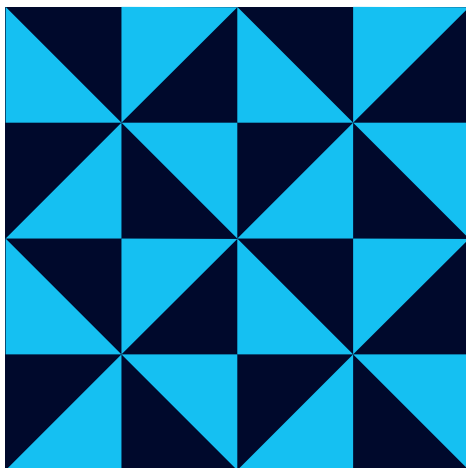
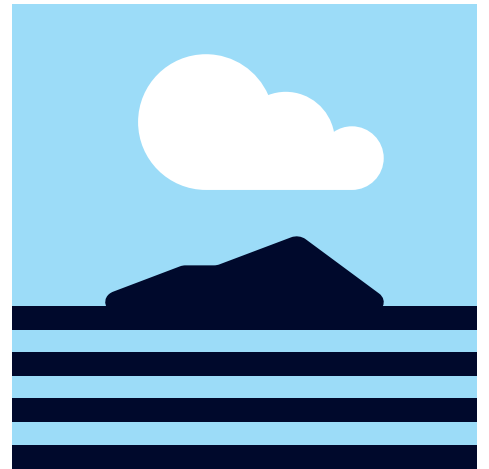




Nikau
FOUNDATION

Making your clients' giving go further

Helping them to achieve
smarter philanthropy

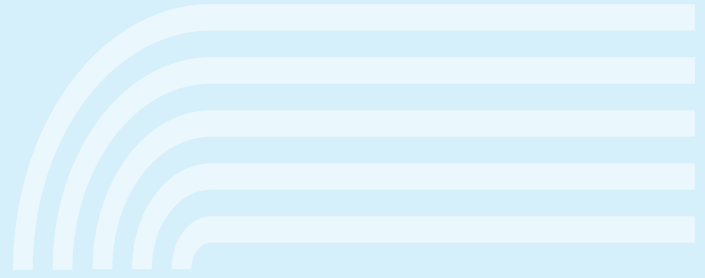




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Why have the philanthropy conversation?

Many people want to give or at least want to make a difference. Conversations about how they can have an impact and do good with their money are often warm and rewarding ones.

If your client is interested in philanthropy, deciding when and how they want to give, and who will benefit is an important part of their future planning. It is also an opportunity to deepen your relationship with them by connecting with their core aspirations and goals. Your local community foundation can support you in having these conversations by offering philanthropic expertise to help your clients.



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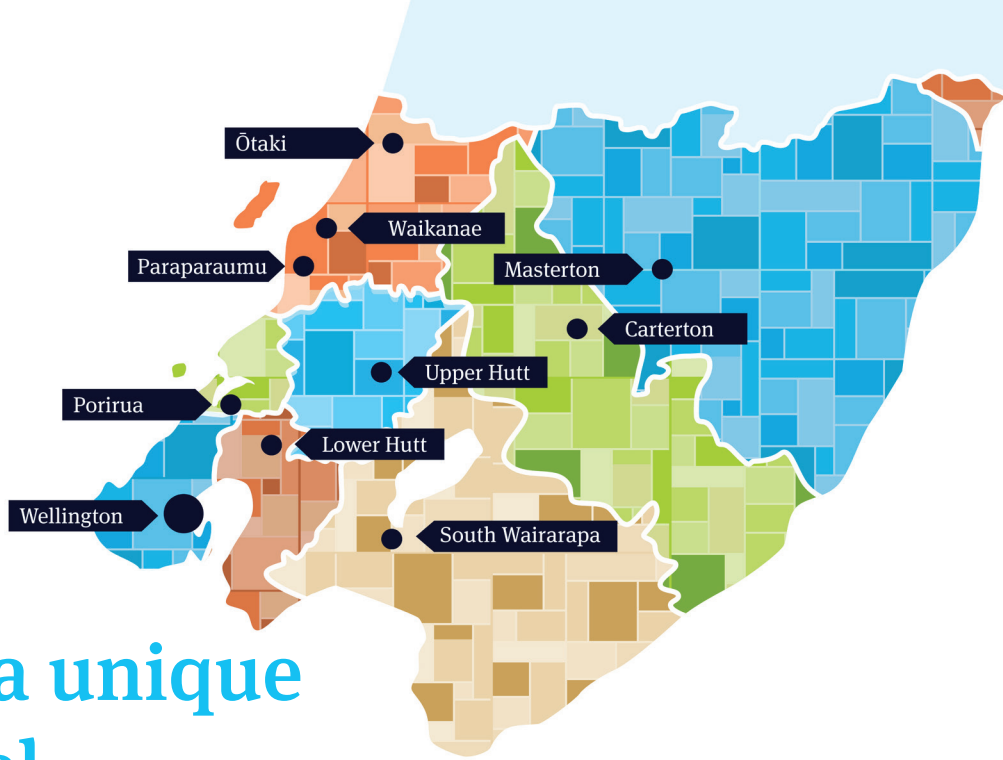
You've got to have a love of community, and now that I'm a grandparent, a lot of the things I'm doing are really about looking at how we develop a society and an attitude in the community that I want my grandchildren to grow up in. ”

Chris Kirk-Burnnand, Nikau Foundation donor

How we can help

We work in partnership with you, either in the background, or offering advice directly. Your role will be to provide counsel on legacy giving and to maintain the overall wealth planning relationship. As your philanthropy services partner we can:

- Help create a tailored giving plan
- Provide information on giving strategies
- Connect people with local causes, programmes or charities doing good in their community
- Accommodate gifts such as real estate, life insurance policies or shares, which are not easily transferable to other charitable entities
- Provide guidance on the process for grant-making
- Support you in dealing with complex philanthropic objectives
- Offer guidance on how to include philanthropy in wealth planning conversations
- Manage investments and distribute income



Introducing a unique charity model

Community foundations are independent, not-for-profit organisations located across the country. We are different because we aren't about one single cause; we are about a place and its people.

Nikau Foundation is the Wellington region's community foundation. Our vision is to nurture a culture of philanthropy, helping to ensure that our communities are healthy, resilient, and richly diverse. From conserving our natural heritage, cultivating creativity, supporting youth, and driving better health initiatives – we will be there for our region, now and in the future.

From Wellington to Ōtaki, Hutt Valley to Masterton, we have deep roots within the community. We work alongside passionate people who volunteer their

time to help us connect with the great, impactful work that is taking place on their doorstep. Our aim is to enable New Zealanders to effect lasting change wherever their home or heart may be.

Through us, donors can choose which local projects and causes they want to invest in, and play a role in positively transforming their community. Through our smarter giving model, they can feel assured that their generosity will have benefits that last forever.

\$4.8 million
grants distributed since 2000



\$1.3 million
grants given out in 2019

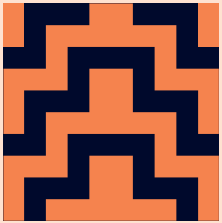
\$15.2 million
generously donated to support our communities

48
funds making giving go further, forever

Over 400
non-profits funded since 2009

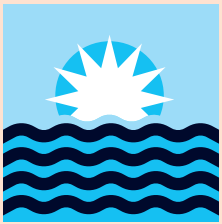
A trusted partner

For nearly 30 years, we have worked with professional advisors like you to help your clients' achieve their giving goals. When you choose to work with Nikau Foundation, these are the commitments we make to you and your client:



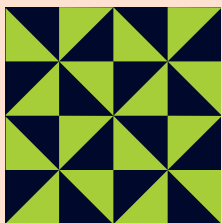
We are guided by our donors

When your client chooses to give through Nikau Foundation, they will decide who and what their giving goes to. If they establish a fund, they can do this individually, as a family, or even honour someone dear to them. **It's their gift, their say.**



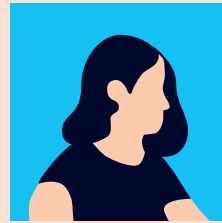
We invest for the future

We are building permanent funding streams to achieve long-term community transformation, by investing the donations we receive. It is the income from those investments which is given to local charities and causes, the original gift remains protected.



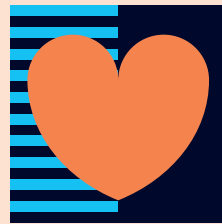
We are lean and effective

We are committed to ensuring the largest return for the benefit of our region. Our operational costs (including salaries and rents) are covered by three sources – the generous support of our Nikau Club, our corporate trusteeships and a small annual charge applied to our endowment funds.



We are connected

Our mission is to work together to create positive social change, build strong communities, foster civic leadership, and promote philanthropy across the region. Nurturing deep relationships with community leaders, grant-makers, and local volunteers, we have invaluable insight and knowledge into where your clients' giving will make an impact.



We are trusted

We are transparent in all our processes. Our model offers enduring trusteeship, and is cost-effective because we take care of all the administration, reporting and financial management for your client. Nikau Foundation can also offer easier options around compliance, investments and effective grant-making. More people are choosing to invest in our model, and nowhere is this more evident than the 2016 bequest by Judge Ian Borrin who chose Nikau Foundation to be sole trustee of his \$38million legacy – to drive a culture of social justice and equality for Aotearoa New Zealand.



Governance and leadership

Nikau Foundation prides itself on its efficiency, effectiveness and transparency. We adhere to international best practice across our operation, management, and governance.

Our trustees

Our trustees are leaders in their fields, generously giving their time, skills, and expertise to support and grow Nikau Foundation. As part of our commitment to inclusivity, we regularly review our board and committee memberships to ensure they reflect the richness of society with community representation. This process enables us to grow our team of skilled and committed trustees who actively advance the goals of the Foundation.

Our committees

Nikau Foundation provides a complete service - we fundraise, invest and make grants. To support each of these areas, we require a range of skills from across different sectors.

Leadership

Our Governance Committee takes a lead role in setting and delivering our strategy, overseeing all aspects of the operation and its people.

Financial management

We have two committees supporting the financial management of Nikau Foundation, the Michael and Suzanne Borrin Foundation and any other entities where we are the sole corporate trustee. Our Audit and Risk Committee supports financial management and compliance, risk management, internal controls, the external audit process, and budgeting.

Our Investment Committee oversees and advises the Board on the appointment of investment advisors/managers, establishing/reviewing the Statement of Investment Policies and Objectives (SIPO) for the investment of funds, financial performance, compliance and management of the property portfolio. It also develops and oversees our Distribution Policy – determining our annual grant distribution while ensuring that the real value of our funds is maintained over the medium to long term.



From left to right: Richard Caughley, Robert Cross, Peter Verhaar, Rebecca Morahan, Greg Kelly, Susan Hornsby-Geluk, Chris Milne (Chair), Adrienne Olsen, Adrian Orr and Rachel Roberts. Not pictured: Jill Day, Liz Koh (Deputy Chair), Pancha Narayanan and Wendy Venter.

Our grant-making

Our Grants Committee provides us with community leadership, insight, and connectedness; ensuring that our grant-making is strategic and meets our communities' needs.

Our profile

Our Marketing and Communications Committee provide us with vital support to build our brand profile, increase stakeholder engagement and, deliver high-quality communications for our varied audiences.

How we invest

Nikau Foundation's endowment funds are invested in a moderately conservative portfolio, while being consistent with deriving a reasonable return, to provide sufficient income for grants to be made. Investments are made across multiple investment classes and are managed through an investment management mandate with Hobson Wealth Partners. We work with them to ensure we are investing responsibly – avoiding direct investment into companies operating primarily in gambling, alcohol and other industries such as armaments.

Making your clients' giving go further, forever

New Zealanders are some of the most generous people in the world, giving their resources, time, and expertise to ensure their communities can thrive.

With over 2,500 charities in Wellington and Wairarapa alone, it can be hard trying to decide who should benefit, how it is distributed and the most cost-effective way to be philanthropic. Nikau Foundation offers a simpler way of giving, enabling your clients' giving goals to be achieved, whilst protecting their original gift so that it can keep helping the people and places they care about most.

How an endowment fund works

2020 – You establish a fund



Original gift: **\$75,000**

2035* – after 15 years



Value of the fund: **\$100,941** + Grants distributed: **\$45,396**

2050* – after 30 years



Value of the fund: **\$135,853** + Grants distributed: **\$106,494**

* Estimated real return of 3.5% plus 2% inflation



“

People are starting to think more strategically about their giving. The community foundations' model is proving to be a very attractive and effective solution in enabling them to meet their philanthropic goals. ”

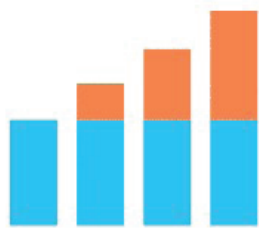
Alice Montague, Nikau Foundation
Executive Director

A smarter way to give

Giving to us is different from donating directly to a chosen charity, because all the donations we receive are invested and grown to become long-term, reliable funding streams.



Your gift



**is invested
and grown**



**and the ongoing
income earned**



**goes to the local
causes you love.**

Ways of giving

There are several ways your client can choose to give, either during their lifetime or in their will. Either way, we will work with you to create a tailored giving plan, and endowment form, ensuring we capture their wishes.

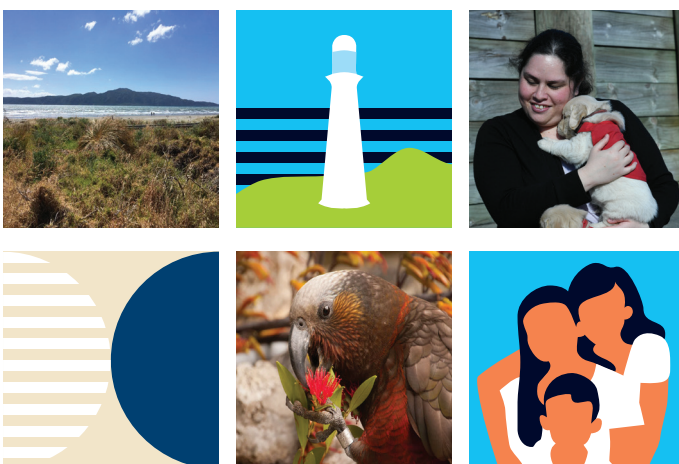
Set up a fund

Working together, we will design every aspect of your clients' fund. From its name, to the charities or causes they would like to support. So, whether it's education, health, youth, or anything else – we will ensure that their aspirations for giving are met, now and in the long-term. Whether they choose to give in their lifetime, or leave a legacy, they or their descendants will stay connected to the impact the fund is having through regular reporting and events.

Give to an existing fund

Nikau Foundation have nearly 50 funds being invested and grown to benefit our communities. Many of these funds have been established by generous individuals and families, in support of specific charities or areas of their interest.

We also have a collective pool of Nikau funds which are place and cause based. These funds have been designed with more flexibility to enable us to respond to our communities' most pressing needs.



When to give

A significant portion of New Zealand's wealth is held by those of retirement age. Many will choose to pass it on to the next generation and support the causes dear to their heart.

An essential part of your clients' future planning will be to consider how and when to transfer their wealth, who will benefit and how they can get the maximum enjoyment from it. Working with you, Nikau Foundation can provide a variety of giving options for your clients, on a timeframe which suits them best.

Give while they live

Your clients can give a regular contribution to an existing fund or make a one-off donation. They might also like to consider making a significant gift (upwards of \$75k) to establish their own fund. Either way, by choosing to give during their lifetime they will qualify for a tax rebate of 33.3% up to the limit of their taxable income.

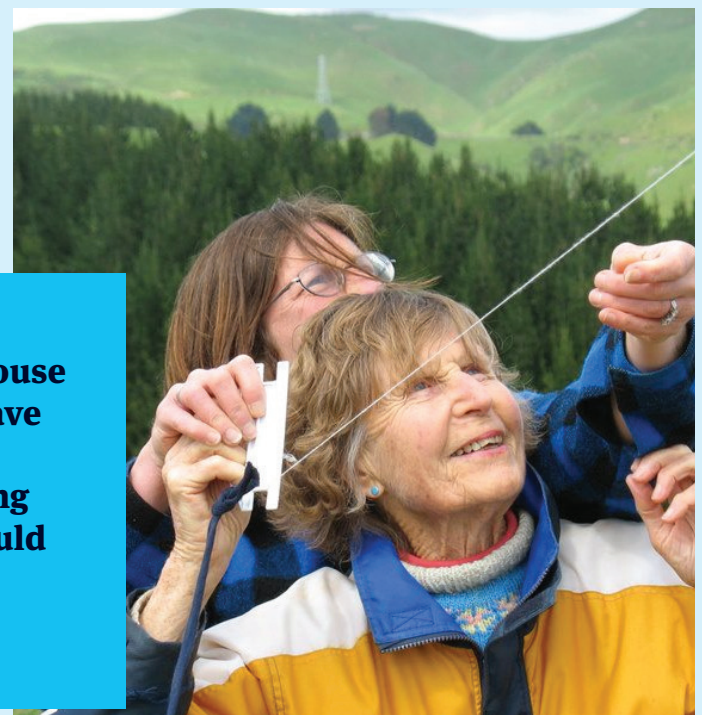
Leaving a gift in their will

When making a will many people want to give something back to the causes they care about. We will work with you and your client to plan every aspect of their legacy, ensuring their aspirations for giving are met.

Your client may choose to commit a percentage of their estate or a specified sum. We can also accommodate gifts that are more complex, and not easily transferable to other charitable entities.

Trust management

If your client has an existing charitable trust, or is considering establishing one, we can offer easier options for management around compliance, investments, effective grant-making and more. Recent law changes in Aotearoa New Zealand mean that many local trusts are facing increasing costs of administration, coupled with time-poor trustees. We can support in all aspects of the trust transfer process, provide enduring trusteeship, and will ensure the donors' wishes are honoured. To date we have successfully resettled a range of trust funds, ensuring maximum return to the community.



“

If you are making up your will and your house is worth \$500,000 or \$700,000, and you have two kids, there isn't much difference in leaving them 100%, than there is to leaving them 90%. Think about what that 10% could do for someone else. ”

Sir Stephen Tindall

Enhance your professional services

As a trusted professional and advisor, this is the opportunity to help your clients achieve their giving goals.

With so many people wanting to give but not knowing how, when or who to give to, partnering with Nikau Foundation can help you to support them on their philanthropic journey. We understand that your clients' tax, financial and estate planning circumstances are often complex. With our gift planning expertise, and our ability to accept a variety of assets, we can help you identify effective solutions.

Their gift. Their say

Benefitting from our unique community insight, connections, and expertise, we can link your client to the transformational work taking place locally. Whether it's the arts, Te Ao Māori, children, education, health, sports or anything else - they can be assured their generosity will impact the things they care about most, forever. And, if your client chooses to establish a fund during their lifetime, they will have the opportunity to take an active role in our grant-making, seeing first-hand the difference their generosity is making.

Who might we be right for?

Giving through a community foundation is great for those who:

- Care deeply about their community
- Want to make a difference in their community
- Currently give to charitable causes or are involved in volunteering
- Are interested in creating a personal or family legacy

Working in partnership

When you partner with Nikau Foundation, you will leverage our community expertise, and enhance your practice by offering specialist philanthropic services that are connected into local needs. Not only will this help you to attract new clients, it will set you apart from other professionals.

Our team will work closely with you and your client to provide a simple and effective administration process. You will access their skills and in-depth community knowledge, as well as a range of resources and information to support you and your client in future planning.

Philanthropy can change lives. By supporting your client to plan their legacy now, you are playing an essential part in ensuring our communities have the resources they need to thrive, forever. **Thank you.**



- Are considering a private trust or foundation
- Want involvement in the use of their charitable dollars
- Want maximum tax benefits for their charitable contributions
- Prioritise sound financial management of their charitable contributions

How we work with you

Step 1

your client indicates they want to engage in philanthropy



Step 2

we work with you and your client to develop a giving plan, outlining what causes they want to benefit and when they want to give



Step 3

we put together a fund proposal for the client to approve including the name of the fund and beneficiaries



Step 4

the form is reviewed by you, your client and Nikau Foundation's legal services



Step 5

the fund proposal is agreed and signed (if the gift is a legacy, Nikau Foundation can provide wording)



Get in touch with one of our passionate team members today to:

Arrange a philanthropy meeting, visit or presentation for your client

Access our suite of philanthropic collateral to give to your clients

Engage your team of staff through a firm presentation

Connect with us through regular event invitations and our newsletter

Discuss ways you can promote community-led philanthropy with your clients

Find out more about becoming a Nikau Champion - helping us to drive more local generosity to local causes





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