



**Working with you to help ensure
“The Bay of Plenty is the greatest
place to be”**

www.baytrust.org.nz



Supporting Great Communities



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BayTrust has a unique mandate to support communities across the entire Bay of Plenty through a range of investment models.

We are looking to support organisations that align with our Values and Vision, that have meaningful community impact and that work towards achieving our Outcomes. This booklet will give guidance on the different ways that BayTrust can help community organisations and explain our funding framework.

Does your organisation/project align with our vision and values?



Do you meet our funding requirements?



Will our funding/investment assist in achieving our outcomes?

Background

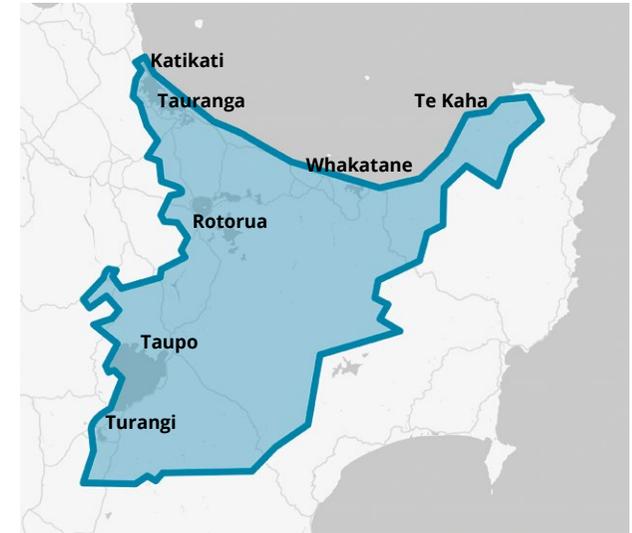
Bay of Plenty Community Trust Inc. (BayTrust) was formed in 1988 from the proceeds of the sale of Trust Bank Bay of Plenty. The purpose of the Trust is to provide charitable, cultural, philanthropic, recreational and other benefits to Bay of Plenty communities. With the sale of all its Trust Bank shares to Westpac in 1996 and subsequent investment growth, the Trust now has an investment portfolio of around \$216m (as at 31.03.2018).

The Trust's region extends from Katikati to Turangi to Te Kaha and includes Tauranga, Rotorua, Whakatane and Taupo. To support this region BayTrust has 12 Trustees who are appointed by the Minister of Finance to represent the entire region. A list of our Trustees and their contact details are available on our website - www.baytrust.org.nz.

Since its inception BayTrust has invested over \$75m in hundreds of community organisations across the Bay of Plenty that provide a wide range of services, from coastguard units to kapa haka, music events and health services. We also provide scholarships to people with disabilities and help community organisations achieve sustainability through social investments and loans and well as providing capacity building and other services.

BayTrust has four fulltime staff, CEO Alastair Rhodes, Finance and Office Manager Yvonne Baldock, Senior Community Investment Advisor Terri Eggleton and Community Engagement Advisor Sam Cummins. BayTrust staff are there to support the running and operation of the Trust, provide advice to Trustees and work with community organisations to help achieve its Vision of making "the Bay of Plenty the greatest place to be."

Our Region



BayTrust's Vision:
**Bay of Plenty
is the greatest
place to be**

**Everything we do and the
organisations we support
are working towards our
Vision and underpinned by
our Values:**

Kaitiaki (*Guardianship*) of our assets,
our people and our environment

Together we are strong

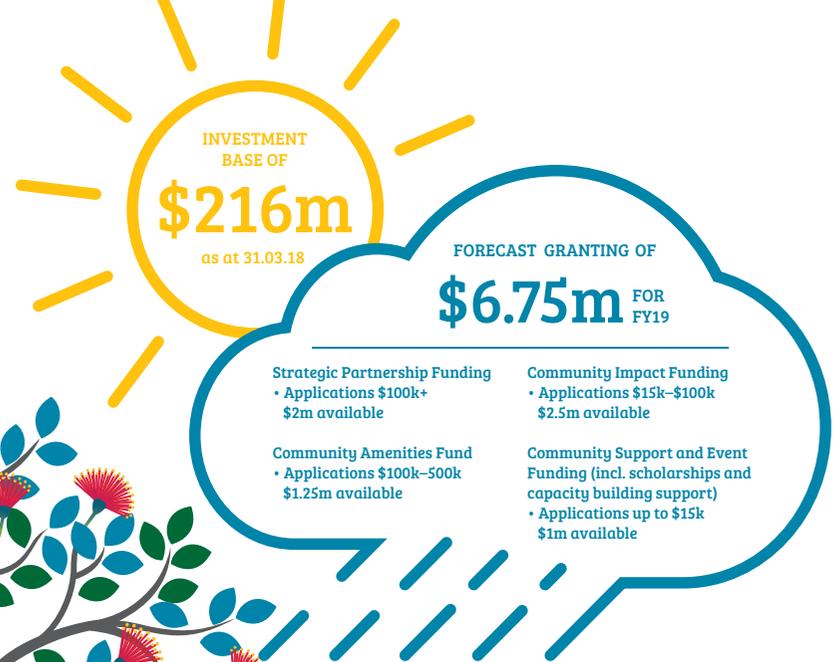
We will make a **real difference**

Innovative and **balanced** solutions
produce the best results

Everything we do, we do well



Our approach



OUR VISION



Bay of Plenty is the greatest place to be

WE ARE LOOKING FOR THESE OUTCOMES



BY STRATEGICALLY INVESTING IN PROGRAMMES, SERVICES OR ACTIVITIES WHICH CONTAIN THESE ATTRIBUTES:



Who we work with

Who can apply?

We accept applications from formally constituted organisations, that are not conducted for profit, serving Bay of Plenty Communities.

The following entity types are formally constituted organisations:

- **Charitable Trust**
- **Incorporated Society**
- **Limited Liability Company with Charitable Status**

We do not accept applications from individuals (except via our scholarships) or informal organisations.

The work the organisation does needs to align with at least one of our nine Outcome areas.

Organisations will need to provide a budget, verification of their bank account and last year's financial statements to be eligible to apply (organisations under one year old do not have to provide financials).

What types of costs are eligible for grant funding?

Operating cost grants are available to support the operating and administration costs of organisations and can include salaries or a salary component, plus general overheads of rent, power, phone and administration costs.

Project cost grants are available to assist with funding of one-off community projects, events, assets or programmes.

For both operating and project costs, we will not generally support applications where at least 50% of the costs are not in place or firmly committed (exceptions for Strategic partnership funding).



Beyond granting

There are a number of ways that BayTrust supports community organisations beyond grant funding:

Impact investments

We are interested in increasing the impact we make in the BOP community, above and beyond our ability to grant, through direct investment into projects or opportunities that will provide both an economic return and social impact.

Capacity building

We are interested in supporting social and community sector organisations to be as effective as possible. We do this by subsidising capacity building and training workshops, conferences and specialised support on specific issues.

Funding forums

We can help coordinate and financially support forums for community organisations to come together and meet funders, network with each other and hear about topical issues.

Support for collaboration

We know that together we are strong, and we support, encourage and facilitate collaboration amongst community organisations. For more in-depth collaborative efforts we can assist with associated costs.

Professional assistance from the BayTrust team

Within limits, we can visit/meet/chat to provide:

- Knowledge
- Referrals
- Names and contacts for other funders
- Links and advice on funding and fundraising matters

Research

BayTrust considers funding research projects where value can be seen to benefit more than one organisation or more than one community, and the reports would be made publicly available.

Communications

We are interested in helping organisations promote themselves more actively and tell their stories to the community.



Funding framework

Applications are made via our online website and organisations are encouraged to apply at least three to six months before they require the funds.

Organisations will be expected to align closely with our Vision, Values and Outcomes. BayTrust has three funding tiers (organisations are only able to apply for funding once in a 12 month period):

1. Strategic Partnership Funding with currently \$2m available per annum.

2. Community Amenities Funding is for applications between \$100k and \$500k with \$1.25m available.

3. Community Impact Funding is for applications between \$15k and 100k with \$2.5m available. Applications considered quarterly.

4. Community Support and Event Funding is for applications up to \$15k per application with \$1m available (including scholarships and capacity building support). Applications considered monthly.

For more detail on our funding framework and granting policies please visit www.baytrust.org.nz

1. Strategic Partnership Funding (SPF)

The Strategic Partnership Funding is where BayTrust will be looking to make a meaningful and measurable difference in the BOP through funding Strategic projects utilising a collaborative Partnership Approach. Applications between \$100,000 and \$500,000 will be considered (more for BOP wide initiatives). Greater weight will be given to projects that deliver to multiple Outcomes and align with multiple Attributes with a high level of evaluation, accountability and reporting requirements.

This is not an open funding round, and the process will begin with a staff discussion with an organisation to assess if a concept is truly Strategic, and the group's readiness and capability to work through the process.

This will be followed by an expression of interest (EOI) which will be reviewed by the Board. If endorsed by the Board, organisations will be supported through the development of their business proposal by staff as well as potentially providing additional resources as required utilising a partnership approach.

2. Community Amenities Fund

This fund supports capital projects that will facilitate and enable the delivery of new, or the expansion/preservation of existing Community and Environmental assets that align with BayTrust's Outcome and Attributes.

Community and Environmental assets are defined as intergenerational assets where most of these elements are present:

1. Assets that meet an identified current and future community need;
2. An accessible and multi-use public component;
3. Broad community support (the amenity reflects the interests of a high % of the community);

4. Local community and volunteer involvement in the project and in the ongoing operation of the amenity;
5. Strong local significance or historical importance;
6. Where BayTrust funding will make a material difference (>5% of total funding) to the project;
7. That has material economic development spinoff.

This is an annual fund that follows a staged process of an expression of interest, shortlisting and then a full business case and presentation.

3. Community Impact Funding

A robust application process where applicants are required to have strong alignment to our Outcomes, with a moderate level of evaluation, accountability and reporting requirements.

- For applications between \$15,000 to \$100,000 grants (total commitment if the request is for multi-year funding) received through the quarterly granting process.
- Multi-year funding commitments and a medium level of non-funding support will be considered.
- Evaluative practices are encouraged.

4. Community Support and Event Funding

A quick, simple and fast application process where applicants are required to align with at least one of our Outcomes and Attributes, however due to the low value, a lower level of evaluation, accountability and reporting requirements will be required from the applicants.

- Applications up to \$15,000 received through the monthly granting process;
- Applications for scholarships received through the Scholarship process.

We are looking for organisations and projects that align with our Values and Vision and can demonstrate how they achieve at least one of these outcomes:

To help determine the likelihood of funding success BayTrust will apply its funding strategically by investing in programmes and activities that have strong alignment with its outcomes and contain the following attributes:

- Note, demonstration by grantees of meeting a number of our outcomes and the attributes will increase the likelihood of BayTrust's investment and the scale of its investment.

Attributes:

1. BOP wide or replicable within the BOP
2. Demonstrate wide, long-term community benefit
3. Support those in the BOP with the greatest need
4. Incorporate partnerships for increased impact
5. Are community led
6. Deliver innovative solutions to social issues
7. Contain measurable outcomes and embedded evaluative practices

Outcomes

Priorities

Rationale

Inclusive Communities

- a. Programmes that promote general health, wellbeing and access to education for those who are disadvantaged – through illness, inequity, age, disability or geographical situation;
- b. Effects of demographic changes on people and activities that focus on how to reduce the negative impacts of these changes, especially those that take a regional perspective;
- c. Activities that promote the acceptance of diversity within our communities.

BayTrust has a role in fostering acceptance of community diversity and assisting those at a disadvantage to participate in and contribute to the community to the best of their ability. We recognise the challenges posed by changing demographics on communities and the relationship of Tangata Whenua to the land.

Strengthened Whanau

BayTrust recognises the importance of family / whanau as the basic unit in communities – when the family unit is strong, it follows that our communities will be healthy and strong. Our priorities are:

Youth

- a. Activities that support youth engagement;
- b. Youth support services and programmes that encourage youth to be productive members of the community, that are strengths based, have identified outcomes and a long-term approach, are based on sound practice and can show strong alignment to the effective interventions identified in our research (conducted by CSI);
- c. That facilitate youth into post-secondary education, training or employment.

BayTrust believes that when Youth are involved and engaged within their community - through a range of activities (work, sport, volunteerism, education) they are more likely to lead productive lives and become good citizens that will provide leadership for our communities in the future.

The first 1000 days of Child's Life

- a. Programmes addressing the needs of families and children, e.g. parenting programmes, especially where addressing those identified at risk or with high needs;
- b. Programmes should have identified outcomes and a long-term approach, be based on sound practice and show strong alignment to the effective interventions identified in our research (as above).

The first 1000 days of a child's life is the best time to make an investment into a child, and addressing the needs of a baby means effectively addressing the needs of the family. Evidence supports the value of investment into this phase of a child's development as cost beneficial.

Vulnerable families and children

- a. Programmes addressing the needs of children, especially those who are at risk or vulnerable, to help them overcome difficulties and thrive;
- b. Programmes or activities that support adults/parents who are vulnerable (including drug and alcohol addictions) at risk or disadvantaged;
- c. Programmes should have identified outcomes and a long-term approach, and be based on sound practice.

For a variety of reasons, some families, children and parents need assistance to reach their full potential, improve their lives, or recover from setbacks. Supporting family members to become strong will lead to strong communities.

Outcomes	Priorities	Rationale
Safe Communities	<ul style="list-style-type: none"> a. Lifesaving, Coastguard, water survival and safety organisations and activities; b. Search and Rescue operations and organisations; c. Community Policing activities and organisations; d. Programmes that keep people safe when using internet and social media. 	Feeling safe within communities is necessary to personal wellbeing and enjoyment of our natural resources.
Healthy Sustainable Housing	<ul style="list-style-type: none"> a. Programmes that address issues of sub-standard housing and or lack of social/affordable housing; b. Retrofitting insulation programmes where there is a community approach to the programme. 	Recognising the importance of healthy, sustainable housing to enable people and families to lead healthy, productive lives.
Prosperous Communities	<ul style="list-style-type: none"> a. Community organisations and activities that facilitate community development at community level, volunteerism and equity amongst citizens; b. Activities that seek to address economic challenges, or improve economic welfare; the creation of sustainable employment opportunities; c. Activities that encourage or support the creation and enhancement of social enterprises that may lead to Impact Investments. 	Encouraging communities to address their own issues, build on their own strengths and natural advantages through assisting the development of local resources to enhance economic opportunities. Economic vibrancy, prosperity and jobs that provide a sustainable/living wage or better, plus all year-round employment is essential to retain citizens and enable communities to thrive.
Active Communities	<ul style="list-style-type: none"> a. Sport BOP and its CoachForce programme due to its wide coverage and identified community benefits; b. Other recreational activities that are not supported by Sport BOP where the activity is an important part of that community, is well supported by the community and is easily accessible to all. 	Recognising the benefit of sport and recreational activities in contributing to the overall health and wellbeing of community members, and the role sport plays in providing a mechanism for inclusion of individuals in a community. BayTrust believes the most strategic manner it can contribute to sport is through partnering with Sport BOP who run the CoachForce and other sporting/active community programmes throughout the BOP.
Vibrant and Fun Communities	<ul style="list-style-type: none"> a. Applications for community driven arts, cultural (including the support of Tikanga Maori) and heritage opportunities / activities that enrich the lives of communities through active participation and that ideally work in a collaborative manner reflecting community priorities e.g. community arts programmes; b. Arts and Culture activities that are used as mechanisms to foster inclusiveness, address disadvantage and/or are addressed at vulnerable communities or community sectors; c. Events up to \$15,000 maximum where most of the below elements are present: <ul style="list-style-type: none"> i. A free to the public component; ii. High community appeal (the event reflects the interests of a high % of the community); iii. Outreach to schools or youth involvement; iv. Local community involvement in the organisation and delivery of the event; v. High volunteer involvement; vi. Where BayTrust funding will make a material difference to the event; vii. That have material economic development spin offs. 	Involvement in arts, culture and heritage, community activities and events enriches people's lives and increases their sense of wellbeing and connectedness.
Stronger Community Organisations	<ul style="list-style-type: none"> a. Activities that build the capacity and capability of community organisations or social enterprises, especially those that drive greater sustainability; support evaluative practices, service improvement and collaborative practices; b. Activities that support and enable community leaders; c. Activities that encourage and support volunteerism. 	We need strong community organisations and strong community leaders to deliver good quality programmes and activities that address community needs and aspirations.
Improved Natural Environment	<ul style="list-style-type: none"> a. Community led natural environmental initiatives; b. Activities that promote community involvement in sustainability practices or raise awareness of environmental issues at a community level; c. Activities that recognise the natural environment as a cornerstone of sustainable communities and support those that show leadership within this space. 	The natural environment is fundamental to the sustainability and future of BOP.

