

# Our Community **MATTERS**

Your community knowledge bank helping groups survive, improve, grow and innovate



## Resources, News, Innovations and Tips on:

- ✓ Funding, Finance & Membership Management
- ✓ Leadership & Advocacy
- ✓ Management & Training
- ✓ Marketing & Media
- ✓ Boards, Committees & Governance
- ✓ Community & Business Partnerships
- ✓ Insurance & Risk Management

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March 2009 – Issued March 26, 2009

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## 1. Community View: Finding the Way Forward



**Rhonda Galbally AO**  
CEO

There are changes, and then there are upheavals, and then there's the Poseidon Adventure. Which seems to be where we are now.

Environmentally and financially, we're being brought up brutally against the hitherto overlooked consequences of the rule that "Things that can't go on forever, don't."

In times of physical, environmental and economic hardship, community organisations become more important than ever, providing a safety net for the injured, the grieving, the traumatised, the jobless, the homeless, the vulnerable; giving people a place to recover, to belong, to heal; providing help, support, hope, empathy and light relief.

But it doesn't stop there.

As Australia reels from the shock of calamities from bushfires to floods to global economic turmoil, a new world is up for grabs, ready to be remade by our hands.

Looking around us, the old institutions seem to be mired in an overcautious refusal to adapt. Now, more than ever, the country needs to hear the views – the practical, public-spirited, deeply-held views – of the Australian community sector.

Which is why I'm looking forward even more than ever to this year's Communities in Control conference – not just because we've got great speakers, but because we're going to have unusually energised attendees.

There's nothing like living through a calamity (or a series of calamities) together to promote high-quality exchanges over morning coffee.

We do have great speakers, of course – with all the community sector to choose from, how could we not? They include:

- **Professor Mick Dodson AM**, Australian of the year and prominent indigenous advocate
- **Major David Eldridge**, advocate for homeless youth
- **Wendy Harmer**, author, comedian and National People with Disabilities and Carers Council
- **Brett de Hoedt**, Mayor of Hootville
- **Gail Kelly**, CEO of Westpac
- **Professor Len Syme**, world-leading communities for health expert
- **Richard Watson**, author and futurist
- **Eddie McGuire**, TV and football personality and member of the Social Inclusion Board
- **The Hon. Joan Kirner AM**, community advocate and former Premier of Victoria
- **Clare Martin**, CEO of ACOSS, former NT Chief Minister

This year's conference also features some of Australia's most important politicians, as well as the annual search for Australia's greatest community group through the Westpac Community Idol competition, laughter yoga, a performance by indigenous dance group The Wunsyaluv Dancers and other special guests (**watch out for our special announcements very soon!**).

All of our speakers will be chipping in their ideas on how we must change our lives. And our organisations. And our society. We'll be talking about:

- What lessons must be learned from the events of recent months that have plunged our world into chaos?
- How can we build the resilience and creativity necessary to rethink our approaches to social, environmental and economic development as we learn to adapt to new ways of doing and being?
- How can we develop the visionary leadership in communities that is necessary to drive these new approaches?
- How can the community sector, business, government, academia and the media come together to pursue solutions to the complex problems before us?
- What do we need to do now, today, to become the modern, dynamic, flexible organisations we need to be in order to open ourselves to new ways forward?

If you don't come, you'll never know.

Yes, we live in challenging times. On all sides, fixed landmarks and daunting barriers have melted or collapsed. New possibilities for our entire society open up, along with new hazards and new limitations. We are the shapers of worlds.

Come together with the leaders of communities across Australia, along with local, state and federal government officials, business leaders and all those who think about or care about Australian communities.

No, more than that: we want you to join the Communities in Control movement. We're asking you to play a part in the development of solutions to the most challenging questions of our time.

And that's not even considering the Pre-Conference Skills Day on Fundraising, Advocacy & Evaluation.

I look forward to welcoming you to Communities in Control 2009. You can read all about it and book your spot at [www.ourcommunity.com.au/cic2009](http://www.ourcommunity.com.au/cic2009)



**PROFESSOR MICK DODSON AM**



**MAJOR DAVID ELDRIDGE**



**WENDY HARMER**



**BRETT DE HOEDT**



**GAIL KELLY**



**THE HON. JOAN KIRNER AM**



**CLARE MARTIN**



**EDDIE MCGUIRE**



**PROFESSOR LEN SYME**



**RICHARD WATSON**

## 2. Could your group be the 2009 Westpac Community Idol? Nominate Now!

A quick quiz:

- Does your community group promote accessibility and equal participation?
- Does it have a dynamic, forward-thinking board or committee of management?
- Has it pursued excellence in fundraising, advocacy and communication?
- Has it shown community leadership?

If you answered yes to these questions, then you could well be in the running to become the 2009 Westpac Community Idol.



### About Community Idol

The Westpac Community Idol competition is designed to recognise the important social and health role played by Australia's 700,000 community groups.

This annual hunt for Australia's best community group has seen a huge variety of incredible community groups – large and small, rural and suburban, simple and sophisticated – exposed to a nation-wide audience.

Finalists in previous years have included

- a community-run cinema, an innovative animal shelter and a consumer-run mental health group (2008);
- a regional development organisation, a cricket club and an Indigenous theatre company (2007);
- an Aboriginal job creation organisation, a young people's sexual diversity group and a refugee help centre (2006); and
- a prisoner's advocacy organisation, a community environmental project and an African settlement group (2005).

Whatever your group does, however modest or ambitious its mission is, wherever it's located, however big or small is its budget – if it's a great community group, it should be entered into the Westpac Community Idol competition.

### Eligibility

There are very few restrictions on entry to this competition. However, the Australian Community Idol must:

- be a community organisation (i.e. a not-for-profit incorporated or unincorporated association, society, club, group, or auspiced project); and
- have been in existence for a minimum of two years.

All nominations must be approved by the group's Chair/President of head staff member.

Please note that in order to ensure that a range of groups are given the opportunity to have their voices heard through this initiative, highly commended and finalist groups are placed in the "win bin" and are not eligible to reapply for three years. See [www.ourcommunity.com.au/halloffame](http://www.ourcommunity.com.au/halloffame).

### The prizes

All three Westpac Community Idol finalists will receive accommodation and flights for two group representatives to attend Communities in Control 2009 (interstate groups only), plus a package of Our Community books, newsletters, DVDs and training vouchers – a total prize package valued at more than \$3000.

In addition to all of the above, the community group acclaimed as the 2009 Westpac Community Idol will also receive \$3000 in cash.

A further 10 entries will be selected to receive Australian Community Idol Special Commendation awards, and will be entered into the Community Idol Hall of Fame.

### **The process**

All entries must be received by 5pm on Friday, May 8.

Entries will then be short-listed, and the three finalist groups notified by telephone.

Representatives of the three finalist community groups will be interviewed on stage during the Communities in Control Conference in Melbourne on June 15.

The winner will be decided by a popular vote of conference attendees and announced by a special guest during day two of the conference on June 16.

### **Nominate your group now!**

Australia's giant army of 700,000 community groups help to keep this country ticking.

The Westpac Australian Community Idol competition is designed to ensure at least some of these groups get the recognition they deserve.

It's easy to enter – just go to [www.ourcommunity.com.au/idol](http://www.ourcommunity.com.au/idol) and enter online, or download an entry form.

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## 3. What does a healthy sports club look like?

A healthy sports club, one might say, has a healthy bank balance, a healthy membership roll, and a healthy governance system.

An alternative view of a healthy sports club is one that provides a safe, welcoming and inclusive sporting environment.

The two senses actually work together.

VicHealth has now issued a useful report called *A Sporting Chance: The Inside Knowledge on Healthy Sports Clubs* to bring the two streams together and show how they interact.

“Belonging to a sporting club provides opportunities for people to develop friendships, interact with others from varying backgrounds, become part of a team, and develop a strong sense of belonging and sense of purpose,” the guide says.

“Participating in sport has also been linked to increased levels of self-esteem, lower levels of overweight and obesity, and decreased involvement in risky behaviours such as drug-taking and crime.”

Strong clubs, VicHealth points out, tend to have

### **A long history**

(And there's nothing much you can do about that.)

### **A family focus**

Many clubs have made their environment more family-friendly by:

- scheduling games/events so the whole family can attend;
- involving more juniors in the club;
- getting involved with local schools to recruit new junior members;
- welcoming new mums back to the sport by providing informal child care;
- encouraging several members of the same family to get involved.

## A social spirit and commitment to including others

Clubs that have been able to dramatically increase their membership and profile are those that are welcoming and inclusive,

- finding out which people in their community need them;
- developing specific programs which encourage participation;
- using their clubrooms and facilities as a place for people to meet socially after games; and
- sharing their clubrooms and facilities with other clubs and organisations.

## Active communication and promotion

Regular, positive communication is vital for every club, and can involve

- building a club website for new and existing members, and potential sponsors;
- keeping members up to date with regular newsletters, noticeboards and regular events;
- organising social events as a way of exchanging thoughts and ideas;
- fostering a positive open atmosphere in the club; and
- encouraging younger members to join the committee.



## A Club ethos

Clubs with a healthy ethos and culture tend to:

- see themselves as part of the broader community, with a responsibility to help;
- be responsive to community needs by developing specific programs and social events;
- offer their facilities to other community groups;
- take a personal interest in the health of their members and the wider community;
- celebrate and respect the history of the club while actively planning its future.

## Volunteer recruitment

A club is only as good as the volunteers that sustain it. You encourage them by

- getting to know members so that people can be given tasks they will enjoy;
- acknowledging and rewarding work done;
- recruiting more junior members; and
- scheduling meetings and events at family-friendly times.

## Business acumen

The guide offers some tips for survival:

- Tap into the resources and personal and professional networks of members;
- Enlist the help of committee members with administrative experience;
- Establish a positive, honest relationship with the local council; and
- Be willing to share facilities with other clubs and community groups.
- (And Our Community might add “Get some help with all of these aspects by referring to the help sheets on fundraising, marketing, governance and more at [www.ourcommunity.com.au](http://www.ourcommunity.com.au)”)

A healthy club, VicHealth stresses, covers all bases. It has sun protection policies and responsible alcohol serving practices, a safety or risk management plan, healthy food choices on offer, and is smoke free.

It provides a welcoming and inclusive environment, valuing and rewarding members, communicates positively and regularly across all levels, provides a service to the local community, and give people a place to go for physical and social health.

And it doesn't hurt, either, that VicHealth is a major funder in its own right, and [A Sporting Chance](#) is, among other things, a set of guidelines to the kind of thing they'd like to see featuring in grant applications. Victorian community groups take note.

(For a look at a healthy club in action, check out this month's [Community Hero](#), further along in this edition.)

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## 4. Productivity Commission launches community review; red tape project gets under way

The Productivity Commission is expected to release a paper by the end of the month raising issues related to its review of the community sector's contribution to Australian society.

Public submissions to the inquiry are due by May 29.

The Federal Government commissioned the review as part of its social inclusion agenda, noting in the terms of reference that community organisations "play an important role in combating social exclusion and enhancing the economic, social, cultural and environmental wellbeing of society".

The review's focus is to improve the measurement of the community sector's contributions and remove obstacles to maximising those contributions. Specifically the Commission will:

- assess the extent to which the sector's contributions are measured, how useful the measurements are and how they might be used in shaping government policy and programs;
- consider alternatives or improvements to those measurements, or other means of capturing the sector's contribution;
- identify unnecessary impediments to the general operation of community organisations, including "unnecessary or ineffective regulatory requirements and governance arrangements, while having regard to the need to maintain transparency and accountability";
- consider options for improving community organisations' delivery of government-funded services, "including improved funding, contractual and reporting arrangements with government, while having regard to the need for transparency and accountability";
- examine the changing nature of relationships between government, business and community organisations, and opportunities to enhance relationships and outcomes;
- examine the extent to which tax deductibility influences decisions to donate and the pool of philanthropic funds; and
- "examine the extent to which tax exemptions accessed by the commercial operations of not-for-profit organisations may affect the competitive neutrality of the market."

A draft report is scheduled for release in September, with further submissions due in October, and a final report in December.

To download a form that can be submitted to register your group's interest in the review, go to <http://www.pc.gov.au/projects/study/not-for-profit>.

### **Governments working together to remove red tape for community sector**

Meanwhile, a Council of Australian Governments (COAG) working group is acting to reduce the administrative burden experienced by community organisations.

The Business Regulation and Competition Working Group is implementing a "nationally consistent approach to fundraising and a standard Chart of Accounts" for community groups, Minister for Deregulation Lindsay Tanner wrote in a blog this week.

Mr Tanner, who chairs the working group, said it had committed to "slashing red tape" in the not-for-profit sector.

As an example of “overly-burdensome” regulation, Mr Tanner said a community group that wanted to hold a national fundraising raffle would need to apply for separate licences and meet separate requirements in each of the six states and in the Australian Capital Territory.

He said the Rudd government had an agenda to relieve all businesses and consumers from inappropriate, ineffective and unnecessary regulation, but that this was arguably of most importance in the community sector.

“Rather than reducing the bottom line return for shareholders, extra red tape on non-profit organisations means less time and money can be spent delivering front line services,” Mr Tanner said.

“Ultimately it is all of us in the communities where the services are unnecessarily diluted, who bear these costs.”

The minister’s office says almost 180 state and federal statutes impact the community sector, which reports to 19 government entities and 74 other agencies.

Last year’s Senate *Inquiry into the Disclosure regimes for charities and not-for-profit organisations* found that inconsistent regulation also hindered efforts to increase transparency and accountability.

Mr Tanner said he was interested in hearing how not-for-profit organisations thought regulations could be improved. To comment, go to <http://tinyurl.com/tannerblog>.

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## 5. Volunteer Treasurers – From Villain to Superhero in a few short steps

**At Our Community, we run a Board Matching Service, which helps to put community groups in need of new board members in touch with people with skills to offer.**

**One of the most frequent requests we get is for treasurers, and yet these are often the hardest vacancies to fill.**

**Nerida Gill from Admin Bandit takes a look at why people are so reluctant to take on the role of treasurer, and how you can overcome your own fear of doing the books.**

Most people run in the opposite direction when asked to take on the role of treasurer. In fact, it’s probably the least understood role in an organisation but, with a bit of know-how, it’s not difficult.

And it is actually very rewarding — managing your organisation’s finances effectively is one of the best ways you can add real value to your local community.

You don’t need to be an accountant, a book keeper or a financial magician to be a treasurer, you just need to start with the right attitude and some insight into what’s required.

By using the right tool for the job and taking some time to understand what’s required to be a treasurer, it can be a simple and straight forward task.

The following checklist has been designed by Admin Bandit to help new volunteer treasurers settle into the role and build confidence.

### **Arrange a Handover**

1. Schedule a coffee or catch up with the outgoing treasurer to swap important documents. This includes handing over the accounts, cheque books, receipt books, invoices/receipts for purchases, bank statements, budgets, reports and any other relevant documents.
2. If your organisation uses accounting software such as Admin Bandit, get a tutorial on how to use it, including passwords.
3. Hand over the treasurer’s or financial procedures manual, if your organisation has one. If not, you can create one when you’re more familiar with your role — this will add value to your organisation and future treasurers will breathe a sigh of relief!
4. Discuss any unfinished business, such as due bills or income, and any spending commitments or expected income that isn’t in the latest budget.
5. Ask questions! This is your chance to discuss any worries, have accounting concepts explained or get trouble-shooting advice. Grab the outgoing treasurer’s contact details for future reference.



## Change Bank Signatories

6. Your organisation probably has a rule that two or three committee members, including yourself as treasurer, must sign, and thus authorise, cheques and bank withdrawal slips. You need to update your bank's records of who these people are, which is as simple as picking up a form from any branch and then filling it in. All new signatories will probably need to go to the bank and show 100 points of identification, unless they are existing customers.

## Get Organised

7. Start as you plan to continue — getting organised now will give you a clear picture of what you're doing and set the tone for your tenure as treasurer. It will also save many hours of late night hair-tearing and rummaging through a mess of paperwork.
8. Hopefully your predecessor was just as diligent as you're going to be, which means you can leisurely go through the accounts, checking everything is filed correctly and familiarising yourself with what's required. If not ... well, you may have a bit of work to do! But rest assured your organisation will thank you for it.

With a bit of planning, some organisation and insight, you can take the role of volunteer treasurer from Villain to Superhero.

Find the right tool for the job, set up good processes for your committee and turn up to every committee meeting with your head held high knowing your organisation is in good shape.

**Nerida Gill is the creator of Admin Bandit – accounting software for volunteer treasurers, which she designed from her own experience of being a volunteer treasurer in an effort to turn the task of managing books from a dreaded job into a simple weekly task. Find out more about Admin Bandit at [www.adminbandit.com.au](http://www.adminbandit.com.au).**

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## 6. International Terrorism: guidance for Australian community groups

The Attorney-General's Department has been consulting with the community sector to prepare a guidance document to help them to protect themselves from the risk of terrorism financing. The current draft, *Guidance for Non-Profit Organisations on Counter-Terrorism Financing*, can be downloaded [here](#).

The danger, the A-G's department says, is that a number of terrorist organisations have created front organisations that claim to deliver humanitarian services.

These front organisations may, it is said, seek the assistance of not-for-profit organisations to raise funds for a charitable cause in their region, or may be engaged by other not-for-profits as 'delivery organisations' (that is, they will provide the services 'on the ground' on behalf of the organisation), but may redirect part or all of the funding to terrorist activity.

Community organisations face a higher risk if they conduct or contribute to aid programs or projects overseas, but may still be misused even where aid or assistance is directed to beneficiaries within Australia.

The guidance document doesn't quote any actual cases from Australia, perhaps because there are none, but in the current alert if not actually alarmed climate it would be sensible for your organisation to at least be aware of what the AG's Best Practice Principles say.

### B.1 Overarching principles

1. NPOs [Non-Profit Organisations] must take all reasonable efforts to ensure that funds are not being directed to terrorist activities.
2. NPOs must not provide funds to listed individuals or organisations.

### B.2 Legal obligations

3. NPOs operating in Australia must comply with Commonwealth, State and Territory law.
4. Australian NPOs should comply with the laws of any foreign countries that they operate in.

### B.3 Risk awareness

5. NPOs should understand the level of risk that their organisation may be exposed to in relation to terrorism financing, and where risk is evident, take necessary precautions.
6. NPOs should ensure that management, staff and volunteers are aware of the level of risk that their organisation may be exposed to in relation to terrorism financing and, where risk is evident, what precautions are in place.

### B.4 Due diligence (Refer Section G)

7. NPOs should know their beneficiaries.
8. NPOs should know the third parties they work with.
9. NPOs should regularly check that beneficiaries and third parties are not listed individuals or organisations.

### B.5 Transparency and accountability (Refer Section H)

10. NPOs should conduct financial transactions where possible through regulated financial institutions, such as banks or building societies.
11. NPOs should conduct background checks of management, staff and volunteers.
12. NPOs should keep records of what assistance has been provided, who has received it, and the details of any third parties involved.
13. NPOs should conduct follow-up checks where possible to make sure that the assistance was delivered as intended.
14. NPOs should report *suspicious activity* to the Australian Federal Police.

### B.6 Using Third Parties

Where funds are provided to a third party:

15. the NPO should take all reasonable efforts to ensure the third party is aware of, and seek assurance that the third party will comply with, all applicable laws.
16. the NPO should take all reasonable efforts to ensure the third party is aware of, and seek assurance that the third party will comply with these Best Practice Principles.

Having read this far, most Australian organisations will have done all that they need to. If, however, you feel after this that you still need to investigate further, look at *International Best Practices: Combating the abuse of non-profit organisations - Special Recommendation VIII*, [here](#).

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## 7. Australian population getting older, larger

Australia's population is projected to reach in excess of 30 million people by 2056, of which one in four will be aged over 65, according to a new report from the Australian Bureau of Statistics (ABS).

The ABS' latest *Australian Social Trends* report uses existing and new data to examine a disparate group of topics, ranging from projected population growth and trends in ageing and retirement intentions, to household debt, trends in household work and the use of renewable energy.

Each section provides a series of useful snapshots about the current situation, as well as projected future trends. Among the findings are:

### Population growth and ageing

Australia's population is projected to grow to between 30.9 million and 42.5 million in 2056.

The population will be significantly older – 25% of Australians will be aged 65 or over in 2059, compared to the current 12.5%.

## Retirement and superannuation

About 85% of the 3.9 million employed people who were aged 45 and over in 2007 intend to retire at some point, and more than 1 million people plan to retire in the next 10 years. However, a significant percentage of working Australians – about 14% – intend to keep working for the rest of their lives.

## Couples

The proportion of adults living with a partner has declined in recent years from 65% in 1986, to 61% in 2006. Linked to that is the fall in the proportion of married couples – from 62% in 1986 to 52% in 2006.

The number of couples living in de facto relationships has more than doubled in the same period, while 74% of people who married after 2000 lived together before marrying, compared to just 3% of those who married in the 1960s and who are still married.

## Household Work

In 2006, women did 66% of all household work while men did 66% of all paid work. Both men and women spent 50 hours a week doing either paid or unpaid work.

Women are still doing almost twice as much household work as men, though that gap has reduced in recent years. Men are also completing more indoor household work than in the past.

## Household debt

The global economic crisis has stopped Australians' household debt in its tracks, with ABS evidence pointing to the fact households are now much less likely to take on more debt.

However household debt levels skyrocketed over the past 18 years, increasing from \$190 billion in 1990 to around \$1.1 trillion in real terms by last September.

## Renewable energy use in households

Solar energy is by far the most popular renewable energy source used in households, with the number that use it to heat water increasing from 4% in 2005 to 7% in 2008. More than 50% of Northern Territory households used solar energy to heat water, followed by houses in Western Australia (21%).

The full document is available for download here: <http://tinyurl.com/cupxh2>.

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## 8. Marketing Guru

**Q. We are having trouble getting media coverage for stories about our group. Are there any tips you can give us to help?**



**A.** Attracting media coverage is a common challenge for many community organisations.

It often seems like the media simply aren't interested in community issues, but in fact often the cause of the problem is how the organisation itself works with the media.

A list produced by the UK's nfpSynergy as a result of discussions with journalists provides a good insight into what you need to do to start getting the attention of the media:

- 1. Case studies:** The media is much more likely to cover your story if there is a direct human interest element to it. And the best way to do that is to gather some relevant and useful case studies that can be used in conjunction with media opportunities.
- 2. Don't just target the news desk, dig deeper:** Don't just send your release to the news desk and hope for coverage. Think about the other opportunities for coverage which exist, particularly in bigger newspapers. Social and community affairs reporters are one group in particular you should be aware of.
- 3. "No comment" doesn't mean "no story":** Saying "no comment" to a journalist doesn't mean they won't publish a story. All it means is that they'll publish one without your point of view, meaning you

miss out on valuable media coverage or, worse still, not get to tell your side of a potentially damaging situation.

4. **Be available, prepared and professional:** Make it easy for journalists to contact you. Providing a mobile phone number can be a great help if a journalist is seeking a comment while you are out of the office, or outside hours. And when they do get in touch, be prepared to comment.
5. **Use local media:** Tweaking your message so it is most relevant to your local area – and your local media – is extremely important.
6. **Build relationships – meet people face to face:** If a journalist knows you personally they are more likely to seek you out for general comments on an issue related to your area of expertise. This means free publicity. Make a point of catching up with them in person and building your relationship.
7. **Think carefully about your subject lines and first paragraphs:** Your organisation's emails and media releases can live or die by the strength of the subject line and first paragraph. Make them intriguing, interesting and engaging.
8. **Email your media releases, but phone through exclusives:** Groups shouldn't phone journalists to chase after a media release they have just sent. Wait for them to contact you. However, you should be more proactive when pitching them an exclusive story or something that should attract headlines.
9. **Know your targeted media:** If you are targeting a specific media outlet for a story, do some research. Know what it covers and the types of stories it runs. Think also about format, style and content.
10. **Consider media training:** Media training doesn't even have to be formal. It can simply be an approach to a journalist for guidance on how your organisation can maximise its chances of coverage.

One last point to remember which wasn't included in the nfpSynergy list is to hitch a ride on the news of the day.

A local group – the **Schizophrenia Research Institute** – provides a great illustration of how to do this.

The Institute is staging its inaugural SwearStop campaign in May. SwearStop will see people seek sponsorship to give up swearing for a week, donating any funds raised to aid schizophrenia research.

The group received free, high-profile publicity for its campaign due to a quick-witted response after Prime Minister Kevin Rudd swore during a recent television appearance.

The Institute's media release calling on Mr Rudd to give up swearing to help raise money during SwearStop gained coverage in major media outlets including *The Australian* newspaper.

It's called opportunism, and when it comes to selling your story, it really works.

**The Marketing Guru is an initiative of the Marketing, Media and Post Centre, the online resource for community organisations provided by Our Community and Australia Post. Send your questions to [guru@ourcommunity.com.au](mailto:guru@ourcommunity.com.au).**

### **\$1000 prize awarded to Beagle Rescue Victoria**

Congratulations to Beagle Rescue Victoria Ltd, which has won the latest \$1000 Media, Marketing & Post Centre prize.

Administrator Kath Malone won the prize for her group by filling in the Marketing, Media & Post Survey, which is designed to help us improve the resources we offer to community groups in this area.

For your chance to win the next \$1000 quarterly prize, go to [www.ourcommunity.com.au/mmp](http://www.ourcommunity.com.au/mmp) and follow the links, or click the graphic (right).



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## 9. Ideas You Can Steal: Email Advocacy

Community groups are full of good ideas about how the world should be, but sometimes it can be hard to get cut-through with your message.

An email campaign earlier this month by The Australian Greens campaign provides a great example of one way to go about it.

Whether you agree with the sentiment or not, it's useful to look at why it works as an advocacy tool. The email is:

**Cheap:** the message was sent via email, costing the Greens very little to send.

From: action@greensmps.org.au  
Subject: How will you spend your \$900?  
To:  
Date: Tue, 17 Mar 2009 16:50:23 +1100

**Timely:** the email bulletin was sent while news of the Federal Government's new economic stimulus package was still fresh in people's minds.



**Warm:** Although "Dear <name>" would have been better as a greeting, this is not a bad second option.

Dear friend,  
The Australian Tax Office will soon be distributing \$900\* one-off payments to people earning under \$80,000. To find out if you are eligible, [visit the ATO website](#) or call 1300 686 636.  
Like the Australian Greens, you may have preferred the money to be spent on tackling climate change by investing in green infrastructure.

**Informative:** the email is relatively short but links and phone numbers are provided for those who want further information.

[You can still choose to use this money to address climate change by increasing your home energy efficiency and minimising your water use.](#)  
For under \$900 you could install:

- a AAA rated showerhead or a dual-flush toilet
- a 4 star rated washing machine
- Ceiling or wall insulation

**Practical:** the message doesn't just moan about what could have been, but provides practical suggestions for people wanting to take action.

To set you off in finding sustainable ways you can spend your stimulus package, we've compiled a number of options:

[Click here to see how you can use the \\$900 to permanently reduce your water and power bills and your emissions.](#)

If you think this information would be helpful to others, please [forward this email to five friends](#) that you think would appreciate it.

**Opportunistic:** the email urges those on the distribution list to find others to send the email to (even suggesting a target number of people to send it to), potentially increasing the reach of this campaign (and possibly recruiting more names for future campaigns).

\* Smaller payments are also being made to people earning under \$100,000. Information on eligibility and timing for payments is available on the ATO website.

Yours sincerely,  
Senator Bob Brown  
Leader of the Australian Greens

**Forward this email on to people you think would be interested**

[subscribe](#) or [opt out](#) from Green Action Alerts.

For our full privacy policy, click [here](#).

Authorised by Australian Greens Senators Bob Brown, Christine Milne, Rachel Siewert, Scott Ludlam and Sarah Hanson-Young, Parliament

[www.greensmps.org.au](http://www.greensmps.org.au)

**Repetitive:** many of the key messages and links are repeated. This is a good device if you want to get action from people who only skim your email.

Have you implemented or seen a great idea you think should be shared? Email it to [kathyr@ourcommunity.com.au](mailto:kathyr@ourcommunity.com.au)

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## 10. Grants in Australia 2009: grantseekers let fly

Our Community recently surveyed more than 500 grantseekers on what complaints they had about grantmakers and what suggestions they had to offer for their improvement.

We got a massive response, making it one of the largest surveys of its kind in Australia, and we're very much in your debt for your frankness.

Overwhelmingly, the Australian community groups in this survey relied primarily on government grants – 84.3% across federal, state and local governments. Only 8.3% relied primarily on the philanthropic sector, and a very small 7.4% on the corporate sector.

Sixty percent of the respondents applied for five grants or fewer; 85% got five grants or fewer, much the most common being one single grant (or fewer).

A surprisingly large 20% applied for more than 10 grants, however – though only 6% got more than 10. In general, the strike rate for grantseekers as a whole would seem to be about one in three, though individual grantseekers will be more or less successful than the average.

From the responses to the open questions, it would seem that Australian grantmakers are comparatively good at providing information on the nature of the grant, and even at providing it online.

They're not nearly as good, however, at providing the kind of information that assists applicants in knowing what their chances are, and quite poor at letting unsuccessful applicants know why they didn't win.

When it comes to dealings with grantmakers the complaints are many, varied, and frequent. It seems clear that many grants staff have not really taken on board the idea that part of the job is customer service, measured by customer satisfaction.

Reading the complaints, it's clear that many grantseekers see grantmakers (or at least some of them) as apathetic, bored, contemptuous, negative, distant, condescending, sterile, and power-hungry. They advertise for tenders when they're already decided on the grantee. They stick to the people they know and don't take a risk on first-timers. They won't put themselves in your position. They don't make allowances for the difficulties of country people.

Of course all of these things are true, sometimes, of some grantmakers.

But what's also clear from the survey results is that those in the community sector take rejection badly. From our point of view, there's really no excuse for not giving us exactly what we've asked for. That enthusiasm is what keeps us going, and we demand grantmakers share it.

But this is the real world. If everything was the way we wanted it to be people would come round and shove money through our letterboxes and we wouldn't have to apply for grants at all, but they don't and we do.

Grantseekers in our survey have made their perspective clear; grantmakers are just middlemen pretending they're important simply because they've been allowed to hold your money briefly on its journey from the departmental budget to your organisation. It's an arguable position, certainly – but it's important to be aware that it's not one that's shared by grantmakers. As they see the situation it's your organisation that's being allowed to hold their money briefly before it's spent on the grantmaker's priorities.

Under the circumstances, all you can do is try to make sure that of all the small community groups facing these difficulties yours is the most professional, the most accommodating, and the one that's most comfortable with the grantmaker's particular jargon.

And if you do ... well, only 2.3% of our respondents didn't get any of the grants they were trying for, and 27% got more than \$100,000. That's better than a poke in the eye with a burnt stick.

We thank you again for your frank contribution to this survey – your perspectives have now been fed back to Australian grantmakers through the Australian Institute of Grants Management (a division of Our Community).

For another perspective on the grantmaker-grantseeker relationship, keep your eye out for April's *EasyGrants*, which will contain a view from the other side of the desk.

## 11. Talking Finances ... by Westpac Head of Community Markets, Vanessa Nolan-Woods

It was a pleasure to meet so many Our Community members at last month's Board Builder conference.

A number of my Westpac colleagues joined me to take part in this event, which we saw as a key opportunity to learn more about the community sector and how we, as a bank, can serve your needs better.

A highlight of the conference was the awarding of the 2009 Westpac Community Treasurer Awards.

Speaking at the awards ceremony, Westpac CEO Gail Kelly paid tribute to the remarkable judgement and skill that is required of treasurers in the community sector. She was particularly impressed by the generosity of spirit that characterised those who had been nominated for the awards.

"The giving of heart and mind and hands to the work of that organisation – that's what really impressed me," she said. "Over and above the capability that you require ... is this unbelievable generosity of spirit."

Mrs Kelly was joined in announcing the awards by Australian Treasurer, The Honourable Wayne Swan MP.

Mr Swan also paid tribute to all the treasurers working for community organisations across Australia, saying it could often be a very lonely job. "There aren't that many people you can confide in when you are a treasurer, and sometimes you have to take very tough decisions," he said. "That's why it's so important that Westpac has recognised their contribution through these awards."

So who are the winners?



### **LARGE ORGANISATIONS CATEGORY**

**HEATHER THOMPSON**, Grange Surf Life Saving Club Inc., SA

The judges were impressed with Heather's attention to internal controls, systems and reporting, and her efforts to improve the organisation's financial position, both by bringing money in and reducing money going out. They also noted Heather's clear commitment and length of service to Grange Surf Life Saving Club (at least 20 years of service, 11 as secretary and nine as treasurer), and her involvement in surf life saving beyond the club, through her membership of the State Surf Life Saving movement.



### **MEDIUM ORGANISATIONS CATEGORY**

**KIM MCCONNOCHIE**, Wollongong Australian Football Club, NSW

The judges said that Kim was notable for his clear professionalism and attention to internal controls, reporting mechanisms, systems and processes to monitor financial performance. They said Kim's work to improve the financial position of his group had set him up as something of a saviour for the club, an effort that put him beyond the boundaries of an everyday treasurer.



### **SMALL ORGANISATIONS CATEGORY**

**REBECCA THOMPSON**, Avenel Preschool, VIC

Along with Rebecca's attention to internal controls, systems and reporting, the judges said that her clear commitment to the sustainability of her preschool was what set her apart from the pack. As well as keeping the books, Rebecca has worked hard to ensure the ongoing viability of the preschool through energetic efforts in fundraising and forward planning. Her contribution to the social functioning of the group, and the wider Avenel community, was also noted.

You can read all about these three terrific treasurers, and many others besides, in the 2009 Westpac Community Treasurers' Awards Booklet – go to [www.ourcommunity.com.au/treasurersawards](http://www.ourcommunity.com.au/treasurersawards)

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## 12. TOP SIX: Technology Predictions

Guests at a UK 'Technology Trends' lunch put their heads together to come up with their top six technology predictions for community organisations in 2009.

The tips, as reported by Howard Lake in *UK Fundraising*, are every bit as relevant for Australian organisations. Our Community explanations are in brackets.

- 1. Social networking/blogging will continue to increase and become more relevant to the not-for-profit community**
- 2. There will be more demand for data integration – “what we have already must work better together”**
- 3. Software as a Service (SaaS) will become more prominent** [a good example of a SaaS service is Google Docs – comprising word processor, spreadsheet and presentation software that run entirely through a web browser, rather than being installed onto your computer like non-SaaS programs such as Microsoft Word]
- 4. Virtualisation** [use of software that allows web servers to run on any hardware rather than being tied to a particular machine] **and hardware will need to support 24/7 working** [in the past it was considered acceptable for web systems to shut down overnight; these days, people expect your web-based systems to run all time, thus the trend towards use of virtual servers. Virtual servers allow you to have multiple copies of your information running at once, allowing you to carry out upgrades and maintenance while the site continues to operate]
- 5. More work and leisure time will be spent at home, which will pose technological challenges and business opportunities**
- 6. People will want ‘more for less’ from their software vendors.**

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## 13. COMMUNITY CLASSIFIEDS – Notices, Offers, Awards, Giveaways & Tips

### TO GIVE AWAY: Recipe books for families on a budget (Australia-wide)

Recipe book author Cynthia Mayne has 2000 copies of her latest book to give away to community organisations.

*Feed Your Family for \$75 a Week* includes a menu planner for four adults, including breakfast, morning tea, lunch, afternoon tea, dinner and dessert.

The 184-page book takes a family through two weeks' worth of menus, beginning with an empty cupboard and including shopping lists for everything needed for the meals for a fortnight.

If you could use the books, contact Cynthia via email to [cynthia@feedyourfamily.com.au](mailto:cynthia@feedyourfamily.com.au). Recipients will need to forward a self-addressed 3kg Express Post bag, which will hold 11 books.





## TO GIVE AWAY: Bushfire benefit venue (Melbourne)

Yar Restaurant in Melbourne's Southbank district is offering itself as a free venue for any functions or fundraisers held to benefit those affected by the recent bushfires in Victoria.

The restaurant space is suitable for a launch, a music performance, film night, slide show, lecture, forum or exhibition. Catering would be charged at ordinary cost.

The restaurant is located on the banks of the Yarra on the corner of Queensbridge St and includes three split levels, seating for up to 350 people and other facilities. Smaller areas can be provided for smaller groups.

If your group can use this offer, email your interest to [functions@yarrestaurant.com.au](mailto:functions@yarrestaurant.com.au).

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## 14. Our Community Hero: Mary Lindsay

Congratulations to our Community Hero for March, Mary Lindsay. Mary is an active member of the community in Thoona, north-eastern Victoria, working to improve opportunities and facilities for young people in the area.

Mary's nominator Julie James writes:

"Mary Lindsay's work in creating opportunities for our local children to learn and enjoy the sport of tennis has been inspiring.

"In 2007 the Thoona Tennis Club was struggling to field a team for the Saturday competition. Mary organised free professional coaching and ongoing weekly training, with a view to securing the future of the club. This also provided an opportunity that otherwise would not be in reach of some families, both geographically and financially.

"These Wednesday night sessions now successfully engage up to 18 children at a time and culminate in families enjoying a barbecue meal together which also benefits community relationships.

"The club can now field a team of eight every week and the juniors are encouraged and mentored through a real game of doubles tennis.

"Mary, along with her family, has also provided foster care to several children in the past few years.

"She serves on school council and is active as a leader of the school's buildings and grounds committee, and never hesitates to explore opportunities that will benefit local children."

**Mary will receive a Community Heroes certificate, a selection of Our Community books and a 12-month subscription to a range of Our Community newsletters. If you would like to read about past Community Heroes, or find out how to nominate a Community Hero, visit [www.ourcommunity.com.au/heroes](http://www.ourcommunity.com.au/heroes)**



## 15. Community Briefs

### Report pinpoints payroll giving strengths and barriers

The perception that payroll giving programs are complicated and time-consuming is preventing many Australian companies from embracing them, new research has found.

The authors of *The Giving Business Report* suggest that there may be a gap between perception and reality, given the number of businesses that already have payroll giving programs. They say "payroll giving is simpler to set up and run than many businesses might believe."

The report – commissioned by PricewaterhouseCoopers, The Australian Charities Fund, Charities Aid Foundation, United Way and the Centre for Social Impact – also finds that limited time and resources are the main barrier to expanding existing programs.

However, 58% of those responsible for payroll giving programs say they spend 5% or less of their time on them. The report's authors say existing programs might "better fulfil their potential" if managers could dedicate a few hours a week to them with support from senior management.

About 30% of managers say they think success is hindered by payroll giving being a low business priority.

At just over half the companies with payroll giving programs, less than 10% of employees participate.

*The Giving Business Report* finds that two factors most characterise those companies with greater than 15% staff participation: ambassadors actively promote the program, and staff are regularly updated on payroll giving, program performance and its impact in the community.

It says that if 10% of working Australians donated \$5 per week through their pay, an additional \$260 million would go to the community each year.

The authors say that compared with other programs, payroll giving is one of the least resource-intensive ways businesses can support the community – but of the businesses surveyed that did not have payroll giving programs, two thirds have never heard of the idea.

At those companies that do have payroll giving, the report finds employees like the simplicity and convenience of an automatic tax deduction, and employers say it reinforces their position as a good corporate citizen.

The value for community groups lies in having a steady stream of income with minimal costs.

The report can be downloaded at [www.australiancharitiesfund.org.au/ReferenceDocs/TheGivingBusiness.pdf](http://www.australiancharitiesfund.org.au/ReferenceDocs/TheGivingBusiness.pdf)

### Thumbs Up: Getting together



As people across Australia come together to celebrate their local community on Neighbour Day this weekend, thumbs up to the local councils around Australia that are doing their bit for local cohesion by encouraging people to get to know their neighbours.

Councils such as Maribyrnong, Port Phillip, Casey, Melbourne, Geelong, Darebin, Cottesloe, Geelong, Lane Cove and Newcastle have produced local assistance kits to help people stage their own street and "block" parties.

If you live in one of these council areas, click on the link below to download your kit.

- [Maribyrnong](#)
- [Port Phillip](#)
- [Casey](#)
- [City of Melbourne](#)
- [Town of Cottesloe](#)
- [Geelong](#)
- [Lane Cove](#)
- [Darebin](#)
- [Newcastle](#)

For more information about Neighbour Day visit [www.neighbourday.org/](http://www.neighbourday.org/)

### Grant opportunities march on in March

The March edition of *EasyGrants* featured some terrific opportunities for community organisations looking for a financial boost.

Grants profiled in March include the Woolworths Fresh Food Kids Community Grants, the Federal Government's Fresh Ideas for Work and Family program, the nib foundation's Community Grants program, and another 70-odd pages of national and state-based grants.

An *EasyGrants* subscription costs just \$55 a year for community groups – a paltry fee when you consider the possibilities it could bring.

But don't take our word for it – take this email from *EasyGrants* subscriber Dr Rosemary Crossley from the [DEAL Communication Centre](#). Rosemary writes:

“Just thought you might like a word from a satisfied customer! We use the EasyGrants Newsletter all the time to keep up-to-date with what's going on and when applications are due to our regular supporters, however it's even more useful when it puts us in touch with charitable trusts we haven't accessed previously.

“Towards the end of last year the newsletter contained information about three trusts with whom Deal had had no previous contact. I wrote to each asking for \$10,000 to support Deal's work with school-age children who cannot speak. Two of the trusts sent cheques for \$10,000, so Deal now has \$20,000 which we wouldn't have had without the newsletter.

“... We now know two more trusts who are likely to view a future application from Deal favourably.”

For more information about *EasyGrants* visit [www.ourcommunity.com.au/easygrants](http://www.ourcommunity.com.au/easygrants)

### **Community Worker Award closing soon ... Nominate Now!**

There is less than a month to go before the April 24 closing date for nominations for the 2009 Alcoa Foundation Outstanding Community Worker Award.

Don't miss the chance to show your appreciation for outstanding community sector workers in your community – you know the ones, those people who give that bit extra, and do so happily, without fuss, because they care about what they're doing.

We've already received some amazing nominations from a huge variety of organisations all over Australia. These have confirmed what we already know – that our society would be unworkable without the commitment and effort of community sector workers.

But we are sure that there are a lot more of these unsung heroes out there – so don't miss the chance to draw attention to them!

The Award, created by the Alcoa Foundation and Our Community, presents \$5000 to the community sector worker who most clearly represents the sector's values of dedication, quality of service and community leadership.

Any paid worker from an Australian community organisation can be nominated. This Award isn't for volunteers; it's for workers who do get financial reward – but money and position are not the forces that drive them.

Anyone involved in any Australian community group can make a nomination i.e. any board member, committee member, employee, volunteer, client or participant, but two nominations are needed so that the judges have a good overview of the nominee's work.

Go to [www.ourcommunity.com.au/communityworkeraward](http://www.ourcommunity.com.au/communityworkeraward) to make a nomination.

### **Alcoa Foundation Community Worker Award**



### **Incorporation legislation under review in Victoria & NSW**

An *Associations Incorporation Bill 2009* is currently before the New South Wales Parliament. If passed, it will rewrite and extensively amend the current *Associations Incorporation Act 1984*.

Unfortunately, this Bill is quite different to the *Associations Incorporation Amendment Bill 2008* currently before the Victorian Parliament. In some areas, the laws in NSW and Victoria will diverge further, making it more difficult for national movements that seek to implement standardised constitutions for its member associations in different states.

In NSW, the association's "rules" will be renamed its "constitution", while Victoria retains the term "rules".

In Victoria, the association's "public officer" will be renamed its "secretary", while NSW retains the term "public officer".

For a summary of the changes that are afoot refer to the March edition of Moores Legal's *Not for Profit Briefing* by [clicking here](#).

### Community Calendar: What's on in the community sector

Our Community's online [Community Calendar](#) features all of the nationally significant events focussed around a major community or advocacy/awareness issues in Australia. A selection of the events taking place in April is:

- **National Smile Day:** April 1
- **World Autism Awareness Day:** April 2
- **Close the Gap Day:** April 2
- **Heart Week:** April 3-9
- **World Parkinson's Day:** April 11
- **Wish Day:** April 17
- **National Playground Safety Week:** April 19-25
- **International Guide Dog Day:** April 30

More events, plus the full listing for each event, can be found at [www.ourcommunity.com.au/calendar](http://www.ourcommunity.com.au/calendar).

**P.S.** We're about to launch an upgrade to the Community Calendar.

The changes will involve including in the listing the logos and ribbons (such as the Great Australia Bite logo above) that have been designed to go along with each event. If you run a significant, nation-wide event, here's what we need you to do:

- Check if your group has an event listed on the calendar – see [www.ourcommunity.com.au/calendar](http://www.ourcommunity.com.au/calendar);
- If you do have a listing, and you have a ribbon or logo that symbolises your event, please email an image to [lisar@ourcommunity.com.au](mailto:lisar@ourcommunity.com.au);
- If you have an event that you believe should be included on the calendar, that isn't currently listed, send the details (including any ribbon or logo image) to [lisar@ourcommunity.com.au](mailto:lisar@ourcommunity.com.au).

**Please note** that the listing is reserved for nationally significant events focused around a major community or advocacy/awareness issue only.

Regretfully, we are unable to include details of local fundraisers and other smaller-scale events.



**FEATURED EVENT**  
**The Great Australian Bite: April 1-30**

This month Diabetes Australia is encouraging us to share a bite to eat with friends, family or work colleagues to help the fight against diabetes.

The Great Australian Bite is a community participation event involving groups of people sharing food, having fun and enjoying friendships as they get together to help raise money for those living with diabetes in Australia.

More information can be found at:  
[www.greataustralianbite.com.au](http://www.greataustralianbite.com.au)

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## Good Moves :: Jobs Bulletin

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

### JOB VACANCY LISTINGS (Paid Positions)

#### Australian Capital Territory

Job Title	Organisation	
Lock in the Learning Facilitator	Northside Community Service	<a href="#">Details</a>
PERSONAL CARE COORDINATOR	Home Help Service	<a href="#">Details</a>
TRAINEE ADMINISTRATIVE ASSISTANT	Northside Community Service	<a href="#">Details</a>

#### New South Wales

Job Title	Organisation	
Casual Child Care Worker - Bathurst (wkend work)	SHINE for Kids	<a href="#">Details</a>
Greenpeace Future Leaders Internships	Greenpeace Australia Pacific	<a href="#">Details</a>
Transition to Work - Maternity Leave Contract	Sunnyfield	<a href="#">Details</a>
Family Worker	KU Children's Services	<a href="#">Details</a>
Support Workers	Australian Red Cross	<a href="#">Details</a>
Community Support Worker	Pegasus Community Care Pty Ltd	<a href="#">Details</a>
Alcohol and Other Drugs Counsellor-Schools and Outclients	Ted Noffs Foundation	<a href="#">Details</a>
Community Services Worker – Aged & Disability - Casual	City of Sydney	<a href="#">Details</a>
Coordinator Private Services - Epping and Sydney Region	Catholic Healthcare Ltd	<a href="#">Details</a>
Residential Support Workers	The Northcott Society	<a href="#">Details</a>
Coordinator, Early Intervention Programs	Playgroup NSW	<a href="#">Details</a>
YOUTH COMMUNITY SERVICES WORKER	UnitingCare Moreland Hall	<a href="#">Details</a>

#### Northern Territory

Job Title	Organisation	
OPERATIONS MANAGER - ALICE SPRINGS	Anglicare NT	<a href="#">Details</a>

#### Queensland

Job Title	Organisation	
Office Manager, Part Time	Oxley Creek Catchment Association	<a href="#">Details</a>
Coordinator Bayside Cottage		<a href="#">Details</a>
Network Development Worker	Queenslanders with Disability Network	<a href="#">Details</a>
Community Support Workers	Anglicare North Queensland Limited	<a href="#">Details</a>
Multicultural Youth Health Promotion Officer	Ethnic Communities Council of Queensland	<a href="#">Details</a>
Board Director	Open Minds	<a href="#">Details</a>

#### South Australia

Job Title	Organisation	
Service Development Officer - Client Services	Direct Care Australia Pty Ltd	<a href="#">Details</a>

#### Victoria

Job Title	Organisation	
Coordinator of Volunteers	Vision Australia	<a href="#">Details</a>
Campaign Coordinator – Violence Against Women	Amnesty International Australia	<a href="#">Details</a>
OSHC COORDINATOR	The Grange Community Centre	<a href="#">Details</a>
Community Facilitator/Worker - Male	Interchange Loddon-Mallee Region Inc.	<a href="#">Details</a>
Administration Coordinator - Gippsland	Yooralla	<a href="#">Details</a>
Research and Policy Manger (2 roles)	Brotherhood of St Laurence	<a href="#">Details</a>
Bequest Officer	Heart Foundation	<a href="#">Details</a>
Orientation and Mobility Instructor	Vision Australia	<a href="#">Details</a>
Community Health Promotion Coordinator	Upper Hume Community Health Service	<a href="#">Details</a>
CHILD FIRST INTAKE AND REFERRAL WORKERS	Child & Family Services Ballarat Inc	<a href="#">Details</a>
Families First Case Worker	Connections	<a href="#">Details</a>

<a href="#">Fundraising Services Manager " Save the Children Australia</a>	Playgroup NSW Save the Children Australia	<a href="#">Details</a>
<a href="#">Part Time Bookkeeper</a>	Prahran /Malvern Community Housing	<a href="#">Details</a>
<a href="#">Regional Manager Residential &amp; Individualised Support Services</a>	Yooralla	<a href="#">Details</a>
<a href="#">Peer Support Volunteer</a>	depressioNet	<a href="#">Details</a>

## Western Australia

Job Title	Organisation	
<a href="#">Youth &amp; Family Support Worker</a>	Mission Australia	<a href="#">Details</a>
<a href="#">Re-Entry Worker</a>	CENTRECARE	<a href="#">Details</a>
<a href="#">Supporter of Carers</a>	Life Without Barriers	<a href="#">Details</a>
<a href="#">Community Case Worker Centrecare Family Accommodation Program</a>	CENTRECARE	<a href="#">Details</a>
<a href="#">Senior Coordinator - Day Centre Based</a>	Care Options Inc	<a href="#">Details</a>
<a href="#">Street Outreach Worker - Tranby Day Centre</a>	Uniting Care West	<a href="#">Details</a>

## BOARD/COMMITTEE VACANCY LISTINGS (Volunteer Positions)

The following is a list of the most recent Board/Committee vacancies listed at Our Community. To view other board or Committee vacancies [please click here](#) (This matching service is free)

### Australian Capital Territory

Job Title	Organisation	
<a href="#">Treasurer, Public Officer</a>	Upstep Youth, Music and Community Events	<a href="#">Details</a>
<a href="#">Treasurer</a>	Friends of the National Museum of Australia	<a href="#">Details</a>

### New South Wales

Job Title	Organisation	
<a href="#">General Board Member</a>	The Infants' Home Child & Family Services	<a href="#">Details</a>

### Queensland

Job Title	Organisation	
<a href="#">Advisor to the Board</a>	Old Association of School Tuckshops	<a href="#">Details</a>
<a href="#">Chair, General Board Member</a>	Booval Community Service Inc	<a href="#">Details</a>

### South Australia

Job Title	Organisation	
<a href="#">General Board Member</a>	The Adelaide Youth Orchestra	<a href="#">Details</a>

### Tasmania

Job Title	Organisation	
<a href="#">General Board Member</a>	Tasmanian Conservation Trust	<a href="#">Details</a>

### Victoria

Job Title	Organisation	
<a href="#">Treasurer</a>	Health Issues Centre	<a href="#">Details</a>
<a href="#">General Board Member, THREE BOARD MEMBERS</a>	ROAD TRAUMA SUPPORT SERVICES	<a href="#">Details</a>
<a href="#">Treasurer, General Board Member</a>	Try Youth and Community Services	<a href="#">Details</a>
<a href="#">Secretary, General Board Member</a>	Aardvark Worldwide Inc	<a href="#">Details</a>
<a href="#">Treasurer</a>	Flemington & Kensington Community Legal Centre	<a href="#">Details</a>
<a href="#">General Board Member</a>	Good Samaritan Inn	<a href="#">Details</a>
<a href="#">General Board Member</a>	Loddon Mallee Preschool Association	<a href="#">Details</a>
<a href="#">General Board Member</a>	Active Property Services Management Ltd	<a href="#">Details</a>
<a href="#">General Board Member, co-opted professional support/advice</a>	Murray Adult Community Education	<a href="#">Details</a>

### Western Australia

Job Title	Organisation	
<a href="#">Chair, General Board Member</a>	Albany & Regional Volunteer Service Inc	<a href="#">Details</a>

[www.ourcommunity.com.au/jobs](http://www.ourcommunity.com.au/jobs)

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## 17. Fast Forward

If you found this newsletter helpful, please feel free to send it on to your friends and fellow community groups in your area. People can sign up to receive their own copy at [www.ourcommunity.com.au/signup](http://www.ourcommunity.com.au/signup).

If you would like to reproduce anything in this newsletter in your own newsletters or websites, you are free to do so. Please just add a small credit line, "courtesy of [www.ourcommunity.com.au](http://www.ourcommunity.com.au)" and a direct link to the [www.ourcommunity.com.au](http://www.ourcommunity.com.au) site if on a webpage.

If you no longer wish to receive this newsletter, please email [service@ourcommunity.com.au](mailto:service@ourcommunity.com.au) and put "Unsubscribe-OCM" in the subject line.

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## 18. About Our Community

Our Community is a world-leading social enterprise that provides advice and tools for Australia's 700,000 community groups and schools, and practical linkages between the community sector and the general public, business and government. Our major offerings include:

1. [www.ourcommunity.com.au](http://www.ourcommunity.com.au) – Australia's most useful website and publishing house, encompassing the nation's largest and most diverse membership base and 12 Knowledge Centres – accelerating the impact of Australia's 700,000 community organisations
2. [GiveNow.com.au](http://GiveNow.com.au) – Helping individuals and businesses give in every way
3. [Australian Institute for Community Practice and Governance](#) – practical and accessible certificated training delivered locally through our training Institute
4. [Institute for Best Practice in Grants Management](#) – the unique suite of grants management services for government
5. [Australian Institute for Corporate Responsibility](#) – cutting edge corporate responsibility resources for large, medium and small business and community organisations

Read more about us at [www.ourcommunity.com.au/aboutus](http://www.ourcommunity.com.au/aboutus).

# Intensive Winning Grants Seminars

Are you frustrated at putting time and effort into grants submissions only to be rejected again and again?  
Are you looking for grants to support your new projects or to extend tried and true programs?

**YOU WILL LEARN**

- **The best ways to present your proposal** - tell the story of your project and your group to the greatest advantage
- **How to develop your statement of need** - choosing data to support your project proposal
- **How to develop an "organisation template"** - to save time in writing applications
- **How to humanise your story** - presenting a compelling picture
- **How to navigate the grants landscape** - sorting out which grants are best for your project
- **How to write a proposal** - every word matters; style, treatment and content
- **Making friends and long-term relationships with grantmakers** - managing relationships, acknowledging funders
- **Giving the grantmaker what they want** - how to tailor your proposal for multiple grantmakers
- **Creating winning project plans & realistic budgets** - ensure project plans and budgets get the proposal across the line
- **Meeting different requirements from different sources** - different levels of government, philanthropic and corporate

**BOOK IN YOUR STATE NOW:**  
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