

## President's Forward



If I sat down with you, just the two of us, and asked you what you wanted from your Association would we be meeting those wants?

Is your representative doing what you need them to do? Do you know who they are or what their role is?

As we start looking at our path for the next few years, I know what I want, expect and ask from those in the Association, but I want, expect and ask that you, as a member have that same knowledge.

To do this, all of us in the Association encourage you to make contact with any of us for a cuppa, talk, ring, write or email with any questions, suggestions, ideas, opportunities or to give us feedback- remember it's your Association.

I also want to take this moment to thank YOU for your contributions as a volunteer. As we come up to WOW Day- it's the 10th May 2017 in case you haven't already got it in your diary!- make sure you also take some time to reflect on what you have done, what you have given and what your fellow volunteers have given to each other and the community.

Please also take a minute to reflect on the great things the NSW SES has made possible for you, be it through access to training, opportunities or development or through new friendships and community involvement.

Until next month,

Charlie Moir ESM

## What's been happening in the Volunteers Association?

### REMINDER! 2016 Grant and Funding Recipients

All recipients of Volunteers Association Funding are reminded to contact our Finance Manager; Alina to ensure your funding is reconciled before the end of Financial Year.

Any unclaimed funding will be put back into the budget for the 2017 Grant Funding.

### Wellington Wombats

Wellington Wombats was held again this year on the weekend of the 29-30th April. The Volunteers Association was proud to sponsor gear and equipment for this event!

### Fundraising Manager

Meet Andy Markwell CFRE FFIA! We are pleased to welcome him to our team as the Fundraising Manager for the NSW SES Volunteers Association.

A bit about Andy- He is a Certified Fund Raising Executive and holds accreditation by CFRE International, Washington DC – awarded by examination.

He is a Fellow in the Fundraising Institute Australia – and also a past President and Chair of FIA Board.

He has 20 years in fundraising management at St Vincent de Paul Society NSW, Sydney University, Southern Health Victoria, Royal Australasian College of Physicians, Australian National Maritime Museum and also General Manager of Apex Foundation and prior to that, Andy was the Press Secretary to two Senators – Shadow Finance Minister and Shadow Minister for Sport and Youth Affairs.

He has two adult children – son and daughter, one grand-daughter, and one grand-dog.

Welcome Andy, we look forward to working with you and if any of our members are near the office, feel free to pop in for a tea or coffee and meet Andy face-to-face!

### Andy Explains the New Fundraising Program...

The NSW SES Volunteers Association has taken the step of embarking on a new donor focussed fundraising program.

For many years the VA has conducted raffles which have generated significant funding to run the organisation effectively and service its members. This will remain in place.

The new program will concentrate on recruiting donors rather than buyers of raffle tickets. The latter process is transactional whereas the other relies on relationships. This difference is important for several reasons.

Firstly, the Volunteers Association has deductible gift recipient status (DGR) from the Australian Tax Office. This DGR status allows the Association to issue tax deductible receipts for donations. This is not the case for purchase of raffle tickets, due to the fact a donor is benevolently making an untied gift, whereas raffle tickets are bought for the chance to win a prize.

The motivation is fundamentally different. Over time, donors may upgrade their giving. Similarly, raffle participants may increase their level of support, but they are unlikely to ever make a major gift in their lifetime or a final gift in their will.

Setting up fundraising programs takes time – a long time. While new fundraising programs usually become self-sustaining early in the process, it can take quite a number of years before they realise their true momentum. Momentum is what it's all about.

The Association is launching its first direct mail Tax Appeal, sending letters to potential supporters asking for a gift prior to 30 June which will attract a tax deduction when the donors lodge their income tax returns. Gifts of \$2 or more are tax deductible and a receipt will be issued.

If you go to the Association's website, you'll find a Donate button at the top of the homepage. Funds raised will go to the Association's core mission of supporting SES Volunteers as they support the broader community.

## PROUDLY SUPPORTING...

WOW Day on the 10th May



*Meet Rosy Rossi, one of our newest OneContact Team members!*

**How long have you been on the SESVA team for?**

I've been on the team for just over 2 weeks.

**What is the most rewarding part of your role?**

To raise the funds that are needed so our volunteers can achieve what they do best, which is looking out for our community in need.

**How would you co-workers describe you?**

"One of the boys" Especially when I beat them!

**How do you get through a difficult conversation with a supporter?**

You just know when to listen and show empathy with what they are going through. If I have good advice, I will share with them. It's enough for someone to just listen and it's a real bonus if we manage a laugh.

**If you could meet anyone famous, who would it be and why?**

Kit Harrington (Joh Snow) in Game of Thrones. He plays an underdog who has made his way to the top. I think he plays one of the most iconic roles ever.

### Database Draw

Surnames beginning with S, D, K, Z will be in the draw to win a \$50 voucher - Member's choice of Bunnings or iTunes voucher.

There will also be a random winner drawn from all of our members.

**Your member contact details must be up-to-date in our database to be eligible**