

Yachting New Zealand Club Conference 2020



Welcome from CEO - David Abercrombie



Things at risk:

- Sailing events – have you considered a plan B?
- Venue hire/hospitality

Look for alternative income streams:

- Trust funding
- Other funding
- Sponsorship
- Fundraising events

Membership

- Do you have member payment plan?
- Make it easy or discreet to do

Example 1 - Community Engagement

Sara Poore – Commodore BBYC



- The demographic of our local area is 50+% Asian
- BBYC have worked over the last four years to engage with this community. This is working.
- The young people are first generation NZers they want to be involved in active sports.
- We now have 50+% of our young sailors of Asian ethnicity
- We have:
 - Educated the parents via bilingual information evenings on learn to sail courses
 - Taken the parents out on the coach boats on the water, so they can learn and see what their children are doing
 - Trained the parents as volunteers and coaches
 - Provided club boats so they can participate without high costs initially
- Last year we appointed our first Asian Rear Commodore
- It takes effort to overcome the barriers but we think it's essential to try



Example 2 – Membership drive Allan Geddes – Commodore FBYC



- How the club turned membership around in two years
- Membership up 36% since last year



- Made the club more of a family fun/social environment
- Developed a new website and increased social media
- Increase of learn to sail by reaching out to the local community
- Club revenue is up 80% by maximising club hire and other charitable trusts

Example 3 – Sailability



10 programmes operating across NZ
Sailing opportunities for the disabled in communities
Linked to nearby sailing clubs
Helps local clubs with resource sharing and funding applications
Contact your RSO for more details

Waitara, Taranaki.

Sailability Is Awesome!

NPOHS Learning Support.



The smiles say it all...



The girls feel both empowered and well supported.



It's wonderful that you let the girls take control. Amy is blind so steering the boat is a real thrill.



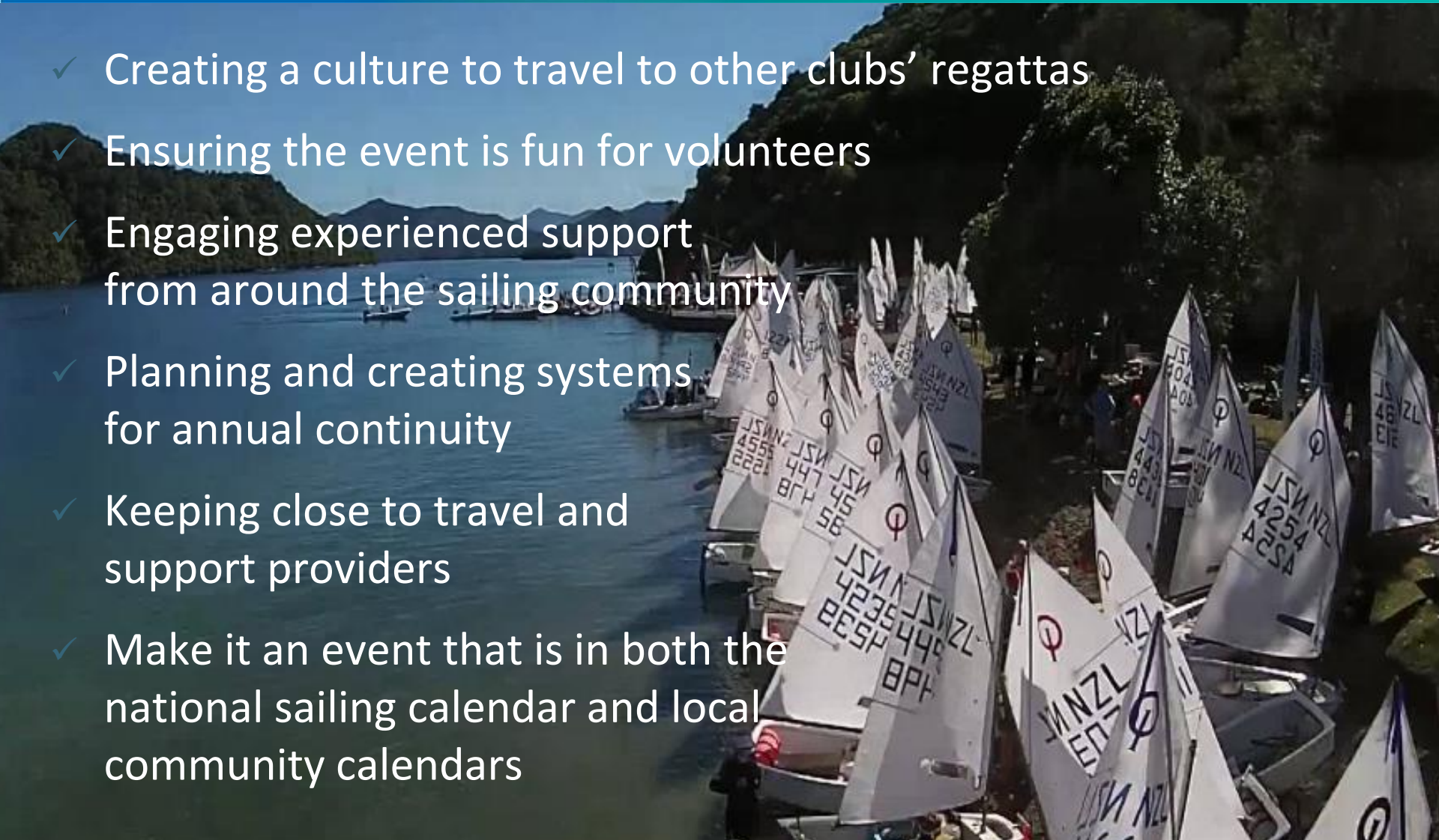
Thank you for your kindness, time and expertise.

Example 4 – Creating an iconic event

InterIslander Regatta, Queen Charlotte Yacht Club



- ✓ Creating a culture to travel to other clubs' regattas
- ✓ Ensuring the event is fun for volunteers
- ✓ Engaging experienced support from around the sailing community
- ✓ Planning and creating systems for annual continuity
- ✓ Keeping close to travel and support providers
- ✓ Make it an event that is in both the national sailing calendar and local community calendars



Community Resilience Fund Phase 2

- Applications **close 4 September 2020 (or 18 September for Auckland region)**
- Provide financial support to play, active recreation or sport organisations who are experiencing financial hardship as a result of Covid-19.
 - Not the same as Fund Phase 1
 - Talk to Regional Sports Trust
 - YNZ RSO can help too



Tū Manawa Active Aotearoa

- Funding for programmes or projects delivering play, active recreation and sport experiences for tamariki and rangatahi.
- Programmes or projects that reach groups including those living with a disability, in higher deprivation communities and girls and young women will be prioritised for funding.



Who are we?

- The Lion Foundation has been fund-raising for the community since 1985.
- To date we have granted over \$920 million to support community projects across the country.
- In the last financial year we distributed more than \$38 million to community-based organisations.
- We approved over 2,750 grants - that's more than 7 good causes every day.
- This was made possible with the outstanding contributions from the owners and staff at Lion Foundation venues.



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Class 4 Gaming



- New Zealand's Community Gaming Model really is unique and special.
- We distribute 40% of our annual revenue to community groups.
- Our policy is to return 90% of the funds available for grants to their community of origin.
- The remaining 10% supports major and highly effective national causes.
- The Charitable Gaming or Community Gaming Trusts who operate machines contribute around \$13m to the Ministry of Health to fund their problem gambling strategy.



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Covid 19

- 7 weeks loss of income for 20/21 financial year.
- 7 weeks = \$6-8m
- Lion continued to fund throughout
- Criteria amended
- Open for applications



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Can you apply?

Is your organisation:

- Incorporated
- Registered Charity
- Tax Exempt
- Providing charitable purpose to the community
- Located within a 5km radius of a Lion Foundation venue (*with exceptions) or listed on our National Framework?



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What can we fund?

- Any charitable, philanthropic or cultural purpose that benefits the local community – both large and small.
- We fund the arts, culture, heritage and environment (30%), health (15%), sport (40%) and education (15%).
- All grants must be used for goods and services within New Zealand. We cannot fund any retrospective activities or transactions already incurred.



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What can't we fund?

- Retrospective grants
- International Travel expenses
- Certain Sporting expenses
- Grants for individuals
- Vehicles for Individuals
- Food and Alcohol
- Fuel Charges
- Tourism
- Certain racing industry expenses
- Grants already funded
- Grants with a Lion Foundation venue investment/interest.
- https://www.dia.govt.nz/diawebsite.nsf/wpg_URL/Services-Casino-and-Non-Casino-Gaming-Authorised-Purpose-Guidelines-for-Societies-and-Clubs?OpenDocument



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The Application Process

- In order to get a grant, your organisation must be incorporated
- It must also have Charities Commission registration or an IRD income tax exemption.
- The Lion Foundation receives applications year round. **There are no cut off dates.**
- You can apply once per year.
- Processing time for an application is usually 6-8 weeks.
- We require a completed application form and all supporting evidence to meet the criteria.

Please do not use staples or binding.

THE LION FOUNDATION GRANT APPLICATION FORM

1. Full name of your organisation:

(Use your legal name, that is, the name under which the organisation is incorporated)

2. Certificate of Incorporation number

Your application will not be processed without this. (not applicable to schools)

3a. Please provide your Charities Services Registration number

Or

3b. Have you attached your IRD income tax exemption letter?
Yes (No (circle applicable))

Your application will not be processed without either Charities Services registration or an IRD income tax exemption letter (not applicable to schools)

4. If you are using the incorporation of your regional or national body, have you attached your Governance letter?
Yes (No (circle applicable))

5. Your organisation's address details:
Physical street address: _____
Suburb/City: _____
Postal Address: _____
Region: _____ Postcode: _____
Daytime phone number: _____ Mobile phone number: _____
Website: _____

6. Main Contact Person:
This is the person we'll call if we have questions.
Name: _____ Priority/role: _____
Physical street address: _____
Suburb/City: _____ Postcode: _____
Daytime phone number: _____ Mobile phone number: _____
Email address: Comesbury (An correspondence will be sent received)

LION FOUNDATION USE ONLY:
Grant Application No: _____ Date Received: _____

7. Second Contact Person:
Cannot be the same as main contact.
Name: _____ Priority/role: _____
Physical street address: _____
Suburb/City: _____ Postcode: _____
Daytime phone number: _____ Mobile phone number: _____
Email address: Comesbury (An correspondence will be sent received)

8. Is your organisation GST registered?
Yes (No (circle applicable))

If your organisation is GST registered you should apply for goods and/or services exclusive of GST. If you are not GST registered our funding includes GST

9. Is your organisation affiliated to a regional or national association?
Yes (No (circle applicable))

If yes, please attach verification of this.

10. What is the specific purpose the grant will be used for?
All grants must be used for goods and services that benefit the community within New Zealand.

11. What is the timing of your project?
Please tell us the actual date of an event or specific period of activity and attach proof of events, itineraries, selected team members or sports draw if applicable.

12. Amount requested? \$

LION FOUNDATION USE ONLY:
NZBN: _____
Notes: _____
Approved amount: \$ _____
Approved/Declined: Date: _____

Date paid: _____
Signatures:
1. _____
2. _____
3. _____
4. _____

Grant audit:
Passed / Failed:
Signature: _____
Audit date: _____



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What do we need?

Along with your completed application form we also require further information to meet our criteria and be eligible for funding:



COVER LETTER AND AFFILIATION LETTERS—SELL US YOUR ORGANISATION OR PROJECT.



RESOLUTION — SIGNED AND DATED WITHIN 6 MONTHS.



PROOF OF YOUR INCORPORATION AND CHARITIES COMMISSION REGISTRATION OR INCOME TAX EXEMPTION.



FINANCIALS AND DEPOSIT SLIP— DATED WITHIN 18 MONTHS.



COMPETITIVE QUOTES — 2 VALID QUOTES DATED WITHIN 6 MONTHS.



FOR SALARIES WE REQUIRE SIGNED CONTRACTS AND JOB DESCRIPTIONS.



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What to remember?

Please do not use staples or binding.

Checklist

Is there a Lion Foundation Community Gaming Venue in your area?
 Find out by going to www.lionfoundation.org.nz. If not, sorry we can't help you with funding at the moment. Please check our website from time to time as a Lion Foundation Community Gaming Venue opens in your area. You could also check www.dia.govt.nz for a list of other Community Gaming Venues that have venues in your area.

Is your organisation incorporated?
 In order to be eligible for a grant your organisation must be incorporated, either under the Incorporated Societies Act or other Act. Only not-for-profit bodies may apply e.g. any society, association or organisation that is incorporated and legally constituted, whose rules do not allow money, property or any other benefits to be distributed to any of its members. For more information please visit www.societies.govt.nz. Not applicable to schools.

Do you have Charities Services registration OR attached an IRD income tax exemption letter?
 If you do not have at least one of these, we are unable to consider your application. For more information please visit either www.ird.govt.nz or www.charities.govt.nz. Not applicable to schools.

Is your request something that we are able to fund?
 We fund a wide range of expenses, including for example, administration and operating expenses, capital expenditures, equipment, travel expenses and playing equipment. We are unable to consider grants for retrospective costs, training apparel, food, drink or catering, new salaries, fuel and mileage, bar renovations or fittings, cell phones and professional sport. Visit www.lionfoundation.org.nz for more details.

Have you attached verification of your governance to a regional or national body?
 If you are using the incorporation and not-for-profit status of your regional or national body, you must provide governance letter stating that you are held financially accountable and, if dissolved, the regional/national body would assume all assets and liabilities.

Have you attached a cover letter?
 Your cover letter should tell us about your organisation and/or project, and who it will benefit.

Have you attached a signed resolution, or full minutes resolving to apply for funding?
 Resolutions must be signed and dated by a member of the committee or Board.

Have you attached a full set of your most recent annual financial accounts?
 These are not required to be audited. They must be less than 18 months old and include a profit and loss statement, and a balance sheet.

Have you attached a pre-printed deposit slip or bank statement so we can direct-credit funding into your account if approved?
 Handwritten deposit slips and personal bank accounts will not be accepted. If you are new to The Lion Foundation it must be the original deposit slip or bank statement.

Have you attached cost evidence?
 Evidence. Please provide:
 - For capital expenditure – two quotes (these must be less than six months old, addressed to your organisation, show GST content and supplier contact details). If you can't provide two quotes, please tell us why in your cover letter.
 - For operating expenses – three months consecutive bills.
 - For existing salaries and coaching – employment agreements and job descriptions.

Have you kept a photocopy of the application and all associated documents for your records?

Have you answered every question on the application form?
 If you're the person filling out this form, you must belong to or be employed by the applicant organisation and have the authority to answer any questions we may have. Email address is critical.

Have you signed the Final Sign-Off and Consent to Audit?
 This should be signed by the two contacts named in the application form. Contacts listed on the application and those who have signed the 'Final Sign-Off and Consent to Audit' section should not benefit financially from the grant. Signatures must be written in pen.

HOW LONG IS THE APPLICATION PROCESS?
 - We can usually respond within eight weeks of receiving a complete application.
 - The Lion Foundation grants process is ongoing and there are no set cut-off times for receiving applications.
 - Funds may be granted to successful applicants once every 12 months. Applications should not be submitted less than 10 months from the date of your last grant approval. This allows for the consideration time frame.

HOW CAN I ACKNOWLEDGE THE LION FOUNDATION?
 The Lion Foundation would not be able to raise any funds in your community without the continued support of your local Lion Foundation venues and the people playing our gaming machines.
 If your application is successful you may wish to acknowledge The Lion Foundation's support.
 For example you might:
 - Mention us in your newsletter, website or magazine
 - Acknowledge us at your AGM, prize-giving or official opening
 - Approach local newspapers/radio stations about our support
 - Place our logo on uniforms and/or equipment
 - Name an event, building, team, competition, piece of equipment or training programme after us
 - Erect plaques, or signs with our logo around your premises/facilities
 Logos can be downloaded from our website www.lionfoundation.org.nz

IF YOU'VE TICKED ALL THE ABOVE, YOU'RE DONE!
 If you need to clarify your grant eligibility or need more help, visit www.lionfoundation.org.nz or call us on 0800 802 908.
 Physical address: The Lion Foundation Grants Team, Level 2, Custom House, 50 Anzac Avenue, Auckland 1010
 Postal address: The Lion Foundation Grants Team, Private Bag 105000, Auckland City, Auckland 1143

- Check if you're organisation is eligible.
 - Check if your grant application falls under authorised purpose.
 - Complete the application form.
 - Send all the information we need.
 - Use the checklist.
 - Call us if you're not sure.
- The Lion Foundation funding should be "The Cherry on the Cake".



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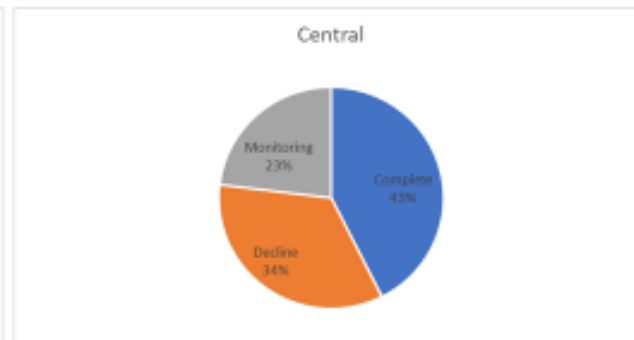
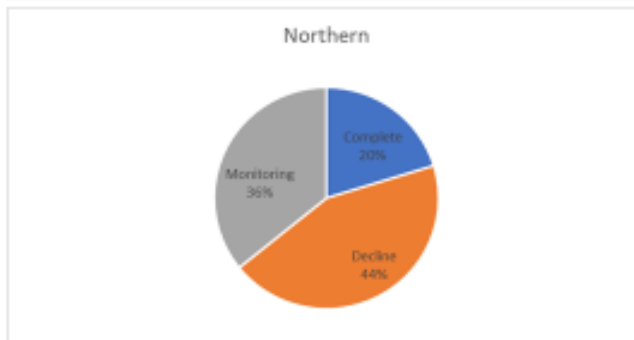
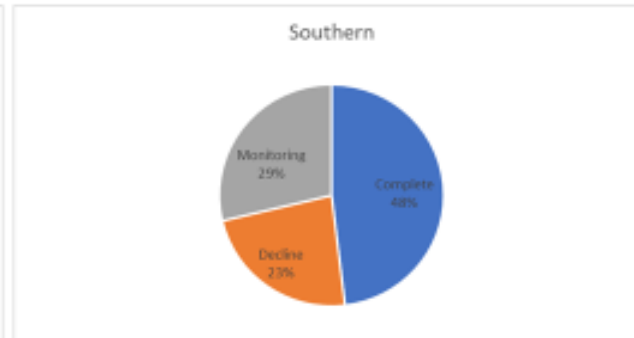
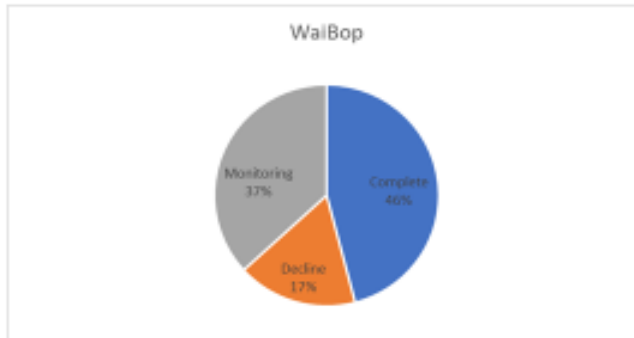


Regional Approved and Declined

Success rate

83%

56%



Success rate

77%

66%



Useful information

- <https://www.lionfoundation.org.nz/>
- <https://www.gmanz.org.nz/>
- https://www.dia.govt.nz/diawebsite.nsf/wpg_URL/Services-Casino-and-Non-Casino-Gaming-Funding-For-Community-Groups?OpenDocument



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Questions?

Regional Grants Team

Tom Smith – Grants Manager

Mike Roke – Grants Advisor - WaiBop

Waione Te Paa – Grants Advisor - Central

Ashleigh Harvey – Grants Advisor – Southern

Contact us: **0800 802 908**

or info@lionfoundation.org.nz



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KAITIAKI

Where it all began



Where it all began....



Rubbish on our beach



Rubbish collected within 20 minutes on a 10m stretch of our own beautiful Narrow Neck Beach

Noticing the small things....

Family of four = 6 cups a week
= 312 cups a year

Wakatere members = 400
1 cup each a week = 20,800 cups

Rough guess of true numbers
= 30,000 cups per year

- Take action
- Get buy in
- Make it easy



First steps to becoming a green club

Most suited platform Sailor for Seas & Clean Regatta programme

Engagement

- committee support
- members embraced strategy

Events

- Junior Regatta
- OK Dinghy Nationals
- OK Dinghy World Championships

Beyond events - making it the norm

- suppliers
- club behaviours



Holding an environmentally sustainable regatta

Could this be a chance to improve existing club sustainability practices?

Or can it be the **catalyst** for change in club behaviour?



49er/FX/Nacra 17 World Championships 2019



- Held at Akarana in Auckland December 2019
- Environmental impact was considered in every aspect of planning
- Followed Sailors for the Sea guidelines, achieving platinum status
- Fantastic buy-in from the sailors and volunteers
- Lots of lessons learned to be shared





International organisation Sailors for the Sea has established **best practice** guidelines for holding a clean regatta.

Their guidelines list 20 high-impact ways to make your event more sustainable.



There are five sustainability themes which will help prioritise your efforts, especially if this is the first time you have hosted a clean regatta.

What can we do to meet the best practice guidelines for each of these?

Elimination of Single-Use Items



1. Eliminate single-use water bottles and provide water refill stations
2. Eliminate plastic straws
3. Serve food with plastic-free dinnerware
4. Use or provide reusable bags
5. Award gear or use a perpetual or upcycled trophy



6. Publicise your sustainability efforts

7. Involve local organisations

8. Use responsible, educational and reusable signage

9. Serve local food or source seafood sustainably

10. Assemble and identify your **green team**

11. Ensure proper waste bin placement and signage

12. Divert food waste from the landfill through composting

13. Use paperless event management





14. Host a beach or marina clean-up

15. Promote alternative transportation

16. Increase awareness of wildlife and habitat protection

17. Offer vegetarian or vegan alternatives

18. Encourage water only washdowns

19. Use non-toxic sunscreens or cleaning products

20. Do not offer bow stickers to competitors



Green ideas for boaties



***We all want to enjoy
healthy, safe and pristine waters***

Green ideas for boaties



Protect our marine environment



- **Oil and fuel** – minimise spills
- **Antifoul and hull maintenance** – to be done in dedicated facilities
- **A clean hull** improves speed and fuel economy and helps avoid marine pests
- **Blackwater** (sewage) – know the rules and follow them
- **Greywater** – use only eco products as over flow returns to the sea
- **Waste and rubbish** – minimise, dispose correctly and recycle
- **Renewable energy** – use wind and solar power
- **Sustainable fishing** – follow the Fisheries NZ rules
- **Wildlife protection** – respect, keep distance

Be a part of the *solution*, not the *pollution*

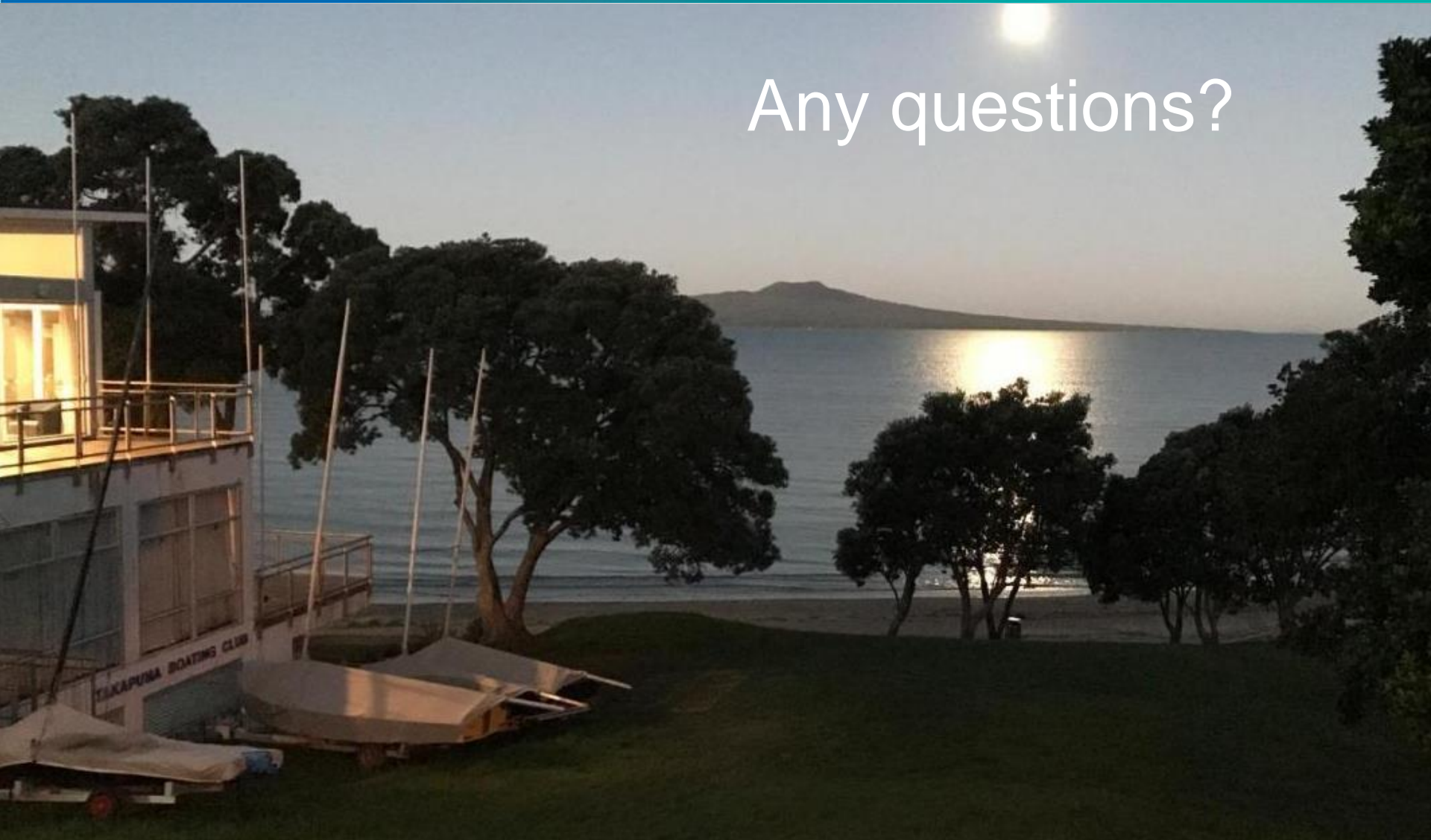


Takeaway ideas

- YNZ website environmental sustainability section has 49er worlds report
- Many clubs have achieved standards
- Network of suppliers
- Use guidelines for any size regatta or club event
- Create a green team at your club
- Club committee member
- Incorporate environmental activities into club days / coaching programmes
- Support network to share ideas



Any questions?



We thank you for joining us



Any follow up questions please contact raynor@yachtingnz.org.nz