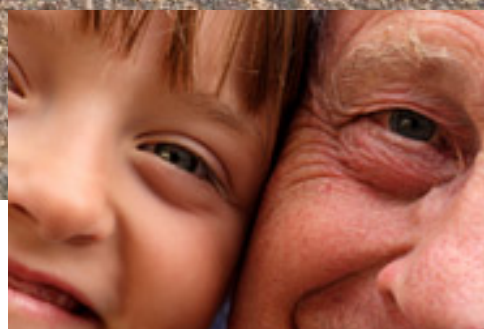


# Giving



Supported by



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# Giving

## A Handbook for Australian Donors

### Contents

<b>Background to this Handbook</b>	4
<b>Giving in Australia</b>	5
<b>Your relationship with giving</b>	6
<b>Considerations affecting giving</b>	7
Your level of involvement, what to give, timing giving vehicles, who to give to	
<b>Your giving priorities</b>	11
Things affecting your decisions around giving The role for family & friends in your strategic giving Costs of fundraising; Catalysts for connection; Research and results; Identifying your preference for causes; Long-term objectives & evaluating the impact for giving Analysing your aspirations & expectations	
<b>Defining your giving</b>	12
Your past giving, your motivation and purpose, the role of your personal values,	
<b>The giving</b>	17
What can be given?	
The different ways to give:	17
1) Casual giving; Regular giving; Setting up your own charity; Workplace (payroll) giving; Volunteering; Direct gifts of property including Bequests; Contributing to an existing charitable funding vehicle; Social venture programs; Insurance policy; Fundraising dinners & events; Charity auctions; Raffles	
2) Strategic Philanthropic Vehicles	21
Trustee Company Foundation (Charitable Gift Trust); Ancillary Fund Community Foundation; Corporate Foundation Prescribed Private Fund; Alternative Philanthropic Vehicles	
<b>Comparison of trust fund structures</b>	25
<b>The role for advisers &amp; others in giving</b>	26
Incorporating giving into overall financial planning	
<b>What's next?</b>	27
<b>Explanation of terms</b>	28
<b>Resources &amp; further reading</b>	30

## Background & how to use this handbook

*Giving – Handbook for Australian Donors* was written for people who wish to know about the options for supporting charitable causes, or how to make their current giving more effective and creative. It also aims to build awareness of the many considerations related to giving and is a resource for those who professionally advise others in this growing area.

Our team at Enrich Australia has many years experience in the not-for-profit sector. We know that giving can be a very personal and considered part of many people's lives, and the aims and methods of giving can be as varied as our intentions and personal values. While it's impossible to provide here all the information you might need to make detailed decisions on your philanthropic activities, we hope to simplify the process of identifying your objectives and the most appropriate framework to achieve those aims.

Each section is designed to introduce various aspects of the giving process as it unfolds and some of the key things to think about along the way. We have included important considerations such as the level of engagement you want to have with the use of your gifts. We also look at how to choose causes and the appropriate not-for-profit organisations that further your chosen causes. We offer some innovative ways to think about possible interaction with charities, and the potential for involving family and friends in your giving strategies.

We've provided exercises and workspaces for you to make notes which may help you clarify important personal aspects of giving. Along side the workspaces is a sample case study that illustrates the kind of response required for each of the questions. Also, acknowledging that you may not be able to articulate all your thoughts at once, we suggest you come back to these spaces if you have any additional insights to add as you read through the handbook. Apart from your own thoughts, you may also wish to include those of your partner, family, or friends – anyone potentially involved either directly or indirectly with your aspirations for giving.

What you do with your completed *Giving* handbook is up to you. You may like to share it with family, friends, professional advisers, or keep it private.

There is an explanation of some of the terms used in this guide at the end of the handbook. Also included in *Giving* are a number of references that provide additional information. Our case studies will provide examples of how others have gained in diverse and interesting ways from giving.

If your professional adviser has provided you with this handbook, you'll be able to discuss your giving with them. In particular, if you decide to create a financial vehicle to facilitate your giving, they can help you integrate charitable planning into your other life planning strategies such as financial and estate planning.

For more information, please see our website where you can register for updates and latest news on the world of philanthropy: [www.gatewayforgiving.com.au](http://www.gatewayforgiving.com.au)

We invite you to download this publication and distribute it as freely as you wish. We only ask that the copyright be observed, the authors be credited, and that it be kept intact and no part be changed or used for commercial purposes.

Thank you for reading *Giving* - we wish you much enjoyment and satisfaction from your generosity.

*Enrich Australia*

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*It resonated with my personal values that if you're successful in life, you should give. And you should actually give 'til it hurts, quite frankly.*

Daniel Petre

## **Giving in Australia**

The level of giving in Australia has been steadily growing. This is due, in part, to an increase in the adult population, positive economic conditions, changes in tax and the introduction of financial giving vehicles such as Prescribed Private Funds.

More awareness of social issues, along with the impact of international events such as the attack on the World Trade Centre in New York, and natural disasters like the Asian tsunami and the drought, have also affected the way Australians engage with their communities and think about charitable causes.

According to the official 2005 survey *Giving Australia – Research on Philanthropy in Australia*, the amount donated to Australian charities has increased by 88 percent since 1997. The amount given (excluding those to the Asian Tsunami appeals) was AU\$11 billion.

Other key findings of the survey were:

- An additional \$2 billion was provided by 10.5 million Australians participated in raffles, lotteries and other fundraising events.
- Eight-seven percent of all adult Australians, 13.4 million people, donated an average \$424 each in the year to January 2005.
- Business giving has more than doubled since 2000-01, with more than 525,000 businesses, or 67 percent of all businesses, giving \$3.3 billion in money, goods, services and time during 2003-04;
- Melbourne and Sydney were responsible for nearly half of all individual donations (47.5 percent), but Adelaide had the highest giving rate with donations from more than 90 per cent of adults.
- The number of hours donated by volunteers has risen 16 percent since 2000, with 41 per cent of adult Australians volunteering 836 million hours up to the time of the report's completion.

More details are at [www.partnerships.gov.au](http://www.partnerships.gov.au)

Through the adoption of the same tactical approach to giving as with financial investment, we can now see Australians' growing interest in investment for social return. And the new strategic options for giving now available provide the opportunity to form a different, closer relationship with causes than in the past, one that means we can potentially have greater role in their outcome.

## Your relationship with giving

Your decision to give or not to give to charitable or community causes is a personal matter, and your decision should be respected. Need, and how to address it, is perceived differently by each of us, and there are many who believe money should be given or passed on only within in a family or tight-knit group. There are those who think it is the role of government to take care of all social imbalances, while others give just a little where and to who they can.

So, while you may be reading this handbook to inform yourself on what is on offer in the world of philanthropy, you may still be at the crossroads of whether or not to give to charities or not-for-profit organisations.

Putting aside for the moment any questions you have on the efficiency and/or effectiveness of charities, or whether you can use donations to get tax concessions (we'll address those important things later), let's look a little deeper at your personal situation around giving.

■ Here are some questions intended to shed light on your views relating to giving. As you consider your answers to these questions, you may find they help you evaluate the potential philanthropist within you and may reveal some of the potential in giving you had not yet thought about.

- Have you made donations in the past? If so, what was satisfying or disappointing about this giving experience?
- If you haven't given in the past, what were the reasons for this? Have they now changed?
- Do you think that, in general, charities are responsible with the donations they receive? Does this apply to all of them? How much would the efficiency of an organisation affect your giving to it?
- Is there anyone with whom you identify? Who are your heroes?
- What do you see in the media and newspapers that make you angry?
- Is being remembered in a certain way after your death important to you?
- Is acknowledging the institutions that have been significant in your life relevant or important to you? If so, would you prefer to support these during life or after your death?
- Do you think that giving should directly assist those in need, or would it be better put to work in addressing systematic change?
- Is giving a part of your family tradition? How do you feel about continuing or beginning this? If so, would you consider developing a family mission statement and a plan for how this might be implemented?
- Would you like to offer your skills, or perhaps learn new ones? For example, would you consider sitting on the board of charity?
- What do you believe is the purpose of money?
- Do you think children should be given all the money and assets their parents have, or enough to give them a leg-up to help them on their way?
- Do you feel empowered or disempowered to change your world? Would you consider using your money to address this?
- Might there be a time when you feel secure in the amount of money you have?
- How would it feel telling others you had your own charitable foundation?

## Considerations affecting giving

If you think about the implications of the questions above, giving is a very personal thing that involves not only you and your wishes. It potentially impacts on and involves many people around you – especially family who can gain much from sharing in philanthropic initiatives.

Giving is not only for the rich. Generosity is a value that many people have, regardless of wealth and capacity – it's not the amount that is important but rather the act, which can bring much contentment and satisfaction. But let's save these 'softer' issues to address in more detail in a moment, and look at the practical way to begin.

In considering giving, it's helpful to think through your options in the following stages:

1. **Involvement:** are you an 'active' and 'passive' donor – in other words, are you interested in giving but do not wish to manage the process? Or would you like to take more or complete control over various aspects, and even be personally involved in the activities of the charities you support?
2. **What to give:** what assets may you have or wish to give – eg., cash, shares or property. Bear in mind that any tax deductibility is only gained through giving to organisations which have Deductible Gift Recipient (DGR) status. Also note that capital gains tax liabilities may be incurred in the event of selling assets. If you're not sure about the aspect you may need to seek the assistance of a financial adviser who can assess what your individual situation or needs are and, depending on your time of life, calculate how much money you could devote to giving and what any tax liabilities may be incurred. Volunteering time at board or general level can also be a very valuable asset to donate.
3. **Timing:** when do you want to give – is it a one-off donation or regular giving that you'd prefer? Do you want to give direct to the charity today, or through endowment funds or bequests into the future?
4. **Vehicle:** how would you prefer to give? There are financial vehicles such as Prescribed Private Funds and trustee company foundations (also known as Charitable Gift Trusts) which mean that donated funds will be invested and the returns distributed to charity into the future, into perpetuity. They have become increasingly popular in recent times and can be provided for the 'active' or 'passive' donor.
5. **Who to give to:** what causes do you believe in and want to give to?

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*I resolved to stop accumulating and begin the infinitely more serious and difficult task of wise distribution.*

Andrew Carnegie

## Defining your giving

This is where we begin the process of helping you become more informed about giving and deciding what your involvement may be.

### **Our sample case:**

Peter is 58 and divorced with one adult daughter who has an established career. He grew up in the suburbs of Adelaide and attained a medical degree from a university in Melbourne. He is now a successful GP in an outer Sydney suburb and uses alternative methods of treatment such as acupuncture to treat patients alongside the conventional modalities.

Peter loves to travel to explore cultural diversity and has done so since his university days. Taking leave whenever he can, he now combines travel with volunteering for NGO projects in outback Australia, Asia and Africa.

As part of his retirement planning he has discussed with his lawyer and financial planner the ambitions he has to retire as soon as practical, and continue and even increase his support for charities.

Peter's financial adviser, Jim, suggested that, as part of the overall strategy, he consider a philanthropy vehicle to maintain support for charitable causes. When Peter showed keen interest in this idea, Jim suggested that he begin by addressing the general and personal considerations around giving as this would help Peter clarify what he wanted to achieve in this area. This process would ultimately also provide direction on which vehicle would be the most suitable for his needs and situation. Jim also explained to Peter that a charitable vehicle might offer solutions on how to deal with any capital gains liability he incurred through the disposal of his business.

.....

*As you move through this process we will also follow Peter's responses (in the boxes), as they will demonstrate the purpose of some of the exercises.*

## Exercise 1

### 1) Your past giving

■ We often think of giving as just the donation of money, but there are many ways we can make a contribution to the causes and organisations we want to support. Among these are volunteering (offering skills and labour, sitting on boards and committees), donating resources (equipment, goods, venues), organising fundraising events, or actively participating in campaigns.

*Note here any ways you may have given in the past (including any volunteering) and to whom:*

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### **Exercise 1: Past giving**

*Volunteering – Doctors Fund International;*

*Donations to Community dog sterilisation program in Nth Territory – AnimalCare Aust.;*

*Cash to Uni alumni appeals;*

*Donations to local Rotary fundraising appeal;*

*Bought raffle tickets sold by my patients for local schools, hospitals, etc.*



### 3) The role of your personal values

Your reasons for giving may be a simple desire to make a difference or to gain the tax concessions that donating to organisations with deductible gift recipient status (DGRs) allows. Regardless of why you give, *who* you choose to give to will almost always be strongly influenced – consciously or not – by your personal values.

Examples of personal values are: justice, security, compassion, loyalty, beauty, growth, freedom, harmony, tolerance, style, peace, contentment, pleasure, creativity, connection, generosity, honesty, independence, and so forth.

It is awareness of the role that values can play in your giving that makes decisions around it much easier, and a more satisfying and even enjoyable experience. This is because when we can express our values we experience a sense of connection with our life's purpose. When this is combined with generosity, the sense of connection can potentially produce deep contentment. It's often why people use the word "passion" to describe their philanthropic activities. You may even find that shared values is the reason you choose who joins you in running your foundation, should that be your chosen avenue.

#### Exercise 3

■ Personal values provide a compass for making more reliable choices in how much to give to whom, along with the means by which you choose to do so. In essence, our giving is an expression of our values, and speaks of who we are and how we view our place in the world.

This exercise is in three parts to help you come up with what are the most important values and ultimately, perhaps, which of these is top of your list.

a) Enjoy making a note here of **your main personal values** – in other words, the qualities you think are important in life:

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b) **Circle** the most important of these; then **choose and write your top three values** here:

1) \_\_\_\_\_ 2) \_\_\_\_\_ 3) \_\_\_\_\_

c) Now choose the most important of them, if possible - **your top personal value** – and write it here:

Top Personal Value: \_\_\_\_\_

#### Exercise 3: Key values

*compassion responsibility,  
education justice caring  
respect good health  
opportunity, decisiveness,  
kindness beauty fun  
cultural diversity, honesty*

*Top 3 are:  
- opportunity  
- justice  
- compassion*

*Top value: is it justice – or  
opportunity?*

*... maybe justice produces  
opportunity anyway ...*

*... so my top value is **justice!***

## Your giving priorities

As mentioned above, personal values are a reliable way of working out what direction you may choose in various situations in life. And if you can reflect these values in your giving then it may very well produce even greater satisfaction than anticipated.

However, there are other things to consider other than just supporting causes that resonate with your values, especially if you find that various causes satisfy the same value or quality. Hence, it's worth refining your priorities in other ways if you need or prefer to narrow down the recipients.

We suggest you also consider some of the issues in the following section as they help to establish guidelines or even a philosophical basis for your giving. This will not only clarify your giving preferences, but also help those who ultimately take over the task of running any structured giving vehicle you may create with a reassuring and reliable reference for ensuring the actions they take are in accordance with your intentions.

## Other things which may influence your giving decisions

### 1) The role for family & friends in strategic giving

People important in your life can play a major role in realising your philanthropic aspirations by acting as advisers, becoming board members for a foundation, assisting with running projects, or helping to decide the causes and organisations to whom funds are directed. A strategic giving vehicle will also potentially expose children to learning about the responsibilities of money, the considerations when assisting those in need, financial literacy and general governance skills.

Potential family involvement in philanthropy may:

- articulate family values/goals, and find meaningful expression for these values
- build on the cohesion and communication between family members
- develop or improve business, management and leadership skills
- encourage discussion on financial and estate planning
- be an introduction to trusted advisers to the next generation
- bring together distant or blended family members
- create a more positive family culture than currently exists
- celebrate and bind the family
- provide an alternate strategy for business succession planning.

### Exercise 4

■ *What benefits might you see for involving your family?*

*Note some of your thoughts on the possible involvement or roles for your family or friends in your giving.*

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### Exercise 4: Help from others

*Daughter could be involved  
– also colleague doctors  
from volunteering projects*

*I'll talk to them, research  
their thoughts & ideas –  
may have done something  
similar*

*Talk to Jim (adviser) about  
a possible official role for  
him – plus accountant*

## **2) Costs of fundraising**

Probably the most contentious of issues facing charities is how the efficiency of their operations is perceived by potential donors and the public at large. For this reason, charities release details on their costs in various areas, including the fundraising cost ratio - that is, the total cost of fundraising to gross income from fundraising.

While for many donors this information is crucial in their decisions on whether to support an organisation, the truth is, cost ratios are not reliable ways of comparing charities or judging their efficiency. This is because the dynamics that affect them can vary enormously between organisations and even their internal programs. It's up to you as donor, to decide if an organisation's costs are in line with, or worth, their results.

Giving, for most people, is about outcome – the difference they can make. Hence, as a donor, you need to keep in mind that the social return you expect may mean being prepared to “bear the cost” of this.

To find out what a charity's cost ratio is in relation to their various areas of work you can simply call or email them to find out. Also, as part of the free donor section of the giving information website [www.gatewayforgiving.com.au](http://www.gatewayforgiving.com.au), there's a concise Directory of Charities organisations, which, among other important assessment criteria, includes the cost ratio of member charities. There's also a related section which allows the charity to comment on its fundraising cost ratio so potential donors understand the challenges faced by charities in delivering for their stakeholders.

Importantly, the Directory also provides advisers and other visitors to the website with succinct information on the outcomes of each charity and how they perceive they make a difference. Using these things to strike a balance, you can find the organisation that matches your needs – both in terms of proficiency and in expressing your values.

Another source of financial information on charities is Givewell. See our Resources page for its contact and links to other organisations that supply information on charities.

## **3) Research and results**

If you're of the opinion that the efficiency of an organisation is paramount in your giving then you'll need to spend some time researching the organisations you're drawn to and how they work to fulfil their aims and objectives.

Most organisations have websites or will send material on request. Ask for details about the background of board members, read annual reports and look at the history of projects and their specific outcomes. Also identify the people who are, or have been, consumers of the organisation's work – their personal story will be fundamental in your research.

There are also organisations and philanthropy consultants who can help with choosing your causes for giving, and then assist with the choice of charity. Moreover, they can assist you ascertain what vehicle may be the best one for your planned giving, and support you in establishing and managing a structure should it be required.

## **4) Catalysts for connection**

Apart from personal values, you may also have specific reasons for supporting certain charities because you, your family or someone near to you, are affected by a certain set of conditions, such as illness, culture or other situation. What is important to you may be unique in its combination of causes or it may be only one area that represents how you want to make a difference.

## Identifying your preference for causes

### Exercise 5

■ Are there any particular reasons for why you would direct your giving to one certain cause or to various ones?

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To develop this further, the next exercise suggests other causes to consider.

### Exercise 6

#### ■ Some samples of causes

Remember that when deliberating about a cause to donate to, apart from listening to your heart, it's wise to also think about how possible it will be to research into need in these areas – especially if measurement of the impact of giving is important to you.

The following is a list of sample causes and situations where charities can help.

- |                              |                            |                           |
|------------------------------|----------------------------|---------------------------|
| ▪ Advancing children & youth | ▪ International relations  | ▪ Research                |
| ▪ Animal welfare             | ▪ Mental health            | ▪ Science                 |
| ▪ The arts                   | ▪ People with disabilities | ▪ Social welfare & reform |
| ▪ Community health           | ▪ Recreation & sport       | ▪ Volunteering            |
| ▪ Third-world development    | ▪ Refugees/asylum seekers  | ▪ Human rights            |
| ▪ Scholarships or bursaries  | ▪ Religion                 |                           |
| ▪ Green/environmental        | ▪ Community development    |                           |
| ▪ Indigenous people & issues | /housing                   |                           |

■ Using the above list, or your own ideas, note the causes (not necessarily charities which serve them) you would consider:

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### Exercise 5: Causes

*My mother died of breast cancer - but I consider this adequately addressed in the research community*

*My experience from travel was the reason I wanted to go back as a doctor and help in the countries I visited as a tourist - led to my work in indigenous communities in Oz*

### Exercise 6: Causes

*Health care in underprivileged communities (including Australia)*

*Medical research (into things like malaria)*

*General education for underprivileged kids*

*Scholarships for young people to go back and work in their own communities*

## How your values affect your choice of cause

### Exercise 7

■ Looking back at your values exercise on page 10, note down any thoughts on how your personal values may influence your choice of causes.

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### Exercise 7: Values and causes

*My compassion value is behind why I volunteer ...*

*my justice value is something that can inspire lots of options but I think the type of opportunity that justice creates is probably very important to me ...*

*... so I'll probably choose causes that create opportunities for the types of people I want to help*

### Exercise 8

■ Are there any groups or types of people you'd consider priorities in your giving?

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### Exercise 8: Target recipients

*Indigenous Australians  
Youth*

*Those affected by natural disasters*

*Children, old people- esp. in Asian countries & Africa*



**Analysing your aspirations & expectations**

**Exercise 10**

■ To help with identifying what your expectations may be for the causes you've chosen in the last exercise above, make a note here of what aspirations or aims you might have for your support. It's also useful to think about what measures you would employ to judge whether or not this objective or expectation had been met.

<i>Cause</i>	<i>Aim</i>	<i>Measurement</i>
<i>Indigenous health</i>	<i>Improve/intro new services</i>	<i>Less incidence of common disease</i>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
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_____	_____	_____
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_____	_____	_____

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*I'm not doing my philanthropic work out of any kind of guilt, or any need to create good public relations. I'm doing it because I can afford to do it, and I believe in it.*

George Soros

## The giving

Now we've established some fundamental features of your giving profile, let's look at the options for what can be given and what's out there to facilitate this.

### What can be given?

Gifts to not-for-profit organisations can take a range of forms including:

- cash
- labour
- services (eg., advertising space)
- shares and other securities, including derivatives
- real property
- intellectual property
- entitlement to payouts from insurance policies (eg., bonuses, life insurance policies)
- payment for goods/services that substantially exceeds market value
- other property (e.g., trading stock, artworks or furniture)
- commitments to manage land for conservation purposes.

Almost all of these types of gifts can create an allowable tax deduction. If the donation amount is \$5000 or over, the tax deduction may be spread over a period of up to five years. Any intention to do this must be declared in the first tax year.

For most of these types of gifts there is more than one option for structuring the gift and the main options for this are set out below.

## The different ways to give

### Casual giving

Charities are, of course, grateful for whatever donations people make. Some donors choose to be spontaneous with their giving as preferences for causes may depend on topical issues, natural disasters and one-off campaigns. This is generally referred to as "unplanned giving".

### Regular giving

Not-for-profit organisations encourage donors to commit to regular gifts of smaller amounts set up as automatic payments debited from the donor's credit card account or bank account. The advantage of this "planned" giving strategy for not-for-profit recipients is that it gives them confidence about their level of future income and they can plan activities accordingly. While fundraising costs are lower with this method, the principal disadvantage for the donor is that they have to wait until they submit their tax return to receive a refund.

### Setting up your own charity

There are a number of important things to consider before moving ahead to do this – including important questions on duplication of services. For example, is there already an organisation that successfully supports a cause similar to yours? And do you have sufficient funds to run the operation, especially if you can't obtain DGR status or fail to gain sufficient funds from other sources?

You can begin your research into creating a charity by looking at the Australian Taxation Office's website at <http://www.ato.gov.au/nonprofit/>

### Workplace giving (also known as payroll giving)

Some businesses offer employees the opportunity to participate in a workplace giving program. Workplace giving is a scheme approved by the ATO whereby the employee can give pre-tax dollars to a deductible gift recipient through a payroll deduction scheme.

Employers are permitted to reduce the PAYG amount that they withhold from an employee's pay in line with donations made, although the full amount of before tax income must be reported in the annual payment summary and the deduction for donations to DGRs claimed in the usual way. By virtue of this arrangement, the employee does not have to wait until the end of the tax year to claim the tax deduction from the donation.

The ATO has prepared a clear guide for employers wishing to set up a workplace giving scheme (see the Resources page for the website and reference for this). Alternatively, there are a number of organisations that will assist employers to establish and administer workplace giving programs if an organisation prefers to outsource the administration (also see our Resources page for these).

There are differences between providers. For example, they have different approaches to recouping their costs for the provision of this service, and one may direct funds to a limited list of DGRs, whereas another may be willing to direct funds to any charity of the employee or employer's choosing. If this type of assistance is of interest, the providers should be contacted for full details of their services.

### **Volunteering**

The work done by people offering their time, commitment and experience as volunteers continues to play a vital role in the not-for-profit sector. This can take the form of anything from planting trees to managing major projects.

It is up to individuals to work out how much time and effort they might wish to commit to volunteering that can be carried out on an ongoing basis, or be a short-term commitment to a specific project.

Some of the benefits of volunteering are:

Making a difference – volunteering gives people the opportunity to make a difference to other people's lives in their community.

Having fun – volunteering is a fun and fulfilling pursuit, allowing us to experience many opportunities not usually available.

Gaining and sharing experience – volunteering gives people a chance to contribute their experience to a charity and learn more about the not-for-profit sector and the needs they address. For example, taking on board positions is an ideal way to give a charity the benefit of one's working skills, including project management, marketing or leadership. Alternatively, there is mentoring – helping charities mentor their consumers or staff.

Experiencing diversity – volunteers have the chance to meet people both from within and outside their usual sphere of influence who they would not normally come across.

Build health and confidence – volunteers have a greater sense of well-being and volunteering can lead to a satisfying change in career direction.

Improve job prospects – Volunteering proves to future employers, especially of young people, that the volunteer has developed skills and is a committed person. This is especially useful for application forms and job interviews.

Not-for-profit organisations are permitted to reimburse volunteers for their out-of-pocket costs. However, if the costs incurred exceed the level of reimbursement offered, the shortfall is not tax deductible for the volunteer. The volunteer must cover those excess costs using after-tax income.

### **Direct gifts of property to not-for-profits, including bequests**

Individuals and businesses often choose to give cash or property directly to an organisation, rather than channelling contributions through a philanthropic fund.

If a donor gives to a Deductible Gift Recipient (DGR) during their lifetime they can claim a tax deduction, provided the donor follows the necessary gifting rules. The general rules that apply to tax deductible gifts are discussed in the section on page 30. More

details can be obtained by checking the Australian Tax Office website (see Resources section for the reference).

Direct gifts can also be made through a Will. No tax deduction can be claimed for gifts from a deceased estate. However, the fact that a tax deduction is not being sought opens up the list of potential beneficiaries beyond DGRs. Simple gifts through an estate to a gift recipient are termed bequests. Gifts from an estate that establish perpetual or fixed term trust fund are known as Testamentary Trusts and are typically set up by a lawyer. For more background on bequests see our Resources page.

### **Contributing to an existing charitable funding vehicle**

Some donors particularly like the idea of their gift enduring in perpetuity, but don't have a large enough sum to give to justify the establishment of a separate funding vehicle to manage their gift as administration costs would consume too large a proportion of the fund income.

Contributing to an existing perpetual trust can achieve the donor's goal of a perpetual gift, and mean that none of the income from their gift will be consumed by administration costs. Existing funding vehicles include Community Foundations, existing stand-alone charitable trusts, charitable funds run by Trustee Companies, and Prescribed Private Funds (PPFs). Nearly all of these entities are permitted to accept additional donations under their trust deeds. If endorsed as a DGR the receiving fund can also grant tax deductibility for the donation.

This option is not just for philanthropists with limited funds and Warren Buffet is a famous example of a wealthy person choosing this option. Buffet contributed US\$37 billion to the Bill and Melinda Gates Foundation because he believed it made sense to support an existing well-run foundation.

### **Social venture philanthropy**

Social venture philanthropy is an approach to charitable giving that adopts the principles and practices of venture capital. This manifests itself in two ways which differentiate it from other forms of philanthropy currently available. First, there's a focus on building the capacity of ventures or projects in addition to providing financial support. Secondly, it looks for and documents the social return on money and time invested in the venture, in much the same way a financial investor would look for the financial return.

Characterised by their innovative approach, social ventures focus on solutions that address the root causes of a problem as they pursue sustained social development.

Social Ventures Australia is a leader the field of venture philanthropy. For more details on its innovative work and samples of venture philanthropy projects see the website at [www.socialventures.com.au](http://www.socialventures.com.au)

### **Nominating a charity as a beneficiary of an insurance policy**

A gift of property valued at greater than \$5,000 can be a deductible gift, and property is defined very broadly by the ATO: As well as physical things, it includes rights and interests that are capable of ownership and have a value.

An individual can nominate a DGR as the beneficiary of an insurance policy. Although "whole of life" insurance policies have greatly declined in popularity with the rise of the superannuation system, they can be attractive to younger people as a way of building a substantial gift in a tax-sheltered environment.

Once a DGR has been named as the beneficiary of a life insurance policy, there is the potential for the premium payments to be tax deductible. These gifts require an approved valuation before gifting if a deduction is to be claimed.

### **Fundraising dinners and other charity events**

As a general rule, the ticket price of a charity dinner or other function to benefit a DGR will not be wholly or partly tax deductible. However, there is an exception where:

- the payment made is large and the corresponding benefit is minor;
- the payment is made by an individual;
- the DGR has not held more than 15 such events in the previous year; and
- the fundraising event is not for a political party.

As of 1 January 2007, where an individual:

- makes a payment to a DGR for a fundraising event that exceeds \$150 (down from \$250 in 2006); *and*
- the benefit they receive in exchange for the payment can be fairly valued at 20% or less of the total amount paid to receive it (up from 10% or less in 2006); *and*
- the value of the benefit is less than \$150 (up from \$100 in 2006);

then the amount that was paid minus the market value of the benefit will be tax deductible. See the Resources page for a reference to obtain the latest rulings on charity events.

### Charity auctions

The same rules that apply to the ticket price of a fundraising dinner also apply to a successful bid at charity auctions, with two exceptions. Firstly, payment for any item purchased *must* be in cash, not in property of another kind. Secondly, the claim limit of two items per event does not apply to auctions, so a deduction can be claimed for every item purchased at auction, plus the taxpayer may claim for the entry ticket price if that charge also satisfies the conditions for deductibility set out above. See the ATO website for more details on the conditions relating to charity auctions.

Charity auctions also present an opportunity to make donation by gifting a prize. The usual rules relating to gifting property apply.

### Raffles

There is no deduction for the purchase of raffle or lottery tickets. If a payment is made in return for the chance of winning something of value, no matter how small the value of the prize, there is no tax deduction available.

### Exercise 11

■ Note here any thoughts or preferences you have for the forms of giving outlined above; include any that would definitely not be of interest and, if possible, why they would unsuitable:

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#### Exercise 11: Ways of giving

*I already volunteer and want to continue that*

*I already give casually to anyone who asks - esp. patients*

*Not interested in events like dinners and auctions*

*would definitely be interested in leaving a bequest in my Will ... need to give that more thought in the scheme of things*

## The different ways to give ... *continued*

### Strategic Philanthropic Vehicles

Depending on your level of interest in giving and your situation there are several interesting or potentially more attractive ways to give money other than just making a one-off or regular cash donation.

Strategic giving vehicles are essentially ways to invest donation money to enable giving to be sustained, long-term, and reliable. Because of their structure they can offer interesting avenues for deeper engagement by donors with the organisations they assist, should that be desired.

Forms of strategic giving are outlined below.

### Trustee Company Foundation (or Charitable Gift Trust)

Trustee company foundations are an older form of charitable vehicle. They are an ideal giving option for individuals, families, companies, and charitable organisations that seek to develop a structured and tax-advantaged way of giving.

Trustee companies manage Charitable Gift Trusts and offer donors the opportunity to establish a sub-account of a trust. A sub-account such as this can be established immediately and at a low cost. Any donations into the sub-account attract full tax deductibility, and earnings are exempt from tax. Donations from the account can only be made to charities with DGR status.

This option is suitable for donors who prefer not to have, or cannot afford, their own private foundation, while offering many of the advantages of a foundation, such as a tax sheltered environment to generate income, and effective control over the amount, timing, and recipients of distributions.

A sole trustee manages the investment strategy. The earnings from investments can be separately identified for each account run by the Trustee Company. The donor has the ability to express preferences as to where the income is distributed. The sole trustee has the right to reject those preferences, but in reality this rarely happens. It would only occur if the donor were looking to do something outside of the charter of the trust. In that sense, the sole trustee could be viewed as a further layer of governance.

- Sub-accounts of Charitable Trusts are suitable for donations of \$20,000 or more.

#### **Example of a Trustee Company Foundation:**

*Joan has lived by the sea all her life. She has a son and a daughter, both of whom are successful in their chosen professions. Joan was a successful real estate agent for many years of her working life and invested wisely in the property market during that time.*

*Now a widow, Joan spends a lot of time with her grandchildren by the beach where she grew up. She enjoys her life to the full, also playing golf whenever she can.*

*Joan has recently discovered that the local surf club has established a program to bring disadvantaged kids from regional centres to the seaside to teach them team-building skills and give them a holiday. The club needs \$30,000 each year to sustain the project.*

*Wanting to help, Joan first sought the advice of her financial planner. She already supposed the options would include selling some of her assets to help the surf club, but she also needed to work out how much capital would be needed to deliver the sustainability the project required, and what any tax implications might be.*

*After discussions with the adviser, Joan decided to sell one of her investment units, which she did for a substantial profit. She then set up a named account*

*in a pooled Charitable Trust in honour of her late husband with \$500,000 from the sale, the investment of which should provide the \$30,000 needed to run the club's program each year into perpetuity.*

*Setting up a named account meant no establishment worries for Joan, and the funding could be met for the same cause each year, that is, the surf club project. Furthermore, the tax benefits Joan now receives from the donation far outweigh the capital gains tax she had to pay on the sale of the unit. She also has enough left over to allow her to receive the next five years' income tax free.*

### **Ancillary Fund**

An Ancillary Fund is charitable gift trust that seeks and must receive donations from the public. It must be established for the sole purpose of providing money, property or benefits to organisations that are deductible gift recipients. Ancillary funds are established and maintained solely for the purpose of providing money, property or benefits to entities with DGR status, or for the establishment of DGRs.

- Ancillary Funds are suitable for a recommended minimum donation of \$250,000.

### **Community Foundation**

Community Foundations are a form of charitable trust and aim to create an endowment fund by fundraising from a variety of sources (individuals, companies and groups) with a common interest in the welfare of a particular geographic area.

Community Foundations provide grants for designated geographic areas, such as a town, region or state. Examples are Sydney Community Foundation or Queensland Community Foundation. Community foundations usually have a board of local people who act in a voluntary capacity.

Most Community Foundations allow substantial donors to establish a sub-fund within the trust and offer the donor the option to give advice about how the earnings and/or founding sum of the sub-fund are distributed. The sub-fund option can save donors money and time associated with establishment and administration, while still allowing them to achieve their goals.

- Community Foundations are suitable for amounts of \$50,000 or more [note that different Foundations set different thresholds].

### **Corporate Foundation**

Corporate Foundations are established as entities separate from the parent company. Funds are derived primarily from the contributions of a profit-making business organisation.

The company-sponsored foundation usually maintains close ties with the donor company, but it is an independent organisation with its own endowment structure and is subject to the same rules and regulations as other foundations. Such foundations are frequently associated with corporate volunteering and workplace giving programs.

Small-to-medium enterprises (SMEs) with ambitions to establish a foundation often find it more appropriate to establish a fund under a Charitable Gift Trust sub-account or Community Foundation structure.

- The suggested setup amounts for Charitable Gift Trusts and Community Foundations also applies to Corporate Foundations.

### **Prescribed Private Funds**

A Prescribed Private Fund (PPF) is a trust vehicle approved by the ATO where funds are invested and the returns distributed to the charities of the founder's choice. The investments are managed in a tax-free environment, allowing them to grow more quickly. All contributions to the fund are fully tax deductible.

PPFs are an ideal solution for people who wish to establish their own charitable foundation and where a donor wishes to retain substantial investment control of the assets in the trust. Additionally, there is great potential to involve family in decisions about how trust funds are spent. Prescribed Private Funds are suitable for people who want a more structured way to give over the long term and make a lasting impact on the broader community.

While you can, if you wish, out-source all aspects of the management of your own PPF, it could also become a part of your everyday life as it gives the founder total control in how the money is invested and distributed.

■ An absolute minimum sum would be \$100,000 and preferably \$250,000 or more is required to justify this kind of philanthropic vehicle.

### **Example of a PPF**

*Steven and Jane have been married for over 20 years and have two children in their late teens. Before the children were born, Jane worked as an occupational therapist and has always had a deep interest in social and health issues.*

*Steven owns a successful business and recently decided to reduce his interest in it by selling part of his holding in the company. He made a significant profit on the sale and now faces a capital gains tax liability of \$250,000.*

*The couple discussed the situation with their financial adviser and considered various ways of managing their tax liability, including further negative gearing options. They also discussed what was important to them and their family for the future as part of their overall strategic planning.*

*Jane and Steven decided to establish a Prescribed Private Fund with \$500,000. This amount offset the capital gains liability Steven had incurred from the sale of part of his business. He was also attracted to the fact that a PPF structure could redirect his tax liability to something that he, rather than the government, would control. Jane was thrilled because she could become personally involved with the charities they helped through the Foundation.*

*Furthermore, they involved the children in helping to choose which charities would benefit each year, which was a great way of defining and expressing some of the family's values in the process.*

### **Example of a Company PPF**

*Tim Tyrell set up a car sales business 60 years ago and has grown the business into a multi-million dollar corporation, operating many franchises in the area.*

*Tim's son, David, took over the running of the business 20 years ago and now his son, Mark, is also being groomed to carry on the family's commitment to offering good value and service along with a commitment to the local community. Over the past years, Tim Tyrell has hosted golf days and other fundraising events, and has also committed some of their profits to local community projects.*

*At a recent meeting with his financial adviser, David expressed that he felt it the company's giving was sometimes inconsistent in its approach to supporting the community, both from a funding and giving perspective. Also, as Tim Tyrell had recently celebrated his 84<sup>th</sup> birthday, there was a desire for Tim to leave some kind of lasting footprint of what his business had achieved.*

*David consulted with his father and son and established The Tim Tyrell Foundation with an initial sum of \$300,000, a Prescribed Private Foundation in honour of his father as the founder of the business.*

*The vehicle will also be used as a way of expressing the business and family values under which they will continue to operate. Local charities would be encouraged to apply to the foundation for funding each year.*

## **Alternative Philanthropic Vehicles**

### **Insured Bequest Programs**

As this is a type of Whole-of-Life insurance scheme, a person can take out life insurance on their own life and assign the life policy to a charity of their choice. As the beneficiary of the policy is a charity with DGR status, the premiums paid for the insurance may be tax-deductible.

This type of giving is attractive to people who have no means to establish a trust but wish to build up a contribution during their lifetime to their preferred charity. If they die before the end of the term, the sum insured is paid in full to the charity.

The charity benefits by the sum insured and this can be used in fundraising programs to attract people to use the leverage of insurance cover and investment returns to boost their donation to the charity.

### **Reverse Mortgages**

For older people who wish to give during their lifetime but are income poor and asset rich, reverse mortgages can provide a (relatively expensive) solution by releasing equity out of their property and donating that equity to the charity. They can benefit from tax deductibility for up to five years against their income from the amount of their donation.

This type of giving is rarely promoted by charities as the interest payments, at current rates of around 8.5 percent, can eat into the equity value of the property. Over a ten-year period, the initial amount of loan can double because of interest payments.

### **Others**

Other types of philanthropic vehicles include the provision of deposit accounts, where any interest earned on a deposit can act as a tax-deductible donation resulting, in some cases, in half the interest donated being retrieved from the ATO. The amount of deposit remains untouched by the charity and belongs to the individual.

There are similar schemes being considered with investment trusts, where investment returns are donated to a charity.

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*Giving should be entered into in just the same careful way as investing ... living is investing.*

John D. Rockefeller

**Exercise 12**

■ Note here any thoughts or preferences you have for the forms of giving outlined above; include any that would definitely not be of interest and, if possible, why they would unsuitable:

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**Exercise 11: Preferred philanthropic vehicles**

*Think I like the Charitable Gift Trust sub-account ... would allow ongoing donations but I'd be free of the need to manage it - could keep on volunteering whenever I want.*

*My investments would keep it ticking over.*

*Need to talk to Jim about how much I could put into this - and daughter*

*What would I call it?! Maybe after Mum ...*

**Comparison of trust fund structures**

This simple table gives an overview of the vehicles available and their characteristics.

Type of Fund	Prescribed Private Fund (PPF)	Trustee Company Foundation	Community Foundation
Min. Rec donation	\$250,000	\$20,000	\$20,000
Tax deductibility	Yes	Yes	Yes
Establishment cost	up to \$5,000	Usually none	None
Management fee	0.50-1.0 % of funds under management	0.50-1.0 % of funds under management	up to 1.5% of funds under management
Distributions	Income plus corpus	Income plus corpus	Income plus corpus
Trust Deed	Yes	Fund sole trustee	Fund sole trustee
Set up period	3 months/erratic	One working day	One working day
Control of Investments	Full, subject to prudent person rules	Limited to portfolio offerings of trustee	Limited to portfolio offerings of trustee
Control of placement of donations	Total control as long as charity has DGR status	At the request of donor to the sole trustee	At the request of donor to the sole trustee
Governance	Responsible person required	Provided by trust Company	Provided by the foundation
Comment	Accumulation rules may be an issue	Effectiveness varies between states	Impending increase in supply and demand

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*As I started getting rich, I started thinking, 'what the hell am I going to do with all this money?'... You have to learn to give.*

Ted Turner

## **Role for advisers & others in the strategic giving process**

Financial advisers, estate planners, accountants and lawyers are key partners in most of the important financial decisions made in life. Their professional guidance gives assurance, efficiency and security around the issues we face at various times.

For this reason it makes complete sense that advisers should also be involved in making decisions about the placement of funds for charitable aspirations. It is your financial adviser, for instance, who can often provide the confidence you need to commit to a substantial giving initiative. They can supply the reassurance that you've taken care of yourself and those who rely on you now and in the future.

Furthermore, if an adviser is a trusted associate, he or she will be able to assist on both personal and practical levels, helping to make the journey of establishing a giving strategy easy and engaging.

## **Incorporating giving into overall financial planning**

Any form of ongoing giving activity should form part of overall individual or household budgeting. Strategic giving – that being giving which involves a philanthropic structure or vehicle – will need more consideration as to how it will be placed in your overall financial planning.

A discussion with a qualified financial adviser or estate planner is an ideal place to start if you are considering a Charitable Trust or Prescribed Private Fund (PPF). This is because you need to be sure that sufficient funds are retained to support your lifestyle.

Especially when it comes to a PPF, an adviser may also be able to help with decisions on how much engagement you want with your philanthropy. This is vital because, for example, a PPF will require you to think about your philanthropy in a more business-like manner, requiring decisions on things like administration, the appointment of a Responsible Person (your key trustee), and how a fund's investments are performing. Each year you may have to consider to whom and how much you'll give, and whether you will require details of how the beneficiary is utilising your donation. You may wish to seek out, or even establish, projects with charities that involve your active participation.

## What's next?

The first step is, naturally, to decide if giving in some form is for you. If your preference is unplanned giving, that is, regular or one-off donations, then little is needed to consider, other than to stay up-to-date with the causes and charities you are drawn to.

If you've decided to investigate strategic giving, then the following steps may be helpful:

1) Identify an appropriate financial adviser, talk to them about your specific situation and how they can help you add a philanthropy strategy to your overall planning.

2) Likewise, with a lawyer you can discuss the legal features of setting up a trust structure. They may also have some insights that will assist in your particular situation.

3) If you decide on a Charitable Gift Trust then you only need to research and discuss the process with one or more of the trustee companies offering charitable services. While they will assist with setting up the Trust account and provide you with the structure in a relatively short time – usually within one working day – you will still need to consider:

- the aims and goals of your giving to ensure a Charitable Gift Trust is indeed the most appropriate vehicle for giving;
- the area(s) to where you'll direct your giving and the guidelines under which the funds will be paid out.

4) If you decide on a Prescribed Private Fund then here's a basics guide for what you'll need to do:

- give consideration to the aims and goals of your giving to ensure a PPF is indeed the most appropriate vehicle for giving;
- consider creating a mission statement and constitution (based on your motivations and values), both of which will give your vehicle its identity and message;
- think about and narrow down the area(s) to which you'll direct your giving (note that your targets for receiving funds are allowed to change every year – as long as they fit within the guidelines set by the trust deed used to set up the PPF);
- decide which advisers you'll use - lawyer, accountant, auditor and financial adviser;
- establish a process to set up a trust structure/company and gather the appropriate documentation to apply to the ATO for its approval (note that it usually takes around three months to receive approval for a PPF); most people use an experienced lawyer for this process;
- settle on who will be on your board of trustees apart from the required "responsible person" – just you and, for example, just your partner or your children, friends, an adviser or several people;
- think about how you would like the corpus of your PPF invested – for example, an ethical investment option may be important to you, or a "green" portfolio might resonate with you or your fund's purpose;
- give consideration to how you will manage your PPF in line with the required legal and tax compliance guidelines. (This can be arranged by you and your board of trustees in consultation with advisers, or out-sourced to a philanthropy consulting company whose service may include help in determining how best to distribute the returns of the Fund to charity, and monitoring the accumulation plan and its investments.);
- come to a decision on whether you'll seek applications from grant-seekers or if you and your trustees will decide privately who the funds will be distributed to;
- decide if you will create a corporate image such as logo for your PPF, or a website.

## **Explanation of major terms in relation to giving**

**Bequest** – a gift directed by the provisions in a will such as money, property, a percentage of an estate, or any item belonging to the person on their death.

**Charity** – an entity established for altruistic purposes that the law regards as charitable. The Australian Taxation Office (ATO) does not set the criteria to decide whether or not an organisation is a charity. The criteria for deciding what a charity is have been established by case law. When we refer in this handbook to a charity, or a charitable organisation, we mean an organisation endorsed by the ATO as charitable for the purpose of access to tax concessions.

**Corpus** – the asset base retained indefinitely by a foundation, which is used to generate income for ongoing operations. Income from the investments of a corpus (in accordance with the relevant state Trust law) is given away in the form of grants. The accumulation from growth of a corpus of a Prescribed Private Fund (PPF) is subject to strict guidelines set in place and monitored by the ATO.

**Deductible Gift Recipient (DGR)** – an organisation or fund that can receive income tax deductible gifts is called a deductible gift recipient (DGR). The income tax law determines which and what type of organisations can qualify as a DGR.

The DGR status of an organisation can be checked on the Australian Business Register at [www.abr.gov.au](http://www.abr.gov.au). Such an organisation will have a certificate from the ATO stating under which section of the legislation it has been endorsed.

**Foundation** is a term used to refer to various types of associations or organisations with a charitable profile or purpose. They concentrate on funding other charitable activities or undertake their own charitable activities directly. These can be trusts that distribute funds to charities with DGR status. Foundations can also be public funds that raise money from the public, or a gift fund, which fundraises to finance a single organisation.

For the purposes of this handbook the word foundation is intended to describe a legal structure whose aim is to make grants to not-for-profit organisations.

**Income Tax Exempt Charity (ITEC)** – an *Income Tax Exempt Charity (ITEC)* is an entity that serves purely as a vehicle to fund DGRs. It must be endorsed by the ATO as an ITEC. An ITEC can access the same tax concessions as a Tax Concession Charity (see below) and the same general requirements for endorsement apply.

**Not-for-profit or non-profit** refers to an organisation or entity that is not operated for the profit or gain of particular persons. It is also prevented, either by its constituent documents or by operation of law, from distributing its assets for the benefit of particular persons either while it is operating or upon winding up. A not-for-profit may, therefore, not necessarily be a charity.

**Tax Concession Charity (TCC)** – A tax concession charity (formerly known as Income Tax Exempt Charity (ITEC)) is an institution endorsed as charitable by the ATO. It can be a charitable institution or charitable fund. Not all entities which are tax exempt are actually tax concession charities or income tax exempt funds and an organisation endorsed in this way will have a certificate from the ATO stating that it has been endorsed as a Tax Concession Charity. Endorsement gives the charity exemption from income tax, including access to refund of franking credits. The ATO sets out the requirements for tax concession charity status as follows:

“To be entitled to endorsement, an entity must:

- have an Australian Business Number;
- be a charitable institution or the trustee of a fund established for public charitable purposes, and;
- satisfy the additional conditions for entitlement”.

Endorsement of a charity can be confirmed by going to the Australian Business Register at [www.abr.gov.au/](http://www.abr.gov.au/)

**Trustee** is the person(s) or institution(s) responsible for the administration of a trust and is required, for example, in the establishment of a Prescribed Private Fund. Trustees can be a trustee company, or family members, or a company limited by guarantee. Trustees are responsible for the efficient running of a trust including investment decisions and for ensuring that income is distributed in line with the stated purposes in the trust deed or constitution of a fund.

**Trustee Company** - Many people who create charitable trusts elect to have them established and managed by a trustee company – an organisation that is legally authorised to serve various roles including as executor of Wills, trustee of charitable and non-charitable foundations, and other related services. Trustee companies offer a structure through which the wishes of the donor can, in most cases, be carried out in full in perpetuity.

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*The greatest thing about this job is that you get to say yes.*

Bill Gates Sr, Gates Foundation

## Resources & further reading

### Bequests:

- **Include A Charity:** [www.includeacharity.com.au](http://www.includeacharity.com.au) – background and guidance on leaving a bequest in your Will.
- **Individual charity** websites and information material also provide wording for Wills.
- **Lawyers** or solicitors will be able to advise on including a bequest in your Will; [www.gatewayforgiving.com.au](http://www.gatewayforgiving.com.au) has a Directory of Professional Advisers who work in the area of philanthropy.

### General information on charitable operations:

- Regulations and background on the operation of charities:  
[www.ato.gov.au/nonprofit](http://www.ato.gov.au/nonprofit)

### Fundraising events:

- for up-to-date guidance on the rules relating to deductions for contributions made at fundraising events see:  
<http://ato.gov.au/nonprofit/content.asp?doc=/content/56543.htm&page=1&H1>.

**Further education:** These universities have departments that offer education on various aspects of philanthropy:

- **Swinburne University Centre for Philanthropy & Social Investment:** [www.swinburne.edu.au/business/philanthropy/](http://www.swinburne.edu.au/business/philanthropy/)
- **Queensland University Technology Centre of Philanthropy and Nonprofit Studies:** [www.bus.qut.edu.au/research/cpns/](http://www.bus.qut.edu.au/research/cpns/)

### General information on giving & causes:

- **Auscharity:** [www.auscharity.com.au](http://www.auscharity.com.au) – online list of charities
- **Gateway For Giving:** [www.gatewayforgiving.com.au](http://www.gatewayforgiving.com.au) – an online community which provides support and information on strategic giving to professional advisers, not-for-profit organisations, and individual and corporate donors; also includes online directories of professional advisers and charities.
- **Givewell:** [www.givewell.com.au](http://www.givewell.com.au) – a database of charities along with financial statistics and other information to help choose charities for donations.
- **Nonprofit Australia:** [www.nonprofitaustralia.org.au](http://www.nonprofitaustralia.org.au) - mission is to improve the viability of non-profit organisations for the benefit of Australian society.
- **Philanthropy Australia:** [www.philanthropy.org.au](http://www.philanthropy.org.au) – the peak body for philanthropy.
- **Prime Minister's Community Business Partnership:** [www.partnerships.gov.au](http://www.partnerships.gov.au) – the Partnership's goals include identifying and addressing incentives and impediments to corporate social responsibility and encouraging a culture of giving in Australia.
- **Probono Australia:** [www.probonoaustralia.com.au](http://www.probonoaustralia.com.au) –has an online list of charities, (also available as a booklet), and an informative newsletter service.

### Social venture philanthropy:

- For more details go to: [www.socialventures.com.au](http://www.socialventures.com.au)



[www.gatewayforgiving.com.au](http://www.gatewayforgiving.com.au)

