



2018 Annual Report

LIVE HERE
GIVE HERE



HAWKE'S BAY
FOUNDATION

‘A civilisation flourishes when people plant trees under which they will never sit.’

Greek Proverb



Cover: Christina McBeth from Nourished for Nil. Photo: Florence Charvin. This page: The kids from Hawke's Bay YMCA in their new van. Photo: Tim Whittaker.

Message from our Chair

Kia ora koutou.

I am proud to have had a long association with Hawke's Bay and am incredibly fortunate to be involved with an organisation that is working hard to make a positive difference in our region.

Our mission is to connect people that care with causes that matter, in order to strengthen our local community, forever. This is at the heart of why we exist - to help generous people create a better community, for all of us.

As an organisation we have ambitious goals and it is our aim to become the 'charity of choice' in our region. Over the past 12 months, we have continued to grow our profile and engage new donors who share our vision of building a long-term, sustainable source of funding for Hawke's Bay.

Our donors continue to inspire us with their generosity and vision for a vibrant and more inclusive community. We thank each and every one of you for your unwavering support and your commitment to making a Hawke's Bay a better place to live, now and in the future.

The need in our community shows no sign of slowing down and this year we received a record number of grant applications in our annual

funding round. We were delighted to support 50 organisations, working in a range of sectors including children and young people; the elderly; health and disability; the arts, the environment and many more.

As our fund grows, so does our ability to assist local charities by providing a sustainable source of funding, leaving them free to get on with the job of helping those who need it the most.

Thank you to everyone who shares our vision and is helping us to grow this valuable community asset which will benefit our region for generations to come.

In this fast-paced world, we are often looking for a 'quick fix' but if you want to make a real and lasting impact with your charitable giving, Hawke's Bay Foundation is a great place to start.

Looking Ahead

Philanthropy is an essential part of a thriving community, and one of our key objectives is to build a 'culture of giving' in our local community.

In order to achieve this, we will continue to focus on raising our profile and foster a better

understanding of the endowment model of giving. Our goal is for everyone in our community to understand who we are and how Hawke's Bay Foundation can make a real and lasting difference to our region.

Building relationships with local professional advisors continues to be a key objective for our staff and Trustees. We are grateful to the many Hawke's Bay lawyers, accountants and other professional advisors who are true champions of our cause.

In 2019, we are aiming to engage one-on-one with more local donors and enlist more corporate support. We also have a number of events and promotions planned which we hope will introduce the Foundation to more people in our community.

As always, our reason for being is to give back to our community. We will continue to build close relationships with the charitable sector so we can ensure our support goes where it is most needed.

Looking ahead, we are confident in our ability to grow a significant community asset that will help Hawke's Bay thrive for generations to come.

Giles Pearson
Chair

**‘Never doubt that a small group of thoughtful,
committed citizens can change the world;
indeed it is the only thing that ever has.’**

Margaret Mead



Craig McDougall and Sali Fiso at Giants Boxing Academy. Photo: Tom Allan

2018 Happenings

Hawke's Bay Power Consumers' Trust Campaign

In November 2018, we ran a campaign to encourage people who could afford it, to donate some or all of their \$220 Unison power dividend to Hawke's Bay Foundation.

This was met with a positive response in the community with a number of new donors contacting us as a result of the campaign. This year, HBPCT is hoping to make it easier for consumers to claim their dividend by offering an online payment option. We hope to build on the success of last year's campaign and encourage consumers to consider how they can make a lasting difference with this dividend.

Workplace Giving

A new initiative for the Foundation, Workplace Giving is a simple way that local employees can support their community, forever. Workplace Giving is easy to set up through a company's existing payroll system. Employees can 'opt in' by making a regular donation of \$5 or more, which is automatically deducted from their wages. All gifts receive an immediate tax rebate of 33%. Workplace Giving has been launched very successfully in other regions and we believe it has the ability to contribute significantly to our community in the future.

Donor Events

We hosted a number of events in 2018 to showcase the incredible work of our grant recipients to our donors. The largest of these is our annual 'Giving Event' where we announce our grant recipients and

celebrate the work they are doing in our community. This is always well attended by both charities and donors, and is a wonderful way to celebrate our community's generosity. Our grateful thanks to this year's inspirational guest speakers - Margot Wilson from Heretaunga Women's Centre and Kevin Callinicos from Willis Legal.

In January 2018, in conjunction with Project Prima Volta (PPV), we hosted opera lovers to a 'behind the scenes' rehearsal of Madame Butterfly. This was a very moving event as PPV students spoke of their experiences and the difference the organisation has made to their lives. The evening was capped off by some memorable solo and cast performances.

Mid-year, Hawke's Bay Youth Trust (Giants Boxing Academy) hosted our donors to a training session at their central Hastings gym. We watched academy members sparring and heard from three young men whose lives have been turned around through their involvement with Giants.

We have also hosted a number of 'Tea @ Ten' and 'Foundation @ Five' events throughout the year. These are intimate and informal social events which bring together current and prospective donors with one or two of our charity partners. Thank you to our generous supporters who have opened their homes or businesses to host these events.

Professional Advisors / Wills Month

Our relationship with professional advisors goes from strength to strength, with a number of law and accounting firms now proactively talking to their clients about Hawke's Bay Foundation.

Our Trustees and staff make regular presentations to local professional firms, to educate local advisors on HBF and how it can be a 'one stop shop' for their clients' philanthropic wishes.

In September 2018, we ran a 'Wills Month' campaign, giving existing customers of local law firms the opportunity to update their wills and make a bequest to HBF, at no cost. We were delighted to have ten local legal firms come on board for the promotion and we hope to extend this to more firms in 2019.

Community Group Presentations

In 2018, our staff and Trustees made a number of presentations to local community organisations and charities, including Rotary Clubs, church groups, etc. We continue to promote the message that we are not in competition with other charities, but rather, in partnership with them. This message is very well received by local community groups who can see the value of building a long-term, sustainable source of funding for Hawke's Bay charities.

Online Giving Facility

In line with our objective to 'make giving easy', we have recently developed an online giving facility. This facility allows donors to make gifts of any amount and to specify which fund the gift is to go towards. Receipts are automatically issued to the email address specified. The 'Donate Now' button can be found on the homepage of our website: www.hawkesbayfoundation.org.nz

LIVE HERE, GIVE HERE

LIVE HERE: Andrea Barry

“Live Here, Give Here’ is a statement that really resonates with us. We are making a legacy here in the Hawke’s Bay that will last forever”.

For some time, Andrea Barry had been looking at ways that her family could get involved and give something back to support their community. Andrea was invited to view a presentation locally by the Hawke’s Bay Foundation and came away convinced this would provide the perfect opportunity.

“Our local Community Foundation runs a well thought-out and proven business model where the grantee organisations are chosen by a panel of trusted advisers with the community knowledge to know who, what and where the greatest needs are. We know that our donation makes a difference.”

Andrea also likes that she is able to target specific causes with personal meaning, “Whether it is within education, youth, sport, or a specific geographical location, I can choose the cause which benefits from our gift”.



Orchard planting at Sherwood School



LIVE HERE: Jock Nowell-Usticke

“I think it’s really important to give back and shouldn’t be exclusively up to our parents’ generation. Starting charity young can really open your eyes to the needs of others, and becoming a more altruistic person is something everyone should strive for.”

Hawke’s Bay 26 year old, Jock Nowell-Usticke is busy carving out a music career and the world in which he now finds himself is global and borderless, driven by streaming, social media and the online universe. But Jock says he will always be a Hawke’s Bay boy at heart and he is already a regular giver to Hawke’s Bay Foundation.

While Jock says he doesn’t give a lot to the Foundation at the moment he gives what a ‘somewhat impoverished musician’ can. “But I know that each donation I make counts – I really like the fact that Hawke’s Bay Foundation knows where the greatest needs are in the Bay.”



GIVE HERE: The Paul Hunter Centre, Central Hawke’s Bay Hawke’s Bay Foundation Grant: \$4,500

“We offer individualised programmes to help adults with disabilities live a ‘good life.’”

The Paul Hunter Centre provides participation and inclusion services to adults with disabilities residing in Central Hawke’s Bay. The Paul Hunter Centre’s

main objective is to support people with disabilities to develop life skills that will enable them to truly participate in the community, and to have enjoyable and fulfilled lives. Opportunities provided may include a wide range of community and centre-based options such as life skills, leisure, recreational and cultural activities, arts and crafts, woodwork, gardening and cooking.

A Hawke’s Bay Foundation grant of \$4,500 is targeted towards the organisation’s physical activity programme, as well as helping with van running costs.

The centre facilitates a variety of fitness and physical activity sessions, which Centre Manager, Katrina Jamieson says have huge mental and physical benefits for their clients. As Central Hawke’s Bay is a rural community with no public transport, the van is an essential tool to transport clients to and from outings and activities, and to connect them with the community - facilities, friends and family.

“Funding from Hawke’s Bay Foundation helps us cover the costs of fuel, registration, road user charges and ongoing maintenance, which allows us to continue to offer this vital service to our clients.”



GIVE HERE: Wairoa Financial Literacy Service Hawke’s Bay Foundation Grant: \$3,000

“We are an isolated community, predominately Maori with a high ratio of teenage parents per capita. This community has intergenerational living with low income trying to meet the high costs of daily living.”

A 2018 grant from Hawke’s Bay Foundation to the Wairoa Financial Literacy Service is assisting with the organisation’s Financial Mentoring Programme. The programme sees individuals or whanau working one-on-one with a financial mentor for three half-day sessions.

Service Manager Ngaio Bell says participants are supported to shop, identify specials, plan menus and do a weekly household budget to prioritise their expenditure.

“Wairoa has only one supermarket which severely restricts choices and economy,” says Ngaio. “However, with a little bit of effort, participants learn to make savings by planning.”

Community support is vital to the service and the organisation relies on a large team of volunteers and generous donations of food and toys which are redistributed to families in need.

“Without the financial contribution of the Hawke’s Bay Foundation we would not have the capacity to undertake this project.”

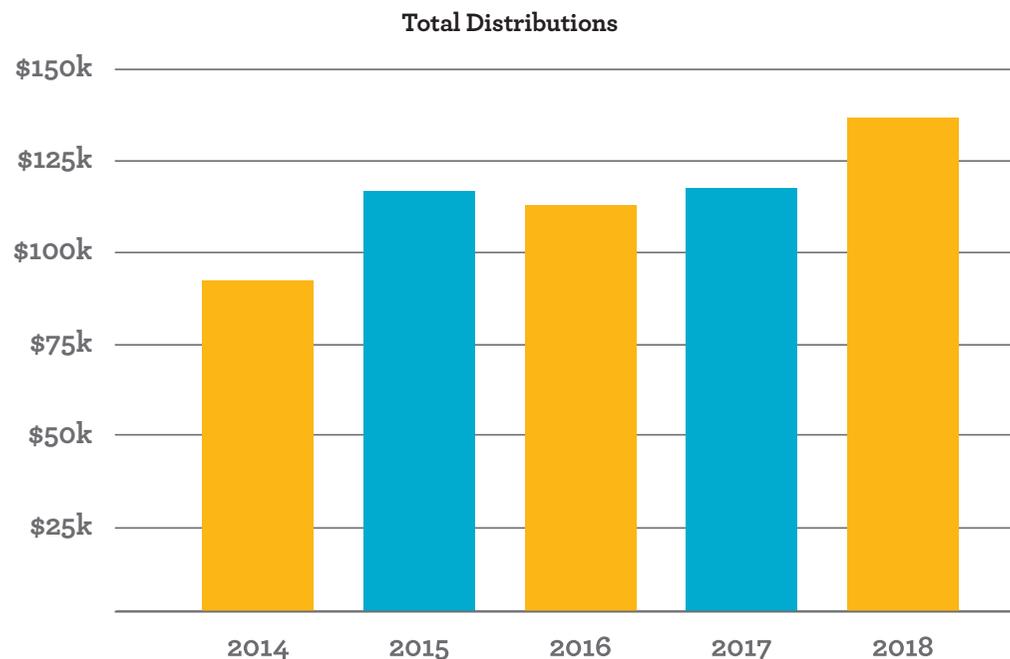
This year the Hawke’s Bay Foundation Distributions Committee considered funding applications from 82 organisations with requests valued at a total \$523,000.



This page: Raukatauri Music Therapy Trust. Opposite page: Youth Development Trust 'Coming to Life'.



Distributions



The organisations who made applications for funding this year provide a diversity of services in our community across the lifespan from parenting and breastfeeding, youth development through sport or the arts and to those services for older people which remove social isolation. There were organisations who work with people who have disabilities or those working with families in providing support at the end of life.

This diversity of activity within our charitable sector will touch most Hawke's Bay people at some point during their life either as a consumer of their services, as a volunteer or supporter. The organisations supported by the Foundation whether in the limelight or operating quietly in the background are an essential part of a thriving community and are an integral part of our identity as a region.

As an important component of the granting process we undertake accountability, and for this, we meet annually with the organisations we support in small group roundtable meetings.

The purpose of this form of accountability is for us to understand better the challenges organisations face and how the funding provided by HBF has been utilised. The sessions also provide the opportunities for the organisations to meet with others across the sector and share ideas and information creating links with others that they may not have previously met. This year we had some strong themes related to homelessness, support for families to access services from government agencies and increasing concerns about social isolation. We heard of working families living in cars, children who have been the victims of abuse who

found solace in animals and an ongoing struggle of many families to rid themselves of a heavy burden of unreasonable debt. We also heard about thriving community gardens, young people gaining employment after achieving a driving licence and those supported to enter tertiary education.

Hawke's Bay Foundation has a strong relationship with The Tindall Foundation and is proud to work locally as their Community Funding Manager for Hawke's Bay.

We have access to an incredible wealth of knowledge and expertise through The Tindall Foundation who continues to be a strong advocate for the community foundations across New Zealand.

Sarah Mulcahy, Chair - Distributions Committee

2018 Grant Recipients

Connecting Generous People that Care with Causes that Matter

HB Foundation & Tindall Foundation Grants	Grant		
Age Concern HB	6,250	Cranford Hospice	970
Age Concern HN	2,500	Dove HB	3,500
Autism NZ	700	English Language Partners	750
Barnardos	6,000	Epic Ministeries	2,500
Big Brothers Big Sisters HB	3,500	Equippers Hastings Trust	1,000
Birthright	2,500	Family Works	2,000
Breathe HB	2,000	Hastings Community Patrol	4,000
CAB Hastings	2,500	HB Orchestra	1000
CAB Napier	3,500	HB Youth Trust	2,250
Camp Kaitawa Trust	1,500	Hearing Assn Napier	1,000
Canteen HB	1,500	Heretaunga Seniors	2,000
CCS Disability Action	2,000	Heretaunga Womens Centre	3,500
CHB Budget Service	4,000	Leg-up Trust	2,500
CHB Parents Centre	2,000	Napier Community Foodbank	5,670
Child Matters	4,000	Napier Family Centre	7,250
Christian Lovelink	2,000	Nga Kairauhii Trust	2,000
Connecting for Youth Employment	2,000	Nourished for Nil	4,000
		Orokohanga Music Trust	2,500
		Pakeke Centre	3,000
		Parkinson's HB	1,500
		P Henare & P Winitana Basketball Academy	2,250
		Paul Hunter Centre	4,500
		Plunket HB	2,500
		Project Prima Volta	3,000
		Raukauri Music Therapy Trust	1,000
		SPELD	1,000
		Summer in the Parks	1,000
		Sustaining HB	2,000
		Victim Support	4,500
		Wairoa Financial Literacy Service	3,000
		Wharariki Trust	7,000
		Youth Development Trust	1,000
		Zeal Education Trust	2,500
		Total Distributions	\$136,590
		Donor Specified Grants	\$7,351
		Total Pass-through Donations	\$64,841
		Total Funds Distributed in 2018	\$208,782



Statement of Performance

The Foundation had growth in net assets of 3.99% during 2018. The 2.41% return on invested funds means reserves from previous years are utilised to maintain the distributions ratio of 4%. This is as expected, due to the volatility of investment markets and is something we plan for.

There were fewer pass-through donations, resulting in lower overall distributions, however distributions from endowment funds continue to steadily increase.

	9 months 31/12/2017	12 months 31/12/2018
Donations received (incl pass through)	\$229,043	\$195,048
Total Distributions made (incl pass through)	\$164,500	\$208,782
Sponsorships received	\$60,000	\$80,000
Interest & dividends received	\$61,242	\$85,288
Return on invested funds	8.79%	2.41%
Net assets	\$2,347,469	\$2,441,021



Parkinson's
Hawke's Bay

All funds were invested in compliance with our SIPO

Look How Far We've Come Since 2014



\$2.17 million

Total endowment funds



\$7.5 million

Funds anticipated in wills



\$950,000

Gifted to the community
(includes pass-through donations)



200+

Charities supported

Our Team

Board & Staff Update

We are pleased to welcome three new Trustees to the Board of Hawke's Bay Foundation: Craig Hay, Sarah Reo and Kevin Callinicos. We are delighted to attract such a high calibre of Trustees and look forward to their positive contribution to the Board.

At the end of 2018, founding Trustees, Brian Martin and James William retired from the Board after many years of service. Both Brian and James have been instrumental in growing our endowment fund and building the Foundation into a significant community asset. They will remain closely associated with the Foundation through our Ambassador Programme and Brian will continue to serve on the Finance, Investments and Risk committee.

Our Board totals nine members, all of whom volunteer their time and expertise. Four of the Trustees are nominated by leaders within the Hawke's Bay community including one nominated jointly by the mayors of Hastings District and Napier City Councils; one by the Hawke's Bay Law Society, one by the NZ Institute of Chartered Accountants and a fourth by the Hawke's Bay Chamber of Commerce.

In September 2018, we welcomed Amy Bowkett to the part-time role of Administration Coordinator. Amy joins three other part-time staff members, bringing our paid staff to one full-time equivalent.

Board of Trustees



Giles Pearson
(Chair)



Jessica O'Sullivan
(Deputy Chair)



Jules Nowell-Usticke



Andrew Wares



Sarah Mulcahy



Sam Howard



Craig Hay



Kevin Callinicos



Sarah Reo

Committees

Finance, Investments and Risk committee

Giles Pearson (Chair of Finance)
Brian Martin (Chair of Investments)
Sam Howard
Bev Penny

Distributions Committee

Sarah Mulcahy (Chair)
Trish Giddens (Community Representative)
Jules Nowell-Usticke
Giles Pearson
Bev Penny

Staff

Linda Calder – Development Manager
Amy Bowkett – Administration Co-ordinator
Bev Penny – Finance Officer
Fiona Knobloch – PR / Communications

PARTNERS & SUPPORTERS

Corporate Partnership Programme

One of the greatest challenges we face as an organisation is to raise our annual operating costs. We strive to keep our costs as low as possible to ensure that 99% of gifted funds are invested back into our community.

We are incredibly grateful to the following organisations who have supported us with funds to cover our operating and marketing costs in 2018: Bostock New Zealand, The Tumu Group, and Frimley Foundation.

This is an ongoing challenge for us, and we are always eager to talk to businesses and individuals who may be willing to support us either financially or in-kind.



Frimley Foundation

Corporate Supporters

In 2018, we received regular 'in-kind' support from a number of local businesses, allowing us to keep our operating and marketing costs at a minimum. Our grateful thanks to the following businesses: BayBuzz, Lucy Dobbs Marketing, Crowe Horwath, Brebner Print and First NZ Capital Ltd. We are also grateful to all of the individuals who have gifted their time or expertise to assist with one-off events or promotions.



The Tindall Foundation (TTF)

Hawke's Bay Foundation is proud to be the local funding manager for The Tindall Foundation (TTF). This unique funding model sees regional funding managers throughout New Zealand give out local donations on behalf of TTF.

All applications received in our annual funding round are automatically evaluated against TTF criteria and we work closely with them to ensure grants are awarded in line with their key programme areas.

In 2018, we awarded grants of just under \$60,000 to 15 organisations on behalf of The Tindall Foundation.



Community Foundations of New Zealand (CFNZ)

Community Foundations are the fastest-growing form of philanthropy in the world today, and New Zealand is no exception with 16 foundations nationwide.

CFNZ provides education, support, guidance and marketing resources to all community foundations, helping to foster the continued growth of these vital community assets.





LIVE
HERE
GIVE
HERE
HAWKE'S BAY
FOUNDATION
hawkesbayfounda

Youth Development
Trust
GRAEME DINGLE
FOUNDATION

Our community.

Our responsibility.

Our future.

06 870 4648

info@hawkesbayfoundation.org.nz
[facebook.com/HawkesBayFoundation](https://www.facebook.com/HawkesBayFoundation)

www.hawkesbayfoundation.org.nz