



Editorial

Welcome

This will be the final “News Exchange”, as we have ceased producing the newsletter, due to the rising costs involved and in an effort to reduce strain on the environment. The electronic news will still be produced and for further information please refer to the blue box on the right which contains information on how to sign up to have the e-news sent directly to your inbox.

The Annual Report and AGM were presented in September where the new name, ConnectGroups - Support Group Association of WA was revealed. Everyone approved and agreed that the new name represents what we do as an organisation more accurately. For more information please go to page 19.

Vicki and the team would like to thank Melva Marshall, past Community Development Officer for her valuable contribution to the organisation and her infectious sense of humour. Melva moved our level of outreach up a step and undertook some useful networking sessions in the south west which have had a positive response from groups in the region. Melva hasn't ventured too far and is still in the sector. She now works for CLAN WA back where her passions lie in working with families.

In this issue you will find lots of information relating to grants and funding for Community Organisations. We trust you will find this a useful resource.

Hayley Allen
Administration Officer

Join E-News

This will be the final News Exchange newsletter, so to continue receiving great information for individuals and self help groups, join E-News.

Receive friendly updates, reminders, links to informative sites and other useful information directly to your inbox once a month.

To join, log onto the WISH website at www.wish.org.au and fill in your name and email address, in the left hand panel. Its free to join, so sign up now!

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Money is always a big issue for self help groups whether they are just starting out or wanting to expand. Often it's the person who initiates the group that funds it in the early stages. Later on as it expands there may be membership fees that assist with the basic costs of running the group.

This can sometimes place a heavy financial burden on the individual member(s) particularly when they are living on pensions which is often the case for small groups especially those dealing with health or disability issues.

Funds become crucial as groups try to publicise their group and gain and retain members. Lack of funds is often the main contributing factor to the demise of groups.

In the past groups have relied on undertaking lamington drives, street stalls and chocolate sales to supplement their funds. Whilst some groups still use these methods of fundraising many are now seeking out the corporate dollar in new and inventive ways.

Fortunately for West Australians we have access to grants for a wide range of projects through Lotterywest the only organisation of its kind in Australia that gives money back to the community via its various grants programs.

It is also essential to get creative in looking for avenues of support which don't necessarily involve cash being provided directly to the group.

One way in which groups can flourish is by looking for in-kind support rather than actual cash. In-kind support is a type of partnership where a business or government provide services such as:

- Assistance with photocopying printing and or postage
- Guest speakers or facilitator that give of their time free of charge
- Free publicity in a community paper via a story about your group or in the community noticeboard section of the paper. This may also apply to free community notices on the radio.

This type of support is important and equates to cash even though it isn't deposited into a bank account. Statistics outlined on the 'Our Community' website (an online resource for the not for profit sector) suggests

'in-kind support is among the most popular types of partnership that businesses of all sizes choose to form with the community sector:'

Australian Bureau of Statistics figures show around one third or more of the value of donations made by business to community groups (36 per cent in 2000-01) come in the form of in-kind donations.

A recent US study found some 80 per cent of bigger businesses surveyed in 200 of the country's largest metropolitan areas "donated used or surplus equipment to local non-profit organisations".

For more information on in-kind support refer to the www.ourcommunity.com.au/business/view_help_sheet.jsp?articleId=890

In this edition we will explore various avenues of finding and saving funds which we hope will help your group continue to thrive.

Vicki Davies
Executive Officer



Funding and Grant information

Different grants may have different criteria about who may apply for the funding. Before applying, an applicant must make sure their organisation is eligible.

Some funding sources can claim a tax deduction for the funding. In this case, under Australian Taxation Law, the recipient organisation must be an endorsed DGR (Deductible Gift Recipient) and PBI (Public Benevolent Institution). See the Australian Tax Office website <http://ato.gov.au/nonprofit/content.asp?doc=/content/34490.htm> for further information.

GrantsLINK

GrantsLINK is a website that helps you find government grants by using a simple keyword search to locate the grant or funding program you require.

Australian non-government organisations which may provide community grants can be found at www.aph.gov.au/library/intguide/sp/spgrants.htm#nongov

Pro Bono

Pro Bono Australia's aim is twofold: to facilitate and increase the level of Philanthropy in Australia and to give Not for Profit organisations the resources they need to run effectively. Pro Bono maintains a list of charitable organisations seeking funding. Listings are linked to further information about organisations, such as contact details, mission statements, projects in progress and also hyperlinks to their own site if they have one. Donors coming to Pro Bono's site then have the tools to select a charity by category of interest (e.g. Cancer, Children, Welfare) and find out more about them before donating to or contacting them. Costs are kept low to allow smaller charities to list in the directory.

See www.probonoaustralia.com.au for more information.

Western Australian Government

The Western Australian government often has grants available under different funding areas. Visit www.community.wa.gov.au/Resources/NotForProfitFundingAndGrants or call (08) 9222 2555 (metro) or 1800 622 258 (country)

Western Australian Local Government

Grants and assistance programs for communities and local governments in regional and metropolitan Western Australia can be found in the Grants Directory - a compilation of grants and other assistance programs available to communities and local governments in regional and metropolitan Western Australia.

The web site also has a link to a guide on writing submissions.

See <http://grantsdirectory.dlgrd.wa.gov.au> for more information

Western Australian Community Foundation (WACF)

WACF is an independent not-for-profit organisation created to nurture and grow philanthropic (donation of money, goods, time or effort) giving in our state. Grants are available for Community groups. See their web site www.wacf.org.au/index.asp for more information.

Go Volunteer

GoVolunteer is an Australia wide service that provides FREE internet advertising for not-for-profit community organisations looking for volunteers. See their web site

www.govolunteer.com.au for more information, or contact the GoVolunteer Office in Melbourne on 03 9820 4100.

Source: Rhonda Galbally, OurCommunity.com.au

Fundraising Do's and Don'ts

Fundraising for community groups isn't rocket science and it isn't brain surgery. It's mainly common sense- but then, there's nothing so uncommon as common sense. Let's go back to basics.

You've got to be in it to win it

Do ask, 100% of people who you don't ask for money won't give it to you. Don't rule people out in advance. If you're not asking everyone for gifts you're getting far less than your potential.

All politics is local, and all fundraising is personal.

Do choose the person to make the ask carefully. Donors don't so much give money to organisations as they give money to people - to people whom they know, trust and respect. Don't leave it all up to one person. Get as many people as possible fully involved in the fundraising process, whether by asking for gifts, opening doors, or identifying potential donors.

Know your donors

Do study your donors. People give for different reasons, at different levels, in response to different needs and opportunities. Don't be afraid to give donors different levels of recognition, depending on what they give.

Work with your donors- Do inform, educate, and motivate donors to make future gifts. Don't forget to thank your donors. Send everyone who gives anything a personalised thankyou note or phone call.

Spot the talent

Do concentrate on individuals. Corporations and foundations control substantial resources, but the sheer number of individuals makes them by far the largest source of funding. Don't forget to do your homework. Many charitable organisations fail to adequately research their potential donors income levels, part giving history and personal interests.

Spread the load- Do spread your efforts. Just as personal savings are safer if you invest in many different types of investments, so your organisation is safer if you raise funds from many different sources. Don't put all your eggs in one basket.

Organisations cannot live by gifts alone

Do think about charging those who can afford to pay for your services. Don't forget that when you charge like a business you're going to be expected to operate in a businesslike fashion.

Set the bar high

do set ambitious (and specific) goals. Goals that are set high are excellent motivators and they can always be modified if they are found to be set too high - or too low. Don't go into a campaign without written fundraising goals that can be accomplished, changed, or modified.

The jobs not over until the paperwork's finished. Do keep meticulous records. don't let your accounting slip behind. community groups must keep accurate records on income and expenses as well as pledges, donor files, prospect lists and in-kind gifts.

Prior planning positively prevents poor performance -

Do plan meticulously before launching a fundraising campaign. Don't wait until there is a problem with your fundraising program. Conduct periodic reviews.

A promise is a promise

Do keep your promises. Always use donated funds for the purposes intended by the donor. Don't let people off the hook. Ask that your donors keep their promises. Follow up with them on what they said they would do.

Source: Rhonda Galbally, OurCommunity.com.au

Our Community

The Community Funding Centre is Australia's Premier Grants and Funding Resource. What's the one thing that every community group needs more of? Money. OurCommunity recognises this and in pursuit of a more viable community sector in Australia, They offer a wide variety of services and products on grants and fundraising, many of them free, so that you can become a healthier, more viable community group.

Our Community is a world-leading social enterprise that provides 15 Knowledge Centres – spanning all aspects of running a community group and comprising a range of resources, training, advice and tools – for Australia's 700,000 community groups and schools, as well as practical linkages between the community sector and the general public, business and government.

Their major offerings include:

www.ourcommunity.com.au
Australia's most useful website and publishing house, encompassing the nation's largest and most diverse membership base and 12 Knowledge Centres.

- Australia's Giving Centre - Helping individuals and businesses give in every way
- Australian Institute for Community Practice and Governance - Practical and accessible certificated training delivered locally through our training Institute
- Institute for Best Practice in Grants Management - The unique suite of grants management services for government
- Australian Institute for Corporate Responsibility - Cutting edge corporate responsibility resources for large, medium and small business and community organisations.



ourcommunity.com.au

Easy Grants

The Easy Grants Newsletter and Grants Education Service is a product of **www.ourcommunity.com.au** and is Australia's leading grants information service tailored for community groups, schools, local government and government agencies. It is the only consolidated newsletter in Australia that gives you monthly in-time details of every Federal and State Government grant as well as philanthropic and corporate grants. This detailed newsletter covers grant information for funding for all community needs - building improvements, environmental projects, community services, sports equipment to performing arts and festivals. It is published monthly with special bulletins for important grant releases, where necessary. An online search facility for individual grant inquiries is available free of charge for subscribers to the newsletter.

To subscribe to the Easy Grants newsletter telephone Our Community on (03) 9320 6807 or send an email to service@ourcommunity.com.au, with the following details:

- (1) Email Address
- (2) Name of Person receiving the Newsletter
- (3) Name of Organisation receiving the Newsletter.

Community groups only pay \$45 p.a for the Easy Grants newsletter

Find out how to drastically increase the number of grants you can apply for without pushing yourself. Our Community is running an Intensive 'Winning Grants' Workshop for community groups. Half-day workshops are being held around the country during November and December. Find out more and book now by going to www.ourcommunity.com.au/winninggrantsworkshop

Raising Funds

Discover the key to successful fundraising ideas and strategies. Keep informed with Raising Funds, Australia's most comprehensive and cost-effective bi-monthly fundraising information service. For only \$45* (members) and \$65* (non-members), you receive 6 bi-monthly email newsletters.

Regular features include information about:

- The latest fundraising ideas and innovations that makes money collected from Australia and overseas
- Easy-to-use step-by-step fundraising strategies on topics ranging from running a capital campaign to seeking sponsorship and how to ask for donations
- Marketing your group - practical advice to help your group stand out from the crowd
- Lessons from the inside: tips on how to prepare a successful funding application
- Putting technology to work to raise money for you
- Handy hints to raise money AND save money

Grants Management Quarterly

Grants Management Quarterly (GMQ) was launched in late 2002 as a unique, home-grown publication designed to radically improve the efficiency and effectiveness of Australian grant makers and funders.

GMQ brings you grantmaking news, views, innovations, resources, trends, issues and best practice examples, extracting the lessons that are relevant to you.

Importantly, GMQ crosses sector borders, appealing equally to:

- Federal Government policymakers, grant makers and funders
- State Government policymakers, grantmakers and funders
- Local Government grant makers, community development workers and councillors involved in grantmaking programs
- Philanthropic foundations and trusts - staff and board members
- Private companies that distribute funds through grants and other funding program
- Financial and legal advisors to government and philanthropic grant makers.

Whether your grants program is small or large, you need to make sure that any funds you give out are maximised and best practice is achieved.

GMQ will help you to:

- Decide which grant proposals can make a real impact
- Work out the best way for your organisation to evaluate and monitor the impacts and outcomes of your grants
- Minimise the risks associated with your grants program
- Make sure you make every grant work
- Discover which grant programs in Australia are getting it right - and how
- Keep on top of the latest grants management technology trends
- Know which innovative ideas are affecting the field in Australia and internationally
- Find real solutions to entrenched grants management problems

With Australia's leading grants management publication, you can find out what is working in Australia and internationally, why it works, and how your program can benefit. For just \$280 per year (email edition) or \$380 (hard copy edition), Grants Management Quarterly keeps you up to date with the latest from the grants management world.

To subscribe to these handy newsletters visit www.ourcommunity.com.au.

Preparing a Community Business Proposal

Increasingly, businesses are entering into partnership arrangements with community organisations for both business and community benefit.

Recently The Australian Government released "The Practical Partnering Toolkit" which includes information on how community groups can partner with small to medium sized businesses. They also released a copy for the businesses thinking of partnering also.

The following article is the first three steps Preparing a community business partnership from the Partnering with small to medium sizes businesses booklet;

A community business partnership is defined as; Where one or more businesses and one or more community organisations, having common goals, agree to work together to share and leverage the strengths, resources, talents and knowledge of each other in ways that benefit both the business and the community.

Making contact with a business is the first step in forming a partnership and having a good partnership proposal is the crucial factor in determining a partnership. This Tool is designed to aid community organisations prepare for and develop an effective partnership proposal to present to their 'potential' business partner. The tool is separate but complementary to the Practical Partnering Toolkit.

When developing and delivering your proposal to a potential partner, remember the following four golden rules:

- make sure you can deliver on what you commit to;
- do your homework! – Understand your partner;
- be passionate about your cause. If you are not then you can not expect anyone else to be; and
- realise that you have something of worth to offer the business sector. That is, do not approach your potential partner with cap in hand.

Before you get started

To maximise a successful partnership proposal it will be important that you 'do your homework'.

In preparation, you should consider:

- what you want out of a partnership;
- what is the most suitable type of partnership;
- what type of business will suit such a partnership; and
- what you can offer your potential partner.

There are five steps to preparing an effective partnership proposal. This Tool will guide you through each step.

Step One: Self evaluate

A community business partnership is not suitable for all community organisations. Before you write your partnership proposal you must first assess if you are ready and willing to partner with a business and, if so, which type of business is most appropriate for you.

To do this:

- consider how a partnership can best help your organisation achieve its mission statement and aims;
- identify the kind of business and community benefits that a community business partnership can deliver;
- establish what you want out of a partnership and what your organisation can offer a business partner;
- scope the support (beyond financial) you would like the business to offer you; and
- consider the implications of time and other resources associated with a partnership.

Keep in mind that businesses understand the relationship between community and business well-being and are generally keen to partner with local communities. Understanding 'community' is the core business of community organisations. Businesses is in the business of making profit!

However, many businesses now want to make profit in a socially and environmentally sustainable way.

Remember that you are the expert in community matters and community well-being. It is your job to initiate creative and exciting ways to partner and your potential business partner will expect this.

Step Two: Determine a partnership arrangement

You will need to develop a proposal you can sell based on something worth partnering on! Do this by figuring out the gaps in your organisation and the things you cannot do yourself (e.g. what are the current challenges that exist in your organisation? Where do you need expertise?).

Within a partnership model there are unlimited variations,

– meaning that partners can modify the partnership to suit both the needs of the community and the business.

Before you develop your proposal, it is important that you consider and be familiar with the options available to your organisation. Think about which arrangement best suits your organisation and why.

There are two main partnership arrangements:

Partnership Arrangement 1: Where business works with the community organisation to provide financial and human resources to help develop and strengthen the organisation; and/or where the community organisation works with the business to raise its awareness and understanding of the community in which it operates.

Partnership Arrangement 2: Where together partners address a social issue. There are a variety of community concern areas. Some of these include:

- addressing homelessness;
- working on an environmental issue
- addressing youth migration in regional areas and;

- working with disadvantaged communities, including Indigenous communities, on issues relating to employment, education, health and/or welfare;

Step Three: Research potential business partners

At this stage it is critical that you do some homework.

Identify the appropriate businesses to enter a partnership with as well as those you would not enter a partnership with.

To do this, consider the business sector and business objectives of potential partners. Look for alignment and connection in values/missions, services and products.

You can also search for any publications that outline your potential partners approach to community involvement.

(For example, search the businesses website and/or sustainability report and local newspaper articles). It is also important also that you get a sense of the business' objectives. What do they want out of their community engagement programs and partnerships?

This will help you prepare your presentation. After a decision has been made about the business sector that is most suitable to your organisation's size and operations, you need to develop an inventory of businesses within that sector that could be approached for a partnership. You should also identify the most appropriate contact person within each business (e.g. Partnership Manager, Corporate Social Responsibility Manager, Corporate Relations Manager, etc).

To receive your full copy of The Practical Partnering Toolkit visit www.partnerships.gov.au/cbp/toolkit.htm, Email cbp.inbox@facsia.gov.au Or Freecall 1800 359 918

Source: The Practical Partnering Toolkit, www.partnerships.gov.au/downloads/cbp/guide_for_community_organisations.pdf



An Australian Government Initiative

Lotterywest

Thanks to the profits derived from the sale of games such as Lotto and Scratch'n'Win, Lotterywest is able to support a wide variety of not-for-profit, community-based proposals that enhance the lives of Western Australians right across our State.

Their grant-making approach continues to be submission based, and are flexible and responsive to changing community needs. Grants support people with special needs, disadvantaged people in our community, and initiatives that contribute towards the quality of life for all members of the Western Australian community.

Their grant opportunities support the diversity of communities and community services complementing contributions from the applicant, government, and the private sector.

Five broad objectives provide the framework for Lotterywest's grant-making and aspirations for our community:

- Extending the Capacity of Not-For-Profit Organisations
- Strengthening Community Service Delivery
- Enhancing Community Development Initiatives
- Valuing our State's Heritage
- Advancing Participation in Community Life

They also have broad types of grants that may be requested under the five areas.

These include:

- Equipment
- Information Technology
- Vehicles
- Time Limited Projects
- Research
- Service Accommodation and Community Facilities

Grants cannot be made to individuals, private or for-profit organisations, government bodies or organisations with a statutory base.

Grants can only be provided to support initiatives that are for a charitable or benevolent purpose and which benefit the community of Western Australia.

In 2006/07 a total of 1,361 grants totalling \$74.8 million were made to 1,067 different organisations.

Currently, Lotterywest recommends support, in full or in part, for around 96% of applications. This is due to careful partnerships between Lotterywest grants staff and potential applicants to ensure applications being prepared have the best potential to succeed. This can involve our grants staff working with applicants to develop their application so it better addresses our key assessment considerations and to share their knowledge and experience to help add value to a community project.

Visit the Lotterywest website for a list of the various grants available from Lotterywest and links to more specific information and application form/s. For more information on Lotterywest and their grants, please visit www.lotterywest.wa.gov.au

Lotterywest Seminars

Representatives of Lotterywest will be conducting seminars at the venues listed below to discuss grant assistance available to eligible not for profit community organisations and local Government authorities. They will also be available to meet with organisations to discuss specific projects after the seminars.

Busselton

5th November 2007 - 1.00pm – 3.00pm
Busselton Youth & Community Centre
Cnr High Street and Bussell Hwy
Busselton

Margaret River

7th November 2007 - 10.00am – 12.00pm
Margaret River Resource Centre
33 Tunbridge Street
Margaret River

Augusta

8th November 2007 - 10.00am – 12.00pm
Centennial Hall,
Hillview Terrace
Augusta.



Comic Relief Australia Grants

Comic Relief Australia makes grants to NFP organisations and applications are now invited. As one of Comic Relief Australia's founding organisations, Volunteering Australia is the Grants Manager.

Eligibility

To be eligible to apply your organisation needs to:

- Be a formally constituted not-for-profit organisation in Australia
- Have deductible gift recipient (DGR) status (although a limited amount of funds may be available to organisations without DGR status)
- Involve volunteers in your work

Types of Grants

- Capital costs
- Project costs

Amounts

- Small grant: \$5,000 or less
- Open grant: more than \$5,000 but not more than \$50,000

Grant Making Objectives

- To reach the poorest and most disadvantaged people;
- To help people find solutions to the problems they face;
- To help groups who face discrimination get their views heard and their needs met.
- To support groups and organisations which are self-help and volunteer based;

- To make the public more aware of the needs, aspirations and rights of the disadvantaged people and communities we support; and
- To support work which influences social policy at international, national, regional and local levels.

Volunteering Australia acts as Grants Manager for projects funded *within* Australia for Comic Relief Australia.

This year more than \$2.2 million dollars worth of grant applications were received and assessed by Volunteering Australia.

Applications closed Friday 6th of July and grants were expected to be distributed in late August

Details about the successful grant applications will appear on their website shortly.

Applications for the next Comic Relief Australia Grants Program are expected to open in early 2008.

Money's no laughing matter, so if you're serious about securing a Comic Relief Australia grant, visit www.volunteeringaustralia.org to get an application form or find out more.

Source: Volunteering Western Australia, E-News Edition, 16 June 2007.



Australian Institute of Management (AIM) Scholarships

Each year the Australian Institute of Management (AIM) presents a number of Management Development Scholarships to a diverse range of civic and voluntary not-for-profit organisations as part of its support of the wider WA community.

This year AIM celebrates its 50th anniversary of service to the WA business community and it is fitting that AIM has awarded over 50 scholarships this year to worthy community based organisations.

“Management development scholarships is one way in which AIM can support the community with assistance for training that might otherwise be missed due to limited resources and competing priorities by the organisation”, Mr Patrick Cullen, AIM Executive Director said.



WISH was awarded another scholarship by AIM to assist with training costs for the organisation. WISH really appreciates these scholarships as it is often difficult to find the funds for professional development and training. As a result, we are very selective of the courses we undertake to ensure not only that there is a benefit to staff but that their learning can also be used to increase our level of customer service.

Course programs offered by AIM cover a wealth of areas including – management and leadership, supervision and frontline management, project management, HR finance and administration, IT/computer and health and safety.

How to Apply

Applying is easy, all you need to do is download the application form from the AIM website at www.aimwa.com (see the links from Training and Consulting/ Management Scholarships) or fill out the online form. Applications should include brief details of the organisation, the AIM training of most benefit to the organisation and reasons why it should be considered for an AIM scholarship.

Applications generally close in December each year.

For more information, please call Jo Rollinson, Marketing Manager on 9383 8088.

Applications should be emailed to scholarships@aimwa.com or sent to Ms Jo Rollinson, Scholarships, Australian Institute of Management, PO Box 195, Wembley,



Every year Australian Ethical donates 10% of its profit to useful charitable, benevolent and conservation projects. The grants are made from the shareholder profits of Australian Ethical Investment Ltd. The grants are not made from the investment trusts or superannuation fund managed by Australian Ethical.

Australian Ethical Investment's record profit for the year ending 30 June 2007 has enabled the company to increase the amount granted to the community. This year a record \$224 964 is being donated to 41 community groups working across Australia and overseas. Grant recipients are involved in a wide range of environmental, charitable and community activities.

In 2007 the company has taken a step forward by allocating its first major project grant of \$50,000 to The Australia Institute for their project to create teaching materials on climate change for Australian high schools.

The 2008 grants will be available for application around mid-April 2008. For more information go to www.austethical.com.au/company_information/community_grants

ANZ Staff Foundation

The ANZ Staff Foundation was established in 1988 to help meet the real and emerging needs of Australian communities. It is jointly funded by ANZ staff in Australia and by ANZ.

The Foundation has distributed \$1.5 million to more than 150 charitable organisations throughout Australia since its inception.

The charities and projects funded are selected by the ANZ Staff Foundation's Advisory Board, which comprises ANZ staff elected from each state and ANZ appointed members.

ANZ Trustees professionally manage the funds and BDO are the Auditors.

The ANZ Staff Foundation aims to fund small projects (preferred amount of up to \$5,000) in the following areas:

- **Skills and independence:** give people the skills to manage their lives and provide them with independence.
- **Environment:** assist communities to conserve resources and protect the environment.
- **Local initiatives:** innovative projects from local community organisations.
- **Capacity building:** to assist organisations to build their capacity (especially in rural areas).

The ANZ Staff Foundation accepts applications for grants twice a year: 15 January and 15 July.

Visit www.anz.com/aus/aboutanz/Community/Programs/StaffFound.asp for more information

Source: www.anz.com/aus/aboutanz/Community/Programs/StaffFound.asp



Self Help Group Profile

GROW WA

GROW turns 50!

GROW are celebrating 50 years of growth this year!

GROW is a community based mental health movement, run by its own members. Throughout Australia, GROW has helped thousands of people recover from depression, anxiety, mental illness or emotional distress, since its inception in 1957. GROW was founded by former mental health sufferers and their program has been developed over the last 50 years by Growers in the course of rebuilding their lives after a breakdown. GROW's original name was 'Recovery', but was subsequently changed to GROW in 1975, in order to meet the increasing demand for our services in prevention as well as rehabilitation, and even more broadly for a popular school of life. There are over 280 GROW groups in Australia as well as groups in Ireland, New Zealand and USA. GROW runs a motivating *12-Step Program* which encourages sufferers to candidly face their flaws and their strengths and GROW their mental and emotional maturity so that they are able to face the future with optimism and increased confidence. The 12-Step Program is delivered in a non-threatening and supportive 'group setting' and GROW members often find the friendship and understanding offered by fellow and past sufferers at their group is the most healing aspect of the Program. GROW also provides social activities, training, live in weekends and runs its own fund raising and PR events. We really are a community for mental health and wellbeing! GROW's services are free anonymous and confidential.

GROW came to WA in 1967 and with the help of Dr Albert Lacey and George Smith from the Christian Welfare Centre, our first group opened in Scarborough. In 1973 GROW had the opportunity to rent

rooms in Wellington Street and we had the glorious sum of \$50 to our name and cost of the rooms \$50 a month! The Treasurer at the time John Hinwood said, "Where would the money come from?" Brian Mills replied, "Let's take the rooms, if we are doing the right thing the money will come, if we are wrong we will fold in a month". Well it has been 40 years now!

Financially we have struggled for 38 and half of those years. We have barely survived on skeleton government funding and donations, volunteers and staff have spent countless hours tirelessly fundraising just to keep the organization afloat. At one point our members were paying the electric and telephone bills out of their own money!

In 2005 we found ourselves in a critical situation, GROW groups were closing and staff were working for no pay. Such is their dedication and commitment.

We approached the then Office of Mental Health (now Mental Health Division) armed with a comprehensive submission for funds to commensurate our current services and funds for additional services. Our submission was successful on both counts. We were granted over \$86,000 in January 2006 and another \$224,000 in July 2006.

Our submission included:

- 2 letters of support from prominent Western Australians
- Overview and model of GROW's services (and rationale to increase funding)
- Research (summarized) into GROW
- Annual GROW member survey (showing how GROW has helped them)
- Service Outputs

Self Help Group Profile

- Explanation of GROW's cost effective services
- Overview of current critical financial situation, including staffing levels
- Statement of income and expenditure for 2005 and a budget that was reflective of the actual cost of GROW's services
- Business plan for increased services
List of written requests from the public for GROW's services

Since receiving this additional funding, we have really seen GROW grow! Our groups have increased from 16 to 27, with 6 of them being in country areas. All of GROW's activities are blooming!
Last financial year we held:

- Over 960 group meetings with over 6000 attendances
- 40 GROW orientations at 7 different (mental health) hospitals
- 74 training and support sessions
- 68 public relations events
- 51 socials
- 8 live in weekends
- Published 3 newsletters with over 2700 copies distributed

To top that off West Australian Dr Lizzie Finn won a prestigious award from the American Psychologists Association for research into GROW and was published in the May edition of the Australian Health Review. Dr Finn's research has given GROW credibility with (mental) health professionals who can now confidently offer self/mutual help amongst a platter of other treatments and services available.

Just recently GROW was blessed again with an offer of corporate sponsorship, that came from out of the blue. Sapphire Partnership, an arm of Aspire (a Perth based wealth creation company) has chosen GROW as its preferred charity.

This came about through a good friend of one of the staff members. Sapphire Partnership has committed itself to raise \$30,000 for GROW in 90 days! They have organised a raffle, charity skydive and an on line auction amongst other things.

They have already raised nearly \$10,000 through donations and ticket sales from a seminar held on October 5th, with motivational speaker Pat Mesiti. Pat is also donating 20% of the sales of his promotional books and CD's for that night. Another Sapphire Partner has developed budgeting software aimed at Mum's and Dad's and will donate 10% of the sales to GROW.

We can hardly believe the turn around in our fortunes in the last 18 months or so. At last we can breathe easy.

It is with quiet determination and enthusiasm that GROW continues to provide friendship and support for those in the community experiencing mental or emotional health difficulties.

More information about GROW is available on their website www.grow.net.au or call the GROW centre on 9315 1666.



New Self Help & Support Groups

We have had interest shown in starting new groups for the following issues. If you are interested in one or more of these please contact Christine at WISH on 9228 4488 or email cdo@wish.org.au



Fly In – Fly Out

This group will share information and provide support to each other for families where a partner works in a 'fly in - fly out' situation.



Hearing Impaired Social Group

This group is looking to form a social group for hearing impaired individuals.



Parents of Children with Selective Eating Disorder

Selective Eating Disorder (SED) (also known as picky or fussy eating, or preservative feeding disorder) is an eating disorder that prevents the consumption of certain foods. It is often viewed as a phase of childhood that is generally overcome with age, however, victims of SED range in age from infancy to the elderly. This group of parents will provide support and encouragement to each other.



Pre-Eclampsia

Pre-eclampsia is characterised by high blood pressure, swelling that happens suddenly and is perhaps accompanied by rapid weight gain in the second half of pregnancy, and protein in the urine. Pre-eclampsia can range from mild to severe and although it cannot be cured, it can be managed. Since it reduces the flow of blood to the placenta, it can be quite dangerous for your unborn baby.



Self Harming Support Group

Self harm is when people deliberately inflict physical harm on themselves. This group provides support and information to people who have self harmed or who are self harming. The group assists members to overcome fear, set achievable goals and take control of their lives with the aim of gaining strength, wholeness and confidence.



Tourette Syndrome

Tourette Syndrome (TS) is a neurological disorder, which most often begins between the ages of 2 and 21, and lasts throughout life. TS is NOT degenerative and people with TS can expect to live a normal life span. TS is characterised by rapid, repetitive and involuntary muscle movements and vocalisations called "tics" and often involves behavioural difficulties.



Women's Circle

The purpose of this group is to provide women in Yanchep, Two Rocks and surrounding areas with both a support and social network.

Getting a good fundraising fit

I meet and read about hundreds of community groups each year, and one thing they all seem to have in common is their enthusiasm for the work they're doing, and their willingness to shout from the rooftops to make sure everyone knows what they stand for and what they believe in.

It's strange, then, that all this tends to get dropped when it comes to fundraising.

For some reason, the fundraising function seems to be considered as separate from the other work that the community group does, with the result that some valuable opportunities for marketing of the group's message get passed up.

In contrast, consider a recent fundraiser staged by the Melbourne branch of Friends of the Earth.

Friends of the Earth's strong commitment to protecting the environment and working towards a socially equitable future meshed well with its product-based fundraiser, which focussed on the sale of Australian organic wine.

In promoting the fundraiser, Friends of the Earth explained what "organic wine" actually meant, the benefits of choosing organic products, and the practices of the vineyard producing the wine.

This allowed the group to demonstrate its values, while at the same time taking part in what looked to be a winning fundraiser.

You can use this example to inform your own thinking about your group's future fundraisers. If you're a women's health group holding a film night, can you pick a film that deals with a women's health issue, or organise a speech beforehand highlighting the latest health trends? If you're a group that works with multicultural stakeholders, could you

produce a multicultural calendar or cookbook for sale? If you're a sporting group, could you ditch the lamington drive for a sock or sporting equipment drive?

All it takes is a little lateral thinking.

Of course, not everything you do in fundraising absolutely has to have a direct relationship with your work – if it's a fundraiser, it's a fundraiser, and bringing in cash should be your first priority.

But by making the bulk of your fundraising activities align with your raison d'etre you get double benefit.

Ask yourselves what it is you really do, and really stand for.

Think broadly – for example, a sporting group does more than just play sport; it provides opportunities for people to keep fit, a social outlet for community members and a place where fair play and teamwork are encouraged and respected.

Put them in order. Aim to list between six and 10 of your purposes, and prioritise them according to how important each is, or how much of a focus your group has on each.

Look at the fundraisers you've staged in the past year. Divide your fundraising activities – particularly special events, activities and product-based fundraisers – into those which are (or could be) a good fit, and those which are not.

Retain, discard, modify. Retain and build on those fundraisers which are a "good fit". Consider discarding or modifying the ones that aren't.

More information on successful fundraising can be found at the Community Funding Centre at www.ourcommunity.com.au/funding

Source: Rhonda Galbally, CEO of www.ourcommunity.com.au

Regional Round-up

Hello. My name is Christine Keating and I have replaced Melva Marshall as the Community Development Officer at ConnectGroups (previously known as The Western Institute of Self Help - WISH). I would like to acknowledge Melva's contribution to the South West Regional Project and look forward to continuing to work with groups in the region.

The re-brand of WISH to ConnectGroups is still in progress, however our aim is to increase our support to groups throughout the state and we have some exciting initiatives we want to develop in the south west and great southern regions as a pilot. More information on this will be circulated in the coming months.

A regional visit held in Bunbury in June 2003 identified several issues raised from groups and service providers. Misconceptions and lack of understanding about self help, community education/awareness and isolation/access to services as well as bureaucratic processes were noted as barriers. A South West Regional Forum was held in 2004 to look at these issues in more detail. Following on from that event we began the process of facilitating networking sessions where local groups and service providers could discuss some viable solutions to the issues raised.

You, the community, have identified the following issues as a priority –

- The need to establish new contacts and to develop an awareness of services in the region
- Developing a relationship and working collaboratively with health professionals
- Lack of funding
- Training workshops on topics such as funding and media/promotion.

Feedback received so far from the networking meetings has been invaluable in terms of becoming aware of the services and groups available.

New contacts and mutually supportive relationships are being developed. Guest speakers are presenting at networking meetings in response to requests from those involved. Progress has also been made in promoting the value of support groups in the community and raising awareness and acceptance of self help.

We invite you to come along to the next Networking Meetings scheduled for **13 November (Busselton) and 14 November (Bunbury)**.

See Page 20 and enclosed Flyer. Guest speakers are:

Yvonne Robinson Deputy CEO of GP Down South (Busselton) and Ann Clapp from Morrissey (Bunbury).

We will also be introducing our new brand, seeking feedback on how effectively we are meeting your needs and look at exploring new initiatives. If there is anything specific you would like to discuss at the meetings that has not been previously mentioned please contact me on Freecall 1800 195 575 or email to cdo@wish.org.au so that I can put it on the agenda.

I look forward to meeting everyone in November.

We have had an interest in starting new groups for the following issues.

If you are interested in these groups, please call Christine at ConnectGroups on 9228 4488, 1800 195 575 or email cdo@wish.org.au.

Carer's Support Group – York

The purpose of this group is to support carers with possible assistance from professionals and service providers.

Chronic Pain Group – Augusta

This group is for chronic pain sufferers in Augusta/Margaret River who want to share information and support each other.

Sexual Assault/Incest Group - Balingup

This group is for sexual assault/incest survivors.

Christine Keating

Community Development Officer

AGM and the Big Reveal

Thanks to all those who attended the recent historic Annual General Meeting and for our guest speaker and marketing consultant Joanna Jenkins who has helped facilitate the re-brand process over the past several months.

The rationale behind choosing our new name was presented to the members in attendance and all agreed to the change to ConnectGroups – Support Groups Association WA. We believe that the name will create greater accessibility within the community and it also reflects our core business more accurately.

I'm happy to report that the name has now been officially registered with the Department for Consumer and Employment Protection.

Thanks also to Lotterywest for providing funding for the project and Adcorp Marketing and Communications who have developed the new logo and tag line and to all those, including past and present staff, groups and service providers who assisted us through the process. Stage 1 of the re-brand of the Western Institute of Self Help (WISH) is almost complete.

Stage 2 will involve the application of the brand to the website and the development of new promotional materials. This is expected to be completed by early 2008, our 25th anniversary year, at which time we will hold an official launch.

Staff & Volunteer Changes

Hayley Allen our new Administrative Officer replaces **Alison Morse**. Hayley has brought some youth into the office and great computer skills to boot. Hayley hit the ground running so to speak as we discussed the new logo with Adcorp in preparation for the big reveal at the AGM. She also assisted in compiling the Annual Report. Hayley will be heavily involved in the application of the new brand to our promotional materials and website and of course writing and circulating this final edition of the News Exchange and our ongoing E-News.

Christine Keating has replaced **Melva Marshall** as the Community Development Officer. It's hard to believe Christine hasn't even been with us a year and has taken on various tasks with staff changes in the office. She is passionate about working with the groups and with the re-brand we are looking at some fresh ideas in the coming months of supporting our groups more effectively. Expect a call from Christine soon!

Courtney Barker has also joined us recently from Canberra. Courtney is currently finalising her law and finance degrees at UWA and her assistance has been invaluable as we are tackling the issues of Deductible Gift Recipient status and reviewing our work contracts for 2008.

Robyn Coles was with us for almost a year and we appreciated her valuable help in automating our internal statistical forms. She worked closely with Alison on this project which has streamlined our reporting to the Board and funding bodies.

Vicki Davies

ConnectGroups Executive Officer

October

Whole Month

Girls Night In- The Cancer Council

Hosting a Girls Night In is simple - just invite all your girlfriends around for a night in and ask them to donate the equivalent of what they would have spent on a night out. The funds raised will contribute to finding a cure for breast and gynaecological cancers.

www.girlsnightin.com.au,
Tel: 1300 656 585

Whole Month

Lupus Awareness Month - Lupus Australia Foundation Inc

National Lupus Awareness Month is held every October in an effort to educate the public, the medical and the para-medical professions about lupus and hopefully to promote clinical research into a cure.

<http://www.lupusnsw.org.au>
Tel: 1800 802 088

19-26 Lunch for Leukaemia- The Leukaemia Foundation of Australia

Host a lunch with colleagues to raise money for patients and families living with leukaemia's, lymphomas and myeloma and related blood disorders.

www.lunchforleukaemia.com
Tel: 1800 620 420

22- Pink Ribbon Day - The Cancer Council Australia

Pink ribbon day is an annual event held by the Cancer Council. It is aimed at increasing awareness about breast cancer and raising funds for breast cancer research, education programs and support services.

www.pinkribbonday.com.au
Tel: (08) 9212 4333

22-26 (Sydney) Communities & Change: Research partnerships and collaborations in education and social work.

The Research Festival is a week-long showcase event engaging researchers, policymakers and practitioners to explore key issues in education, social work and social policy.

www.edsw.usyd.edu.au/research/events

November

14 - World Diabetes Day - Diabetes Australia

Diabetes Day is the primary global awareness campaign of the diabetes world. It was introduced by the International Diabetes Federation (IDF) and the World Health Organization (WHO) in response to concern over the escalating incidence of diabetes around the world. It is celebrated globally.

www.worlddiabetesday.org

Tel: 1300 136 588

20-22 Call for Abstracts, WA Sexual Health and Blood-borne Virus Forum- FPWA Sexual Health Network

Tradewinds Hotel, Fremantle

The forum will have a strong focus on sexual health issues faced by indigenous people throughout WA and will look at successful programs for the state and beyond. If you run a successful Sexual Health or BBV program at a community or professional level register your interesting presenting or attending by contacting the Sexual Health Network, FPWA Sexual Health Services- email Sue Parker on shn@fpwa.org.au, fax 9227 6871 or PO BOX 141 Northbridge, WA 6865.

26-30- Rett Syndrome Angel Week- Rett Syndrome Australia Research Fund

The disorder results in severe disability and for most results in the inability to communicate or be independently mobile. To raise funds for research, people can purchase an Angel ornament for their Christmas tree for \$10.00 or a pin for \$5.00 (Available through Ed Harry Menswear stores

www.nesher.com.au/rett/
Tel: 1800 177 111

December

3- International Day of Disabled Persons - United Nations

2007 theme "Decent work for persons with disabilities" The International Day of Disabled Persons aims to promote an understanding of disability issues, and mobilise support for the dignity, rights and well being of persons with disabilities.

www.un.org
Tel: 02 673 82 00

Conferences

Thursday 25th October, 7.30 to 9pm Hearing Voices Network Australia

The Voice Hearers of WA Family, Friends and interested persons Information Evening
Come and ask all those questions
You have always wanted to, find out more about hearing voices groups and all about our exciting journey of recovery.
Richmond Fellowship Training Centre
32 Burton Street, Cannington
Register your interest as places are limited, Marlene 9258 3060, 0488 585 029, or marlene@rfwa@wa.org.au

30th October- 2nd November Voices Calling for Action

11th Australasian Conference on Child Abuse and Neglect (ACCAN 2007)
Gold Coast, Queensland
www.ccm.com.au/accan

22- Nov WA Community Housing Conference and Awards for Excellence

Hotel Rendezvous Observation City, This conference provides an opportunity to discuss contemporary trends and issues in community housing and to see how these might assist and influence decisions about our future "Directions in Community Housing".

www.eventswa.com.au
Tel: 9409 8688

26-27 November 2007 Childhood Trauma: Shaping Connections throughout the Lifespan

Perth, WA
A selection of keynote addresses and workshops will be presented on the following topics: Effects of trauma and neglect on the developing child: a neurodevelopmental perspective; Treating severely traumatised children: dyadic developmental psychotherapy; The healing power of touch for neonates in intensive care and infants of high risk mothers; and Intergenerational transmission of trauma: incidence and treatment in the early years.
Further information: Sarah Landy, sarah.landy@health.wa.gov.au

Workshops

Free workshops from CLAN WA's project Indigo and run by Brain Ambulance. For family and friends of people with a mental illness.

Adult Mental Health Workshop

Will provide you with information on different types of mental health issues including depression, anxiety and psychotic disorders, and the causes, symptoms and treatment options including crisis management. This course runs for two days 9.30-4pm

Armadale - 22-23 Oct or 6-7 Nov
Victoria Park - 24-25 Oct or 19-20 Nov
Kenwick - 29-30 Oct or 11-12 Dec

Youth Mental Health First Aid

Will provide you with information on different types of mental health issues as they are experienced by youth including depression, anxiety and psychotic disorders, eating disorders, self harm and substance abuse disorders and the causes, symptoms, and treatment options including crisis management.
The course runs for two days 9.30-4pm

Armadale - 19-20th November
Victoria Park - 6-7th December
Kenwick - 12-13th November

Types and Causes of Mental Illness

This workshop is aimed at increasing your awareness of the prevalence, types and causes of mental illness.

Armadale - 30th Oct - 6:30-8:30pm
Victoria Park - 31st Oct - 6:30-8:30pm
Kenwick - 31st October 12:30-2:30pm

**For bookings and enquiries please
contact Indigo, 9498 2829 or
email armadale@clanwa.com.au**

Networking Morning Tea

Date: Tuesday, November 6, 2007
Time: 9:30—11:30am

Location: Training Room,
 335-337 Pier St, Perth
 Opposite Perth Oval

Cost: Free

Come and learn about the value of support groups, meet other support group members, service providers and community organisations. Share ideas, successes, discuss opportunities and offer your input on training workshops for 2008. Members of the general public welcome.

Bookings Essential!

RSVP by 1 Nov 2007
 To Register call 9228 4488
 Email: cdo@wish.org.au

Networking Morning Tea - Southwest

Busselton - Guest Speaker Yvonne Robinson, Deputy CEO, GP Down South

Date: Tuesday, November 13, 2007
Time: 1 - 3pm

Location: Fellowship Room
 Uniting Church, 47 Kent Street, Busselton

Bunbury - Guest Speaker Ann Clapp, Morrissey

Date: Wednesday, November 14, 2007
Time: 9:30 - 11.30am

Location: Australian Red Cross, Unit 2/33 Denning Rd, Bunbury

Cost: Free

What can ConnectGroups do for your community in 2008? Bring along your ideas, goals, successes and challenges for sharing and discussion. Light refreshments provided. Hosts are ConnectGroups (Formerly WISH - The Western Institute of Self Help) and Busselton Do Care.

Bookings Essential!

RSVP by 5 Nov 2007
 To Register call Christine on 1800 195 575 or email cdo@wish.org.au
 Or Beverly for the Busselton meeting on 0434 609 470 or email
bjbiggs@westnet.com.au

New and Existing Group Development

- WISH provides practical, personal support and information for individuals involved in new and existing self help support groups.
- Group issues and development
- WISH Directory of Self Help and Support Groups
- Media and publicity
- Promotion of self help and support groups
- Pamphlet production and website services
- Workshops and information forums
- Meeting facilities and equipment hire

Telephone Information Line

This unique service links callers including allied health workers, service providers, media personnel, students and community members to self help support groups and other community support services listed in our extensive database. To access WISH's Information Line simply phone 9228 4488 or 1800 195 575 for country callers between 9am-4pm Monday to Friday.

Publications

- Publications and resources are available on issues relating to self help and support groups.
- The 2005 edition of the WISH Directory of Self Help and Support Groups (incorporating Community Organisations) 770 entries and almost 1100 contacts. It lists a range of support services in both metropolitan and regional Western Australia
- Self Help Group Starter Kit
- How to Promote Your Group
- WISH's newsletter the "News Exchange"

Website

The revamped WISH website is a one-stop resource for self help group members, services providers, educational institutions, health professionals, students and the wider community. www.wish.org.au The WISH website contains an: Online Directory of Self Help and Support Groups (incorporating community service organisations), Past issues of the WISH News Exchange Newsletter, Group support and resources, Information, News, Events and lots more

Information Forums

WISH conducts Information Forums with the aim of educating the wider community including health and allied professionals, students, existing self help groups and interested community members as to the virtues of self help.

Resource Centre

The Centre includes group/organisation newsletters, brochures, journals, videos, training manuals, and other information to assist in self help group development.

Facilities and Equipment Hire

We have a fully equipped, air-conditioned training facility that accommodates up to 25 people available at our East Perth offices. WISH also offers the hire of our 'Toucan' multi-panelled fabric display boards.

Contact Details

Telephone: (08) 9228 4488
Rural Freecall: 1800 195 575
Email: info@wish.org.au
Web Site: www.wish.org.au
Postal Address: PO Box 8140 Perth Business Centre WA 6849
Actual Address: 335-337 Pier Street EAST PERTH WA 6004



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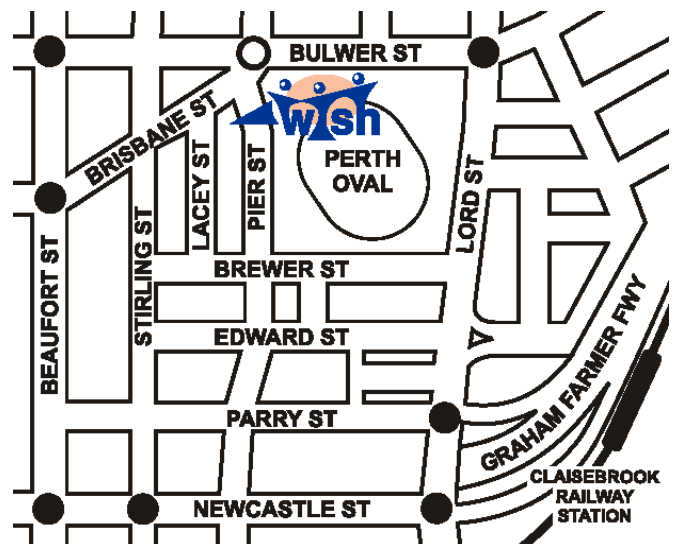
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CONTACT DETAILS

Telephone: (08) 9228 4488
Rural Freecall: 1800 195 575
Fax: (08) 9228 4490
Email: info@wish.org.au
Website: www.wish.org.au
Hours: 9am-4pm
Mon -Thurs
Postal Address: PO Box 8140
Perth Business
Centre
WA 6849
Actual Address: 335-337 Pier Street
East Perth WA
(opposite Perth Oval)



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