

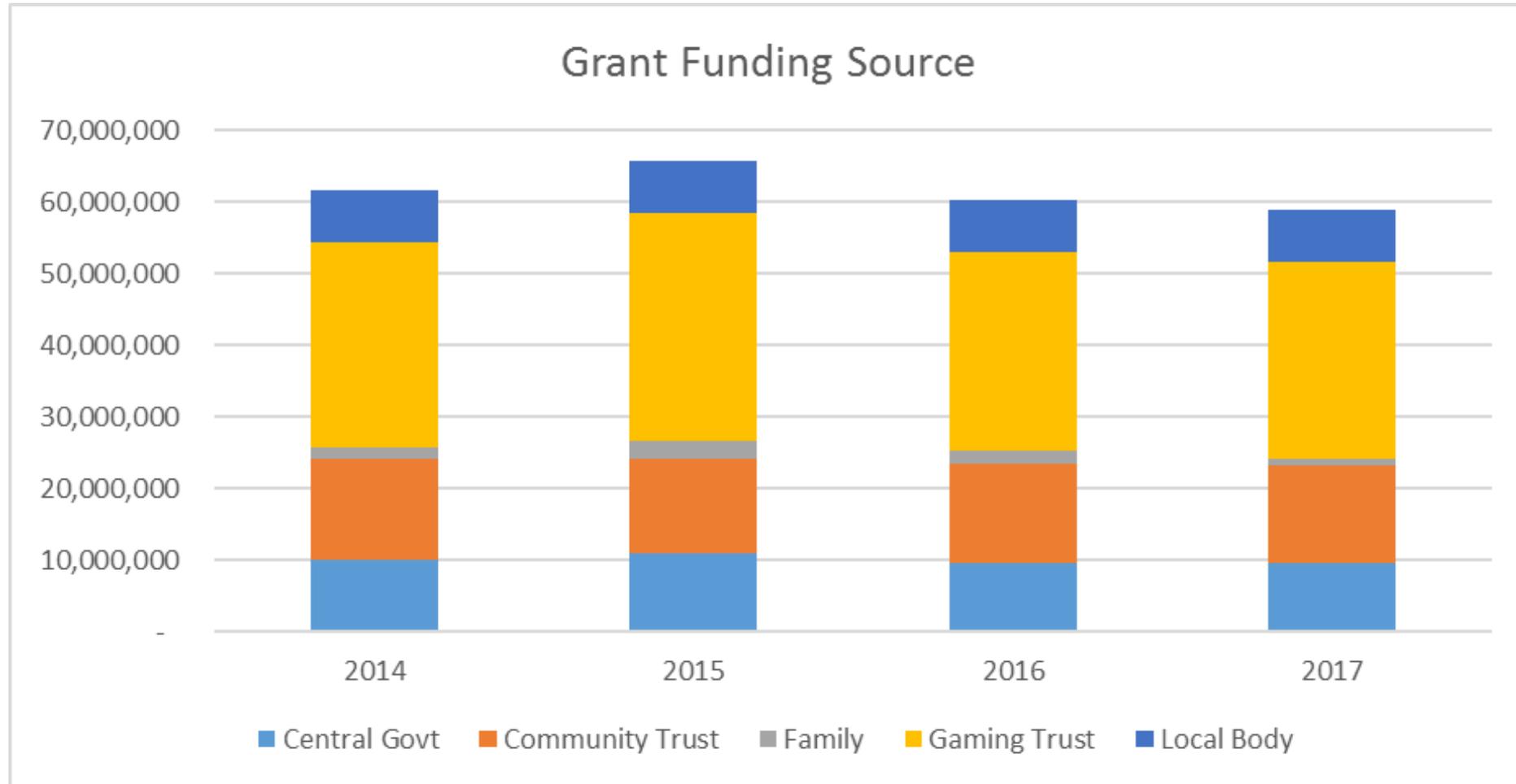
The Grant Making Ecosystem



Bridget's bio

- Born in Invercargill
- Bcom Hns at Otago
- Wellington in banking and energy for 17 years
- Christchurch Recover Canterbury and Rata Foundation
- Founder of Delfi.co.nz
- On board of two NFPs
- Partnership Manager at Space Craft Systems
- Reluctant Netball coach
- Lunch co-ordinator at school
- Chauffeur, Tutor, Cleaner, Cook and Counsellor to three girls

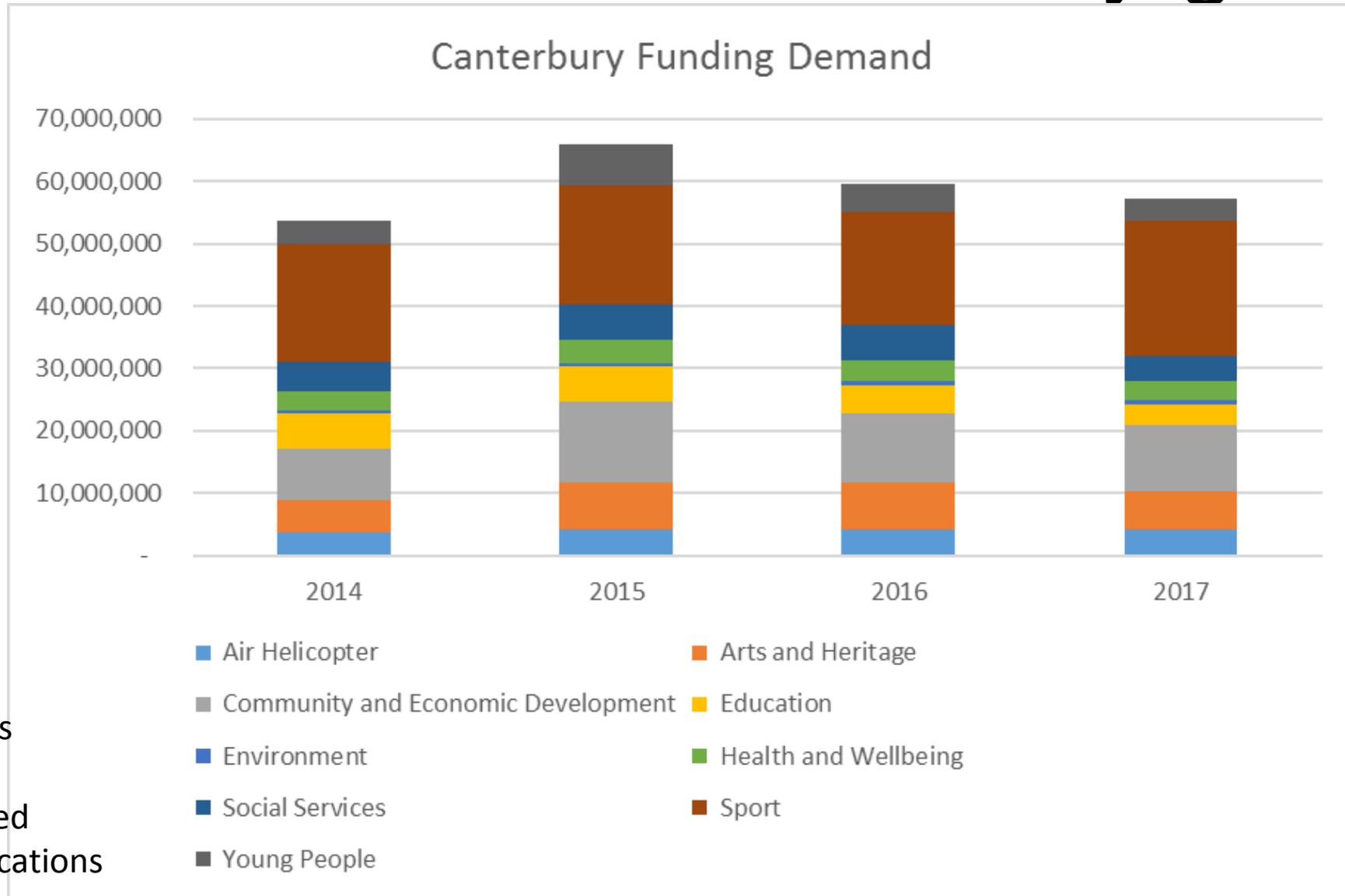
Supply - Where the money comes from



Delfi work from publically available sources
Excluding earthquake funds
2014 DIA data not correct but assumptions made

Thanks to Nicola at CCC and Trish DIA for their help on sourcing their grants

Demand. Where the money goes

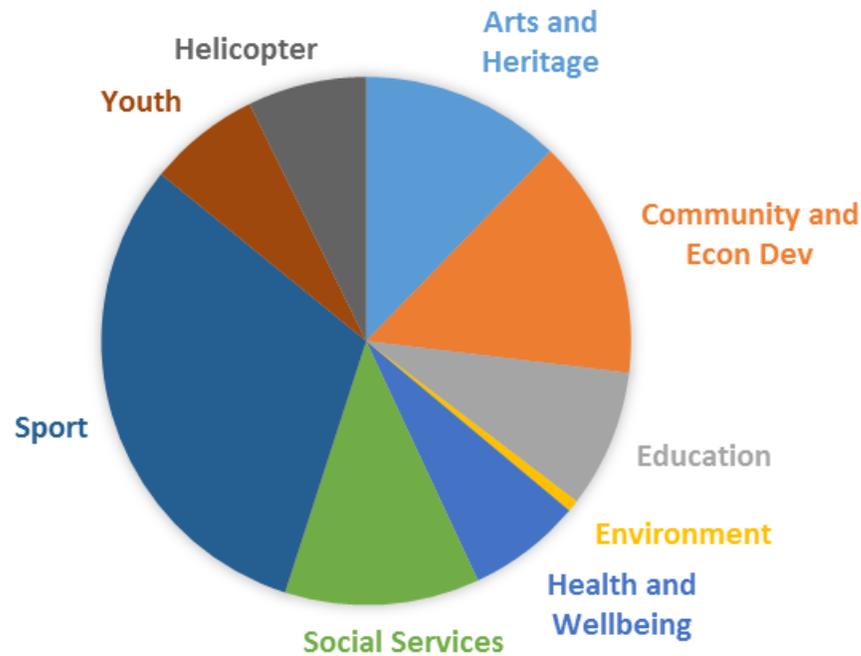


Demand: issues

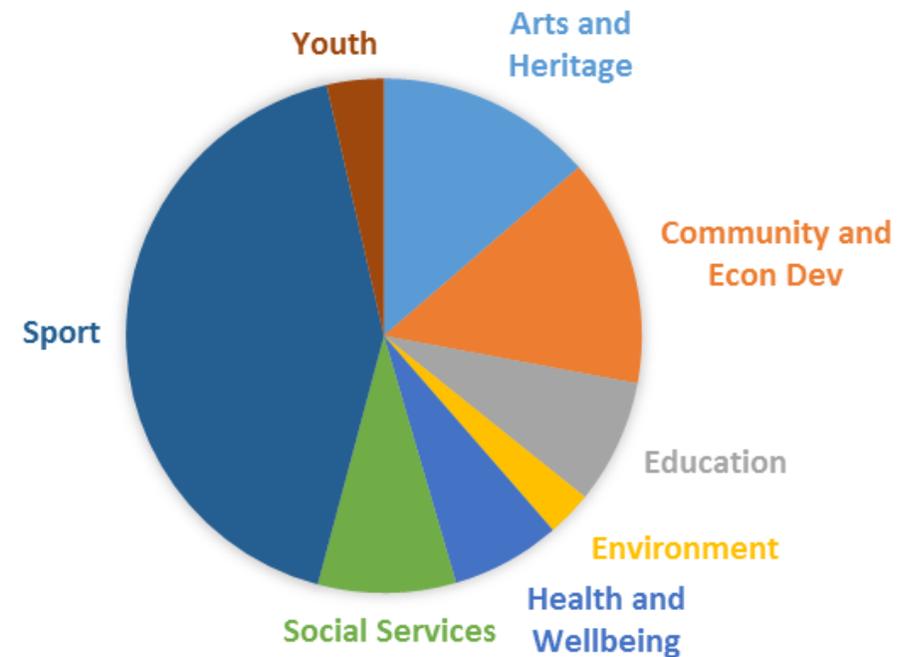
- Middle Class capture
 - 59% to “middle class” groups
 - 32% to the wider community
 - Balance to poorer communities
 - Public vs private benefit
- Money eroding community aspects
- Charitable Purpose
- Benchmarking
- Growth in demand

Demand Issues: Provincial Ecosystem

TOTAL CANTERBURY GRANTS = \$65M SPLIT BY PURPOSE



TOTAL OTAGO GRANTS = \$22.3M SPLIT BY PURPOSE



Systematic Failures: Things to think about

- Cost to Serve: \$260m per annum
- Government funding:
 - Levels to specific groups
 - % funding to sectors
- Corporate funding:
 - Virtue Laundering
 - Cost to serve
- Whose voice do we hear?
 - The issues are defined by the gatekeepers

Imagine: Trip Advisor for Charities

- Purpose
 - Helping to ensure that well managed, best practice NFPs are able to sustainably deliver on their objectives by casting sunlight onto the Not for Profit sector.
- Solution
 - One stop shop for NFP evaluation leveraging best practice assessment and using crowd sourcing
 - Grant data free and available
 - Development of Effective NFP tick
- High Level Concept
 - All NFPs listed on site
 - Best practice assessment criteria
 - Socially aware citizens complete assessments
 - Considerable data around grants made, declined, benchmarking and strategic overviews
- Impact
 - Better organisations receiving the funds they need to carry out their operations
 - Evaluators connected to communities
 - More money going into community groups through more efficient assessment processes

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113679 Community and Economic Development

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
	Trust Name	Subfund	CC	Cap	Date	Quarter	Year	Charity	Purpose	Sector	Subsect	CT Classificat	T Sub classifi	Rec	District	Region	Cap	Amount	F15
13605	Lion Foundation				1/09/2014	Q3 2014	2,014.00	Rites of Passage Foundation		Young People					Tasman	Nelson / Tasman		\$ 1,075.00	
13606	Pub Charity				1/12/2013	Q4 2013		Rites of Passage Foundation		Community and E					Tasman	Nelson / T		\$ 4,333.00	
13607	Lotteries Grants Board	COGS			1/03/2014	Q1 2014		Rites of Passage Foundation		Young People					Nelson	Nelson / T		\$ 4,000.00	
13608	Canterbury Community Tru: Health & Wellbeing - Canterbury 2013	Health			13/05/2013	Q2 2013		Rivendell Respite Trust		Health and Wellbeing					Christchur	Canterbury		\$ 20,000.00	
13612	Lotteries Grants Board	Community Facilities			31/03/2015	Q1 2015	2,015.00	RIVERLEA THEATRE & ART CENTRE INCORPORATED		Arts and Heritage					Lot	Lot	Capital	\$35,000	
13614	Lotteries Grants Board	COGS			1/03/2014	Q1 2014		Riversdale Promotions Inc \$2,000		Community and E				Marlborou	Marlborou		\$ 2,000.00		
13615	Marlborough District Coun: Community Grants				31/03/2015	Q1 2015		Riversdale Promotions Inc.	Assistance with co-ordi	Community and Economic Development				Marlborou	Marlborough		\$2,000.00		
13625	Lotteries Grants Board	Regional Community Grants			31/03/2015	Q1 2015		Riverton Community Charitable Trust		Community and Economic Development				SDC	Southland		\$3,500		
13627	Southern Victoria Charitable Trust				30/11/2015	Q4 2015		Riverton Heritage & Tourist Centre Trust		Community and Economic Development				SDC	Southland		\$ 9,000.00		
13628	Southern Victoria Charitable Trust				30/11/2015	Q4 2015		Riverton Heritage & Tourist Centre Trust		Community and Economic Development				SDC	Southland		\$ 8,000.00		
13639	Canterbury Community Tru: Education - Nelson 2013	Educate			21/10/2013	Q4 2013		Riverton Heritage & Tourist Centre Trust		Education				Tasman	Nelson / T		\$ 8,244.00		
13642	Canterbury Community Tru: Hospital & Medical - Canterbury 2013	Hospit			4/02/2013	Q1 2013		RMH Auckland Trust		Health and Wellbeing				Christchur	Canterbury		\$ 6,500.00		
13648	Otago Community Trust				31/12/2015	Q4 2014		RMH Auckland Trust		Health and Wellbeing		Community Wellt Family Support		Dunedin	Otago		\$ 3,500.00		
13649	Canterbury Community Tru: Hospital & Medical - Marlborough 2	Hospit			28/01/2013	Q1 2013		RMH Auckland Trust - Marlborough		Health and Wellb				Marlborou	Marlborou		\$ 1,000.00		
13650	Canterbury Community Tru: Hospital & Medical - Nelson 2012	Hospit			28/01/2013	Q1 2013		RMH Auckland Trust - Nelson		Health and Wellb				Nelson	Nelson / T		\$ 2,500.00		
13651	Pub Charity				Mar-15	Q1 2015		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$15,390.70		
13652	Pub Charity				Apr-15	Q2 2015		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$11,965.23		
13653	Air Rescue and Community				1/06/2013	Q2 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 11,000.00		
13654	Air Rescue and Community				1/12/2013	Q4 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 5,000.00		
13655	Canterbury Community Tru: Arts & Heritage - Canterbury 2013	Health			10/06/2013	Q2 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 8,000.00		
13656	Canterbury Community Tru: Arts & Heritage - Marlborough 2013	Health			17/06/2013	Q2 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 5,000.00		
13657	Canterbury Community Tru: Social Services - Nelson 2013	Health			19/08/2013	Q 3 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 5,000.00		
13658	Lion Foundation				1/12/2013	Q4 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 10,000.00		
13659	Lotteries Grants Board				1/03/2013	Q1 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 50,000.00		
13660	Mainland Foundation				30/06/2013	Q2 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 10,000.00		
13661	Pub Charity				1/09/2013	Q 3 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 10,000.00		
13662	Pub Charity				1/09/2013	Q 3 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 12,049.00		
13663	Pub Charity				1/11/2013	Q4 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 11,984.03		
13664	Southern Trust				1/06/2013	Q2 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 18,000.00		
13665	Southern Trust				1/12/2013	Q4 2013		RMH South Island		Health and Wellbeing				Christchur	Canterbury		\$ 6,000.00		
13673	Lotteries Grants Board	National Community			21/10/2015	Q4 2015		RMH SOUTH ISLAND TRUST		Health and Wellbeing				Christchur	Canterbury		\$40,000		
13677	Trust.Aoraki				31/03/2015	Q1 2015		RMH Sth Island Trust		Health and Wellbeing				Christchur	Canterbury		3372.17		
13679	Lotteries Grants Board	National Community			21/10/2015	Q4 2015		RMH SOUTH ISLAND TRUST		Health and Wellbeing				Christchur	Canterbury		\$5,000		
13681	Mainland Foundation				1/01/2015	Q3 2014		RMH SOUTH ISLAND TRUST		Health and Wellbeing				National	National		\$ 5,000.00		
13683	Mainland Foundation				31/07/2015	Q3 2015		RMH SOUTH ISLAND TRUST		Health and Wellbeing				Christchur	Canterbury		\$ 3,880.00		

• Bridget Frame

• www.delfi.co.nz

• 027 226 0562

• bridget@delfi.co.nz

• Check out my blog at www.delfi.co.nz