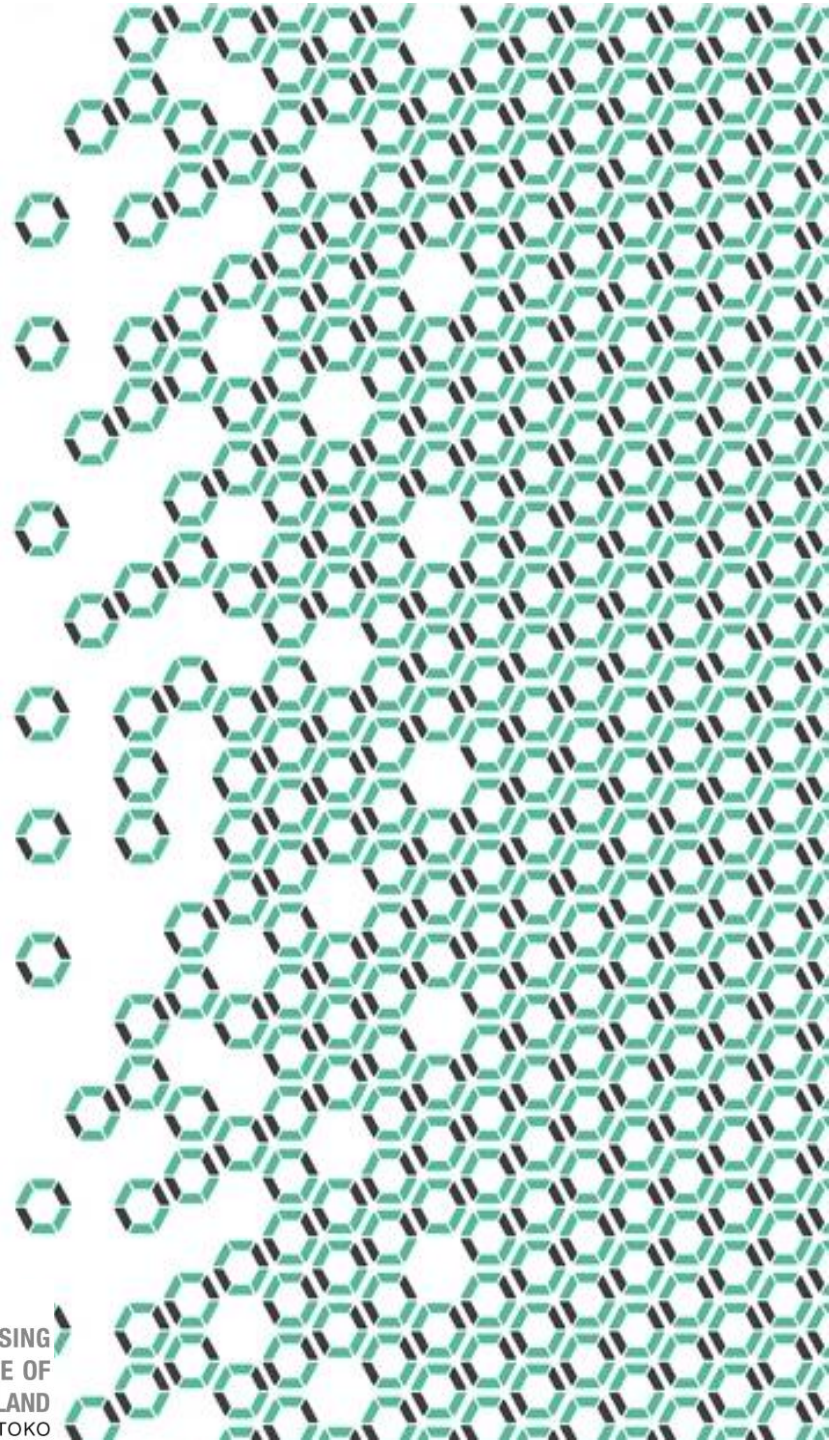


Your Organisation: **Gaining a positive edge**

Comparing your organisation's
reporting data with those
similar to you



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Data caveats

- There are examples of data errors or omissions in reported Charity data. These fall into the following categories:
 - Data entered into the wrong cell such the following examples :
 - weekly paid hours recorded but no wages bill
 - excessive part-time staff numbers but no full-time staff
 - Wrong interpretation of questions such as
 - Entering annualised hours into the cell asking for “weekly” averages
 - one of New Zealand’s largest Churches registered as “Registered” rather than “Religious Activities”
- Fundraising revenue consists solely of grants, membership subscriptions, donations/koha and bequests. The source data is unable to identify other fundraising revenue from merchandising, Opportunity Shops of fundraising events. This will change from 2016 reporting periods onwards due to changes in reporting requirements.



The Charity Sector in New Zealand

- There are over 27,500 registered Charities in New Zealand
- Approximately 200,000 New Zealanders govern Registered Charity Boards, Committees and Trusts
- Non-Charity Community organisations swell the whole sector to include around 113,000 voluntary organisations



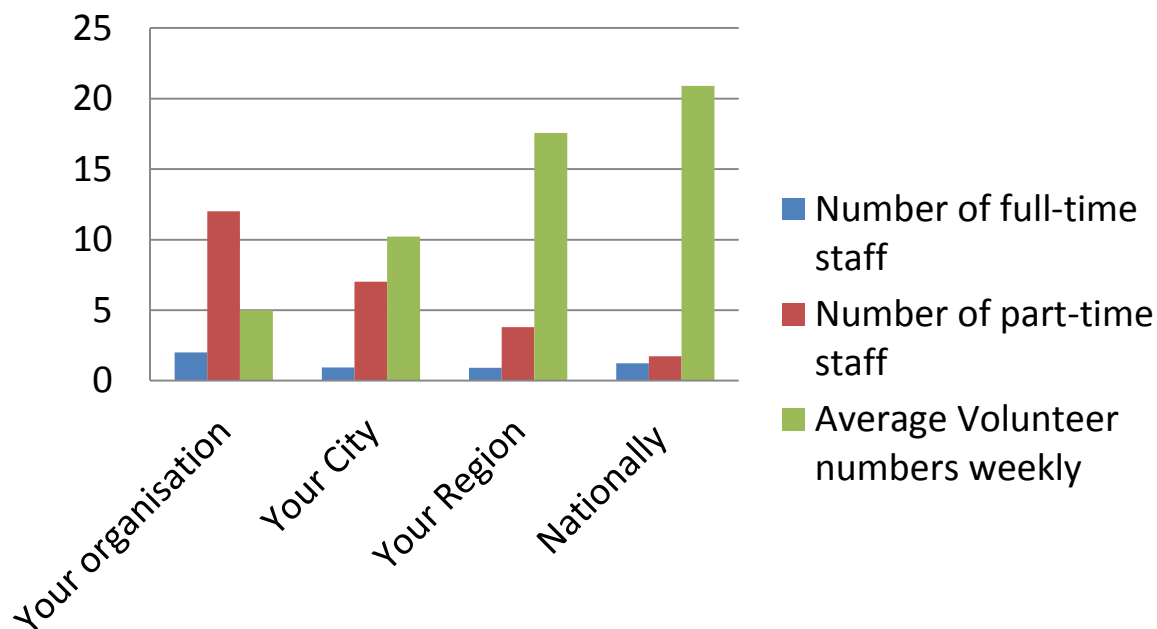
The data pool

- The data for this presentation is sourced from the Charities Services database.
- It compares the latest data submitted by your Registered Charity against the latest data submitted by other Registered Charities within your chosen activity group
- The data in this presentation compares your Registered Charity against the data from
 - XX organisations operating within your organisation's City/District (YY% of the Region's group)
 - XX organisations operating within your organisation's Region (YY% of this group Charities operating nationally)
 - XXXX organisations operating nationally



People utilisation

Average People numbers

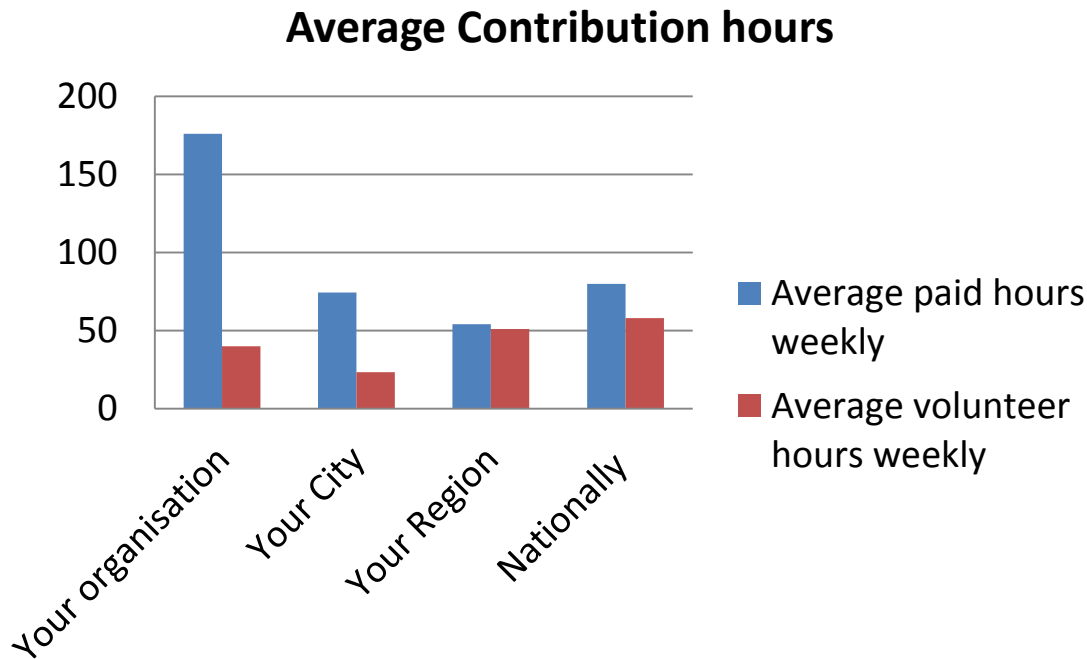


- Is your mix of paid and volunteer staff optimal?
- Do you need to explain your mix to funders?
- Are you correctly counting your volunteer numbers?
- Will funders understand why your people numbers compare the way they do to others?

Your higher use of part-time paid staff counter-balances lower usage of volunteers by average



People contribution



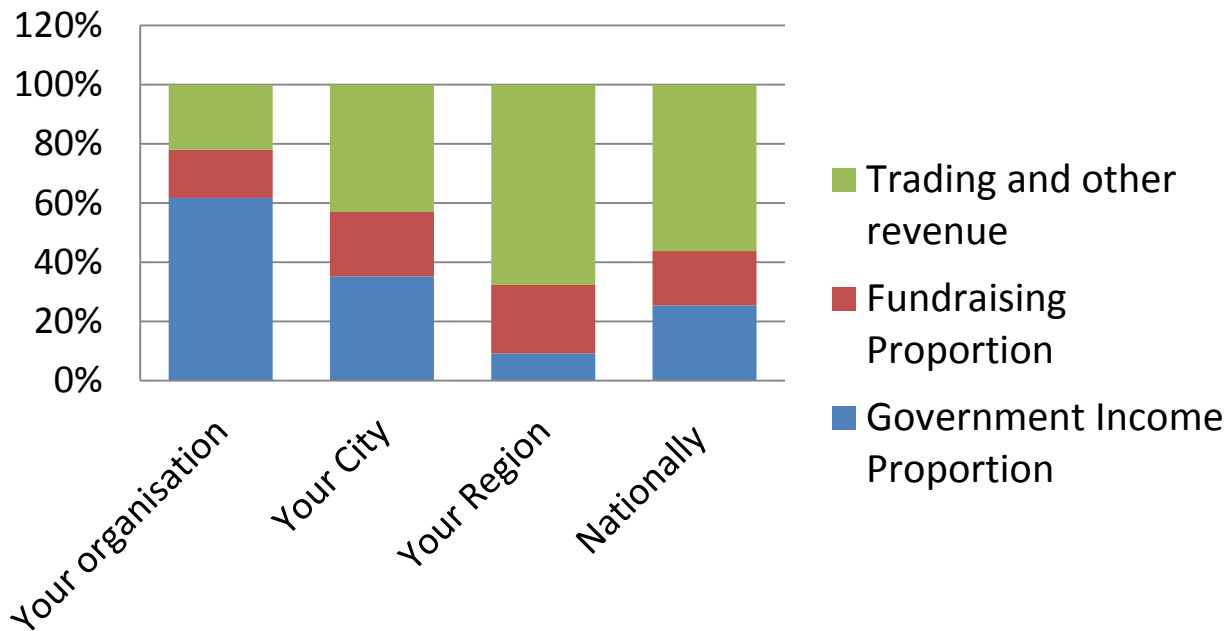
Low volunteer usage may be due to under-reporting or deliberate

- Contribution hours are generally increasing for both staff and volunteers year on year
- Volunteers require support which consumes a proportion of paid staff time
- Is the balance right for your organisation?
- Are you recording fairly?



Revenue Mix

Average Revenue proportions

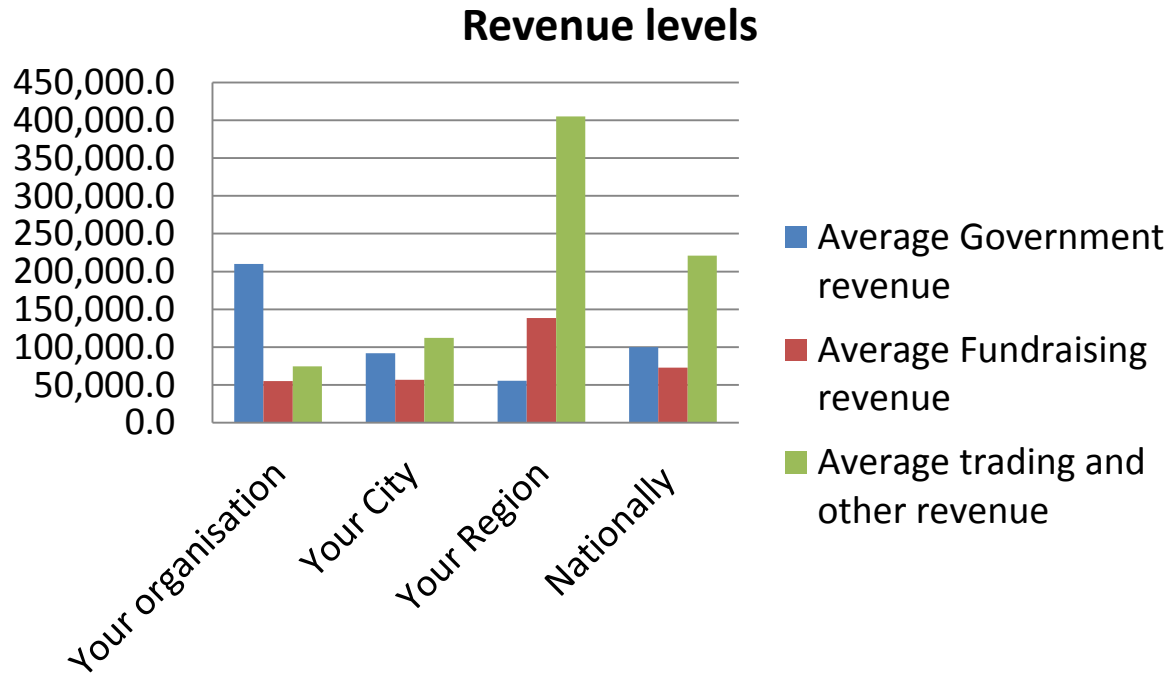


- Over-reliance on one source of revenue can be a risk
- Is your revenue mix out of kilter?
- Are you correctly reporting your revenue?
- Can this picture assist with acquiring funding?

Your organisation had a lower proportion of fundraising revenue by comparison



Revenue levels

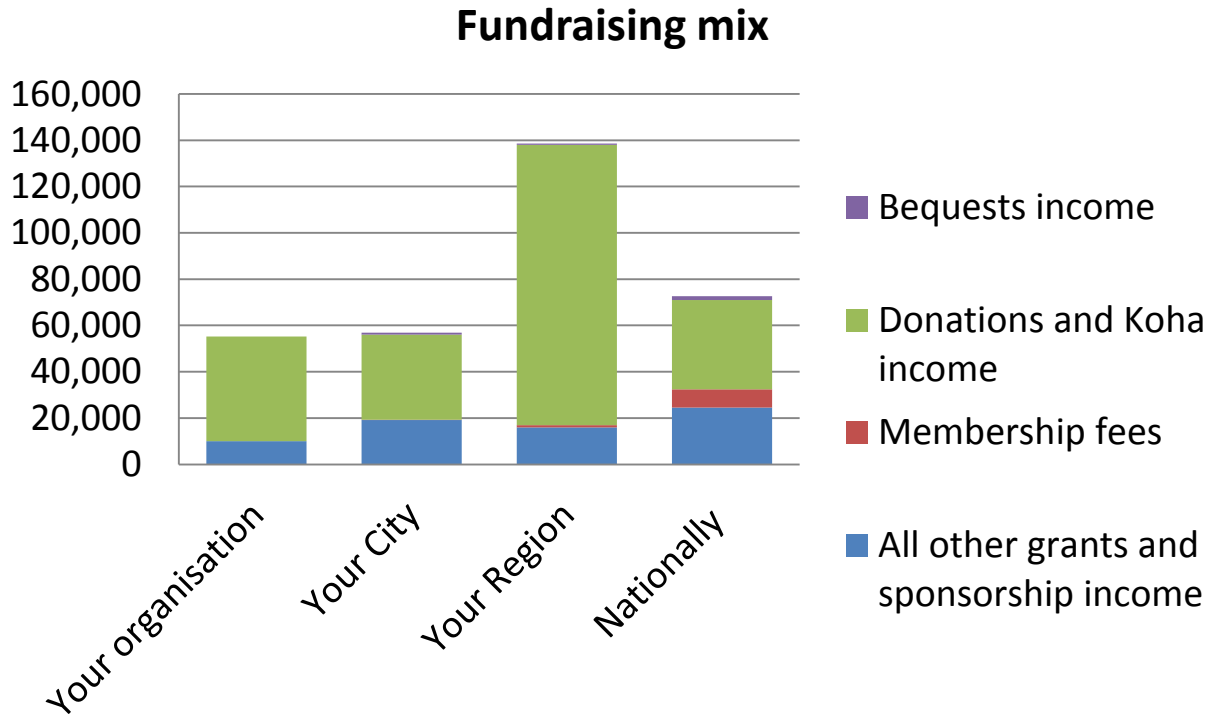


- High government revenue can constitute a risk
- Fundraising revenue in this report is limited to grants, bequests, donations and member fees
- “Trading” and “other” revenue may include some fundraising activity
- The value of gifted goods is not included
- Can this graph assist with seeking funding?

Fundraising levels are on par with similar Charity averages for the group but government revenue is high and trading revenue low by comparison



Fundraising mix



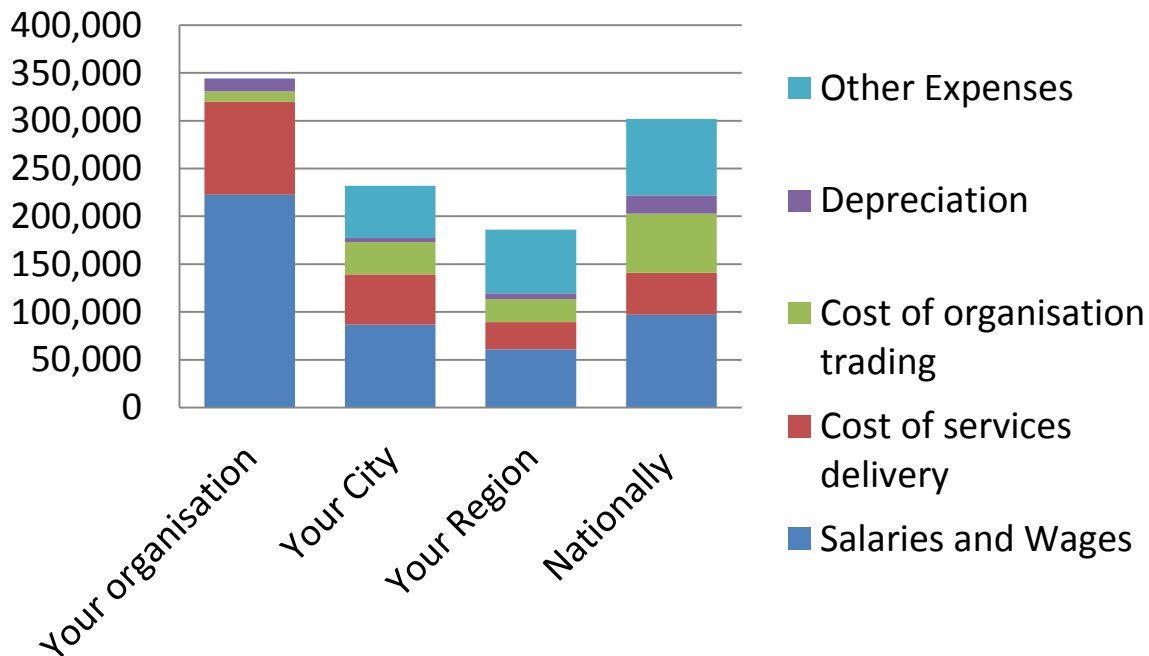
- Do you have bequest funds being held off-line in a Foundation?
- What's your risk from relying on a narrow range of income?
- Where are your fundraising revenue opportunities?
- Is this graph able to help tell a story to assist with fundraising?

Your organisation competes favourably against kindred Charities across the district and region



Expenditure

Breakdown of expenses



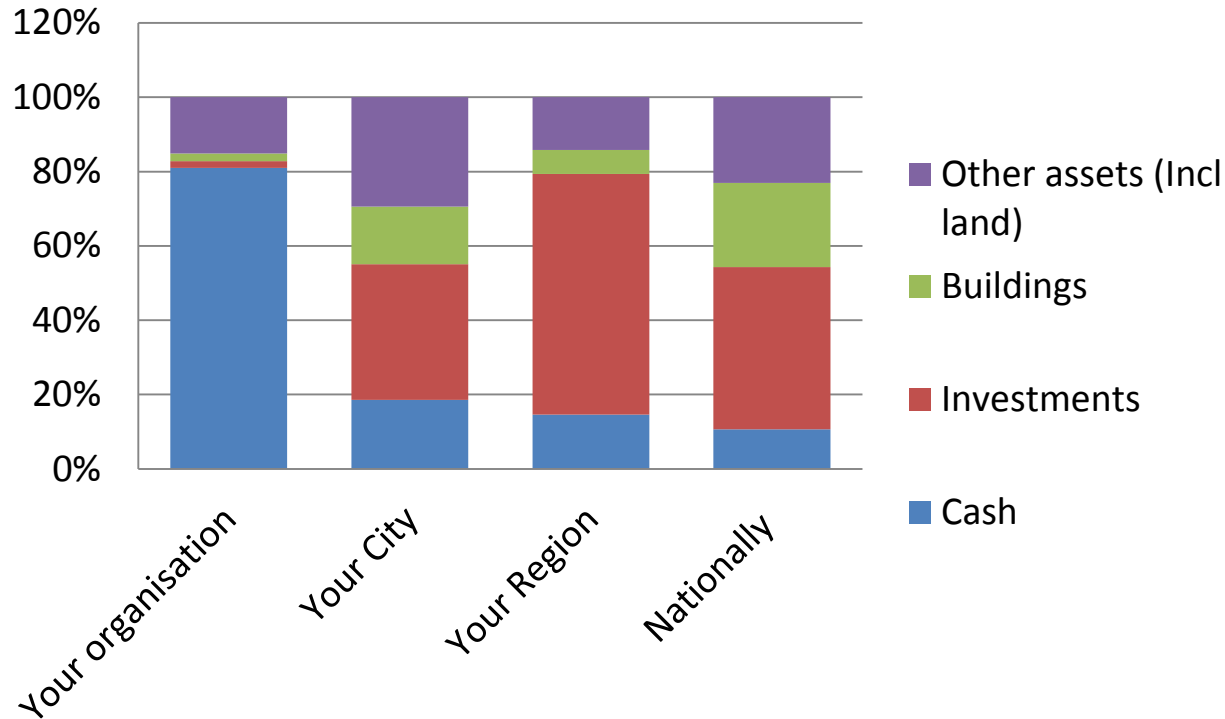
- Is your size as you expected or is your Charity larger or smaller by comparison than expected?
- Are you adequately reporting your 'trading' expenditure - reflecting the cost of running your Charity?
- Is your 'other' expenses a correct reflection of your activity?

Cost of trading levels are under-reported and service delivery costs at the high end of the scale



Organisational Assets

Average Asset proportions



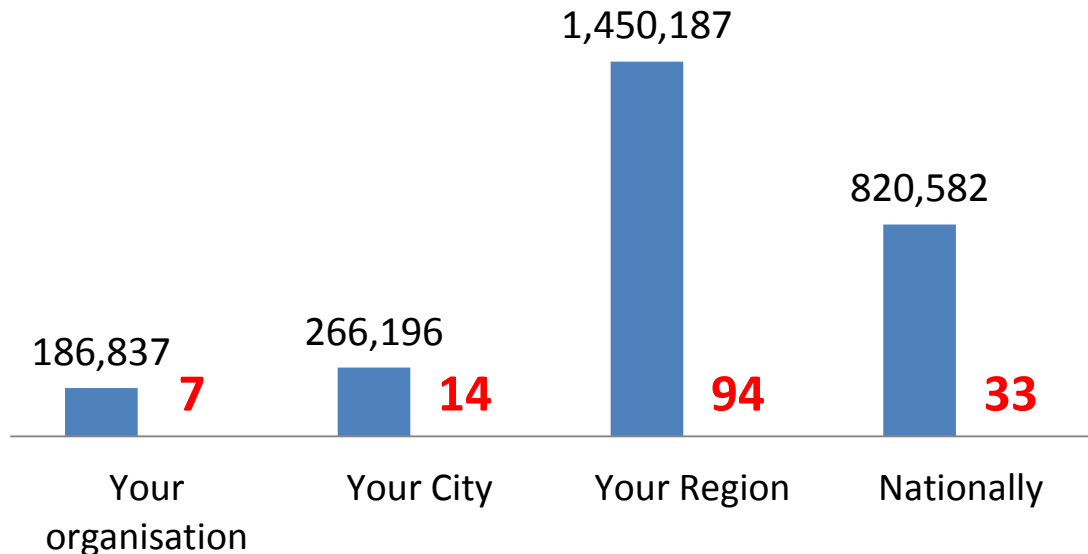
- This is a snap-shot of your organisation on your balance date
- Cash in particular can vary considerably during the year
- If you are in rented accommodation then the value of buildings will be low
- Is your balance right?

A high cash reserve proportion is not necessarily inappropriate but is likely to warrant explanation



Trading safety

Working Capital



- Working capital = cash/bank balances plus investments
- Is the level of working capital right for your organisation?
- The red figures show how many month's cash you have on hand to survive if revenue suddenly stops
- These figures include endowment and restricted funds, so trading safety margins may be less than shown

Working capital ratio is a little on the low side for operating comfort



Conclusions

- Conclusions from this presentation are for you to derive as you know your organisation best.
- However, the data suggests the following
 - People usage is high compared by district and region but not nationally
 - Government funding received is above the district/regional average and fundraising much on par
 - By comparison, your organisation is cash-rich
 - However, working capital is only just at the level of being safe for operating purposes



Interpretation

This presentation provides your Organisation's Board with ability to

- determine the accuracy of self reporting
- consider performance against reported industry averages
- utilise the information to assist with planning your Organisation's future.

