days

Further Information Check the Trust's website or make telephone contact to discuss the application. The Trust does not distribute an annual report

Rio Tinto Aboriginal Foundation

Address PO Box 367, Wollongong, NSW 2520
Contact Mr. Paul Wand
Position Chairman
Telephone 02 4225 3322
Fax 02 4225 3323
Email paul.wand@bigpond.com
Website www.riotinto.com

Summary of Purpose The Foundation was established to provide funds to improve the situation of Aboriginal and Torres Strait Islander people in Australia. The preference is to work with Aboriginal communities or organisations in capacity increasing projects with particular emphasis on education, health and culture preservation

Priority Interests Aboriginal and Torres Strait Islander people

Geographic Focus Australia

Grant Exclusions Building works; capital works; conferences; deficit funding; religious organisations; travel; vehicles

Grant Frequency Quarterly

Annual Disbursement \$1.4 million

Final Lodgement First business day in March, June, September and December

Application Procedure Written application sent to the Foundation Administrative Assistant, Ms Modwena Nelly, Rio Tinto Services, GPO Box 384D, Melbourne 3001 (modwena.nelly@riotinto.com)

Further Information Guidelines available from Ms Modwena Nelly

Rural Education Fund

Address PO Box 41, Bendigo, Victoria 3552
Contact Ms. Sylvia Admans
Position Chief Executive Officer
Telephone 03 5443 7300
Fax 03 5443 8900
Email info@frrr.org
Website www.frrr.org

Summary of Purpose The Fund seeks to ensure that quality education remains accessible to children in rural and remote communities regardless of weather and financial adversity

Priority Interests Children/youth; education; literacy; families; rural

Geographic Focus Australia

Legal Limitations Income Tax Exempt Charity (ITEC) status required

Grant Exclusions building appeals; core operating costs; political organisations; religious organisations; deficit funding; general fundraising appeals; salaries; travel grants

Grant Frequency Three times per year

Annual Disbursement Approximately \$2,500

Final Lodgement No closing dates

Application Procedure Obtain application form from FRRR office or download from website

Sony Foundation Australia

Address PO Box 1342, North Sydney, NSW 2059
Contact Mr. Vern Taber
Position Administrator
Telephone 02 9955 1822
Fax 02 9956 8130
Website www.sonyfoundation.org.au

Summary of Purpose To capitalise on the unique qualities of Sony and contribute to the advancement of the Australian community by assisting its youth and fostering their talents

Priority Interests Children/youth; donation of funds, goods and services to assist Australians under the age of 25

Geographic Focus Australia

Legal Limitations Deductible Gift Recipient (DGR) status required

Grant Frequency Annually - short expressions of interest in February and full applications by May, if invited to submit

Soundhouse Music Alliance

Address 1/190 Albert Street, East Melbourne, Victoria 3002
Contact Mr. Martin Carlson
Position Executive Director
Telephone 03 9415 6796
Fax 03 9415 8095
Email mdc@soundhouse.com.au
Website www.soundhouse.com.au

Summary of Purpose Sound Houses for music education, and music technology education. The Alliance is involved in a series of partnerships with educational authorities, museums, foundations, service organisations and the music industry. Soundhouses include outreach kits (distance education) and special access kits are at 70 locations in 6 countries

Priority Interests Music technology education, multimedia and learning technologies

Geographic Focus Australia wide and overseas

Grant Exclusions Currently all resources committed

Grant Frequency As funds, resources and partnership prospects permit

Annual Disbursement As funds available

Final Lodgement As funds available

Application Procedure Inquiries recommended before discussion and, where appropriate, site visits

Sunshine Foundation

Address PO Box 126, East Melbourne, Victoria 3002
Contact Ms Jane Burne-Draper
Position Administrator
Telephone 03 9419 5133
Fax 03 9417 5982
Email sunshine@mvg.com.au
Website www.mvg.com.au

Summary of Purpose Alleviation of human suffering; attention to matters of social need; advancement of the frontiers of knowledge; enhancement of the quality of life. Specific projects (as opposed to debt reduction) receive more favourable consideration

Priority Interests Open

Geographic Focus Australia

Legal Limitations Deductible Gift Recipient(DGR) status; Income Tax Exempt Charity(ITEC) status required. Proof of ABN.

Grant Exclusions Individuals; political organisations; salaries; scholarships
Grant Frequency Biannual
Final Lodgement 1 July, 15 December
Application Procedure Obtain guidelines. A copy of the 'Standard Grant Conditions' attached to the guidelines, must be signed and returned with the application

Tasmanian Community Foundation

Address PO Box 2062, Launceston, Victoria 7250
Contact Mr. Scott Marshall
Position Executive Officer
Telephone 03 6374 2119
Fax 03 6374 1004
Email info@tasmaniancommunity foundation.com.au
Website www.tasmaniancommunity foundation.com.au

Summary of Purpose To promote community development through strategic grant making; to develop and grow informed philanthropy; to deliver donors' wishes to their own community

Priority Interests Health; arts; community benefit-general; community development; education; research; environment

Geographic Focus Tasmania

Legal Limitations Deductible Gift Recipient (DGR) Status and Income Tax Exempt Charity (ITEC) status required. Eligible beneficiaries according to the trust deeds

Grant Exclusions Dependent on trust deed limitations and for charitable purposes only

Grant Frequency Biannual

Annual Disbursement \$50,000

Final Lodgement end of March and September each year

Application Procedure Variable - contact the Executive Officer

Tasmanian Community Fund

Address GPO Box 1350, Hobart, Tasmania 7001
Contact Mr. Mark Green
Position Senior Executive Officer
Telephone 02 6214 7868
Fax 03 6233 5690
Email Mark.Green@treasury.tas.gov.au
Website www.tasfund.com.org

Summary of Purpose The objective of the Tasmanian Community Fund is to respond to the needs of the Tasmanian community and enhance the services, opportunities and amenities by making grants to a diverse range of organisations within the community

Priority Interests	Health; children/youth; community benefit-general; cultural; religion; education; employment; environment; families; regional development; economic development; sporting or recreational activities
Geographic Focus	Tasmania
Legal Limitations	Only non-profit incorporations should apply
Grant Exclusions	Individuals; political organisations; deficit funding
Grant Frequency	Biannual
Annual Disbursement	Approximately \$3.5 million
Final Lodgement	This varies from year to year, generally around end March and August
Application Procedure	Applicants are requested to read the guidelines and required to address all sections of the grant application form and submit the application by due date as set out in the guidelines

Telematics Trust

Address	3/111 Collins Street, Melbourne, Victoria 3000
Contact	Mr. Scott Anderson
Position	Administrator
Telephone	03 9650 3188
Fax	03 9650 7986
Email	admin@telematic.org.au
Website	www.telematics.org.au
Summary of Purpose	Promotion and support of new technology to expand the range and forms of delivery of education and training
Priority Interests	Education; information and communication technology
Geographic Focus	Australia
Grant Exclusions	Building appeals; core operating costs; deficit funding; general fundraising appeals; salaries; travel grants; vehicles
Grant Frequency	Biannual, June and November
Annual Disbursement	\$250,000
Final Lodgement	April 9 and August 20
Application Procedure	Applications must be in writing following the procedure outlined in the guidelines, available by telephoning the Trust

Telstra Foundation

Address	Locked Bag 5680
Contact	Ms. Fiona Moore/Ms Georgia Symmons
Position	Manager/Senior Program Officer
Telephone	1800 206 378
Fax	1800 123 836
Email	telstrafoundation@team.telstra.com
Website	www.telstrafoundation.com
Summary of Purpose	Telstra Foundation is giving program devoted to enrich the lives of Australia children and young and the communities in which they live. Telstra Foundation has two main programs - the Community Development Fund and the Telstra Kids Fund. Each fund has its own guidelines to support a diverse cross section of the community
Priority Interests	Indigenous community development; early childhood development; childhood obesity; gifted and talented children/youth
Geographic Focus	Australia
Legal Limitations	Community Development Fund - Deductible Gift Recipient (DGR) status and Income Tax Exempt Charity (ITEC) status are required
Grant Exclusions	Capital works; deficit funding; individuals; general fundraising appeals; core operational costs; vehicles; political organisations; religious organisations; building works
Grant Frequency	Telstra Kids Fund three times yearly and twice yearly for Telstra Community Development Fund
Annual Disbursement	\$4.4 million
Final Lodgement	Varies - see website
Application Procedure	Application forms are available on line at www.telstrafoundation.com along with full guidelines and assessment criteria for both funds

The Towards a Just Society Fund

Address	150 Belmore Road, Balwyn, Victoria 3103
Contact	Mr. Sid Spindler
Position	Chair
Telephone	03 9859 5607
Fax	03 9859 5916
Email	spin@doncaster.hotkey.net.au
Summary of Purpose	To support Indigenous education initiatives, mainly for young people, but not exclusively
Priority Interests	Children/youth; education; Indigenous

Geographic Focus Victoria
Legal Limitations Deductible Gift Recipient (DGR) status
Grant Exclusions Conferences; deficit funding; general fundraising; individuals (unless through a DGR organisation)
Grant Frequency No formal distribution timetable
Annual Disbursement \$50,000
Final Lodgement Not applicable
Application Procedure Written submissions invited after discussion by calling contact person

Trust for Young Australians

Address 5 St. Vincent Place, Albert Park, Victoria 3206
Contact Dr. Helen Sykes
Position President
Telephone 03 9645 7977
Fax 03 9690 9740
Email enquiries@tya.org.au
Website www.tya.org.au
Summary of Purpose The Trust works in partnership with organisations to assist disadvantaged young people to reach their full potential
Priority Interests Children/youth; education; Indigenous
Geographic Focus Australia
Legal Limitations Deductible Gift Recipient (DGR) status
Grant Exclusions Conferences; deficit funding; general fundraising; individuals
Grant Frequency No formal distribution timetable
Annual Disbursement Not applicable
Final Lodgement Not applicable
Application Procedure The Trust does not accept unsolicited grant applications but will work in partnership with Indigenous communities on progressive projects. Contact Dr Helen Sykes to discuss
Additional Information Website contains articles and project reports

United Way Ballarat Community Fund

Address PO Box 50, Ballarat, Victoria 3350
Contact Ms. Kerry Whiting
Position Chief Executive Officer
Telephone 03 5331 5555
Fax 03 5331 8618

Email united@netconnect.com.au
Website www.unitedway.ballarat.net.au
Summary of Purpose Ballarat's leading independent community-based organisation. The Fund assists health and human care agencies to make Ballarat a better community by bringing together volunteer resources to analyse health and human care needs and by raising the funds necessary to address those needs
Priority Interests Aged; health; homeless; children/youth; housing accommodation; disability, drugs/addiction; families
Geographic Focus Ballarat and Central Victoria district
Legal Limitations Deductible Gift Recipient (DGR) status required
Grant Exclusions Building and capital works; individuals; films; videos, books; conferences; political organisations; core operating costs; religious organisations; deficit funding; salaries, general fundraising appeals; travel, vehicles; education; organisations without tax-deductibility status; non-health and community welfare programs
Grant Frequency Annual
Annual Disbursement \$170,000 approx.
Final Lodgement Mid September
Application Procedure Contact United Way Ballarat for guidelines and application form

Victoria Law Foundation

Address Level 5, 43 Hardware Lane, Melbourne, Victoria 3000
Contact Ms. Maria McGarvie
Position Grants Manager
Telephone 03 9601 8100
Fax 03 9602 2449
Email MMcGarvie@victorialaw.org.au
Website www.victorialaw.org.au
Summary of Purpose To promote and undertake community legal education and training; publishing and communication of legal information and ideas; establishment and maintenance of law libraries; research and advance the law, the legal system and the administration of justice
Priority Interests Organisations, groups and individuals seeking to improve the community's understanding, and access to, a better and more responsive justice system
Geographic Focus Victoria
Legal Limitations Objects of Victoria Law Foundation Act 1978 (Vic.)
Grant Exclusions Conferences; core operating costs; recurrent funding

Grant Frequency	Contact the grants manager for information
Annual Disbursement	\$250,000
Final Lodgement	Last Friday, February, July, October
Application Procedure	See Victoria Law Foundation website in the Grants Program section
Further Information	Annual report; website

Victorian Women's Trust

Address	Level 1, 388 Bourke Street, Melbourne , Victoria 3000
Contact	Ms. Mary Crooks
Position	Executive Director
Telephone	03 9642 0422
Fax	03 9642 0016
Email	mary@vwt.org.au
Website	www.vwt.org.au

Summary of Purpose The Victorian Women's Trust is fired by the vision of a just and humane society in which women enjoy full participation as citizens. The Trust believes that by creating a better world for women, we create a better world for men, children, families and communities

Priority Interests Children/youth; families; Indigenous; women; discrimination

Geographic Focus Victoria

Legal Limitations Deductible Gift Recipient (DGR) status required

Grant Exclusions Building works; capital works; core operating costs; general fundraising appeals; individuals

Grant Frequency Annually

Annual Disbursement \$150,000

Final Lodgement March

Application Procedure Grants advertised in The Age and emailed out. Pro forma for expressions of interest and a selected number are invited to complete detailed submissions

Westpac Foundation

Address	Level 25, 60 Martin Place, Sydney, NSW 2000
Contact	Ms. Lisa Waldron
Position	Executive Officer
Telephone	02 9216 0923
Fax	02 9216 0277
Email	lwaldron@westpac.com.au
Website	www.westpac.com.au

Summary of Purpose Westpac Foundation is an independent charitable trust that provides grants to non-profit organisations. Funding is directed towards early intervention and education programs and projects that aim to address the causes of social problems in disadvantaged communities, particularly with a focus on literacy and numeracy and the advancement of community welfare. Priority is given to initiatives that are innovative, educative, preventable in approach, replicable, scalable, collaborative and sustainable in the long term

Priority Interests Children/youth; families; education; community benefit; literacy

Geographic Focus Australia wide

Legal Limitations Deductible Gift Recipient (DGR) status; Income Tax Exempt Charity status required

Grant Exclusions Building works; capital works; political organisations; core operating costs; general fundraising appeals; vehicles; individuals; conferences; deficit funding; emergency grants, retrospective funding; international programs; 100% of the costs of a project

Grant Frequency Annual

Annual Disbursement Variable

Final Lodgement Letters of interest may be submitted at any time. Full proposals will be reviewed once a year after the end of the financial year

Application Procedure Generally the Westpac Foundation sources projects to fund, proactively. It seeks out relevant organisations, assists them to develop proposals and works collaboratively with them. The application process involves an initial expression of interest. If the organisation is chosen for further consideration, it will be invited to submit a full proposal which consists of a 5-page application

INTERNATIONAL TRUSTS AND FOUNDATIONS

It is worth noting that a number of international trusts have a particular interest in Indigenous community issues in other parts of the world. They may be worth following up. People's experience has been varied, so you may need to persist after doing your initial research as to your eligibility. The trusts and companies mentioned are but a few of the ones known to us, but there may be many more for those prepared to search. There are also a number of international scholarships and exchange programs.

You can search for these and others on the internet, or hire Philanthropy Australia's research and information service for a day to get the listing and contacts.

ALCOA FOUNDATION

Alcoa Foundation invests in positive community change, world wide. Its main focus is on communities where Alcoa has a presence, but the foundation also supports international organisations that fit its key interests. Contact a local Australian Alcoa manager or:

Contact Details

Alcoa Foundation
201 Isabella Street
Pittsburgh, PA 15212-5858 USA
Phone 412 5534545
Fax 412 5534498
www.alcoa.com

AMERICAN EXPRESS FOUNDATION

This is a foundation sponsored by the American Express Company and its subsidiaries, to undertake philanthropic activities around three strategic themes: community service, economic independence and cultural heritage.

Contact Details

American Express Foundation
World Financial Centre
200 Vesey Street, 48th Floor
New York, NY 10285-4804
Phone 212 640 5661
www.americanexpress.com/corp/philanthropy

BERNARD VAN LEER FOUNDATION

The Bernard van Leer Foundation is based in Holland and supports projects in over 40 countries globally. Its aim is to enhance opportunities for children 0-8 years in disadvantaged circumstances so as to develop their full potential.

Contact details

Bernard van Leer Foundation
Eisenhowerlaan 156
P.O. Box 82334
2508 EH The Hague
The Netherlands
Phone 31 0 70 3312200
www.bernardvanleer.org

BP AMOCO FOUNDATION INC.

This company foundation supports employees as they engage in their communities through matching gift and volunteer programs. International aid is given in response to natural disasters in places where BP operates. Applications must be through a company employee in Australia.

Contact Details

BP Foundation Inc.
4101 Winfield Rd. MC4E
Warrenville, IL 60555-3521
Phone 630 8213174
Fax 312 6160826
foundation@bpamoco.com

THE BRITISH COUNCIL

The British Council is the organisation for educational and cultural relations between the UK and other countries. It is represented in 110 countries worldwide, including Australia, funding exchanges, arts events and education.

Contact Details

British Council Information Centre
Phone 44 0 161 957 7755
Fax 44 0 161 9577762
www.britishcouncil.org

CHARLES STEWART MOTT FOUNDATION

The Mott Foundation support efforts that promote a just, equitable and sustainable society, in the areas of civil society, environment and poverty.

Contact details

Charles Stewart Mott Foundation
503 s. Saginaw Street Ste. 1200
Flint MI 48502-1851
Phone 1 810 238 5651
Fax 1 810 766 1753
www.mott.org

THE CHRISTENSEN FUND

The foundation was established as a family philanthropic venture to support the visual and expressive arts, the environment, higher education and museums around the world. Indigenous Australians are specified as a focus.

Contact Details

The Christensen Fund
145 Addison Ave.
Palo Alto, CA 94301
Phone 650 4628600
www.christensenfund.org

THE FORD FOUNDATION

The Ford Foundation's goals are to strengthen democratic values, reduce poverty and injustice, promote international cooperation, and advance

human achievement. Grants are made primarily within three categories: asset building and community development, knowledge, creativity, and freedom, and peace and social justice.

Contact Details

The Secretary, The Ford Foundation
320 E. 43rd St. New York
NY 10017 USA
Phone: 212 573 5000
www.fordfound.org

THE GERE FOUNDATION

This international foundation was established by the actor, Richard Gere and film corporations to support humanitarian organisations helping victims of war, disaster and human rights violations, and those giving HIV/AIDS care.

Contact Details

The Gere Foundation
International Business Management.
9696 Culver Boulevard, No. 203
Culver City, CA 90232
Fax 212 2600356
www.gerefoundation.org

IBM INTERNATIONAL FOUNDATION

This company foundation's philanthropic arm provides for communities and organisations associated with IBM's work general. It gives worldwide for education with a focus on K-12, adult training, and environmental projects.

Contact Details

IBM International Foundation
International Business Machines Corp.
New Orchard Road.
Armonk, NY 10504-1709
Phone 914 7661900
www.ibm.com/ibm/ibmgives

INTERNATIONAL FUND FOR THE PROMOTION OF CULTURE, FRANCE

The IFPC promotes development of young artists in all art disciplines. The focus is on Bursaries for Artists designed to foster development of talented artists under 35 years, by offering them residencies or training abroad.

Contact Details

International Fund for the Promotion of Culture
7 Place de Fontenoy
75700 Paris, France
Phone 33 1 45684215
Fax 33 1 45665062

LIONS CLUBS INTERNATIONAL

Lions Clubs International fosters understanding among all people through community involvement and international cooperation programs. Matching grants are available to fund small-scale projects in needy countries, such as health care, food-self sufficiency, disability aid and clean water initiatives.

Contact Details

LCIF Communications
300 W.22nd Street,
Oak Brook, IL 60523 - 8842 USA
Phone 630 5715466, ext. 580
lcif@lionsclubs.org

JOHN D. AND CATHERINE T. MACARTHUR FOUNDATION

A private foundation dedicated to fostering lasting improvement in the human condition. The foundation seeks the development of healthy individuals and effective communities, peace, responsible human reproduction, and a global ecosystem to support healthy societies.

Contact Details

John D. and Catherine T MacArthur

Foundation

140 S. Dearborn Street Ste. 1100
Chicago IL 60603-5285
Phone 312 7268000
Fax 312 9206258
www.macfound.org

NEWMAN'S OWN FOUNDATION INC.

The founders of this foundation are the American Actor Paul Newman, and Meadowlea Foods. Paul and his wife are interested in the wellbeing of children and young people and direct giving primarily for children's health and human services. Australian organisations are specified as eligible to apply for funds.

Contact Details

Newman's Own Foundation Inc.
246 Post Rd. E.
Westport, CT 06880-3615 USA
www.newmansown.com

SILVERTON FOUNDATION, INC

Silverton Foundation is a family foundation in Texas dedicated to empowering disadvantaged people through initiatives in education, health and social services. The focus of their grants is people, their well being, the arts and education...

Contact Details

The Silverton Foundation
701 Brazos St., Ste. 1400
Austin, TX 78701
Phone 512 4851900
www.silvertonfoundation.org

THE W. L. S. SPENCER FOUNDATION

This is an independent foundation established by the donor John to fund activities anywhere in the world which foster new ideas in education and encourage creativity in thinking about education and the arts.

Contact Details

Presidio Building 1016, Ste. 300
P.O. Box 29906
San Francisco, CA 94129-0906
Phone 415 5616540
Fax 415 5616477

You can search for these and others on the internet, or hire Philanthropy Australia's resource service for a day to get the listing and contacts.

