



**AGM:
FUNDRAISING**



WE CAN HELP
YOUR ORGANISATION
RAISE MORE MONEY



OPTIMAL
FUNDRAISING
STRATEGIES



IDENTIFICATION
OF DONORS



TRAINING



RECRUITMENT

Follow our updates:



AskRIGHT.com

GHT

AskRIGHT: engaged to

- ▶ Identify prospective funders
- ▶ Develop the case for support
- ▶ Train CEO and Board in asking for funds
- ▶ Help with asking for funds
- ▶ Check processes for receipting, thanking, etc

The Giving Environment

- ▶ Sport is increasingly seeking and receiving:
 - ▶ Philanthropic gifts (donations)
 - ▶ Grants from charitable trusts and foundations (although few nominate sport as a distribution area)
 - ▶ Distributions from Private Ancillary Funds (PAFs)
 - ▶ Sponsorships from PAFs
 - ▶ Investments from PAFs -- new but likely to increase
 - ▶ Bequests (Golf Clubs are seeking -- no DGR required)
 - ▶ Donations to related charitable foundation (AFL clubs) and raffles/art unions

Is my donation tax-deductible?

- ▶ Tax-deductibility for individuals is widely thought to be important although only 1-3 donors claim their deductions
- ▶ Deductible Gift Recipient status (Item 1) is necessary for contributions from all PAFs and most philanthropic foundations
- ▶ Commercial sponsors don't need it
- ▶ Bequests don't to go to a DGR entity

Australian Sports Foundation

- ▶ In 30 years over \$300,000,000 has been donated through ASF
- ▶ ASF receives money, passes to sports organisation OR to individual sportsperson. ASF provides tax-deduction and receipts.
- ▶ Squash Australia has a project on the ASF website, www.asf.org.au

All done by website and receipt is emailed

Name: Daniel McDiarmid
Receipt No: DON-041497

Thank you for your generous donation of \$50.00 to the Australian Sports Foundation Limited.
All donations to the Australian Sports Foundation Limited are made unconditionally, however we have noted your preferred beneficiary as follows:

Organisation: Squash Australia Ltd
Project: Squash Foundation
Amount: \$50.00
Date: 25/10/2017 6:12 PM

This is your official receipt, please retain it for your records and for substantiation of your taxation claim.

The Australian Sports Foundation
ABN 27 008 613 858

Current Task

- ▶ We identified trusts and foundations that might give (not many), and individuals, but our clearest way forward for raising funds for Carrara Squash Centre is:
- ▶ Named courts
 - ▶ Based on corporate sponsorship
 - ▶ Individuals' donations honouring Squash Greats

Future Opportunities

- ▶ Gifts - donations through ASF
- ▶ Establish a fund (Foundation) that owns courts and leases them to proprietors so that they cannot be sold with rising real estate values
- ▶ Courts can be donated into the fund and donors receive tax deductions
- ▶ Donations for special themes; young people, rural facilities, scholarships for elite players, research

