



FUNDRAISING INSTITUTE AUSTRALIA

ANNUAL REPORT 2016



Fundraising Institute Australia

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About Fundraising Institute Australia

FIA, an association of professionals and organisations, advances philanthropy through encouraging and supporting people and organisations to ethically practice excellence in fundraising.

The core activities through which FIA fulfils this mission include professional development, mentoring, credentialing, research and advocacy.

Since its establishment in 1968 (originally under the banner of 'The Australasian Institute of Fundraising'), FIA has had a profound impact on increasing professionalism in fundraising. Our purpose is to make the world a better place by advancing professional fundraising through promotion of standards, professional development pathways and measurable credentials so that our members achieve best practice.

Membership of FIA

FIA is the only professional association to exclusively serve the needs and interests of professional fundraising in Australia. Members of the Institute are individuals and organisations who are engaged substantially in the profession of fundraising. They share a common bond in their commitment to their profession and to the ideals of philanthropy.

FIA continues to take a lead role in the direction and development of fundraising in Australia and has achieved significant outcomes for the sector and for fundraisers individually.

FIA membership acknowledges the commitment of individuals and organisations to demonstrate ethical fundraising practice and reflects their leadership in the not-for-profit sector.

Members are signatory to FIA's Principles and Standards of Fundraising Practice, and therefore uphold the ethical and professional standards of fundraising.

To succeed in the fundraising sector today you need:

- ✓ strong credentials
- ✓ the latest fundraising information
- ✓ excellent networking opportunities
- ✓ access to sector-specific training

Make sure you have access to all this and more.

Advancing Professional Fundraising

The work of the Institute falls into three key areas:



PROTECTION



Active participation in key government committees and meetings on the charity regulatory reform process.



Submissions to Federal and State Government on various aspects of fundraising regulatory reform.



Advocacy for the sector on postage rates. FIA's Postal Affairs Committee has worked with Australia Post to minimise the timing and impact of any proposed price increases for charity mail. At the same time extending charity mail concessions to other mail categories.



Premium SMS giving: FIA continues to lead a sector-wide push to establish premium SMS as a viable fundraising medium.

Principles and Standards of Fundraising Practice

The Principles and Standards of Fundraising Practice are the fundraiser's guide to ethical, accountable and transparent fundraising. They are critical to how the fundraising profession is viewed by donors, government and the community, and indeed by fundraisers themselves.

Self-regulation, through the use of industry developed codes of practice, is encouraged by the federal and various state governments to ensure informed involvement by practitioners. The FIA Principles and Standards were developed in consultation with individual members, charities, government and industry stakeholders. They are reviewed by the FIA Codes Taskforce to ensure their continued relevancy.

The Principles of Fundraising Practice conform to the International Statement of Ethical Principles of Fundraising and serve to mark the aspirations of FIA. The Ethical Principles guide the development of the Principles and Standards.

Honesty	FIA members should act honestly and truthfully so that public trust is protected and donors and beneficiaries are not misled.
Respect	FIA members should act with respect for the dignity of their profession and their organisation and with respect for the dignity of donors and beneficiaries.
Integrity	FIA members should act openly and with regard to their responsibility for public trust. They shall disclose all actual or potential conflicts of interest and avoid any appearance of ethical, personal or professional misconduct.
Empathy	FIA members should work in a way that promotes their purpose and encourages others to use the same professional standards and engagement. They shall value individual privacy, freedom of choice and diversity in all its forms.
Transparency	FIA members should stimulate clear reports about the work they do, the way donations are managed and disbursed, costs and expenses in an accurate and clear manner.

HOW DO THE PRINCIPLES AND STANDARDS WORK?

The Principles are the overarching ethical codes that apply to all fundraisers and the Standards focus on specific disciplines of fundraising practice.

Principles of Fundraising Practice

- Code of Ethics and Professional Conduct
- Fundraiser's Promise to Donors
- Code of Acceptance and Refusal of Donations
- FIA Complaints Process

Standards of Fundraising Practice

- Standard of Social Media Fundraising Practice
- Standard of Bequest Fundraising Practice
- Standard of Charitable Gaming Fundraising Practice
- Standard of Charitable Telemarketing Fundraising Practice
- Standard of Direct Mail Fundraising Practice
- Standard of Electronic Fundraising Practice
- Standard of Events Fundraising Practice
- Standard of Face to Face Fundraising Practice
- Standard of Grants Fundraising Practice
- Standard of Overseas Aid Fundraising Practice
- Standard of School Fundraising Practice
- Standard of Workplace Giving Fundraising Practice



PROMOTION



Active promotion of the ethics and professionalism of our sector in both mainstream and sector media.



Media response protocols established by FIA continue to enable a far more coordinated and effective response to mainstream media enquiries.



A regular column in Fundraising & Philanthropy magazine, in which FIA's Chief Executive Officer writes about current fundraising issues.

Public Acknowledgement of Membership

The Institute encourages members to promote their commitment to professionalism through their association with FIA by publicly displaying these logos.



Individual membership demonstrates ethical fundraising practice and signifies you as a professional fundraiser.

This logo is a public demonstration of that commitment, in particular to the Code of Ethics and Professional Conduct.

Individual members are also entitled to use post-nominals which acknowledge their level of experience as a professional fundraiser.



This logo is a symbol to donors and stakeholders of the member organisations commitment to ethical fundraising practice.

This logo can appear on letterheads, promotional materials and websites.

EDUCATION



Hosting the sector's 40th national fundraising conference which attracted over 800 delegates.



30 Certificate in Fundraising graduates in 2016.



Over 400 people completed our short courses throughout the year.



Over 1300 people tuned into our Webinar Series during 2016.



Launch of two new online courses in 2016 - Certificate in Fundraising and Diploma in Fundraising



Launch of four new short courses – Gifts in Wills Fundamentals, Gifts in Wills Marketing Masterclass, Major Gifts Masterclass II and Peer to Peer Fundraising Events



Local networking and professional development events.

FIA'S PROFESSIONAL DEVELOPMENT PROGRAM



CREDENTIALS

Certificate in Fundraising

FIA Diploma in Fundraising

Certified Fund Raising Executive (CFRE)

SHORT COURSES & MASTERCLASSES

Fundraising Essentials

Copywriting for Fundraisers

Data Analytics for Empowered Fundraising

Digital Storytelling for Fundraisers

Fundraising Change Leadership

Gifts in Wills Fundamentals

Gifts in Wills Marketing Masterclass

Major Gifts Masterclass II

Peer to Peer Fundraising Events

Workplace Giving Masterclass

ADMA IQ

NETWORKING & CONTINUING EDUCATION

State Events

National Conference

Webinar Series

Mentoring

e-Learning

Bookshop & Library

All FIA Short Courses, Masterclasses and the FIA Conference qualify for credit towards the CFRE Credential

State of the Sector

Public trust in Australia's leading charities is at its highest level since 2011.¹

More than half of Australia's 40 largest, most recognised charities saw a significant increase in reputation scores according to the annual index by research consultants AMR. Released in December 2016, the overall charity index increased 3.9 points, crossing the threshold from 'strong' in 2015 to 'excellent' this year, with the top 20 showing reputation scores better than the best ranked corporates in Australia. For the sixth year running, top honours went to Royal Flying Doctor Service of Australia, followed by St John Ambulance and Beyond Blue.

Fewer Australians are giving to charity, but those who do are giving more, according to The Giving Australia 2016 research². The report, which is the largest review of giving and volunteering, found that 14.9 million Australians (80.8 per cent) donated \$12.5 billion over 12 months in 2015-16, compared to 87 per cent giving \$10.1 billion (adjusted for inflation) in 2005. According to the study, the average donation in 2015-16 was \$764.08.

Giving Australia 2016 also found that Australian volunteers are generous with their time and money, donating 932 million hours and an average of \$1,017 over 12 months in 2015-16 – nearly double the contribution of non-volunteers. Corporate giving is also thriving with large business giving \$9 billion and small and medium enterprises giving \$8.5 billion, totalling \$17.5 billion over the previous financial year. However, the report also warns that “we are no longer in a gilded age of giving... and though it is going ahead you would have to say with a note of caution it is starting to flatline.”

Indeed, Australians had cut back again on charitable donations over the past year despite rising consumer confidence in the economy, as reported by NAB's third quarter Australian Consumer Behaviour Survey³.

The NAB's Charitable Giving Index⁴ revealed market share by charity category was largely unchanged, with humanitarian services receiving the most support from Australians to capture 33 per cent of total donations. Charitable lotteries had the second largest share of giving, receiving 15 per cent, followed by health and disability at 12 per cent, community services and children/family at 11 per cent, cancer at 9 per cent, animals and environment at 8 per cent, 'other charities' at 7 per cent and medical research at 5 per cent.

Globally, Australia ranked 3rd out of 140 countries in the Charities Aid Foundation's 2016 World Giving Index⁵, moving up from fifth place in 2015. This report annually ranks countries against measures like donating money, volunteering time and willingness to help a stranger.

The report found 68 per cent of Australians help strangers, 73 per cent donate money and 40 per cent volunteer their time.

¹ AMR Charity Reputation Index 2016

² The Giving Australia 2016 Research (QUT Australian Centre for Philanthropy Nonprofit Studies with Centre for Social Impact at Swinburne University of Technology and the Centre for Corporate Public Affairs)

³ NAB Quarterly Australian Consumer Behaviour Survey Q3 2016

⁴ NAB Charitable Giving Index (October 2016)

⁵ Charities Aid Foundation's 2016 World Giving Index

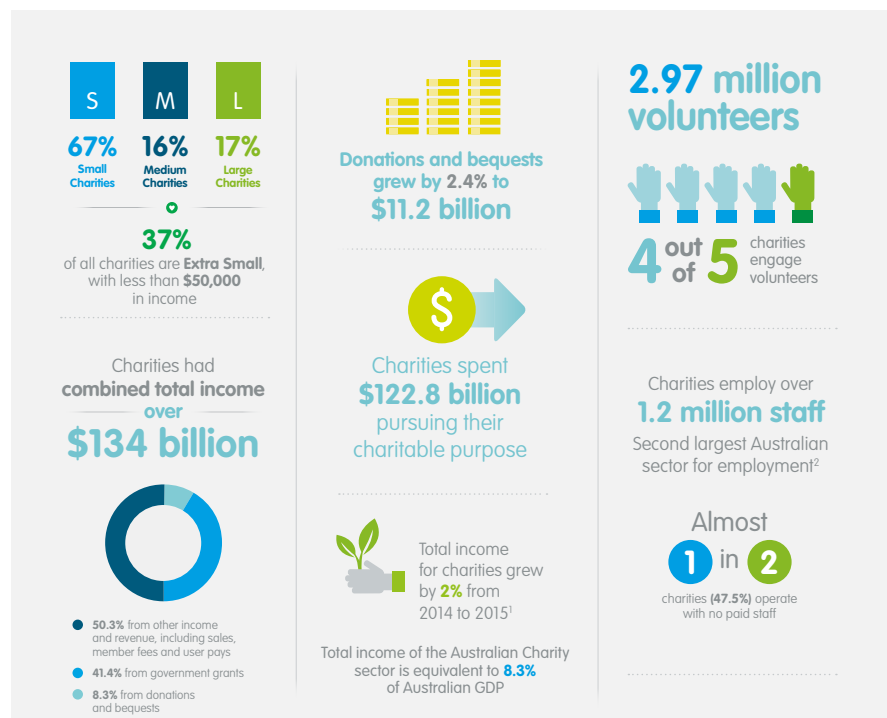
In 2016, Australia had the largest number of charities per capita in its history, with one charity for every 422 people, according to the JBWere Cause Report⁶, the first in-depth review of the Australian not-for-profit sector from the corporate sector.

Tax-deductible giving increased 11.7 per cent to \$2.6 billion according to the 2016 Koda Capital Australian Giving Snapshot⁷ analysis of the Australian Taxation Office 2013/14 statistics. The report revealed that women give more of their income to charity and a higher portion of women gave compared to their male counterparts. The Giving Snapshot also found wealthy Australians were significantly more charitable than commonly thought. Donations through workplace giving also increased 10.7 per cent to \$31 million.

Meanwhile, the uncertainty over the future of the Australian Charities and Not-for-profits Commission (ACNC) was finally laid to rest in March 2016 with a joint media release by Minister for Social Services, Christian Porter, and Minister for Small Business and Assistant Treasurer, Kelly O'Dwyer, announcing the retention of the national charity regulator following extensive consultation with the sector.

Importantly, this decision places the ACNC in a stronger position to support charities, particularly by working with the states and territories to reduce red tape and remove many existing unnecessary regulations and duplications.

The Australian Charities Report 2015⁸, released by the ACNC in December 2016, has analysed the latest data about the finances and sustainability of Australia's charity sector, looking at the Annual Information Statements from more than 51,000 charities (see infographic below). The report was produced in partnership by the ACNC, the Centre for Social Impact and the Social Policy Research Centre at the University of New South Wales.



⁶ JBWere Cause Report 2016

⁷ 2016 Koda Capital Australian Giving Snapshot

⁸ Australian Charities and Not-for-profits Commission Report 2015

Chair's Report



On behalf of the FIA Board of Directors, I am pleased to present the Institute's annual report for 2016. This report outlines FIA's operations and performance for the year, and is designed to give interested parties and stakeholders information about our work, achievements and future plans that impact on Australia's fundraising sector.

FIA continues to take a prominent role in shaping the regulatory environment and advocating for the sector at all levels of government. Our CEO, Rob Edwards, was again active in government committees and stakeholder meetings with the charity regulatory reform process to ensure FIA's voice is heard. Our relationship with the Australian Charities and not-for-profits Commission remains strong and we were glad to learn this year that the charity regulator will be retained by the government and continue its role in assisting to cut red tape and promote a vibrant charitable sector.

In February, ACNC's Assistant Commissioner David Locke presented at an FIA NSW breakfast event where he outlined the challenges faced by the UK fundraising sector after the death of Olive Cooke and the subsequent media backlash. It was an excellent opportunity to engage members in a discussion about how Australian charities and not-for-profits can continue to improve their practice and manage the needs of donors in order to build trust and confidence in the sector.

Without question, the most important initiative undertaken this year by FIA was the establishment of our sector sustainability Task Force in April. Chaired by me and comprising a panel of senior fundraisers, we have started reviewing stronger mechanisms of self-regulation for the industry.

This year we entered a period of intense public scrutiny. It is clear that the public are becoming increasingly concerned about the increase of fundraising 'asks' and the use of aggressive methods by some fundraisers. The Task Force is examining the existing codes, principles and standards that are used to self-regulate FIA members. It is also considering existing fundraising practice, role of suppliers and other third parties, the need for training, the effects of pressure from Boards and executive management, and research to better understand the forces impacting on our sector.

All this work presents an excellent opportunity for FIA to engage a cross-sector group to help shape the regulatory environment for the future. Make no mistake, if we don't get our house in order now, there will be consequences -- like what the sector is experiencing in Britain -- in the shape of expensive and onerous regulation.

Over the last year, FIA continued to engage with mainstream and trade media. The team has a well-established media response protocol and has updated key messages on topics ranging from vulnerable donors to telemarketing and face-to-face fundraising. Given some of the issues this year, it was challenging to get positive messaging across, but we continued to stress the good work of our sector and to educate journalists about the many challenges we face.

On a different matter, it is always a pleasure to attend the FIA National Awards for Excellence in Fundraising and the 2016 Melbourne event was no exception. Attended by 400 odd fundraisers, the FIA Awards serve to remind us of the good work undertaken collectively by the sector and how fundraising helps to positively impact on our community.

Once again the event showcased the most successful campaigns of the year, highlighted outstanding fundraising results and honoured the best fundraisers and volunteers. Continuing from last year, a record number of entries was received in 2016 and we heartily thank everyone who entered the awards.

In 2016, FIA is doing well financially and we have seen positive membership growth. FIA will enter 2017 in a strong position to build on the successes of the last 12 months and invest in the future

Underpinning all FIA programs is the knowledge that we exist to service our members. To do this, we rely heavily on a network of volunteers across the country who go where our staff can't. These hard-working volunteers sit on our State and Territory committees to ensure that networking and educational opportunities take place and we are grateful to each and every one for their contribution to FIA's growth and esprit de corps. On the knowledge front, I thank the many FIA course tutors who work hard to deliver high quality education.

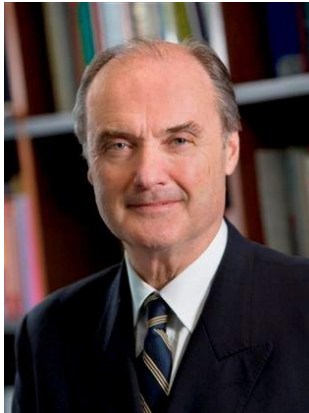
I would also like to thank my fellow Board members for their commitment, wisdom and sense of humour. I consider it an honour to serve with them. On behalf of the Board, I would also like to thank the staff at FIA who, under the leadership of Rob Edwards, work diligently to provide value to members. It is truly a privilege to work with so many wonderful and accomplished people across Australia.



Nigel Harris FFIA CFRE
Chair

Chief Executive Officer's Report

A YEAR IN REVIEW 2016



I am delighted to report that thanks to an exceptionally strong conference and education program, maintenance of membership levels, strong member engagement across the country and a streamlined approach to operational costs, we have returned another excellent financial result this year. An operating surplus of \$347k has been achieved on the back of record revenues in the excess of \$3 million.

For the last five years we have been focused on building reserves and creating a long-term sustainable business model that will allow for more value and services. I believe this is now being comfortably achieved.

FIA continues to strengthen its position as the peak body that protects, promotes and educates the Australian fundraising sector and we are grateful for our members' continued support and active involvement. Our membership numbers remained steady in 2016 with growth in the organisational member category.

This year there was a welcome addition to our education and professional development offering: the new online Diploma in Fundraising. Developed to be the new gold standard in fundraising education, uptake has been swift since the course launched in June. We also revamped the Certificate in Fundraising to ensure its continued relevance to our sector and now offer the program online as well as face-to-face. The online Certificate in Fundraising is now attracting enrolments from overseas which is a major coup.

Our free monthly member webinar series has received very pleasing registrations and are clearly perceived as a worthwhile member benefit. This year we had 12 webinars, attracting more than 1300 listeners, with local and international experts presenting on a wide variety of topics. We warmly thank GoFundraise for providing the webinar platform and Stephen Mally FFIA CFRE for his time in planning the series, coordinating speakers and serving as presenter throughout the year.

On the regulatory front, we continued to work with all levels of government, regulators and industry stakeholders, especially around the area of fundraising regulation harmonisation and whether fundraising should be folded into the Australian Consumer Law (ACL). While the latter concept has merit, FIA has sought legal advice on the question of whether the tax deductible status of donations could change if they became subject to consumer rights under the ACL, and has made a submission to the Council on Consumer Affairs Australia and New Zealand on the matter.

As I predicted in last year's report, 2016 was a year of significant negative media coverage, much of it brought about by consumer angst at what is perceived as aggressive fundraising, particularly by telemarketers and face-to-face fundraisers. Coverage also resulted from government-led investigations into sector workplace practice. At times like these it is tempting to try and hide behind the ramparts. But I believe it is better for FIA to be responsive to all media enquiries, to educate the media, and to get out there and tell the story about the great work fundraising enables the charitable sector to deliver.

As part of the above, we have been considering strategies for the long-term viability of donor support and in April we established a task force into sector sustainability. Led by the Chair of the FIA Board of Directors, Nigel Harris, the work of the task force is well underway with subgroups examining practice issues, the need for research, sector engagement, donor and media communications, and FIA's Principles and Standards of Practice.

To ensure we are keeping government in the loop with our work around sustainability, I travelled to Canberra during the caretaker period to meet with senior officials in the Department of Communications and brief them on our progress to date. While there seems to be little interest for government to grow bureaucracy or add more regulatory hurdles around fundraising, the mood could always change and it is better we work hard now to get our house in order.

With so many regulatory issues swirling around us, it became clear to me that we needed to strengthen our team at the secretariat in this area. To that end, we have employed an Executive Manager-Regulatory and Public Affairs who is now steering our review of sector sustainability. In other staff matters, we appointed two coordinators to support the operations and education teams.

The Include a Charity campaign to encourage more gifts in wills is now well embedded into FIA structure and systems, with all Include a Charity supporters now FIA members. As part of this change, the volunteer management committee was replaced by a multi-discipline advisory committee with Ross Anderson from Stroke Foundation taking up the role of Chair. The Committee expertise is focused on the development of an industry plan to engage academia, financial, government and legal sectors in collective action to drive change in the area of bequests.

The September 2016 campaign, led by Campaign Director Karen Armstrong, reached potential bequestors through a successful advertising and PR campaign aimed at women aged 55+. Tactics this year to increase public and sector engagement included a website video with living bequestors and breakfast events in five cities with international fundraising expert, Stephen George. In 2016, there was also a full schedule of Include a Charity webinars, training and seminars. Member engagement continues to grow, which is pleasing.

In closing, our work would not be possible without the generosity of our national sponsors, GoFundraise and the Ive Group as well as the many other commercial partners who generously support our national and state events throughout the year.

I would also like to thank the Board Chair, Nigel Harris for his support and counsel, and the FIA Board of Directors for their input and guidance during the year; the future of FIA is in good hands. Also to be thanked are the many volunteers who devote time, creativity and energy to FIA events, committees and special interest groups. Finally, all of our programs are orchestrated by the FIA staff who work very hard to make them happen. Thank you all.



Rob Edwards
Chief Executive Officer

Honorary Treasurer's Report



It is my pleasure as your Treasurer for 2016 to present the Financial Report for the year ended 31 December 2016. The financial report, as presented, has been reviewed by our auditors K S Black & Co.

Summary of the Financial Results

An operating surplus of \$347k was achieved compared with the forecast of \$345k. This is a very pleasing result that puts FIA in a strong position as we move forward with the roll out of the strategic plan.

This significant result has been achieved because of the success of the conference program followed by a strong membership renewal period, consistent advertising revenue and new income streams within the education program. The surplus generated from these income streams underwrites our activity during the year.

It is pleasing to note that the membership budget was exceeded for the year. This year also saw the full rollout of FIA's webinar program which has lifted engagement by over 1,300 fundraisers to see the overall attendance of nearly 6,300 at our events across Australia. This is a pleasing result and shows the value of FIA events designed by fundraisers for fundraisers to expand their skills, improve results and drive their careers.

These results would not be possible without the significant contribution of our secretariat and over 200 extraordinary volunteers that contribute to various FIA committees.

Operating Environment

In 2016 the focus of FIA's business plan was on implementing the recommendations from the review of the 2014 - 2017 strategic plan while also reviewing and revamping our premium training products and rolling out newly developed educational courses.

To build on the well regarded online Certificate in Fundraising last year, 2016 saw the launch of a significantly enhanced online Fundraising Diploma and finalisation of the online Fundraising Essentials program which is due to go live in 2017, along with four new short courses. The completion of this development work in the education program provides FIA with a state of the art portfolio of training products that will greatly enhance the body of knowledge in the sector.

Another key change this year, as predicted in 2015, was the appointment of a senior executive to drive the establishment of the sector sustainability task force and to manage the crucial Regulatory and Government Affairs portfolio. The former comprises a panel of fundraising experts that is in the process of reviewing the need for stronger mechanisms of self-regulation in the sector.

FIA has now put in place a strong framework that will provide the basis to operationalise the outcomes required in the strategic plan.

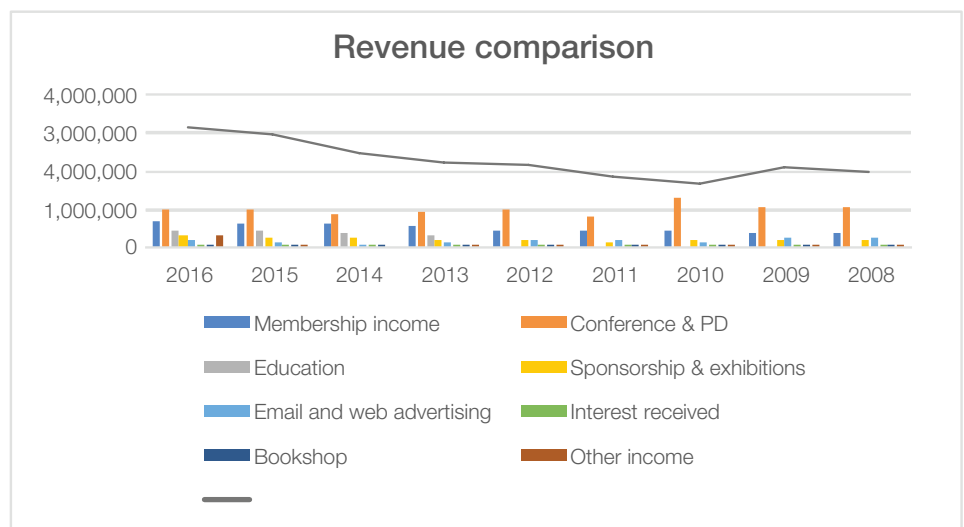
2016 saw the first full year of operation since the merger of the Include a Charity campaign which is a coalition of over 100 supporter charities who have joined together to promote the concept of leaving a gift in your Will and increasing fundraising revenue in this area. The campaign now boasts a fully integrated communications, marketing and educational program and in 2016 reached over 700 fundraisers through training days and webinars.

Income

FIA continues to reach new heights with the growth in income from conference, membership, email services, education and Include a Charity. It should be noted that the income from contributors to Include a Charity is only applied to the expenses of this campaign and FIA effectively 'ring fences' this income for that purpose.

There was also an increase in attendance and sponsorships for state and territory events with all local committees developing their member engagement activities. NSW achieved improved attendance at their events and WA and SA maintained a strong presence in their markets.

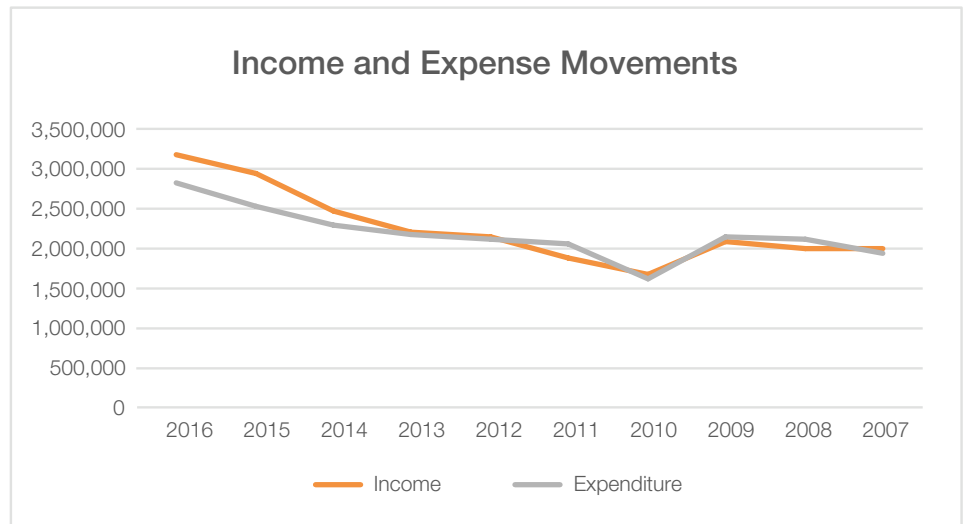
The chart below shows the income contribution from each revenue stream. It highlights not only revenue growth but also the move towards reducing reliance on conference as the major source of funding to the organisation, although this area of the business remains the most significant income stream.



Expenses

There were significant savings on expenditure of \$212k on that budgeted. Savings have been achieved in salaries, timing differences on strategic plan implementation and ongoing economies in conference costs.

The chart below shows the movement of total income and expenses from 2007 to 2016 which includes the full impact of the Include a Charity merger and cost reductions over the years.



The revenue growth since 2010 shows a compound annual/average growth rate of 9.9% with expenses contained to 7.7%, a solid growth combination.

Our Financial Position

The surplus of \$347k for yearend 2016 will build reserves to \$1.12m. This is a significant achievement and allows for the budgeted draw down from reserves towards the sector sustainability project in 2017 while ensuring a retained cash balance sufficient to meet commitments. 2016 has seen the complete integration of the Include a Charity campaign as well as significant growth in event numbers and attendances. This, coupled with a continued focus on maintaining or reducing costs across all functions, has seen a net cash inflow of \$332k this year, increasing our cash position to \$2.5m at year end.

Finance and Audit Committee

2016 saw a change to the serving members of the Finance and Audit Committee and I would like to acknowledge the outgoing committee members for their many years of service to FIA and their ongoing support:

Peter Burnett FFIA CFRE
Zoe Karkas FFIA

Thank you also to my fellow committee colleagues for their support, guidance and dedication to FIA:

Nigel Harris FFIA CFRE
Brian Holmes FFIA CFRE
Joe Shannon B. Comm CA

The committee is grateful to Directors for their diligence and active participation in the financial stewardship of FIA, and I commend the staff of FIA for their efforts in achieving the outcomes reported here for 2016.

Paul Flynn MFIA
Honorary Treasurer

Financial Reports

for Year Ended 31 December 2016

Statement of Profit or Loss and Other Comprehensive Income for the year ended 31 December 2016

	Note	2016 \$	2015 \$
Revenue	2	3,177,515	2,937,843
Administration expenses		(54,900)	(146,196)
Conference, workshop and campaign expenses		(1,589,743)	(1,355,469)
Occupancy expenses		(102,076)	(92,026)
Employee benefits expense		(1,074,915)	(927,578)
Depreciation and amortisation	3	(8,613)	(4,671)
		(2,830,247)	(2,525,940)
Surplus before income tax		347,268	411,903
Surplus after income tax expenses		347,268	411,903

Statement of Financial Position as at 31 December 2016

		2016	2015
	Note	\$	\$
ASSETS			
Current assets			
Cash and cash equivalents	6	2,571,011	2,239,051
Receivables	7	231,107	307,094
Other assets	8	1,000	6,000
Total current assets		2,803,118	2,552,145
Non-current assets			
Software, plant and equipment	9	15,051	17,440
Development costs	18	-	-
Total non-current assets		15,051	17,440
TOTAL ASSETS		2,818,169	2,569,585
LIABILITIES			
Current liabilities			
Payables	10	214,607	237,404
Provisions	12	65,765	75,104
Deferred income	11	1,363,566	1,453,082
Funds held on trust		20,373	19,751
Total current liabilities		1,664,311	1,785,341
Non-current liabilities			
Provisions	12	32,852	10,506
Total non-current liabilities		32,852	10,506
TOTAL LIABILITIES		1,697,163	1,795,847
NET ASSETS		1,121,006	773,738
EQUITY			
Accumulated funds		1,121,066	773,738
TOTAL EQUITY		1,121,066	773,738

Statement of Changes in Equity for the year ended 31 December 2016

2016	Accumulated Funds	Total
	\$	\$
Balance at 1 January 2016	773,738	773,738
Surplus for the year	347,268	347,268
Balance at 31 December 2016	1,121,006	1,121,006

2015	Accumulated Funds	Total
	\$	\$
Balance at 1 January 2015	361,835	361,835
Surplus for the year	411,903	411,903
Balance at 31 December 2015	773,738	773,738

Statement of Cash Flows for the year ended 31 December 2016

		2016	2015
	Note	\$	\$
Cash from operating activities:			
Receipts from members and customers		3,471,694	3,173,143
Payments to suppliers and employees		(3,154,940)	(2,543,760)
Interest received		21,430	25,831
Net cash generated from (used in) operating activities	14	338,184	655,214
Cash flow from investing activities:			
Payment for non-current assets		(6,224)	(13,329)
Net cash used in investing activities		(6,224)	(13,329)
Net increase in cash and cash equivalents held		331,960	641,885
Cash and cash equivalents at beginning of financial year		2,239,051	1,597,166
Cash and cash equivalents at end of financial year 6		2,571,011	2,239,051

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INDEPENDENT AUDITOR'S REPORT

To the Members of Fundraising Institute of Australia

Opinion

We have audited the financial report of Fundraising Institute of Australia which comprises the statement of financial position as at 31 December 2016, the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration.

In our opinion, the accompanying financial report of Fundraising Institute of Australia is in accordance with the Australian Charities and Not-for profits Commission Act 2012 and the Corporations Act 2001, including:

- (i) giving a true and fair view of the company's financial position as at 31 December 2016 and of its financial performance for the year then ended; and
- (ii) complying with Australian Accounting Standards to the extent described in Note 1 and the Corporations Regulations 2001

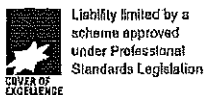
Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the company in accordance with the auditor independence requirements of the Corporations Act 2001, the Australian Charities and Not-for profits Commission Act 2012 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110: Code of Ethics for Professional Accountants (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the Corporations Act 2001 and the Australian Charities and Not-for profits Commission Act 2012, which has been given to the directors of Fundraising Institute of Australia, would be in the same terms if given to the directors as at the time of this auditor's report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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Fax 02 8838 3056



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SYDNEY NSW 2000

75 Lyons Road
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K.S. Black & Co.

ABN 48 117 620 559

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North Parramatta NSW 2151

PO Box 2210
North Parramatta NSW 1750

Emphasis of Matter – Basis of Accounting

We draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report has been prepared for the purpose of fulfilling the directors' financial reporting responsibilities under the Corporations Act 2001 and the Australian Charities and Not-for profits Commission Act 2012. As a result, the financial report may not be suitable for another purpose. Our opinion is not modified in respect of this matter.

Responsibilities of the Directors for the Financial Report

The directors of the company are responsible for the preparation of the financial report that gives a true and fair view and have determined that the basis of preparation described in Note 1 to the financial report is appropriate to meet the requirements of the Corporations Act 2001 and the Australian Charities and Not-for profits Commission Act 2012, and is appropriate to meet the needs of the members. The directors' responsibility also includes such internal control as the directors determine is necessary to enable the preparation of a financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

The directors are responsible for overseeing the company's financial reporting process.

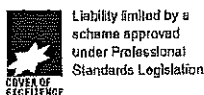
Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

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- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

KS Black & Co
Chartered Accountants

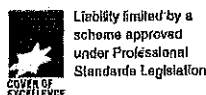


Scott Bennison
Partner

Dated: 30/1/17

Sydney

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Fax 02 8838 3056



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**AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS
ACT 2001 TO THE DIRECTORS OF FUNDRAISING INSTITUTE OF AUSTRALIA**

I declare that, to the best of my knowledge and belief, during the year ended 31 December 2016 there has been:

- a. no contraventions of the auditor independence requirements as set out in the Australian Charities and Not-for-profit Commission Act 2012 and the Corporations Act 2001 in relation to the audit; and
- b. no contraventions of any applicable code of professional conduct in relation to the audit.


KS Black & Co
Chartered Accountants



Scott Bennison
Partner

Dated in Sydney 30/1/17

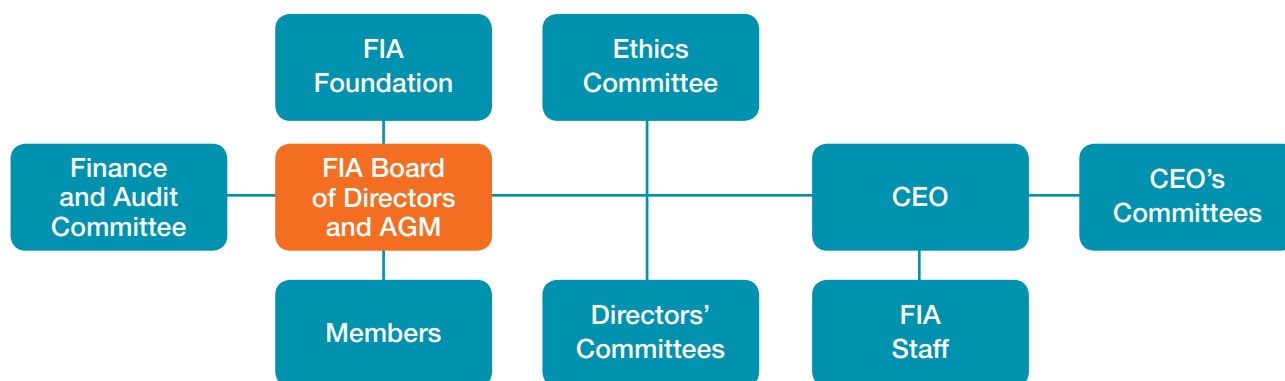
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scheme approved
under Professional
Standards Legislation


CHARTERED ACCOUNTANTS
AUSTRALIA & NEW ZEALAND

FIA Governance Structure

FIA is committed to achieving and demonstrating the highest standards of corporate governance and conducting our business in a transparent and honest framework.



FIA Board of Directors

The business and affairs of FIA are managed by the Board of Directors. The Board strives to build sustainable value for FIA's members and the fundraising industry and to achieve our mission of advancing philanthropy in partnership with industry and government.

Directors are elected for a two-year term, with the possibility of renewal for a period not exceeding six years. This period allows for the Board to establish continuity of governance, a style of authority and leadership that is compatible with its vision for the organisation and the legal and financial duties and responsibilities of the Board. The manner of their appointment is set out in the Constitution to ensure Directors hold the appropriate range of skills, knowledge and experience necessary to govern.

The Board represents and is accountable for the organisation's operations to members, funding bodies, sponsors and the community.

The Board's responsibilities include, but are not limited to:

- Providing input into and approving management strategies, budgets, programs and policies.
- Assessing performance against strategies to monitor both the performance of management, as well as the continuing suitability of strategies.
- Approving and monitoring significant capital expenditure and significant commitments under agreed programs.
- Ensuring the company operates with an appropriate corporate governance structure.
- Ensuring the company operates in accordance with the Constitution.
- Safeguarding the assets of the Company and Trust.

Directors are required to provide information about their business and other interests to the Board at the time of their appointment and this information is updated at each Board meeting or as required. A policy document provides guidelines on what constitutes a conflict of interest.

Where appropriate, Directors may seek, with the approval of the Chairman, independent professional advice on matters arising during their Board and committee duties.

Directors of Fundraising Institute Australia 2016/2017

The Board of Directors is comprised of members elected from each of the six states and the ACT. Organisational Members receive specific representation from the Organisational Member Director. The Board may also choose to appoint Directors to support specific needs of the organisation.

FIA acknowledges the hard work and dedication of those members who served as FIA Directors in 2016 and looks forward to serving with them in 2017.



Chair 2016

Nigel Harris FFIA CFRE

Occupation: Chief Executive Officer, Mater Foundation

Experience: Appointed Director February 2006; FIA Board Chair 2002-2004, 2016-present; Ethics Committee 2008-2009; Professional Development Committee 2009-present; Nominations Committee 2005-present; Finance and Audit Committee 2016-present; Sector Sustainability Taskforce 2016.



Deputy Chair

Zoe Karkas FFIA

Occupation: Principal, Why Not This & Associates

Experience: Appointed Director February 2012; FIA VIC 2011-present; FIA Treasurer February 2014-2015; Conference Committee 2014; Awards Judge 2015; Nominations Committee 2015-present; Deputy Chair 2016; Awards Committee 2014-present



Treasurer

Paul Flynn MFIA

Occupation: Chief Executive Officer, The Hospital Research Foundation

Experience: Appointed Director April 2016; Chair Finance & Audit Committee 2016; FIA SA/NT 2016



Director

(New South Wales)

Andrew Giles FFIA

Occupation:

Chief Executive Officer, Garvan Research Foundation

Experience: Appointed Director March 2016; NSW State Chair 2014, 2015; Conference Speaker 2014, 2015, 2016; Awards Judge 2015; Sector Sustainability Taskforce 2016



Director

(Queensland)

Benjamin Cox FFIA

Occupation:

Fundraising and Communications Manager, Brisbane Legacy

Experience: Appointed Director February 2012; FIA QLD 2012-present; Chair FIA QLD 2014-2015; Awards Judge 2014-2015;



Director (South Australia)

Elizabeth Davis EMFIA

Occupation:

Principal, emdf Consultancy

Experience:

Appointed Director February 2014; FIA SA/NT 2012-present; Chair FIA SA/NT 2014-2015; SA Presenters 2016; Awards Judge 2013.

**Director (Tasmania)**

Sophie Davidson MFIA

Occupation:

Deputy Director Advancement,
University of Tasmania Foundation

Experience: Appointed Director
February 2014; FIA TAS
2013-present.

**Director (Western Australia)**

Allan Godfrey FFIA

Occupation:

General Manager – Marketing, Royal
Life Saving Society Australia

Experience:

Appointed Director February 2013;
Awards Judge 2015-2016; FIA
WA 2012-present; FIA Awards
Committee Chair 2014-present

**Organisational Member
Director**

Jennifer Doubell FFIA CFRE

Occupation: Executive Director,
Peter MacCallum Cancer Foundation

Experience:

Appointed Director February
2015; Awards Judge 2014; NSW
Presenters 2013; Conference
Speakers 2015-2016; Sector
Sustainability Taskforce 2016

**Board Appointed Director**

James Garland EMFIA CFRE

Occupation:

Director, Garland Blanchard

Experience: Appointed Director
March 2016; Conference Committee
2014; VIC Presenter 2014;
Conference Committee 2015;
Conference Speaker 2015-16;
Conference Committee 2014-2015;
Awards Judge 2015-2016; FIA
Professional Identity & Development
Committee 2016

**Board Appointed Director**

Marcus Blease MFIA

Occupation: Co-Founder – Director,
Donor Republic

Experience: Appointed Director
February 2015; Awards Judge 2014-
2015; SA Presenters 2015-2016;
Sector Sustainability Taskforce 2016

**Board Appointed Director**

Trudi Mitchell MFIA

Occupation: Deputy National
Director, Australia for UNHCR

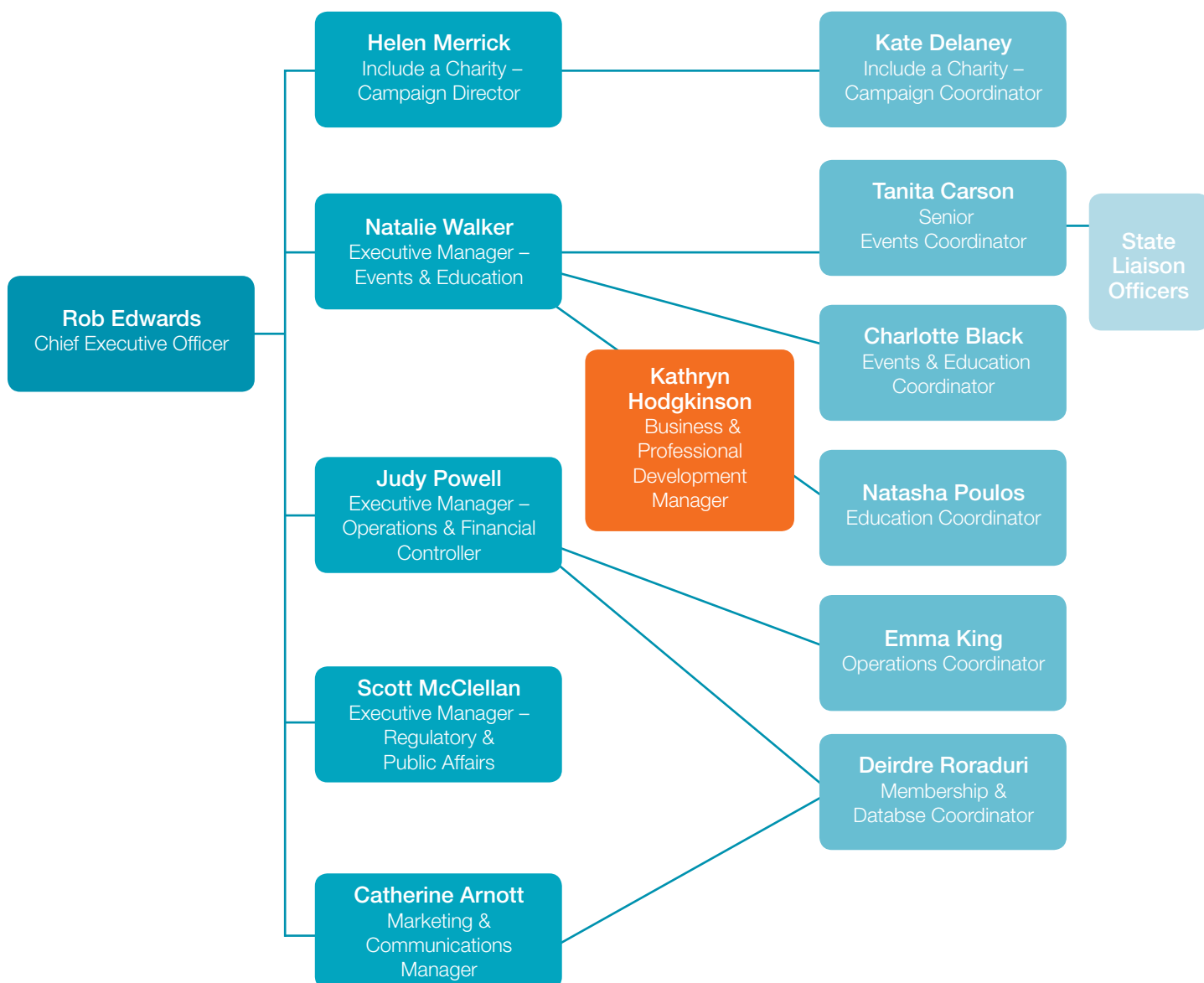
Experience: Appointed Director
February 2015; Awards Judge 2014-
2016; Sector Sustainability Taskforce
2016

FIA Secretariat

Our Service Charter

The day-to-day operations of the Institute are managed by a dedicated team of staff.

- We will be responsive and efficient in all aspects of our work.
- We will address expeditiously and respectfully the needs of members, volunteers, partners and clients, government, business and the public.
- We will provide professionally managed services, evaluate their delivery and act to improve our performance.



FIA Foundation



The FIA Foundation (Library Trust Fund) exists primarily to advance and develop the training and education of professional fundraisers by providing access to professional fundraising resources, facilitating industry research, aiding in the development of certification programs for fundraisers and promoting the contributions of professional fundraisers to our community.

The FIA Foundation was created in 1993 and the trustees are the Chair, Deputy Chair and Secretary of the FIA Board of Directors. Operating as a DGR status fund, the trustees of the Foundation have a clear vision and purpose to:

- advance and develop training and education opportunities for fundraisers (including scholarships),
- develop the Library Resource Centre, and
- promote research into the fundraising profession.

The FIA Foundation is about fundraisers supporting their own, and giving back to their Institute which in turn sponsors their professional development.



ARTHUR VENN SCHOLARSHIP

The Arthur Venn Fundraising Leadership Scholarship pays tribute to one of the founders and teachers of fundraising in Australia.

A volunteer group of experienced FIA members, The Moby's, pay tribute to Arthur Venn, a founding father of the fundraising profession in Australia, through the scholarship which supports the next generation of Australian fundraising leaders.

Arthur Venn sadly passed away on 18th January 2013. Arthur was a mentor to many fundraisers, a teacher who sought to build pride in those who took up fundraising as a profession. FIA recognises his contribution to fundraising in Australia with the Arthur Venn Fundraiser of the Year Award, which is presented at the FIA Conference.

In 2016, The Moby's introduced the John Allen Scholarship, awarded to scholars from Victoria. The 2016 scholarships funded course fees for eight FIA members to attend FIA's Fundraising Change Leadership course. These scholarships promote the importance of fundraising leadership and leadership development in the sector, and established an ongoing mentoring process for all Arthur Venn Fundraising Leadership Scholars.

2016 Arthur Venn Scholarship recipients:

- Anthea Mur MFIA, Fundraising Support Officer, Trees for Life
- Ashlie Marshall MFIA, Donor Relations & Direct Marketing Coordinator, Guide Dogs WA
- Karen Shields MFIA, Executive Manager - Donor Development, Cancer Council Queensland
- Katherine Ash MFIA, Donor Development Manager, Royal Flying Doctor Service - Queensland Section
- Mark Foyle MFIA, Divisional Public Relations Secretary, The Salvation Army (Australian Southern Territory)
- Rachael Lance MFIA, Individual Giving Manager - Regular Giving, Make-a-Wish Foundation of Australia

2016 John Allen Scholarship Recipients:

- Anne Frankenberg MFIA, Deputy General Manager, Australian National Academy of Music
- Thomas Duggan MFIA, Direct Marketing Manager, Peter MacCallum Cancer Foundation

Celebrating Distinguished Service

FIA promotes excellence in fundraising by recognising the achievements of our members in our drive to be the best we can as fundraising professionals. The contribution of these members to the fundraising profession, and the community at large, is to be admired.

Our Constitution celebrates the member journey by acknowledging the distinguished service of FIA members by the election of members to the status of:

- Fellow Member
- Emeritus Member
- Honorary Member

Fellows as at 31 December 2016

Election as a fellow is a professional honour that is awarded following intense peer review and careful consideration by the FIA Board of Directors. Fellows are nominated by their peers for their contribution to the profession. Fellows are elected by members at the Annual General Meeting.

Lesley Hooper FFIA	Martin Paul FFIA
Zoe Karkas FFIA	Margaret Haydon FFIA
David Zerman FFIA	Sharon Hillman FFIA
Alicia Watson FFIA CFRE	Roewen Wishart FFIA CFRE
Jannine Jackson FFIA CFRE	Evelyn Mason FFIA
Mark Hindle FFIA FAHP; CFRE	Brian Holmes FFIA CFRE
Andrew Markwell FFIA CFRE	Katherine John FFIA
Maurice Henderson FFIA FAHP; CFRE	Heiko Plange-Korndoerfer FFIA CFRE
Peter Dalton FFIA CFRE	Clare MacAdam FFIA CFRE
Tracey Finlay FFIA CFRE	Gail Breen FFIA
Chris Benaud FFIA CFRE	Jeremy Maxwell FFIA CFRE
Laurence Joseph FFIA	Lindsay May FFIA CFRE
Mark Quigley FFIA	Craig Gravestine FFIA CFRE
Libby Rodgers-McPhee FFIA CFRE	Jo Garner FFIA CFRE
Margaret Scott FFIA CFRE	Nigel Harris FFIA CFRE
Anne Gribbin FFIA CFRE	Graham McKern FFIA CFRE
Judy Ford FFIA CFRE	Leo Orland FFIA CFRE
Wendy Scaife FFIA	Lesley Ray FFIA CFRE
Vicky Dodds FFIA	Vicki Rasmussen FFIA CFRE
Bruno Yvanovich FFIA	Peter Burnett FFIA CFRE
Helen Smith FFIA	Tracy McNamara FFIA

Emeritus Members as at 31 December 2016

This award is bestowed by the FIA Board of Directors on retired members in recognition of their esteemed membership. Emeritus members are announced at the Annual General Meeting.

Ann Wood FFIA (Emeritus)
Ron Ellis FFIA (Emeritus) OAM
Di Clark FFIA (Emeritus)
Russell Harris FFIA (Emeritus)
David Rose FFIA (Emeritus)
Rosemary Wilcox FFIA (Emeritus)
Ted Flack FFIA (Emeritus) CFRE
Michelle Trevorrow FFIA (Emeritus) CFRE
Lyn Buckley FFIA (Emeritus)
Peter Fletcher FFIA (Emeritus) CFRE
John Townend FFIA (Emeritus) CFRE
Paul Freeman FFIA (Emeritus)
Margaret Armstrong FFIA (Emeritus)
Peter Castleton FFIA (Emeritus)
Graeme Bradshaw FFIA (Emeritus) CFRE
Dennis O'Reilly FFIA (Emeritus)
Brian O'Keefe FFIA (Emeritus)
Kenneth Harrison FFIA (Emeritus)
Jenny Marchionni MFIA (Emeritus)
Jennie Cameron MFIA (Emeritus)
Ray Crompton MFIA (Emeritus)

Honorary Members as at 31 December 2016

The FIA Board of Directors may from time to time elect to honorary membership individuals not otherwise qualified for membership. This honour is granted to those that have made a notable contribution to the fundraising profession in Australia.

William McGinly MFIA

Sid Mallory MFIA

Douglas Dillon MFIA CFRE

Andrew Watt MFIA

Michelle Campbell MFIA

Paulette Maehara MFIA CFRE

Myles McGregor-Lowndes MFIA OAM

Ian Fraser MFIA

Michael Farrell MFIA

Ann Thompson-Haas MFIA

Certified Fund Raising Executives (CFRE) as at 31 December 2016

The Certified Fund Raising Executive (CFRE) designation is a personal and professional achievement that sets standards in philanthropy and is recognised throughout the world.

FIA encourages fundraisers to achieve and maintain this credential as a mark of their commitment to the fundraising profession.

“If what we do matters, I mean really matters, then we have to be more than good at our job. We need to strive for professional identity and all it entails - including credentialing.”

Nigel Harris FFIA CFRE, Chief Executive Officer, Mater Foundation



CFRE International

Many of FIA's members have chosen to expand their education and qualifications with the notable CFRE accreditation. FIA would like to acknowledge these individuals for their dedication to their non-profit careers.

Sharyn Tidswell MFIA CFRE

Christine Anderson MFIA CFRE

Leanne Angel EMFIA CFRE

Karen Armstrong MFIA CFRE

Kelly Barrington MFIA CFRE

Chris Benaud FFIA CFRE

Paul Benjamin MFIA CFRE

Graeme Bradshaw FFIA (Emeritus) CFRE

Peter Burnett FFIA CFRE

Leigh Cleave EMFIA CFRE

Bianca Crocker MFIA CFRE

Kerry Cutting EMFIA CFRE

Peter Dalton FFIA CFRE

Douglas Dillon MFIA (Hon) CFRE

Jennifer Doubell MFIA CFRE

Kimberly Downes EMFIA CFRE

Meredith Dwyer EMFIA CFRE

Katherine Eddy MFIA CFRE

Marla Edwards MFIA CFRE

Jackie Evans EMFIA CFRE

Tracey Finlay FFIA CFRE

Ted Flack FFIA (Emeritus) CFRE

Peter Fletcher FFIA (Emeritus) CFRE

Judy Ford FFIA CFRE

Anne Frankenberg MFIA CFRE

James Garland EMFIA CFRE

Joanna Garner FFIA CFRE

Simone Garske MFIA CFRE

Craige Gravestein FFIA CFRE

Alex Green MFIA CFRE

Anne Gribbin FFIA CFRE

Nigel Harris FFIA CFRE

Rebecca Hazell EMFIA CFRE

Maurice Henderson FFIA CFRE FAHP

Brian Holmes FFIA CFRE

Jannine Jackson FFIA CFRE

Matthew Lang MFIA CFRE

Alan Le May MFIA CFRE

Clare MacAdam FFIA CFRE

Jeremy Maxwell FFIA CFRE

Lindsay May FFIA CFRE

Karen McComiskey MFIA CFRE

Graham McKern FFIA CFRE

Paulette Maehara MFIA (Hon) CFRE

Stephen Mally MFIA CFRE

Andrew Markwell FFIA CFRE

Evelyn Mason FFIA CFRE

Robert Needham MFIA CFRE

Lorraine Nothling EMFIA CFRE

Leo Orland FFIA CFRE

David Osborne EMFIA CFRE

Alison Overton EMFIA CFRE

Heiko Plange-Korndoerfer FFIA CFRE

Cheryl Pultz EMFIA CFRE

Vicki Rasmussen FFIA CFRE
Lesley Ray FFIA CFRE
Trish Roath EMFIA CFRE
Rhonda Robinson FFIA CFRE
Libby Rodgers-McPhee FFIA CFRE
Simone Rosel MFIA CFRE
Margaret Scott FFIA CFRE
Jason Shauness MFIA CFRE
Terri Sheahan MFIA CFRE
Lindsay Stokes EMFIA CFRE
Kim Sutton MFIA CFRE
Pamela Sutton-Legaud MFIA CFRE

Jane Thompson EMFIA CFRE
John Townend FFIA (Emeritus) CFRE
Peter Treseder EMFIA CFRE
Michelle Trevorrow FFIA (Emeritus) CFRE
Sonya Tufnell MFIA CFRE
Alicia Watson FFIA CFRE
Kerin Welford MFIA CFRE
Darryl Whatmough MFIA CFRE
Maree Whybourne MFIA CFRE
Susanne Williamson EMFIA CFRE
Roewen Wishart FFIA CFRE
Randolph Wood MFIA CFRE

TO OUR VOLUNTEERS, SPONSORS AND CONTRIBUTORS TO THE SECTOR, THANK YOU.

FIA works with numerous individuals within the non-profit sector, many of whom donate their time to assist with our various professional development events and projects. Capacities where FIA volunteer members contribute include:

- Constitutional and Directors' Committees
- CEO Committees
- State and Territory Committees
- Include a Charity Advisory Committee
- Presenters and tutors at education and training events
- Awards Judges

The work of FIA would not be possible without the generous support of FIA's sponsors. Your support of FIA and specific event related sponsorship makes the ongoing delivery of services possible.

The FIA Board of Directors and staff would like to take this opportunity to thank each of you for your contribution, large or small, to fundraising and to the work of Fundraising Institute Australia.

Constitutional and Directors' Committees

The FIA Board of Directors recognises the contribution of the members of the Constitutional and Directors Committees who assist the Board in ensuring a sustainable future for the Institute.

ETHICS COMMITTEE

The FIA Ethics Committee processes all complaints received through the FIA Complaints Process. It also ensures that FIA Professional Development Programs, annual presentations and National Ethics Curriculum are based on FIA Principles of Fundraising Practice and that such programs reflect the trends in ethical issues.

Linda Lavarch (Chair)
Professor Myles McGregor-Lowndes OAM MFIA (Hon)
Margaret Scott FFIA CFRE
Naomi Steer MFIA
Vera Visevic
Roewen Wishart FFIA CFRE

FELLOWS NOMINATIONS COMMITTEE

The Board established the Fellows Nominations Committee to develop a procedure for the evaluation of nominations and the decision whether or not to recommend such nominee for designation as a Fellow by election at the Annual General Meeting.

Vicki Rasmussen FFIA CFRE (Chair)
Sharon Hillman FFIA
Tracy McNamara FFIA
Bruno Yvanovich FFIA
Roewen Wishart FFIA CFRE

A special thanks to our outgoing Committee members:

Zoe Karkas FFIA (Chair) Jeremy Maxwell FFIA CFRE
Dr Ted Flack FFIA (Emeritus) CFRE

FINANCE AND AUDIT COMMITTEE

The Finance and Audit Committee has been established to assist the Board in the discharge of the Boards responsibilities for financial reporting, maintaining a system of internal control, risk management and compliance.

Paul Flynn MFIA (Chair)
Brian Holmes FFIA CFRE
Joe Shannon
Nigel Harris FFIA CFRE

NOMINATIONS COMMITTEE

The Nominations Committee lead the process for nominations for appointment and re-appointment of Chair Elect, the Board Appointed Directors, the Director from Organisational Members, nominations to Ethics Committee and other appointments as required by the Board.

Nigel Harris FFIA CFRE (Chair)
Zoe Karkas FFIA
Leo Orland FFIA CFRE
Roewen Wishart FFIA CFRE

CEO Committees

The FIA Secretariat is supported by dedicated members of the CEO Committees. Working tirelessly to provide members with quality professional development opportunities and to raise the standard of professional fundraising, we thank those who donate their time to assist us.

CONFERENCE 2016 PROGRAM COMMITTEE



FIA's 39th Conference was very successful by any measure with the number of delegates equalling those of our previous conference in 2015, our largest to date. The exhibition was the most successful it has been with 42 organisations exhibiting. The Gala Awards Dinner was also a great success with 385 people celebrating the profession.

THANKS TO OUR 2016 CONFERENCE PROGRAM COMMITTEE:

Vicki Rasmussen FFIA CFRE (Chair)	Karen Armstrong MFIA CFRE
Meredith Dwyer EMFIA CFRE	Gavin Coopey EMFIA
Stephen Ellis AMFIA	Jackie Evans EMFIA CFRE
Melita Griffin MFIA	Zoe Karkas FFIA
Lisa Kastaniotis MFIA CFRE	Stephen Mally FFIA CFRE
Jeremy Maxwell FFIA CFRE	Leo Orland FFIA CFRE
Lesley Ray FFIA CFRE	Alexandra Struthers MFIA

CONFERENCE 2017 PROGRAM COMMITTEE



The Committee behind the program for FIA's 40th Conference has done an incredible job of creating a program to meet a wide variety of member's needs. There is still much to be done before members from around Australia and the Asia Pacific region arrive at the Gold Coast Convention and Exhibition Centre for the conference from 22 – 24 February 2017.

WITH ONGOING THANKS TO OUR 2017 CONFERENCE PROGRAM COMMITTEE:

Karen Armstrong MFIA CFRE (Chair)	Lisa Allan MFIA
Stephen Ellis AMFIA	Leanne Angel FFIA CFRE
Leo Orland FFIA CFRE	Jan Chisholm MFIA
Alexandra Struthers MFIA	Sommer Davies MFIA
Gavin Coopey EMFIA	Vicki Rasmussen FFIA CFRE
Andrew Sabatino MFIA	Kim Sutton MFIA CFRE
Lesley Ray FFIA CFRE	Anna Robinson AMFIA
Jonathan Storey MFIA	

INVESTMENT COMMITTEE 2016

The Investment Committee has been established to advise FIA on the obligations for the investment of assets of the Company and the FIA Foundation. The Committee is responsible for formulating the overall investment policies of FIA, subject to approval by the Board, and establishing investment guidelines in furtherance of those policies. The Committee monitors the management of the portfolio for compliance with the investment policies and guidelines and for meeting performance objectives over time.

Peter Burnett FFIA CFRE
Katie Whiffen

Tim Hardy

CODES TASKFORCE 2016

The role of the Codes Taskforce is to ensure the FIA Principles and Standards of Fundraising Practice continue to promote best practice in the sector. The Taskforce undertakes a regular review of the existing codes and where appropriate works to create new codes to meet changing sector needs.

Jeremy Maxwell FFIA CFRE (Chair) Laurence Joseph FFIA
Leo Orland FFIA CFRE Dr Wendy Scaife FFIA

PROFESSIONAL DEVELOPMENT COMMITTEE 2016

The Professional Development Committee provides strategic advice and direction in relation to the content and structure of professional development programs offered by FIA. The Committee is made up of experts in fundraising and we are grateful for the advice and support received from the Committee.

Nigel Harris FFIA CFRE
Margaret Scott FFIA CFRE

Dr Wendy Scaife FFIA

MEDIA ADVISORY GROUP 2016

The Media Advisory Group assist FIA by enabling us to establish protocols and positioning statements for media comment and helping to present a united voice for the sector. Thank you to those organisations who participate in the Media Advisory Group.

Amnesty International	Appco Group Australia
Australian Red Cross	Cancer Council NSW
Cerebral Palsy Alliance	Cornucopia Fundraising
Fred Hollows Foundation	Heart Foundation
Starlight Children's Foundation	World Vision
WWF-Australia	

SECTOR SUSTAINABILITY TASKFORCE

The most important initiative undertaken by FIA this year has been the establishment of the Sector Sustainability Taskforce, tasked with reviewing the need for stronger mechanisms in fundraising self-regulation. FIA wishes to thank the members of the Taskforce, whose tireless efforts will make a huge difference within the fundraising sector.

Nigel Harris FFIA CFRE	Marcus Blease MFIA
Jennifer Doubell FFIA CFRE	Trudi Mitchell MFIA
Andrew Giles MFIA	Alex Green MFIA CFRE
Ben Holgate MFIA	Nicola Stewart MFIA
Andrew Thomas MFIA	Yvette Peterson MFIA
Jim Hungerford	

PROFESSIONAL IDENTITY AND DEVELOPMENT COMMITTEE

The Professional Identity and Development Committee has been established to identify what constitutes an experienced, suitably qualified professional fundraising practitioner. Thank you to those who volunteer their time and expertise.

James Garland EMFIA CFRE	Lesley Ray FFIA CFRE
Margaret Scott FFIA CFRE	Vicki Rasmussen FFIA CFRE
Leigh Cleave EMFIA CFRE	Michelle Varcoe MFIA

IAC ADVISORY COMMITTEE

The Include A Charity Advisory Committee is a CEO Committee of FIA. The Advisory Committee aims to promote philanthropy in Australia by encouraging the creation of charitable bequests. Thank you to those who volunteer their time so generously.

Ross Anderson MFIA (Chair)	Tervor Capps EMFIA
Roewen Wishart FFIA CFRE	Maisa Paiva MFIA
Jen O'Donnell AMFIA	Jakki Travers
Sharne Nicholls	Paul Evans
Christopher Baker AMFIA	Julia Schaefer
Rebecca Passlow	

AWARDS COMMITTEE

The Awards Committee was established to help FIA recognise the outstanding initiatives and innovative efforts of fundraisers, volunteers and organisations in the sector. Thank you to the volunteers whose knowledge and expertise are an invaluable resource.

Allan Godfrey (Chair) FFIA	Sharon Hillman FFIA
Ben Cox FFIA	Gilbert Lorquet MFIA

FIA STATE/TERRITORY COMMITTEES

FIA's quality and strength comes from the members who volunteer to be a part of their State/Territory Committees. The State/Territory Committees exist to deliver professional development and networking programs within their state, in order to provide FIA members with the relevant skills and competencies to act as effective fundraising professionals. FIA acknowledges the work done by all at the state/territory level to provide an outstanding year of service to the wider fundraising community.

Australian Capital Territory

Trevor Capps EMFIA (Chair)	Kellie O'Sullivan MFIA
Rhonda Robinson FFIA CFRE	Helen Falla MFIA
Dimity May MFIA	Rose Stellino MFIA

New South Wales

Andrew Giles FFIA (Director)	Len Russell MFIA
Stephen Mally FFIA CFRE (Chair)	Christine Bullivant EMFIA
Julie-Anne Slatter MFIA	Jackie Evans EMFIA CFRE
Alesha Hope MFIA	Lisa Cheng MFIA
Nick Jaffer MFIA	Lisa Miller MFIA
Karen Firestone MFIA	

Queensland

Ben Cox FFIA (Director)	Meredith Dwyer FFIA CFRE
Alexandra Struthers MFIA (Chair)	Margaret Scott FFIA CFRE
Craig Gravestine FFIA CFRE	Vicki James MFIA
Sara Mansfield EMFIA	Damian Topp EMFIA
Jock Beveridge MFIA	Kim Sutton MFIA CFRE
Harriet Carter MFIA	

South Australia

Elizabeth Davis EMFIA (Director)	Kay Milton MFIA
Paul Flynn MFIA (Director)	Sam Tolley MFIA
Darrin Johnson MFIA (Chair)	Ian Cox MFIA
Marcus Gehrig MFIA	Andrew Sabatino MFIA
Rebecca Miller MFIA	Ross Curtis MFIA

Tasmania

Sophie Davidson MFIA (Director)	Sarah Moss MFIA
Michelle Folder MFIA (Chair)	Rebecca Cuthill MFIA
Mark Foyle MFIA	Cath Adams MFIA

Victoria

Zoe Karkas FFIA (Director)	Jim Weber MFIA
Gail Breen FFIA (Chair)	Nichole Alfreds EMFIA
Veronica Gargano MFIA	Isobel Michael MFIA
Steve Francis MFIA	Pamela Sutton-Legaud MFIA

Western Australia

Allan Godfrey FFIA (Director)	Hazel Grunwaldt MFIA
Anne Smith EMFIA (Chair)	Laura Kazmirowicz MFIA
Bec Stott MFIA	Jessica Bezerra MFIA
Vicky Dodds MFIA	Michael Van Oudtshoorn MFIA
Lucinda Ardagh MFIA	Simone Yule MFIA

Include a Charity

**WE HAVE OVER
100 SUPPORTER CHARITIES,
WHO ARE JOINING TOGETHER TO TRANSFORM
THE LANDSCAPE OF GIFTS IN WILLS FOREVER**



FIA offers organisational members the opportunity to participate in the Include a Charity campaign, which is a collaboration of many of Australia's most progressive charities that have joined forces to promote the concept of leaving a gift in your Will and to increase fundraising revenue in this area.

By working together, we want to change charity giving forever, so that over time, gifts in Wills become the norm for many, rather than just a few.

Australia is known to be one of the most generous nations on earth when it comes to charitable giving. 87 per cent of Australians will support a charity in their lifetime by making a donation, taking up a challenge, holding or attending an event or volunteering time. When asked, 29 per cent of Australians say they would be willing to leave a gift in their Will once family and friends had been provided for. The trouble is only 7.5 per cent of Australians actually end up doing that.

If the percentage of Australians making a bequest were to increase to just 12 per cent, an additional \$440 million would be created for charities in Australia every year to help them continue their amazing work.



Include a Charity Week 2016

For one week each September, our campaign focuses on Include a Charity Week, a PR-focused activity to amplify and maximise our message. Aligned with international legacy weeks across the USA, Canada, Europe and New Zealand, Include a Charity Week raises the profile of charitable gifts in Wills and provides an opportunity for supporter charities to convey their importance.

Include a Charity Week 2016 was held from 5 - 11 September. It featured a visit from respected UK fundraising expert, Stephen George, media interviews and breakfast events for the charitable sector in five cities.

Some key outcomes of Include a Charity Week 2016 include:

- Nearly 200 people attended our Include a Charity Week events across Australia
- 90,189 people reached on Facebook and 391 new page likes
- 76,000 views on our digital campaign video
- 243 website clicks through display remarketing
- 219 clicks to our website from our Lawyers Weekly online banner
- 276 views of our article on Lawyers Weekly website
- 55 media pieces across print, radio and online
- 61 per cent supporter engagement against a target of 40 per cent

include *a charity*
Help the work live on.

EVENTS AND TRAINING

- We held Bequest 101 training in four cities and had 31 attendees
- We supported Special Interest Groups in Sydney, Melbourne and Brisbane and had over 150 attendees
- We held Gifts in Wills training days in Sydney and Melbourne and had 42 attendees

THANKS TO OUR 2016 SPEAKERS:

Ross Anderson MFIA	Rebecca Passlow
Dr Christopher Baker AMFIA	Arnis Stonis
Stephen George	Jakki Travers
Sharne Nicholls	

WEBINAR SERIES

In 2016 we held four webinars and a total of 256 attendees tuned in.

Thanks to our 2016 presenters:

Ross Anderson MFIA	Maisa Paiva MFIA
Gavin Coopey EMFIA	

We would like to thank all of the Include a Charity campaign supporters for their valuable contribution.

We would also like to thank our Advisory Committee and Ambassadors in each state for all of their hard work throughout the year.

By continuing to work together we believe we can continue to change beliefs and increase gifts in Wills funding for the whole sector.

**WHAT WILL
YOUR LEGACY BE?**

INCLUDE A CHARITY

Education & Training

The training provided by FIA is comprehensive, practical and interactive. We aim to ensure that our courses help attendees to expand their skills, improve their results and drive their careers forward. We would like to thank all of those around Australia who assist us in this endeavour.

FIA's 39th Conference - Dive into Different Thinking

FIA'S 39TH CONFERENCE – DIVE INTO DIFFERENT THINKING

FIA's Conference is the peak event of its kind in the southern hemisphere. The conference program is designed to ensure that fundraisers get exposure to core and up to date fundraising techniques, disciplines, trends and ideas. Thank you to our speakers who generously volunteer their time to provide this opportunity. We also thank our sponsors and exhibitors who, through their support, ensure that the conference remains an affordable training opportunity.



2016 CONFERENCE SPEAKERS

Louise Acheson	David Rickards
Ross Anderson MFIA	Anna Robinson AMFIA
Karen Armstrong MFIA CFRE	Kristofer Rogers
Paul Bailey	Prof Wendy Scaife FFIA
Rosie Batty	Margaret Scott FFIA CFRE
Marcus Blease MFIA	Will Scully-Power
Nicole Brasz	Julie-Anne Slatter MFIA
Meredith Dwyer EMFIA CFRE	Nicola Stewart MFIA
Gregory Campitelli MFIA	Alex Struthers MFIA
Fraser Carson	Sean Triner MFIA
Mark Cerche	Marcelo Ulvert
Jan Chisholm MFIA	Daryl Upsall
Vikram Chowdhary	Kate Van de Peer MFIA
Jena Clark	Karen Van Sacker CFRE
Leigh Cleave EMFIA CFRE	Elizabeth Veal MFIA
Fiona Collis	Ruth Wicks
Gary Conyers	Roewen Wishart FFIA CFRE
Jade Coulter	Tim Wood
Ben Cox MFIA	Carl Young
Roger Craver	David Zerman FFIA
Peter Dalton FFIA CFRE	Nick Jaffer MFIA
Sharon Dann	Vicki James MFIA
Jon Dawson	Fiona Kalaf MFIA
David Jack MFIA	Zoe Karkas FFIA
Jennifer Doubell MFIA CFRE	Jonathan Krause
Chris Downes	Ben Littlejohn MFIA
Tom Duggan MFIA	Simon Lockyer
Kate Eddy MFIA CFRE	Anthea Lowe MFIA
Luke Edwards MFIA	Jessica Macpherson MFIA
Ron Fairchild CFRE	Philip Mayers MFIA
Melinda Farrell MFIA	Heather McGinness MFIA (AFP)
James Garland EMFIA CFRE	CFRE
Jo Garner FFIA CFRE	Bruce McKaskill
Linda Garnett	Fiona McPhee
Andrew Giles FFIA	Helen Merrick MFIA
Martin Gill	Sadie Moore MFIA
Jonathon Grapsas MFIA	Kerren Morris MFIA
Craige Gravestein FFIA CFRE	Ben Morton Wright
Melita Griffin MFIA	Peter Muffett
Nigel Harris FFIA CFRE	Erica Myers-Tattersall MFIA
Kevin Hawkins	Shanelle Newton Clapham
Mali Hawkins	Scott Nicholson MFIA
Ferdi Hepworth	Nicola Norris
Ben Hirschfeld	Anthony Nowak MFIA
Ben Holgate MFIA	Rebecca Passlow
Brian Holmes FFIA CFRE	Martin Paul MFIA
Lesley Hooper FFIA	Yvette Petersen MFIA
Cheryl Pultz EMFIA CFRE	Cameron Prout
Lesley Ray FFIA CFRE	

CONFERENCE 2016 WAS PROUDLY SUPPORTED BY:

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 **go fundraise**
GO MAKE A DIFFERENCE

2016 CONFERENCE EXHIBITORS

2evolve Pty Ltd	Fundraising Research & Consulting
Advanced Solutions International (ASI)	GalaBid
Appco Group Support	GoFundraise
AskRIGHT	Good2Give
Aspire Non Profit Consulting	Helping Hand Group
Australian Charities and Not-for-Profits	List Factory
Commission	Mail Makers Integrated
Beaumont Not-for-Profit	March One
Blackbaud Pacific	Marketsoft - LemonTree
Blue Star Group	Melbourne Mail Management
Candida Envelopes	Melbourne Mailing
Causeview	Momentary
Cohort Global	Morphate - Technology for Good
Communication Direct	NGO Recruitment
Conexum	Pareto Fundraising
Connecting Up	Perfect Events
Contact Centres Australia	PFS
Cornucopia	Pro Bono Australia
Corporate Traveller	Pronto Direct
Creditsoft Solutions Pty Ltd	Robejohn
Doltone House Venue & Catering	Salesforce.org
Collection	Senses Data
DonorDrive Peer-to-Peer Fundraising	Strategic Grants
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ES WIGG & SON PL	thankQ
everydayhero	The Collection Box Company
Ezescan	The Prospect Shop
Ezidebit	The Realbuzz Group
Ezybidz Fundraising Solutions	Windsor Recruitment
Fat Beehive	Xponential Fundraising
FrontStream AsiaPacific	Xponential Strategy
Fundraising and Philanthropy	



FIA Professional Development



As the leading provider of fundraising education and training in Australia, Fundraising Institute Australia (FIA) strongly believes in the importance of ongoing professional development to enhance an individual's career potential and contribution to the effectiveness of their organisation.

Designed by fundraisers for fundraisers, FIA's comprehensive, practical and interactive education and training program provides an opportunity for participants to expand their skills, consolidate their knowledge, hone their leadership and management abilities, improve their results and drive their career forward.

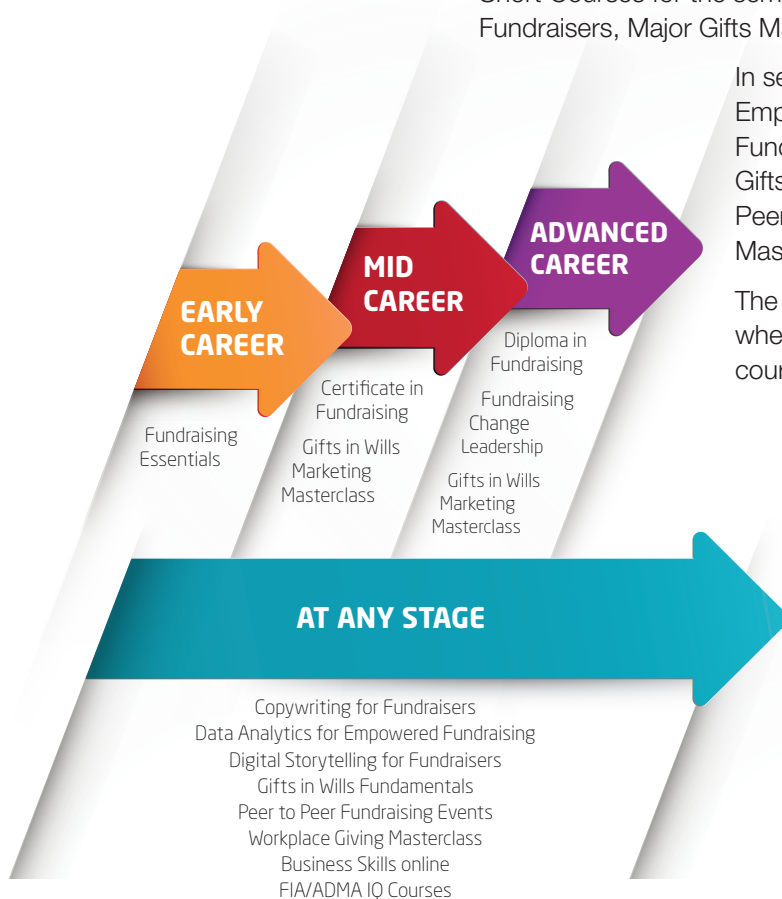
In April, FIA proudly announced the launch of the new online Diploma in Fundraising, and in May, the launch of the new online Certificate in Fundraising. These two new online courses were developed to accommodate busy schedules and allow for more flexibility in FIA's education offerings. Students registering for the Certificate in Fundraising will now have two options to choose from, the popular in-class course or the new online format.

Both the new online Certificate and Diploma in Fundraising have been attracting a steady stream of enrolments across Australia as well as several enquiries from overseas. In October, FIA enrolled the first international student (Jakarta, Indonesia) into the Certificate in Fundraising. She is doing exceptionally well and has already passed comment on how beneficial the first module has been for her organisation.

Short Courses for the semester one program included: Copywriting for Fundraisers, Major Gifts Masterclass II, and Gifts in Wills Fundamentals.

In semester two FIA offered: Data Analytics for Empowered Fundraising, Digital Storytelling for Fundraisers, Fundraising Change Leadership, Gifts in Wills Marketing Masterclass, Peer to Peer Fundraising Events, and Workplace Giving Masterclass.

The infographic beside illustrates that no matter where fundraisers are in their career, FIA offers a course to support, develop and enhance their skills.



MONTHLY WEBINAR SERIES

Now in its second year, our Webinar Series has proven most successful with lots of positive feedback from members.

Our thanks and appreciation goes to GoFundraise in supporting the 2016 Webinar Series and to their team who ensured that our webinars run smoothly each month.

We would also like to thank all the presenters for the time, effort and passion they put into preparing their webinars and for making the 2016 series such a successful one. We would also like to acknowledge Stephen Mally FFIA CFRE for his valuable time in planning the series, coordinating the speakers and for his role as MC throughout the year.

This year's webinars topics have included:

Top 5 Barriers to Growth

Presented by: Roger Craver, Chief Editor, The Agitator - FIA Conference 2016 keynote speaker

The Real Cost of Poorly Maintained Data

Presented by: Sean Burgess, Business Development Manager, Blue Star Direct; Ben Coady, Head of Sales, Blue Star Direct and Georgie Brooke, Managing Director, Greater Data

Prospect Development: Advancing Relationships with Principal and Major Gift Donors

Presented by: James O'Brien, Senior Consultant, AskRIGHT

Crowdfunding

Presented by: Luke Edwards MFIA, Director, Elevate Fundraising

Preparing for Include a Charity Week

Presented by: Karen Armstrong MFIA CFRE, Campaign Director, Include a Charity

FIA Awards 2016 Case Study: Kiss Goodbye to MS Campaign

Presented by: Len Russell MFIA, Head of Fundraising MS Research Australia and Richelle King MFIA, Campaign Manager

How to Raise More Money Through Third Party Events

Presented by: Stuart Finlayson, CEO and Co-Founder, GoFundraise and Anthea Cohen, Head of Marketing, GoFundraise

#Giving Tuesday 2016: What is it, and how do I get ready?

Presented by: Ryan Jones, Technology & Membership Coordinator, Connecting Up

Last minute insights to squeeze that extra bit of cash from your Christmas appeal

Presented by: Sean Triner, Co-Founder/Director, Pareto Fundraising

Double Your Donations with Employer Matching Gifts

Presented by: Adam Weinger, President, Double the Donation

Trends and Insights into a NFPs Data

Presented by: Charlotte Grimshaw, Director, Fundraising Research Consulting, Tim Hardy, Associate Director, Government, Education & Community Business and Franchising Banking, NAB & Lianne McGrory MFIA, Sales Director, Blackbaud

2017 FIA Conference Webinar: A conversation with Derrick Feldmann

Presented by: Researcher and Author Derrick Feldmann, President, Achieve (2017 FIA Conference - Keynote Speaker)

Proudly supported by



EDUCATION VENUE PARTNERS

Throughout the year our venue partners are vital to the success of FIA's Education and Professional Development Program. We would like to extend our thanks and gratitude for your generous contribution to the sector and for your commitment to making the delivery of our courses possible.

Our heartfelt thanks to:

Australian Red Cross
Beaumont Consulting
Deaf Children Australia
Flinders Foundation
Garvan Institute of Medical Research
Guide Dogs SA/NT
Heart Foundation Tasmania
Legacy
Macquarie University
QIMR Berghofer Medical Research Institute
Scripture Union Queensland
visAbility
Westpac Banking Corporation

FUNDRAISING ESSENTIALS

Fundraising Essentials is the '101' of fundraising- a big picture overview complete with practical tools. This course has been developed by education specialists along with senior fundraising professionals, to be delivered by experienced tutors who are currently working in the fundraising sector.

Thank you to our 2016 tutors:

Frances Cinelli EMFIA	Bianca Crocker MFIA CFRE
Tracey Finlay FFIA CFRE	Stephen Mally FFIA CFRE
Heiko Plange-Korndorfer FFIA CFRE	Andrew Sabatino MFIA

THE FISH COMMUNITY SOLUTIONS SCHOLARSHIP

The Fish Community Solutions Scholarship was offered again in 2016 for the Fundraising Essentials course. Applicants must have had less than three years professional fundraising experience, and be from charities with a turnover of less than \$500,000.

This year's scholarship was awarded to Rachael Zaltron, Backpacks for SA Kids.

Founded by Rachael herself in 2013, this small charity provides clothes and personal supplies to children placed in emergency foster care, kinship care or domestic violence.

CERTIFICATE IN FUNDRAISING

The Certificate in Fundraising is best practice fundraising training for new fundraisers and those wishing to formalise or expand their existing skills. Every aspect of fundraising is covered, giving students a comprehensive view of the environment in which fundraisers operate and compete for funds, as well as the practical knowledge to generate substantial revenue. The Certificate is practical and interactive, and enables students to learn from Australia's top fundraisers. The Certificate is now available online as well as an in-class format, which allows students to expand their knowledge base, whilst progressing in their fundraising careers.

Our tutors are all passionate fundraisers who bring with them years of experience, skills and knowledge. They create a relaxed open learning environment, where participants exchange ideas, information and learn from their peers. Their use of real-life scenarios and their enthusiasm for fundraising and learning makes each session highly valuable.

Thank you to our 2016 tutors:

Daniel Bernstein MFIA	Marcus Blease MFIA
Bianca Crocker MFIA CFRE	Tracey Finlay FFIA CFRE
Clare MacAdam FFIA CFRE	Heiko Plange-Korndorfer FFIA CFRE
Christiana Stergiou MFIA	Bruno Yvanovich FFIA

FIA CERTIFICATE IN FUNDRAISING SCHOLARSHIP

The FIA Certificate in Fundraising Scholarship is available for one FIA member per state to complete the Certificate in Fundraising. Scholarships have been awarded since 2013 to dynamic and deserving recipients who have taken the *FIA Certificate in Fundraising* course and have expanded their fundraising knowledge and expertise.

The 2016 scholarship recipients were:

Kylie Kingston AMFIA
Will Kirsop MFIA
Stephanie Byrne MFIA

FIA is proud to acknowledge the achievement of the following graduates of the Certificate in Fundraising for 2016:

Roshini Mohan	Natalie Watson
Monique Lezzi	Robert Stewart
Melissa Sexton	Cassie Bled
John Bancroft	Danny Stagnitta
Madeleine Buchner	Ben Sanderson
Iain Murray	Rowan Lyon
Louise Jordan	Cherilyn Bridge
Elizabeth Veal	Karen Firestone
Tricia Brown	Milica Milic
Adrian Scerri	Penny Hackney
Melissa Dodd	Janet Simpson
Nicholas Dean	Laura Henschke

Graduating
Students
Class of 2016

FUNDRAISING PRACTICE CERTIFICATE

FIA is proud to acknowledge the achievement of the following graduate of the Fundraising Practice Certificate in 2016:

Jacqueline Wells

FIA DIPLOMA IN FUNDRAISING

FIA's Diploma in Fundraising is open to Australian and International students by distance education and provides the skills and knowledge required to enhance the careers of professional fundraisers and those involved in the non-profit sector.

Students are guided by highly regarded fundraising professionals. Both are experienced tutors, Fellows of FIA (FFIA), hold the Certified Fund Raising Executive (CFRE) credential, are committed to the fundraising sector and dedicated to ongoing learning. Their sector knowledge, career accomplishments and real-world business experience gives them an intimate understanding of the issues and challenges fundraisers face every day.

We would like to thank our Diploma tutors:

Margaret Scott FFIA CFRE and
Chris Benaud FFIA CFRE

FIA SHORT COURSES

The new Short Course programs offered this year were aimed at skill enhancement specific to the fundraising sector. We would like to thank our trainers who delivered and helped develop several of these courses.

COPYWRITING FOR FUNDRAISERS

The Copywriting for Fundraisers workshop is a hands-on experience packed with tips and hints to help students become better writers at work. The course demonstrates the value of plain English, with a special focus on fundraising copy.

Thank you to our 2016 tutor:

Frank Chamberlin EMFIA

DATA ANALYTICS FOR EMPOWERED FUNDRAISING

This course teaches students how to build better donor loyalty with insights and evidence from data analytics, reporting and usage. Students learn how to analyse donor behaviour, testing, reactivations, bonding and conversion programs and build an evidence based donor/prospect engagement plan to achieve best practice fundraising.

Thank you to our 2016 tutor:

Kathy John FFIA

DIGITAL STORYTELLING FOR FUNDRAISERS

Great stories can turn a passive browser into a financial supporter. To do this, the story must be relevant to your supporter and how they think and feel about your brand. To achieve your revenue goals, your organisation must create content that is highly emotional, informative and sometimes entertaining. This is what people remember and share. This one-day course delves into case studies and real-world examples of how you can better meet your supporter's expectations.

Thank you to our 2016 tutor:

Shanelle Newton Clapham

FUNDRAISING CHANGE LEADERSHIP

Learn how to achieve dynamic growth in fundraising through 'fundraising change leadership'. Learn how, as a fundraising change leader, you can transform your fundraising program and team from good to great. This course teaches students the skills they need to succeed.

Thank you to our 2016 tutors:

Peter Dalton FFIA CFRE

Nigel Harris FFIA CFRE

GIFTS IN WILLS FUNDAMENTALS

This one day course looks at how to develop an effective Gifts in Wills program in line with your organisations values and supporters. You will learn how the Gifts in Wills program fits into a total development strategy, what it means to be donor centric, why people leave a gift in their will, and discuss and review bequests research findings and case studies. The course also covers bequest continuum, prospect identification, communication tools, stewardship, the role of the Gifts in Wills Officer, and valid KPIs.

Thank you to our 2016 tutor:

Evelyn Mason FFIA

GIFTS IN WILLS MARKETING MASTERCLASS

This one-day interactive workshop and masterclass goes beyond the fundamentals of Gifts in Wills promotions – empowering attendees to go back to work and implement proven strategies immediately. This masterclass will show that any size organisation can benefit from a well-planned Gifts in Wills marketing strategy. You will learn how to target the best Gifts in Wills prospects, how to convert prospects to leads and leads to benefactors, how to make the ask, how to create an annual Gifts in Wills marketing strategy, how to apply the latest research to your marketing strategy and create meaningful reporting systems.

Thank you to our 2016 tutor:

Evelyn Mason FFIA

MAJOR GIFTS MASTERCLASS II

This one-day Masterclass is ideal for experienced practitioners in major gift programs, capital campaigns, and endowment campaigns. Craige engages advanced practitioners in hands-on prospect solicitation strategy and successful advocate enlistment, using participants' own or assumed prospects as case studies. Learn the 11 steps to crafting a confidence building meeting plan for a big gift ask, and how to ask for a big gift.

Thank you to our 2016 tutor:

Craige Gravestein FFIA CFRE

PEER TO PEER FUNDRAISING EVENTS

This interactive course is not about running a gala ball or about the logistics of events – It's about the strategy behind creating and participating in peer-to-peer fundraising events, and how to market those opportunities. Participants will learn how to launch new events, how to leverage digital to enhance campaigns and how to measure success.

Thank you to our 2016 tutor:

Anthea Cohen

WORKPLACE GIVING MASTERCLASS

Workplace giving is an easy and cost-efficient way to make tax effective donations. Drawing on Good2Give's latest Australian research and extensive corporate client experience, this course examines workplace giving from both an employer and a charity perspective and provides insight into opportunities, best practice strategies and the future of workplace giving.

Thank you to our 2016 tutors:

Rachael Beckett

Chris Wishart



MENTOR PROGRAM

All FIA members are welcome to participate in our Mentoring Program. The program is suitable both for senior industry practitioners and those new to the fundraising profession.

The goal of the program is for the mentor to share their wealth of professional knowledge and life experiences with members new to fundraising, regardless of age, and provide valuable insights, advice and guidance in relation to the mentee's work and career.

The duration of the mentoring arrangement is left entirely up to the participants, but the timing is usually between six and twelve months. It is a flexible arrangement which fits in with the busy schedules of both the mentor and mentee.

Guidelines are provided so that members know what to expect and evaluations are undertaken upon completion of the program. The program is free to all FIA members.

Currently the mentor program runs nationwide, with explicit programs in NSW, QLD and VIC. Mentor Program Portfolio Holders in these states in 2016 included:

- QLD** Jock Beveridge MFIA
- NSW** Julie-Anne Slatter MFIA
- VIC** Isobel Michael MFIA
- WA** Anne Smith EMFIA

We would like to thank Melita Griffin MFIA in Tasmania, Heiko Plange-Korndoefer FFIA CFRE and Vicki Reynolds MFIA in Western Australia and Tracey Finlay FFIA CFRE in South Australia for helping mentees in their states to find suitable mentors when needed.

We would also like to thank ASI for sponsoring the 2016 Mentor Program in NSW and VIC.



State and Territory Event Presenters and Sponsors

Throughout the year, FIA State and Territory Committees facilitate ongoing local training and networking opportunities.

New South Wales 2016 Presenters

Marcus Blease MFIA	Luke Branagan
Luke Bridges	Hailey Cavill
Este Darin-Cooper	Adam Drinan
Meredith Dwyer FFIA CFRE	Alyssa Jones
David Locke	Lianne McGrory
Kim Morris	Michelle Murray MFIA
Jess Pearson	Mark Quigley MFIA
Margaux Smith MFIA	

2016 New South Wales event sponsors:



Victoria 2016 Presenters

Paul Bailey CFRE
John Burns
Hailey Cavill
Peter Dalton FFIA CFRE
Tom Duggan MFIA
Sarah Davies
Kate Eddy MFIA CFRE
Rob Edwards
Paul Evans
Alex Furman
Paula Gething

Janet Grima MFIA
Nigel Harris FFIA CFRE
Tanima Haque
Audrey Hii
Julie Johnson EMFIA
Michael Labiris
Tabitha Lovett
Jess Macpherson MFIA
Alex Monday
Anna Robinson AMFIA
Jason Smith

The Victorian Committee is proudly supported by:



Queensland 2016 Presenters

Tanya Busoli MFIA
Hilary Clarke
Ben Cox MFIA
Meredith Dwyer EMFIA CFRE
Rob Edwards
Martin Gill
Rebecca Green
Nigel Harris FFIA CFRE
Katrina Hart
Matt Lang
Bruce Macdonald

Stephen Mally FFIA CFRE
Sara Mansfield
Nicola Manson
Prof Myles McGregor OAM
Angela Perry
Lesley Ray FFIA CFRE
Prof Wendy Scaife FFIA
Terri Sheahan MFIA CFRE
Alex Struthers MFIA
Kim Sutton MFIA CFRE
Andrew Thomas MFIA

The Queensland Committee is proudly supported by:



Western Australia 2016 Presenters

Fiona Allan
Jessica Bezerra MFIA
Paula Cameron
Karen Carriero
Ben Clark
Fiona Dickson
Vicky Dodds FFIA
Rob Edwards
David Flanagan
Corinne Hawke
Lesley Hooper FFIA
Renae Loftus AMFIA

Ashlie Marshall MFIA
Vicki Rasmussen FFIA CFRE
Alison Ray
Stuart Riddle
Peter Rutter
Andrew Sabatino MFIA
Anne Smith EMFIA
Christiana Sterigou MFIA
Bec Stott MFIA
Sean Triner MFIA
Michael van Oudtshoorn MFIA

The Western Australia Committee is proudly supported by:



South Australia 2016 Presenters

Karen Armstrong MFIA CFRE
Ross Curtis MFIA
Clare MacAdam FFIA CFRE

John McLeod
Christina Flourentzou

2016 South Australia event sponsors:



Australian Capital Territory 2016 Presenters

Karen Armstrong MFIA CFRE
Jessica Schumann
Jakki Travers

2016 Australian Capital Territory event sponsors:



include *a charity*
Help the work live on.

Tasmania 2016 Presenters

Christopher Brown
Jonathan Duddles
Gaye French

Kimberley Martin
Jakki Travers

National Awards for Excellence in Fundraising 2016



The FIA Awards for Excellence in Fundraising are a key component of FIA's commitment to champion best practice in fundraising. The Awards recognise the outstanding initiatives and innovative efforts of fundraisers, volunteers and organisations. They celebrate fundraisers' hard work and successes across the year, provide an opportunity for acknowledgment by your peers, and promote the role of fundraising in improving our society.

CATEGORY JUDGES

The following FIA members provided assistance in the first round of State Award judging. FIA thanks them for their contribution to celebrating fundraising success.

Donor Acquisition

Sally Shepherd MFIA	John Haynes MFIA
Jeremy Maxwell FFIA CFRE	Yvette Petersen MFIA

Donor Renewal

Stephen Mally FFIA CFRE	Kari Legge MFIA
Cheryl Pultz EMFIA	Sam Tolley MFIA

Major Gifts

Alex Green MFIA CFRE	Jock Beveridge MFIA
Melita Griffin MFIA	Vicki Rasmussen FFIA CFRE

Bequests/Gifts in Wills

Ross Anderson MFIA	Karen Armstrong MFIA CFRE
Marcus Blease MFIA	Nola Wilmot EMFIA

Capital Campaigns

Roewen Wishart FFIA CFRE	Kim Downes EMFIA CFRE
James Garland EMFIA CFRE	Daniel McDiarmid FFIA CFRE

Special Events

Trudi Mitchell MFIA	Meredith Campbell EMFIA CFRE
Joanne Rogers	Gilbert Lorquet MFIA

Emergency Relief Appeals

Lisa Allan MFIA	Zoe Karkas FFIA
Kathryn Sell MFIA	Leo Orland FFIA CFRE

Fundraising on a Shoestring

Lizzie Borwick	Ben Cox MFIA
Bianca Crocker MFIA	Frances Cinelli EMFIA

NATIONAL JUDGES

Organisational award finalists are then submitted to the National Judges to determine the overall winners in the FIA Awards for Excellence. State and Territory Committees judged the Young Fundraiser of the Year and Volunteer of the Year submissions from within their states and the winner from each state went on to national judging. FIA thanks the National Judges for their contribution to celebrating fundraising success.

Allan Godfrey EMFIA	Rob Edwards
Jan Chisholm MFIA	Peter Burnett FFIA CFRE

Awards for Excellence Winners 2016

The 2016 Awards were judged in two divisions for each category:

- Under \$5 million revenue (excluding bequest revenue); and
- Over \$5 million revenue (excluding bequest revenue)

PRINCIPAL AWARDS

Most Effective Creative Campaign

Only organisational category award winners are eligible for this award, the winner being the most outstanding display of effective use of creative to communicate the need of your organisation.

2016 winner:

MS Research Australia
Kiss Goodbye to MS (NSW)

Most Outstanding Fundraising Project

Only organisational category award winners are eligible for this award, the winner being the most outstanding entry across all categories.

2016 winner:

Oxfam Australia
*Nepal Earthquake Appeal
2015 (VIC)*

Highly commended:

National Stroke Foundation
*Gifts in Wills Direct Marketing
Campaign (VIC)*

ORGANISATIONAL AWARDS

Donor Acquisition

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an **ive** business

Over \$5 million revenue:

Royal Life Saving Society WA – *Royalty VIP Club (WA)*

Under \$5 million revenue:

International Women's Development Agency – *2-step Acquisition: End The Right To Rape Campaign (VIC)*





Donor Renewal

Over \$5 million revenue:

Berry Street – *Enough! No More Hurt* (VIC)

Highly commended:

Bush Heritage Australia – *Yantabulla Wetlands 2015 Winter Appeal* (VIC)

Under \$5 million revenue:

Diabetic Association of Queensland (Diabetes Queensland)
– *Diabetes Queensland Survey & Re-activation Campaign* (QLD)

Highly commended:

Assistance Dogs Australia – *Donor care and renewal programme* (NSW)

Major Gifts

Over \$5 million revenue:

Walter and Eliza Hall Institute of Medical Research
– *Centenary Campaign (Phase One)* (VIC)

Capital Campaigns

Under \$5 million revenue:

Hear and Say – *Project Possibility* (QLD)

and

Ronald McDonald House South East Queensland – *Power of Love* (QLD)



Bequests/Gifts in Wills

Proudly sponsored by

include *a charity*
Help the work live on.

Over \$5 million revenue:

National Stroke Foundation – *Gifts in Wills Direct Marketing Campaign* (VIC)

Highly commended:

WWF Australia – *WWF Bequest Campaign* (NSW)

Under \$5 million revenue:

Share – *Gifts in Wills Marketing* (VIC)

Emergency Relief Appeal

Over \$5 million revenue:

Oxfam Australia – *Nepal Earthquake Appeal 2015* (VIC)

Highly commended:

UNICEF Australia – *Nepal Earthquake Children's Emergency Appeal* (NSW)



Special Events

Over \$5 million revenue:

St Vincent de Paul Society VIC – *Vinnies CEO Sleepout (VIC)*

Under \$5 million revenue:

MS Research Australia – *Kiss Goodbye to MS (NSW)*

INDIVIDUAL AWARDS

Arthur Venn Fundraiser of the Year

Proudly sponsored by



The winners of the 2016 Arthur Venn Fundraiser of the Year are:

Jennifer Doubell MFIA CFRE

and

Peter Dalton FFIA CFRE

Young Fundraiser of the Year

Proudly sponsored by



The winner of the 2016 Young Fundraiser of the Year is:

Andrew Sabatino MFIA, Guide Dogs SA/NT (SA)



Volunteer of the Year

Proudly sponsored by



The 2016 Volunteer of the Year is:

Kevin Enchelmaier, nominated by Mater Foundation (QLD)

Awards for Excellence Finalists 2016

A big thank you to all contributors. The submissions represented a cross section of the amazing work carried out by our members and our judges agreed that this year's submissions were some of the best ever received.

Donor Acquisition

Over \$5 million revenue:

- Guide Dogs Victoria – *Acquisition Campaign (VIC)*
- Royal Life Saving Society WA – *Royalty VIP Club (WA)*

Under \$5 million revenue:

- ActionAid – *ActionAid's Hunger Hurts Acquisition Campaign (NSW)*
- International Women's Development Agency – *2-step Acquisition: End The Right To Rape Campaign (VIC)*
- Men of League Foundation – *Men of League Tax Acquisition 2015 (NSW)*

Donor Renewal

Over \$5 million revenue:

- Berry Street – *Enough! No More Hurt (VIC)*
- Bush Heritage Australia – *Yantabulla Wetlands 2015 Winter Appeal (VIC)*
- Youth Off The Streets – *2014 Christmas Appeal (NSW)*

Under \$5 million revenue:

- Assistance Dogs Australia – *Donor care and renewal programme (NSW)*
- Diabetic Association of Queensland (Diabetes Queensland) – *Diabetes Queensland Survey & Re-activation Campaign (QLD)*
- Legacy Brisbane – *ANZAC Day Appeal 2015 (QLD)*

Major Gifts

Over \$5 million revenue

- The Fred Hollows Foundation – *Portfolio for Investment Campaign (NSW)*
- Walter and Eliza Hall Institute of Medical Research – *Centenary Campaign (Phase One) (VIC)*

Bequests/Gifts in Wills

Over \$5 million revenue

- Bush Heritage Australia – *Long Term Donor Bequest Prospect Campaign (VIC)*
- National Stroke Foundation – *Gifts in Wills Direct Marketing Campaign (VIC)*
- WWF Australia – *WWF Bequest Campaign (NSW)*

Under \$5 million revenue

- Share – *Gifts in Wills Marketing (VIC)*

Capital Campaigns

Under \$5 million revenue

- Hear and Say – *Project Possibility* (QLD)
- Ronald McDonald House South East Queensland – *Power of Love* (QLD)

Special Events

Over \$5 million revenue

- Oxfam Australia – *OXJAM* - (VIC)
- St Vincent de Paul Society VIC – *Vinnies CEO Sleepout* (VIC)
- Sydney Children's Hospital Foundation – *Gold Dinner 2015* (NSW)

Under \$5 million revenue

- Act for Peace – *Act for Peace Ration Challenge* (NSW)
- MS Research Australia – *Kiss Goodbye to MS* (NSW)

Emergency Relief Appeal

Over \$5 million revenue

- Oxfam Australia – *Nepal Earthquake Appeal 2015* (VIC)
- UNICEF Australia – *Nepal Earthquake Children's Emergency Appeal* (NSW)



Individual Award Finalists

Volunteer of the Year

NSW - Angela Miller, nominated by Sydney Children's Hospital Foundation

NSW - Highly Commended - Chris Griffin, nominated by House with No Steps

QLD - Kevin Enchelmaier, nominated by Mater Foundation

Young Fundraiser of the Year

SA/NT - Andrew Sabatino MFIA, Guide Dogs SA/NT

NSW - Julie-Anne Slatter MFIA, Australian Cancer Research Foundation

WA - Rebecca Stott MFIA, Ronald McDonald House Charities

Arthur Venn Fundraiser of the Year

Jennifer Doubell MFIA CFRE

Peter Dalton FFIA CFRE

National Sponsors 2016

FIA warmly thanks our national sponsors, whose assistance allows us to provide an excellent range of services to professional fundraisers.



Prepared by the Fundraising Institute Australia,
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