



Newsletter of the Southern Africa
Institute of Fundraising

**Giving and Sharing A National
awareness campaign to
highlight, honour and strengthen
volunteerism and
philanthropy in South Africa
8 15 November 2002**

GSP Contact Linda Officer,
Campaign Assistant
on 011 794 1234
or gsp@mweb.co.za

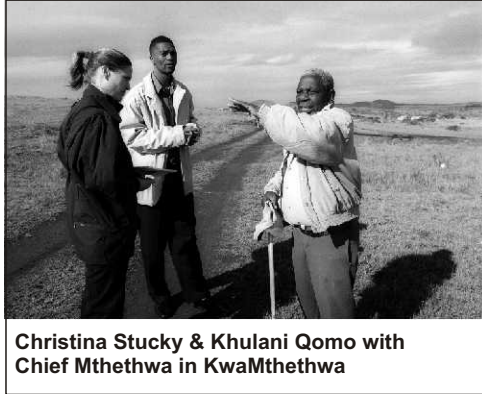
OCTOBER 2002

SAIF News

Encouraging Philanthropic Fundraising in Southern Africa

October 2002 / ISSUENO5

GIVING THE WORLD A MORE HUMAN FACE....



**Christina Stucky & Khulani Qomo with
Chief Mthethwa in KwaMthethwa**

The Giving and Sharing Project is a unique concept worldwide. It is a national awareness week to highlight, honour and strengthen volunteerism and philanthropy in South Africa that will be held from the second to the third Friday of every November and will be on the 8th to 15th November this year.

"Great powers of the world have done wonders in giving the world an industrial look, but the great gift still has to come from Africa giving the world a more human face", are the moving words of the late Steve Biko, which have been adopted to drive the vision.

This special week is an opportunity to spread good news and present examples of indigenous philanthropy and unique ways of giving, stories that can raise the spirit of humanity and harmony in South Africa, stories that will make us want to get involved and mobilise the youth into action and demonstrate ubuntu.

Ms Yvonne Chaka Chaka, the well-known "song-bird" of Africa, has accepted the Patronage of the campaign. She has a great understanding of the need for philanthropic work and is involved in a number of good causes wherein she can share her fantastic talents to make a difference.

The main aim is to encourage everyone to get involved and support good causes around the country in order to strengthen civil society and mobilise volunteerism. There is a need to acknowledge that if lives and situations are to change for the better then we *all* need to take responsibility as *"It starts with Me."*, the theme for this campaign, which wants all sectors of society to take up the challenge - the youth, the aged, small villages, cities, NPO's, NGO's, CBO's, GRO's, FBO's, NGO's (how are your acronyms?), the media - Everyone, including you!

The Ford Foundation has wisely provided the start-up capital for 2002 and 2003 to get the campaign up and running, but it will be up to an Advisory Panel to ensure that it is sustained through other grants, donations, non-financial contributions (equipment, time-release volunteers) and sale of promotional items.

The awareness thrust for this year is centred on two communities who can demonstrate traditional and unique ways of ubuntu, namely KwaMthethwa in KwaZulu-Natal and Kliptown near Johannesburg. Both of these communities have individuals who have gone to amazing lengths to make a difference in their community. These stories will be told at the official launch on the 23rd October, so watch the press!

The Protea Parktonian Hotel has generously agreed to host the media launch and material development cost have been co-sponsored by Keyprint and their suppliers.

Next year the campaign will spread its message and involve other provinces, so get your stories ready and send them to GSP.

Khulani Qoma and Linda Officer have been very busy constructing the new website with help and tuition from Maggie Verster (a SAIF E&T facilitator). Visit the site and pledge your support (not money) on www.givingandsharing.org.za

What some of the speakers and guests had to say about GSP at the SAIF Convention....

- Mal Warwick: "This so much bigger than other Philanthropy Days it's BIG!"
- Bernard Ross: "I have never heard of anything like this before, it's super!"
- Franklin Biney from Ghana: "This is just right for Africa we need this in every country."

General comments, "Wow! This is just what we need!" "Now why didn't I think of that!?"



NATIONAL OFFICE NATTERINGS

After months of planning and organising, at last the 6th African Resource Mobilisation Convention was underway! Thankfully, Jenny Paper of Town and Country Conferences bore the brunt of the enquiries and bookings for the Convention! (Thanks Jenny!) However, I had my fair share of quirky queries in the National Office as well!

I bade fond adieu to my family and headed off into the far grey, polluted skies of Johannesburg, towards Boksburg, with the assurance that, at least, I had packed some good comfortable shoes!

What a pleasure it was to finally put faces to names and voices. Even during the hectic time of the Convention, "people" became friends and yes, even so, Malcolm, you will still land up in water!

It was wonderful to have 28 new members join SAIF before and during the Convention welcome to all of you!

Prior to the Convention, I had been delving into the data base of members, and realised that some of our members were very definitely "veterans" as far as membership of SAIF was concerned, having been members for 10 or more years! We were thrilled to be able to present Certificates of Loyal Membership to these Members. Congratulations and thanks go to:

Joined 1987:

Emmi Albers; Tony Cooke; David Cuthbert; Jenni McLeod; Terry Murray; Malcolm Powell

Joined in 1988:

Joe Araujo; Lynette Brady; Sadie Cutland; Mhlopheni Koena

Joined in 1989

Driekie Moutinho; Frieda Mwelae; Fred Nel; Carl Swart

Joined in 1990:

Elizabeth Cuthbert; Pralene Gelink; John Hunneyball; TO Mashihleho; Denise Murray

Joined in 1991:

Adriaan Bouwer; Sue Jowell; Joan Migdin; David Sievwright; Margie Smith; Nic Snyman

Joined in 1992:

Jetty Botes; Magda Du Toit; Leon Isaacson; Marilyn Joubert; Jill Ritchie; Glenn Truran

Mr Ramonono Moeketsi is anxiously awaiting his Loyal membership Certificate he joined in 1993!

I have since received a letter of thanks from Magda du Toit saying how much this acknowledgement of membership meant to her thank you Magda! so glad that we could do a "little something" to brighten your day!

- Noeleen Mullett,
SAIF Co-Ordinator



Ramonono Moeketsi makes a point at the Convention

NEW FINDINGS DISPEL MYTHS ABOUT SOUTH AFRICAN SECTOR

The results of a new study of the South African non-profit sector dispel some existing beliefs about it.

Findings indicate that:

- The South African NPO sector is a vibrant economic player. In 1998, it mobilised resources worth R13.2 billion (in cash and kind), which included volunteer labour, private sector funding and self-generated income.
- Black women were largely responsible for leading and managing the NPO sector in 1998. Of the total managerial staff of the NPOs surveyed, 59 per cent were women and 73 per cent were black. Hence, the image of the sector as one dominated by whites is inaccurate.
- Less formal, community-based organisations make up 53 per cent of NPOs. They can make an important contribution to poverty alleviation because they respond to community problems faster than formal structures. Thus, both government and more formal NPOs would benefit from partnership with such organisations in the fight against poverty.

The study was conducted by John Hopkins University and the Graduate School of Public and Development Management at the University of Witwatersrand, as part of the worldwide programme to map the nonprofit sector.

For more information or a copy of the report, contact Helen Poonen, Centre for Civil Society, University of Natal at poonenh@nu.ac.za

(Taken from Alliance Vol 7 no 3, September 2002)

NEW CALL FOR APPLICATIONS ARTS, CULTURE AND NATIONAL HERITAGE SECTOR

The Distributing Agency for Arts, Culture and National Heritage has recently placed a further call for applications for funding from the National Lottery Distribution Trust Fund.

The process of adjudicating the applications received earlier this year is nearing completion and the Distributing Agency will soon be in a position to adjudicate on new applications.

Applications for funding are invited from organisations and associations that promote the arts, culture or the national historical, natural, cultural or architectural heritage and whose activities will be of benefit to the community at large.

The Distributing Agency has identified the following focus areas for funding: Creative Development, Festivals, Film Production and Distribution, Public Art, Heritage and the Environment.

Preference will be given to projects that meet the advertised and gazetted criteria especially from the Eastern Cape, Free State, KwaZulu Natal, Limpopo, Mpumalanga, Northern Cape and North West Provinces.

In the last round of funding, many of the applications were rejected because of insufficient information supplied and/or incomplete applications. All applicants are therefore urged to ensure that all the relevant information in support of their applications is included.

More information may be obtained by contacting the Central Applications Office of the National Lotteries Board at 012-362 2922 or by fax at 012-362 3899.

Application forms may also be obtained by sending an email to arts@nlb.org.za or by visiting the National Lotteries Board's website, www.nlb.org.za - Closing date 20th October 2002.



"It's been a hard day's night" -
President Kelvin Glen feeling the strain of the Convention

".... SOUTHERN AFRICA INSTITUTE OF FUNDRAISING HOLD THEIR OWN 'MINI WORLD SUMMIT' ON SUSTAINABLE (FUNDRAISING) DEVELOPMENT IN BOKSBURG, GAUTENG ..."

- this was the 6th African Resource Mobilisation Convention held at the Birchwood Convention Centre from the 5-7th August 2002.



Frances Lake
- Convention Chairperson

Yes! After all the planning, headaches, usual last minute crises and excitement, the 6th African Resource Mobilisation and Development Convention has been and gone leaving in its wake a host of enthused and excited fundraisers and many fond memories!

Approximately, 200 international experts and representatives from civil society organisations in Africa, Europe and America met together at the 6th African Resource Mobilisation and Development Convention to workshop and receive presentations on mobilising resources to develop Africa. The delegates were not just fundraisers representing the household names in charity, such as Cansa, Red Cross, Salvation Army, Hospice but many others, who, in the words of Dr Ivan May, the 'guru' of marketing in South Africa, were people involved in donor marketing and relationship development.



Bernard Ross

Guest speaker Bernard Ross of the Management Centre in the UK, entertainingly made his point by 'giving away dollars' to encourage managers of non-profit organisations to **master the changing global environment**

This message was reinforced by another UK expert, Jason Potts of Think Consulting, who encouraged

delegates to think about the **impact on the not for profit sector** and the ways they could use digital media to raise revenue. However, a panel of experts, Mal Warwick of Mal Warwick & Associates, USA, Kathleen Burke Barrett a Vice President Financial Development for American Red Cross and Terry Murray, President of DVA Navion, SA, led a discussion with the delegates and agreed that **direct mail would survive as a method of asking for money** as it was a method still preferred by many individual donors.



Kathleen Burke Barrett

The main question that summed up the issue of internet technology was asked by Kathleen Burke Barrett **'The Internet Revolution - Are you ready?'**, South Africa's response is, **"Yes, we are ready"**, with the help of organisations like SangoNet and its Thusanang Internet Portal which will offer information on funding and fundraising for non-profit organisations and grantmakers in Southern Africa.

The changing face of Corporate Social Investment was discussed, including what donors do and don't like about fundraisers. Companies have an active role to play in supporting the wider community and non-profit sector. The Charities Aid Foundation Southern Africa explained its new approach to corporate social investment in 'Matched



Jill Ritchie - Convention Program Organiser

Giving' and employee involvement 'Give as You Earn' payroll giving schemes.

Sershan Naidoo, Manager Player Services and Media Liaison National Lotteries Board stood up well to arguments from the floor and managed to convince everyone that

Lottery Funding would flow smoothly.

The outcome of the convention was a greater understanding of the way forward, utilising new technology, e-philanthropy, but not forgetting how important it is to build the professional image of non-profit organisations and that Governing Boards have the responsibility of making sure that their organisations' affairs are conducted in an ethical manner. It was a successful event that achieved its goal of motivating civil society and non-profit organisations to be more efficient and effective in the way they raise funds to develop Africa. 63% of the delegates were attending their first fundraising conference.

This Convention would not have been possible without our sponsors AVIS, ABSA Foundation, Standard Bank Foundation and African Bank as well as many other donors who generously gave gifts and bursaries.

- Frances Lake



Ghanan delegates - Rev Biney & Bro Yeboah with Moeketi Moshoeshe in the background



Winnie Kunene

"I have thoroughly enjoyed meeting the SAIF delegates right across the spectrum. Highly experienced fundraisers and those who are beginners. I have equally enjoyed listening to other presenters at the SAIF conference. There is no doubt that fundraising has become a global professional business. The struggle is over, it is now the survival of the fittest!"

Winnie Kunene

INSIDE OUT FUNDRAISING

"STARTING WITH THOSE CLOSEST TO YOU"

-David L Cuthbert, CFRE, FSAIF

(A series of thought-starters from your Canadian connection.)

This series is based on the premise that we, as Non-profit organisation (NPO) staff or volunteers, have no right to ask outsiders to support our work if we ourselves have not first given.

It's a strange thing that when a new NPO gets off the ground it is usually the founders, whether they be committee members or volunteers, who put their hands deep in their pockets to keep the young programme going. But, when outside donors begin to take an interest in the activities, the board members and staff back off with their support. In fact, we sometimes see the opposite happening when funds being to flow strongly, the NPOs leaders and workers attempting to get as much out of the organisation as they can for themselves.

An international survey was taken of NPO board members in the mid-nineteen nineties. One of its responses revealed that 80% of respondents make no financial contribution to the organisations they serve. I am discovering that this lack of interest by board members is just as prevalent in Canada as it is in Southern Africa. Unless, the giving habit has been built into organisation life. By habit I mean we should warn new board members, staff and volunteers that they are expected to contribute gifts to the organisation. This should always be voluntary, but they can expect that at least once a year they will be asked for their support.

A further key to getting internal support is to focus the staff and volunteer attention on a particular project. The chair of a South African NPO board once asked me how he could persuade the members to give, because they had never been asked before. We chose a small community project of around R12 000 a year, and challenged both the staff and the board to pledge their support. We were delighted by the response, not only did we raise the R12 000 from them, but their interest in the organisation was switched on, and they developed into a co-operative team. "Where your money is there also lies your interest", as the saying goes. Of course we cannot expect staff, and even board members, to compete with major donors. It is the principle of giving that counts, rather than the size of an individual's support.

Another benefit of encouraging inside funding is that a number of the organisation's funders are now very close to home. Staff and board members will want to know how their money is being spent, and they should have access to the information that tells them what is really happening. This urges them not only to ask hard questions of the organisation, and of themselves, but be more inclined to be accountable to outside supporters, when they are experiencing the same relationships themselves.

Then, the greatest benefit of inside out fundraising is the encouragement it gives to

outside donors. In fact some donors today are saying "You give first, and then I will match it". I have just completed my first Canadian annual campaign. We at the YMCA Greater Toronto, have raised \$1,7 million from 8500 donors between February and May this year. Twenty percent of these funds came from "insiders" - staff (both full-time and part-time) volunteers and board members. I headed up a team of over 800 canvassers in this mainly face-to-face campaign. During the first month the canvassers, who were mainly staff members, made their own financial commitments to the campaign. They tell me that when they were faced with prospect questions like, "Why should I give?" or "How much should I give?" they were able to answer with conviction, enthusiasm, and with experience.

Perhaps you have never thought of yourself as a donor, however I would guess that sometime in your life you have been asked to personally give, or have given voluntarily to meet some local or family need. Maybe you don't need reminding, therefore, that donors have just as much responsibility in the fundraising transaction as do fundraisers. Donors have the ability to direct their resources to activities that will produce the best results. Finding an NPO that is doing good work in areas that are important to the donor is a first step. Then you are more likely to stay informed on issues that concern you and commit to long-term giving. This commitment helps NPOs develop long-term strategies to deal with the issues they are working with. Here is a list of donor responsibilities to wise giving I came across recently:

Be an informed donor. Make an effort to learn as much as you can about the causes you are considering supporting. If an NPO approaches you don't hesitate to ask questions.

Budget for giving. Work your giving goals into your financial planning. Earmarking money for causes important to you enables you to give regularly.

Keep your donation receipts. NPOs should issue a receipt for each donation. Make sure you keep them for tax purposes. Most NPOs in South Africa are able to offer a tax rebate through the expanded Section 18(a) of the Income Tax Act. You will need to declare your donations with your annual tax returns.

Ask about matching gifts. Many donors today encourage NPOs to spread their funding sources. By challenging an NPO to match a donation equally or by some agreed ratio, by raising support from other directions enables donor funds to be multiplied in their effectiveness.

Donate anonymously if you like. All NPOs should honour anonymous donations. Not all donors want or need publicity for their gifts, and NPOs should respect donor requests in this regard.

There is more than one way to give: NPOs benefit from all types of giving. Bequests or endowments, gifts in kind, volunteer time and skills are sources of support other than money donations acceptable to NPOs.

You have the right to say "no": If a donor feels unsure or uncomfortable about the way in which

an NPO requests their support, or if you have serious questions about their legitimacy or their ability to fulfil their promises, don't hesitate to say "no".

Don't give money to any group you have not heard of, or you are not sure of: There are an estimated 90 000 NPOs looking for support in South Africa. It is likely that you will often be approached by an organisation you are not familiar with.

Find an NPO that is right for you: Many small organisations do not have the funds to be proactive in seeking out donors. Take the initiative in finding an NPO or NPOs that work in the field that is of interest to you. By doing some research you are likely to find the organisations that are perfectly aligned with your giving objectives. Hopefully this will include the organisation you work or volunteer for.

Planning your next annual campaign? Plan to ask those closest to you first!



Jason Potts - Popular speaker on the Internet at the Convention



Antoinette Froneman displays the French Champaign presented to her by Bernard Ross during a session at the Convention

BRANCH NEWS

NAMIBIA



Mr Neal Hammond (left) and
Teresa van Niekerk (right)

REMARKS BY THE BRITISH DEPUTY HIGH COMMISSIONER, MR NEAL HAMMOND, at the Annual General Meeting of the Namibian Chapter of the Southern Africa Institute of Fundraising, Wednesday 31 July 2002

It gives me great pleasure to be invited to here today to attend the first Annual General Meeting of the Namibian Chapter of the Southern African Institute of Fundraising.

Last November, I had the honour of officially launching the Chapter. As most of you will already know, establishing something like this takes a good deal of hard work. Making it work and grow demands even more time and commitment. Our presence today is testimony to the fact that the Chapter is well on track and moving in the right direction.

For individual civil society organisations in Namibia, membership of the Chapter is all about achieving the means for improved resource capacity mobilisation and implementation. And the key to this is greater professionalism in your fundraising efforts. In providing that, that is where the strength of the Chapter lies.

Understanding the environment in which you operate is of fundamental importance and to better understand that it is sometimes useful to step back and take a look at the bigger picture, not just within Namibia's borders but throughout the African continent as a whole and even globally. If you do so, you will see that there are some encouraging developments happening here on the African continent that promise better times ahead.

Earlier this year in Durban, African Heads of State officially launched the African Union. As the successor to the OAU, the African Union is an ambitious project. It promises to deliver much more for the people of Africa than the OAU ever did. Improved peace and security, good governance and economic and social development throughout the continent. It also promises to give greater strength to the African voice in international affairs.

Linked to the AU and representing its first major initiative is NEPAD or the New Partnership for African Development. Contrary to what some might say, NEPAD is not an attempt by former colonisers to maintain control over the continent. NEPAD was conceived and developed by African leaders as (and I quote) "a

comprehensive integrated development plan that addresses key social, economic and political priorities for the continent". As such, it entails a commitment by African leaders to African people and the international community to place Africa on a path of sustainable growth, accelerating the integration of the continent into the global economy. It calls on the rest of the world to partner Africa in her own development based on her own agenda and programme of action. NEPAD is ambitious. Its goals are annual GDP growth of 7% for the next 15 years and the fulfilment of International Development Goals. In the longer term, its central objective is poverty eradication through sustainable development.

Another major milestone in this process will be next month's World Summit for Sustainable Development taking place in Johannesburg. This will provide an opportunity for world leaders to carry forward the debate on the inextricable link between the environment and development, and the debate will focus on the relationship between poverty, globalisation and sustainable development.

Both the World Summit for Sustainable Development and NEPAD are designed to be all-inclusive. They are not just about governments and government policy. Their focus will include the private sector and how private sector activities often directly impact on the environment and in turn on the livelihoods, health and vulnerability of the poor. Socially responsible behaviour by businesses lies at the centre of this particular debate.

Corporate social responsibility is a hotly debated subject. Traditionally, the civil society (and I am talking globally here and not just looking at Namibia) has observed the business community with a large degree of suspicion. Encouraged by governments, businesses world-wide are now showing a genuine interest and consideration for the environments in which they operate, the communities they affect and all the other various stakeholders concerned with their activities. Looking closer to home, I was interested to read the other day that the Johannesburg Securities Index is soon to introduce a "sustainability index" to track companies socially responsible performance. This is impressive and a cause for increasing optimism about the future.

Of course, businesses around the world have not been slow to recognise who their most important ally is in the quest to become more socially responsible. The answer? Civil society. Increasingly, the corporate citizens of the world are now looking to civil society for the lead in improving their socially responsible performance and this is, of course, where you come in.

Nowadays, the talk is very much of building enhanced relationships or partnerships between civil society organisations and businesses. To guarantee success, such relationships must be founded on the principles of transparency and accountability. In the same way that you would be reluctant to invest money in an uncertain venture, the private sector also has to be confident that its investment in some social programme or project will achieve its declared aims and objectives, and at the same time, represent good value for money. Projecting a professional image and being able to demonstrate a genuine impact on poverty and

social injustice will help considerably in this regard. Public perceptions also play a part. It isn't just the private sector that needs to be convinced. Communicate to the public what you do and how you do it. Where necessary, cultivate the links with local or central government that are key to achieving a positive outcome. Again, the full involvement of all stakeholders is the way ahead and not working in isolation.

I suspect (or rather I hope) I am preaching to the converted here this evening. These are encouraging times. Many of you are still only at the start of a journey but there are already flickers of better times ahead. In my two years here, I have witnessed the increasing opportunities for resource mobilisation in Namibia. It is not just the international donors to whom you should now be looking but also the private sector.

Let me close by wishing you all the very best in your fundraising efforts. The money is out there. It's just a case of making sure you follow the right track to ensure you get your hands on it.

NEWS FROM THE WESTERN CAPE

The membership of SAIF Western Cape has continued to grow. It is encouraging to note the increase in membership and awareness of SAIF that was generated by the 6th African Resource Mobilisation and Development Convention.

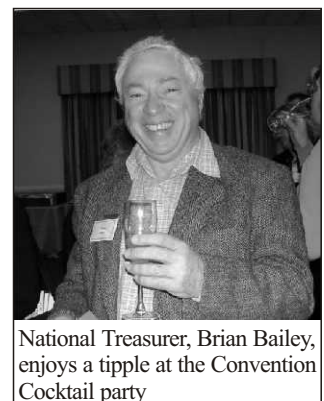
It is also encouraging to see the increase in membership in the Eastern Cape. As it is difficult to offer members the full benefit of SAIF membership from Cape Town it would be ideal to form a new committee in this region. If you are interested in Chairing or standing on this committee please contact me on (021) 797 5335.

We are presently planning our 4th and last morning seminar for the year. It will take place in November and details will appear on our website. It is interesting to see so many different NPOs represented at our seminars.

Jill Ritchie was the guest speaker at our August seminar. 40 Delegates attended the morning session and the topics included Fundraising Techniques, Marketing your Organisation and How to Plan a Special Event.

Our AGM followed. No written nominations for new members were received and the existing chairman and members were re-elected onto the committee. The morning ended with a stimulating networking session over lunch.

- Anne Wright (Western Cape Chairman)



National Treasurer, Brian Bailey,
enjoys a tippie at the Convention
Cocktail party

BOOK REVIEWS



SUCCESSFUL FUNDRAISING EVENTS

by Jill Ritchie

This comprehensive and practical guide introduces you to the very basics of Special Events. This A4 size book with bright yellow cover offers an extensive list of fresh views at the different types of events and how to go about planning of events covering topics such as venue selection, budget, publicity and sponsorship right down to evaluating an event.

Along with the book comes a disc, which contains invaluable checklists and Event Activity Sheets.

For more information contact Papillon Press, PO Box 26249, Hout Bay, 7872, South Africa or Tel: + 27 11 790 0412 or Fax: + 27 11 790 6171 or Email: papillonp@icon.co.za or visit their website www.papillonpress.co.za

FUNDING SOUTH AFRICAN NON-PROFITS ORGANISATIONS

by David L Cuthbert, CFRE, FSAIF

The recent socio-political environment has seen a shift away from easily accessible foreign funding to finding local funds. This task often rests on the shoulders of single, hard-pressed and ill-equipped individuals. This series of booklets on how to develop a secure and sustainable funding base has grown out of David Cuthbert's 20 years of fundraising experience, both raising funds hands-on and assisting over 800 mainly small and medium organisations. This series of reasonably priced handbooks takes the reader on a journey towards proven funding success. Each booklet singles out an important step in the process, while the series combines to present an integrated and overlapping instruction. Whether you buy a single issue or collect the whole series, you will be moving towards financial security.

For more information contact Charisma Communications, PO Box 689, North Riding, 2162 or Tel/Fax: + 27 11 795 3271

MAKING VOLUNTEERING WORK

by Michele Williams

This book is the first ever guide to the management of volunteers written specifically for South Africa and compliments the launch of the Giving and Sharing Campaign.

Indispensable to non-profit organisations, service clubs, schools and faith-based organisations, *Making Volunteering Work* offers practical advice on:

- Volunteers and labour legislation
- Selecting and recruiting volunteer help
- Volunteer management
- Legal issues affecting volunteers

Packaged with the book is a computer disc

containing excellently laid out forms which are invaluable to all aspects of volunteer management. These are also reproduced in the publication.

Author, Michele Williams, is one of South Africa's most sought after experts in all aspects of volunteerism and regularly consults to the country's leading NGO's on effectively managing all levels of volunteer from junior workers to board members. Michele also offers workshops in volunteer management throughout Southern Africa.

Making Volunteering Work is edited by Jill Ritchie, herself the author of ten books on fundraising and NGO management, successful fundraiser, consultant to NGO's and trainer in all aspects of resource mobilisation for the non-profit sector.

Making Volunteering Work is available from the SAIF Office (admin@saifundraising.org.za or 011 794 5224) or from Papillon Press (papillonp@ico.co.za or 021 790 0412)

NEWS SNIPPETS

"**SOCIAL INVESTMENT NETWORK** in KwaZulu-Natal would recommend KZN members to link into Ilimo Network Founding Member's website www.ilimonetwork.org.za. It lists local funders and their respective focus areas. Their Resource Directory is also very useful. Well worth a visit." submitted by June Rorich - SAIF member - KZN

BRIDGES.ORG, an SA-based organisation helping developing countries span the digital divide, has prepared an online guide to help people find out where they can obtain free computers, software and email accounts. Says Director Teresa Peters: "Some services and computer resources are free because they are donated. Others are offered for free as a marketing strategy when the money is made on advertising, or support and services." - www.bridges.org

NAMPAK JOINS CORPORATE WAR ON AIDS - Nampak, Africa's largest packaging manufacturer, has joined the corporate war on HIV/AIDS with an initiative to supply nappies at cost to Non-Government organisations committed to caring for infants and children affected or infected by HIV/AIDS.



Ann Bown (with Frances Lake) opening her gift after being presented with her Outstanding Individual Award



Bernard Ross has a few computer problems!



Peter Laubscher in thoughtful concentration



GSP's Kulani Qoma gets the rhythm at the Drumming session

HOT SITES!

Visit "the funding site" @

<http://www.thefundingsite.co.za>

Imagine a better-informed Non-profit and Grantmaking community!

This site has come about in response to the call from both NPOs and Grantmakers for an efficient and effective tool which will bring the Non-profit Organisations into contact with the most suitable Grant Makers and Donors.

Think of this Site as the "Power Tool" for the Non-profit sector!

"The Funding Site" are offering SAIF members a 25% discount in sign-up fees until the 15th November so pay them a visit!

SANGONeT is happy to announce that they have launched a new funding information portal called **Thusanang**. This project has received seed funding from the United States Agency for International Development (USAID).

Thusanang aims to be your one-stop shop for funding and fundraising information.

Here you will find among other things:

- Funding and fundraising news and events;
- Articles and case studies on innovative fundraising strategies;
- Publications and other resources; and
- Capacity-building tools.

And still to come, for example:

- A grantmaker database in partnership with the Southern African Grantmakers' Association (SAGA);
- Donor profiles;
- Ins and outs of on-line fundraising; and
- A volunteer database.

Visit Thusanang at www.thusanang.org.za or www.funding.org.za

"PHILANTHROPY IN EUROPE" features Europe's largest companies and their corporate philanthropy, including

- Details on foundations, size of corporate contributions, preferences, contact details
- New corporate foundations for companies in

Europe

- The best of the rest

Visit www.philanthropyineurope.com - or to subscribe - subscribe@philanthropyineurope.com



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Desco is an electronic recycling company situated on the outskirts of Johannesburg and has been recycling electronic scrap for the past ten years. They also have a branch in Cape Town. They offer a one-stop convenience, be it just for "getting rid" of your electronic scrap or technology protection. The customer can rest assured that any printed circuit boards or semi conductors that are sold to Desco are pulverised for their metal content.

Visit their web site (with photo's that can give you a better picture of what they do.) www.desco.co.za

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Email: cairaga@desco.co.za
Fax: (011) 979-1938
P.O. Box 7426, Bonaero Park, 1622 RSA

Desco is an electronic recycling company situated on the outskirts of Johannesburg and has been recycling electronic scrap for the past ten years. They also have a branch in Cape Town. They offer a one-stop convenience, be it just for "getting rid" of your electronic scrap or technology protection. The customer can rest assured that any printed circuit boards or semi conductors that are sold to Desco are pulverised for their metal content.

Visit their web site (with photo's that can give you a better picture of what they do.) www.desco.co.za

Resource Mobilisation & Fund Development Course

Another 3-day course will be held at the SAIF National Offices (Northriding, Randburg) from the 27 - 29 November 2002.

For more information & bookings, contact the Office on 011 794 5224 or admin@saifundraising.org.za

DID YOU KNOW?

Does your NPO have a special event coming up? ... Did you know that there is a page on our Web-site **just for you** our members?

Submit your event information together with your name, Organisation and SAIF membership number, and we will post your "advert" on **"your"** page!

(Sorry, this is only open to our members!)

A list of Fundraising Consultants is held at the National Office. Often NPO's cannot afford their own full time fundraiser and need to employ the services of a Consultant. If you are a Fundraising Consultant, and wish to be included in this list, please send your contact details and services offered together with your **membership number** to the Office at admin@saifundraising.org.za.

Please note that SAIF is not in a position to recommend anyone or services offered.

At the 6th African Resource Mobilisation Convention held in August, a meeting of interested parties was held with the intention of setting up a Professional Fundraiser's Forum. Follow-up information on this will be available shortly.

Are you considering outsourcing your non-profit organisations accounting and financial systems to a company that understands donor reporting, donations tax exemptions, NPO registration etc, then contact Colin's Bookkeeping Services on 011 318 3038 or colinkm@netactive.co.za

Welcome to the 21st Century!
... *A little late, but ...*

In an effort to reduce the costs of producing a hardcopy newsletter, we appeal to all members who would prefer to receive their newsletter by e-mail to advise the Office admin@saifundraising.org.za.

Sending an e-mail (Acrobat) format e-mail will save on printing, packaging and posting costs and will make more efficient use of your membership subscriptions!



SAIF CONTACT DETAILS

international dialling code
+ 27 11

Tel:
794 5224

Fax:
794 8054

Email:
admin@saifundraising.org.za

Website:
www.saifundraising.org.za

Postal Address:
PO Box 78512
SANDTON South Africa

Physical Address:
Khya-Lami
Girl Guides National Headquarters
374 Boundary Road
Northriding
Gauteng South Africa

NEWSLETTER COMPILED BY

Wendy Adams Communications
Tel: +264 61 255122
Fax: +264 61 255926
Email: wac@mweb.com.na
PO Box 20158
Windhoek Namibia

and

Noeleen Mullett
SAIF National Office

**DEADLINE FOR JANUARY EDITION
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Please submit all material by
30 December

Email: wac@mweb.com.na

www.saifundraising.org.za

SAIF NATIONAL COUNCIL 2002/3

President (& KZN Branch Representative):

Kelvin Glen
P O Box 30519, Mayville, 4058
Tel/fax: 031 762 1403
Cell: 082 466 6501
e-mail: inkulumo@mweb.co.za

1st Vice President (& Member at Large):

Lindiwe Myesa
469 Ndaba St, Molofo South,
P O Dube, 1800
Cell: 083 531 7770

2nd Vice President (& Member at Large):

Jill Ritchie
P O Box 26249, Hout Bay, 7872
Tel: 021 790 0412
Fax: 021 790 6171
e-mail: critchie@icon.co.za

**National Secretary
(& Gauteng Branch Representative):**

Frances Lake
P O Box 7005, Westwood, 1477
Tel/Fax: 011 894 7712
Cell: 082 923 0406
e-mail: francesl@mweb.co.za

Gauteng Branch Chairman:

Peter Laubscher
P O Box 46002, Orange Grove, 2119
Tel: 011 440 6323
Fax: 011 440 6324
e-mail: leprosy@netactive.co.za

Western Cape Chairman:

Anne Wright
Private Bag X4, Kenilworth, 7745
Tel: 021 7975335
Fax: 021 761 0130
e-mail: chairwc@saifundraising.org.za

**National Treasurer
(& WC Branch representative):**

Brian Bailey
P O Box 55, Somerset West, 7129
Tel: 021 852 5130
Fax: 021 851 1419
Cell: 083 443 0069
e-mail: brian@helderbergsociety.org

KZN Branch Chairman:

Gordon MacDonald
146 Florida Road, Morningside
Durban, 4001
Tel: 031 303 3890
Fax: 031 303 4184
e-mail: chestdbn@iafrica.com

Member at Large:

Anne-Marie Deas
P O Box 3839, Cape Town, 8000
Tel: 021 424 3344
Fax: 021 424 7387
e-mail: adeas@comchest.org.za

Namibia Branch Chairman:

Barnie Van der Walt
Private Bag 13294, Windhoek
Tel: 264 61 235090
Fax: 264 61 22 8663
e-mail: bj@nambible.org.na

Namibia Branch Representative:

Wendy Adams
P O Box 20158, Windhoek
Tel: 264 61 255122
Fax: 264 61 255926
e-mail: wac@mweb.com.na

