

THE POWER OF FUNDING THROUGH PUBLIC & PRIVATE ANCILLARY FUNDS

CULTURE BUSINESS 2019

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OUTLINE

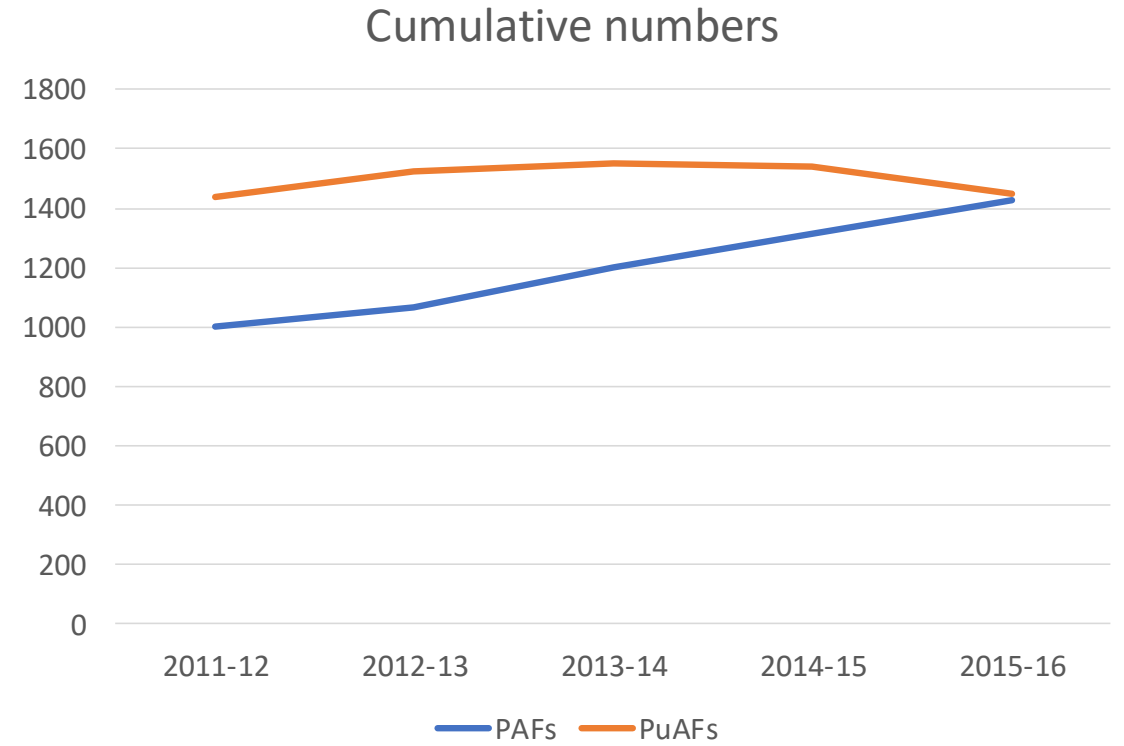
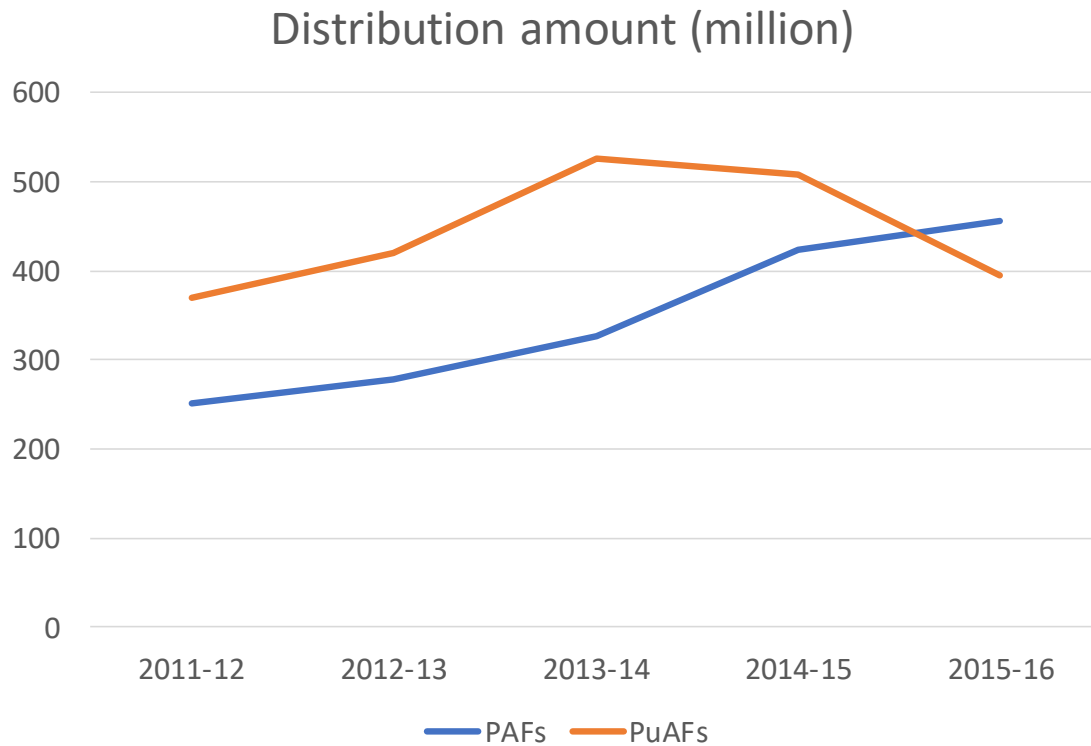
- ✓ WHAT IS THE OPPORTUNITY WITH PAFS/PUAFS?
- ✓ HOW ARE THESE SOURCES OVERLOOKED?
- ✓ ENGAGING WITH PAFS/PUAFS
- ✓ LIVE DEMONSTRATION OF THE COMPLETE GUIDE TO AUSTRALIA'S PRIVATE AND PUBLIC ANCILLARY FUNDS™

PRIVATE AND PUBLIC ANCILLARY FUNDS

	PuAFs	PAFs
Min. distribution	4%	5%
Board	Majority of 'Responsible Persons'	Minimum one 'Responsible Person'
Distributes to	Any Item 1 DGR Board's choice within limits of constitution or trust deed	Any Item 1 DGR At Trustee's choice (board of corporate Trustee)
Fundraising	MUST raise funds from public	MUST NOT raise funds from public
Trustee	Corporate trustee	Corporate trustee
Reporting	ATO & ACNC Some State and Territory Licencing	ATO & ACNC. PAFs can request information be withheld from publication by ACNC.

PAFs & PuAFs

CURRENT FIGURES



SNAPSHOT

In 2015-16 there were at least **2,875** active Ancillary Funds, that collectively distributed at least **\$850.95 million**.

https://eprints.qut.edu.au/86510/1/2015_5_Ancillary%20Funds%20revised%202021.01.2016.pdf

PAF (\$) DISTRIBUTION BY SECTOR

DGR Categories	2001-02	2006-07	2011-12	TOTAL (2001-12)
Cultural Organisations	761,345	39,929,082	22,760,139	160,643,456
Education	851,036	9,873,819	24,771,616	129,016,544
Research	199,800	2,353,085	32,605,299	84,145,094
Welfare	2,780,203	36,946,138	69,836,571	359,014,504
Environment	176,000	7,636,862	8,153,522	78,351,975
International Affairs	121,020	5,885,893	18,019,217	93,343,629
Sports & Recreation	0	41,380	65,743	813,724
Health	534,141	7,832,183	33,001,353	108,168,154
Other	3,057,630	26,086,256	42,450,168	224,757,786

PuAF (\$) DISTRIBUTION BY SECTOR

DGR Categories	2011-12	2012-13	TOTAL (2011-13)
Cultural Organisations	11,030,854	13,929,865	24,960,719
Education	65,139,978	104,753,951	169,893,929
Research	26,527,038	11,571,858	38,098,896
Welfare	192,109,915	100,694,479	292,804,394
Environment	918,933	1,072,759	1,991,692
International Affairs	4,355,701	7,972,587	12,328,288
Sports & Recreation	633,227	698,365	1,331,592
Health	54,550,247	48,184,549	102,734,796
Other	15,200,838	17,467,022	32,667,860

ENGAGING WITH PAFS/PUAFS

HOW?

- ✓ Identifying new prospects
 - ✓ Capacity, linkage, interest
- ✓ Identifying hidden wealth
- ✓ Re-engaging with previous donors

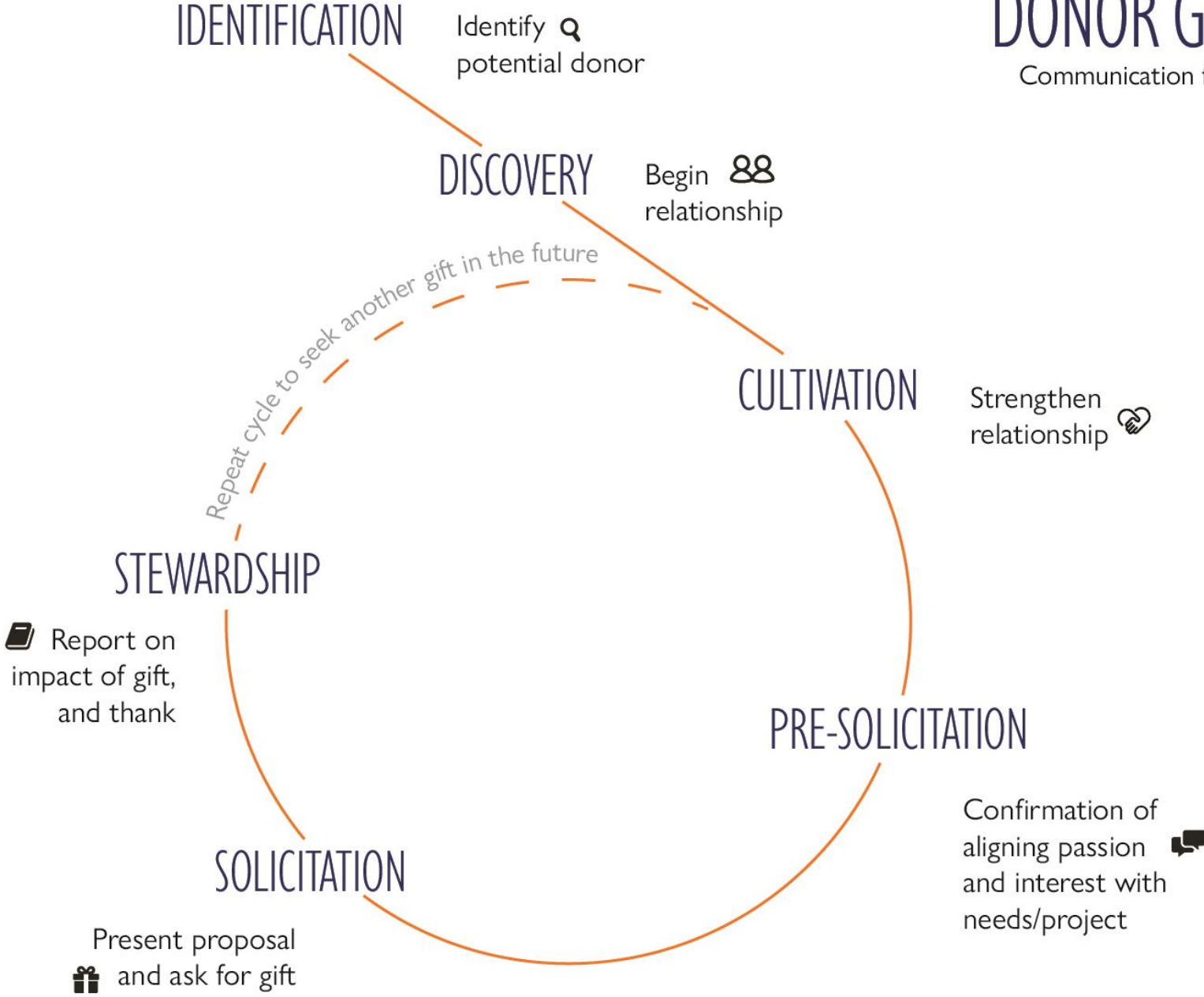
ENGAGING WITH PAFS/PUAFS

WHAT HOLDS ORGANISATIONS BACK?

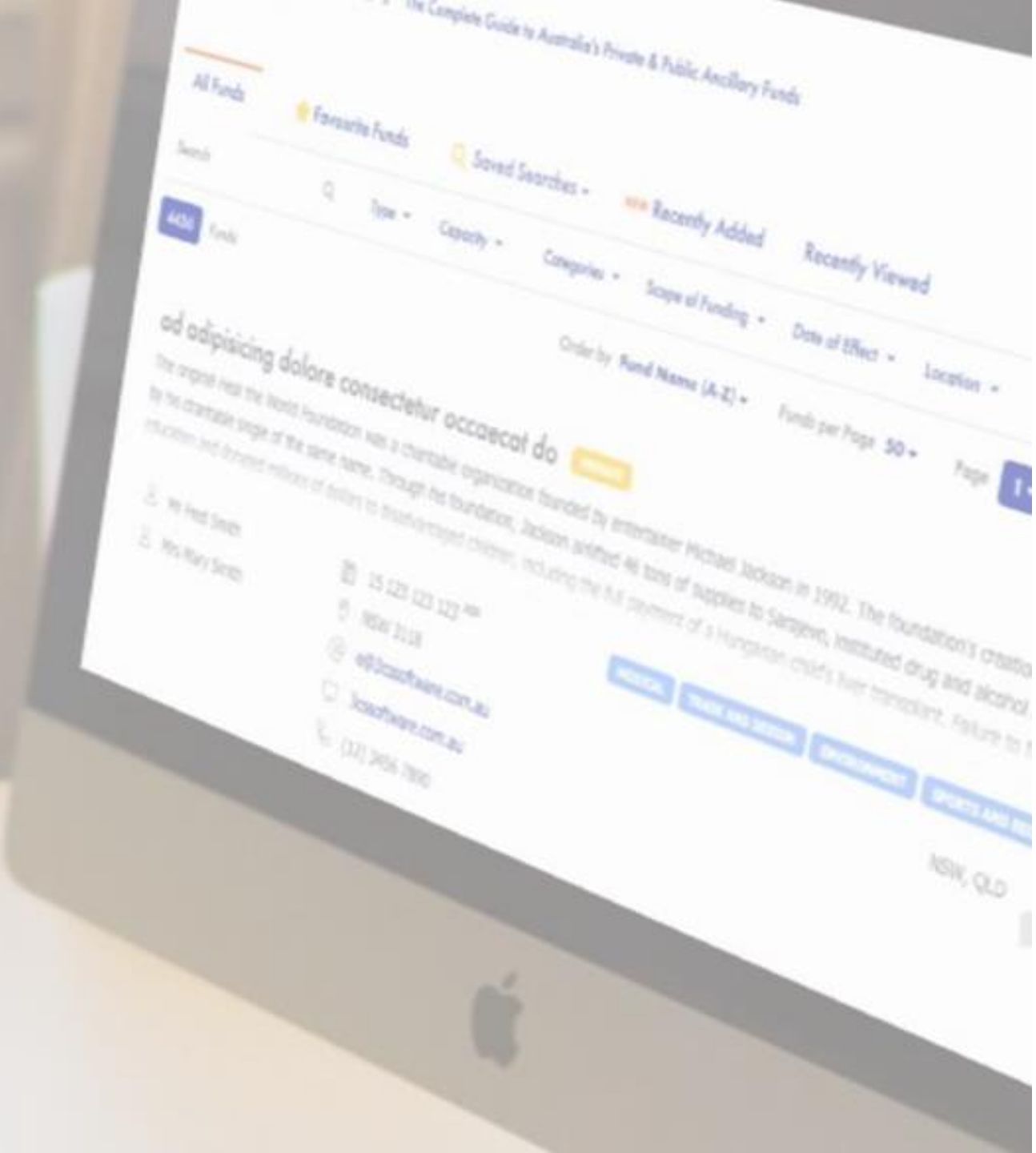
- ✓ Wrong role engaging with Ancillary Funds
- ✓ Overlooking own donor information
- ✓ Overlooking alternate ways Ancillary Funds can provide support
- ✓ Identifying Ancillary Funds can be time-consuming and tricky

DONOR GIVING CYCLE

Communication for all stages of the cycle



THE PAF GUIDE



TAKEAWAYS

- ✓ Ensure you're engaging with Ancillary Funds as a gateway to major donor work
- ✓ Screen your current donor list for hidden wealth
 - ✓ are they a PAF/PuAF Director?
- ✓ Consider other ways in which Ancillary Funds can support your organisation
 - ✓ loans, investment, in-kind support, etc.

QUESTIONS?



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RESOURCES

[PAF Guide Brochure](#) (PDF)

[PAF Guide Demo](#) (Video)

[PAF Guide FAQ](#) (Web Page)

[Simple steps to achieving success with PAFs](#) (Article)

[What heads of fundraising need to know about PAFs & PuAFs](#) (Article)

[How to raise money from PAFs](#) (Webinar)