Financials 2017



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Chair's Foreword *Huei Min (Lyn) Lim*



Kia ora tātou and welcome to Foundation North's annual report.

Over the year 1 April 2016 to 31 March 2017 Foundation North approved 700 grants totalling \$34,955,032 to not-for-profit organisations and community initiatives in Auckland and Northland communities.

Our Quick Response Grants (up to \$20,000), Community Support Grants (up to \$100,000) and Key Community Partnerships grants provided essential support to hundreds of local organisations for a variety of needs. We have provided substantial grants to major regional organisations such as Forest & Bird, the Hundertwasser Art Centre and Surf Life Saving, and continued our Catalysts for Change multi-year investments in social innovation. We also approved the first grants in a new fund, Gulf Innovation Fund Together (G.I.F.T) to encourage breakthrough insights, innovations and solutions to the complex environmental issues facing the Hauraki Gulf. G.I.F.T is a highly flexible fund that supports innovations; from small grants to allow ideas and prototypes to be tested, to providing significant support to proven approaches to restoring the mauri of the Hauraki Gulf.

Our net assets at 31 March 2017 were \$1.27 billion, up from the previous year's total of \$1.19 billion.

Our investment into our communities is made possible through the return on our capital. We take a long-term view of our role as guardian of the funds and undertake a prudent and diversified approach to our investment strategy. We were pleased to see returns improve substantially over the last year, to 11.2% (net of fees) p.a. against a benchmark return of 9.9%. The income from the Foundation's diversified investment portfolio in the year to 31 March 2017 was \$124.7 million, resulting in a surplus of \$82.6 million.

The Foundation's return on its portfolio over the last five years has been a healthy 8.0% (net of fees) p.a. against a market benchmark of 7.1%. This has meant we have been able to grow our reserves to provide a buffer against the ups and downs of the investment markets. The aim of the reserve is to ensure that in the years when our portfolio performance is unsatisfactory we are able to continue to make essential grants to support the region's community sector. Given the population changes in our region, we have recently agreed to periodically review the extent to which our funds are keeping pace with the growth in the population we serve.

A key focus during the year was an environmental, social and governance (ESG) review of our approach to our investments. Criteria were discussed by trustees, a revised policy was formulated and will be implemented in the coming years.

We are also very proud of our CEO Jennifer Gill, whose major contribution to the philanthropic sector in New Zealand was recognised in the New Year Honours this year when she was made an Officer of the New Zealand Order of Merit. Jennifer became New Zealand's first 'philanthrocrat' when she was employed by Sir Roy McKenzie in 1986 to establish the Roy McKenzie Foundation. Since then Jennifer has played a leading role in the sector in management, governance, advisory and mentoring roles. I would like to pay tribute to Jennifer's contribution to the evolution of Foundation North to become recognised as a pioneer in the sector in New Zealand. I look forward to continuing to work with Jennifer to build on the Foundation's record of success and innovation.

More importantly, Foundation North's work would not have been possible without our valuable staff and I want to acknowledge their contribution in this respect. I am greatly assisted by my trustees and I would like to thank the trustees for their passion for the Foundation, continuing commitment to, and active participation in, matters relating to the Foundation and thereby ensuring this perpetual asset for our community continues to thrive.

We are having changes to our governance in that we have three trustees retiring. I want to acknowledge in particular my predecessor Chair, Ken Whitney. Ken became Chair in 2011, and was a model of calm, thoughtful, inclusive leadership during his tenure.

I also want to thank Bob Leveloff, who took on the significant challenge of chairing our investment committee, and Vipan Garg for their involvement with the Foundation. We appreciate your years of selfless contribution to the Foundation and the wider community we serve as trustees.

Summary Statement of Service Performance

The summary statement of service performance seeks to provide an overview of Foundation performance – inputs, outputs and the developing area of outcomes achieved.



Strategic Goal 1: Effective Grantmaking

The Foundation is interested in learning about the impact that funding for communities is having, but we also understand that many outcomes may take longer than the twelve-month life of a grant. This section highlights key statistics about the grants we have made; we discuss the effectiveness under Strategic Goal 3 – effective delivery.

Strategic Goal

Strategic Objective

Strategic Goal 1: Effective Grantmaking

To enrich our communities by encouraging the participation of all peoples in our region to achieve their aspirations.

700 grants approved with a total value of **\$34,955,032**

(2015/16 - 785, \$40,844,644)

In addition, the Foundation has set aside \$6,455,422 in 2016/17 for iconic and innovative projects. (2015/16 NIL) People

We aim to support communities through funding for positive outcomes for all people of our region.

322 community organisations received 327 grants totalling **\$17,401,832**

(2015/16, 387, 392, \$17,143,958)

Places

We aim to fund projects that conserve, preserve and develop our region's natural and physical environment, and cultural heritage.

102 community organisations received 106 grants totalling **\$7,691,300**

(2015/16, 110, 110, \$11,673,600)

Participation

Recognising the diversity of our communities, we aim to encourage and support people to be engaged in their communities through participation in artistic, cultural, recreational and sporting activities

266 community organisations received 267 grants totalling **\$9,861,900**

(2015/16, 278, 283, \$12,067,086)

Overall Granting KPIs

We aim to ensure a stable level of granting over time.

2016/17 - 700 grants \$34.955m (*2015/16 - 785 grants \$40.844m*)

Commentary

- **\$14,568,500**, (300 grants) is helping communities to work towards achieving improved outcomes for high need communities in our region. (2015/16, \$11,188,586, 250)
- **\$2,833,332**, (27 grants) is helping communities to work towards achieving strength-based programme that focuses on positive outcomes for children, young people and their families. (2015/16, \$5,955,372, 142)
- **\$1,279,400**, (20 grants) is helping communities to work to conserve and preserve the significant history of our region. (2015/16, \$1,301,200, 24)
- **\$3,849,800,** (45 grants) is helping communities to work towards achieving community cohesion, enhance community participation, or is of regional significance. (2015/16, \$7,350,900, 39)
- **\$1,803,300**, (34 grants) is helping communities to work towards protecting and enhancing the environment in which we live. (2015/16, \$1,075,800, 29)
- \$758,800, (7 grants) is helping communities to work towards supporting marae development. (2015/16, \$1,945,700, 18)
- **\$3,766,500**, (124 grants) is helping communities to work to foster access to the arts and support engagement and experience with the arts. (2015/16, \$5,370,186, 114)
- **\$5,787,400**, (127 grants) is helping communities to work towards achieving increased participation and engagement at a community, regional and club level. (2015/16, \$6,434,100, 156)
- **\$308,000,** (16 grants) is helping communities to work towards recognising and celebrating the diverse cultures of our region. (2015/16, \$262,800, 13)

2016/17 - average \$49,936 (2015/16 - average \$52,030)



Strategic Goal 2: Investment

Strategic Goal	Strategic Objective	Commentary
Strategic Goal 2: Investment To apply investment strategies to preserve capital and maximise the funding available for granting, with flexibility to respond to opportunities.	Maximise the funding available for granting	The funds under management performed better than the benchmarks against which performance is measured. The return, net of fees, was \$124.7 million or 11.2% (compared to \$18.5 million and 1.2% for 15/16). The benchmark composite index returned 9.9% for the financial year (1.1% 15/16). Granting was maintained in accordance with the granting policy. The reserves held by the Foundation are - \$338.5 million (15/16 \$275.9 million).
	Respond to new opportunities	Trustees are mindful of the advice they have received on the challenges to achieving their target returns in the near future. Trustees have undertaken a review of the risks and returns associated with the existing investment asset allocation and have made appropriate adjustments to the allocation.
		Trustees continue to review the investment policies and objectives and in 2016/17 they have:
		Received specialist training from our investment advisers,
		 Permitted an allocation to NZ direct property, when appropriate, and formed a property company subsidiary to put this into action,
		Commenced a review of the Trust's responsible investment policy,
		 Received the first of an ongoing series of analyses into the underlying investments in the portfolio, prepared with a view to identifying potentially controversial investments e.g. those in the manufacturer of weapons banned under legislation or treaties or tobacco. The review showed the Foundation's investments were minimal, and the Foundation has since taken steps to dis-invest from these investments.
	Preserve Foundation capital	The Foundation sets aside an amount each financial year to allow for the impact of inflation in that year. For 2016/17 inflation for the 12 months to March 2017 was 2.2% and the amount set aside for the year was \$20.0 million, based on 2.2% cpi. (2015/16 0.4%, \$3.630m).
		The Foundation has committed to a periodic review of the extent to which its capital base is keeping pace with population growth in its rohe. The next such review is due once the results of the 2018 NZ Census are available.



Strategic Goal 3: Effective Delivery

Strategic Goal

Strategic Goal 3: Effective Delivery

To monitor, review and improve our governance and management practices. We will use best practice principles to ensure effective delivery of our vision and mission.

Strategic Objective

To ensure the Board adopts efficient governance processes, supports trustees and staff with professional development and makes good use of the skills and community connections trustees bring

To ensure the Foundation is informed by research, evaluation and develops an outcomes focused approach to grantmaking

To adopt sound and cost effective management practices and planning to support the achievement of strategic outcomes

To adopt appropriate risk management strategies to manage and minimise risk to the organisation

Commentary

During the year, the Foundation introduced Diligent for Board meetings and decision making.

In 2016/17 the Foundation hosted:

14 'walk ins' and funding seminars

pop – up and formal sessions where our advisors are available to answer questions and help with the application process. (2015/16 - 9)

4 'Are you ready for funding?' workshops funding workshops targeted for pacific communities (2015/16 – 4)

1 Annual Public Meeting / live streamed Over 77 views (2015/16 - 100) of the recording of the meeting have been viewed.

The Foundation regularly undertakes research where necessary to help inform and guide the development of robust policy and criteria for grant making.

The Foundation has an evaluation and monitoring framework that helps guide and inform the continued development of the funding programmes; and which helps to answer the question about the effectiveness of grant funding.

The Foundation's Maori and Pacific strategies have continued during 2016/17 with significant achievements:

- Maori strategy iwi engagements and partnerships developed, Marae building policy developed and funding approved, the Board has received briefings on the Treaty settlement process in the Foundation's rohe.
- Pacific strategy approval of Pacific leadership programme, continuation of funding advice for Pacifica communities, establishment of Pacific CEs forum 5 meetings held.

As required by the 2013 business case for the Centre for Social Impact (CSI), the Foundation undertook a review of the extent to which CSI has met the objectives which were set for it. The report found that CSI had met 11 of 13 objectives in full and 2 of 13 partially.

The Foundation has set aside \$5m to tackle issues associated with the environmental degradation of the Hauraki Gulf (the GIFT project), and has adopted an evidence based approach to identifying the issues which it should address, and those for which it can achieve the greatest impact.

During the year, the Foundation has commissioned its subsidiary CSI to manage a longitudinal study into the successes of the Maori and Pacific Education Initiative (MPEI). This work will report over the next ten years.

During the year, the Foundation also commissioned its subsidiary CSI to undertake a survey of grant applicants – successful and unsuccessful.

Highlights of the research included:

51% - Survey Response rate
90% - Ease of completing forms
92% - Satisfaction with grant process
98% - Treated with respect and courtesy
82% - Positive outcome for communities

95% - Organisational impact of grants significant or better

Completed research referred to above is available on our website.

The Foundation has an integrated budget and planning process and the five-year strategy is supported by the development of annual business and operational plans. The Foundation has commenced planning for a new multi-year strategic plan, which will extend beyond five years.

The Foundation's financial performance for 2016/17 was a surplus of \$82.6 million (2015/16 - \$(28.6)m deficit). The single most significant component to this result was investment income of \$124.7 million, (2015/16 \$18.4m) this was favourable to budget by \$39.1 million (2015/16 adverse by \$(56.6)m). Core controllable costs were approximately \$4.4 million (\$4.3m) and were within budget for the year.

Having refreshed its approach to risk management during 2015/16, the Foundation continued to implement its risk management strategy during 2016/17 by:

- Continuing with the Foundation's internal audit programme reviews of IT security, Health and Safety and Business Continuity planning were undertaken,
- Undertaking more grantee audits, considering the use to which Foundation grants had been put,
- A review of Trustee attitudes to risk
- Discussions of risk at management and AFRCC meetings.

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Trustee

Name	Date Appointed	Total Board Meetings Available	Board Meetings Attended	Committee Meetings Available	Committee Meetings Attended	Other Meetings Available	Other Meetings Attended	Rame EAuva'a
E AUVA'A	Jun 2010	7	4	8	0	9	e	ABell
A BELL	Jun 2011	7	9	10	10	17	16	M Brickell
M BRICKELL	Jun 2010	7	7	8	8	6	6	M Broadbelt
M BROADBELT	Sept 2012	7	9	6	6	6	3	P Clark
P CLARK	Oct 2012	7	7	3	3	15	14	V Garg
V GARG	Jun 2013	7	S	10	9	9	3	M Hewitson
M HEWITSON	Jul 2016	5	വ	3	ũ	8	7	BLeveloff
B LEVELOFF	Dec 2009	7	Q	10	6	8	8	milli
L LIM	Jun 2010	7	7	10	8	14	13	
I McDOUGALL	Jun 2010	2	2	3	3	0	0	TMillow
T MILLAR	Jun 2011	7	7	4	4	15	15	
M MILNE	Jun 2010	7	Q	8	7	6	6	MIMINe
B PLUNKETT	Jun 2011	7	Q	11	10	6	co	B Plunkett
J SLATER	Sept 2012	7	Q	13	12	8	9	J Slater
K WHITNEY	Oct 2009	7	7	11	10	IO	10	K Whitney
K WRIGHT	Sept 2012	7	9	6	6	17	17	K Wright
TOTAL		105	87	134	116	151	135	TOTAL

18,700 21,250 17,000 17,000 18,700 17,000 17,000

18,700 26,563 17,000 18,700 17,000 18,700 26,917 18,700

4,250

17,000

14,167 12,750

17,000

18,700 18,700

19,762 14,167

Consolidated summary statement of comprehensive revenue and expense for the year ended 31 March 2017

	2017 \$000	2016 \$000
Revenue		
Revenue from Investments	124,674	18,415
Grants Written Back during the year	508	1,290
Grant Refunds Received during the year	22	22
Other Income	665	443
TOTAL REVENUE	125,869	20,170
Expenses		
Grants Committed to Community Groups	34,955	40,885
Administration Expenses	4,969	4,868
Activity Costs	1,987	1,774
Fund Management, Custodian and Advisory Fees	1,334	1,255
TOTAL EXPENSES	43,245	48,782

Consolidated summary statement of financial position at 31 March 2017

\$286,450

\$281,776

34,000

18,700

	2017 \$000	2016 \$000
Assets		
Cash at Bank	2,016	5,042
Investments	1,297,213	1,209,809
Fixed Assets	7,970	8,194
Other Assets	718	906
TOTAL ASSETS	1,307,917	1,223,951
Less:		
Liabilities (including Outstanding Grants Payable \$36.61 million (2016: \$35.54 million)	38,184	36,842
NET ASSETS AT 31 MARCH	1,269,733	1,187,109
Represented by:		
EQUITY		
Real (Inflation Proofed) Capital	931,264	911,217
Reserves	338,469	275,892
EQUITY AT 31 MARCH	1,269,733	1,187,109

 $Foundation \ North \ | \ Behind \ every \ grant \ there \ is \ a \ story$

2016 \$

2017 \$

Trustee Remuneration

17,000 18,700 18,700 18,700 17,000

(28,612)

82,624

TOTAL COMPREHENSIVE REVENUE AND EXPENSE FOR THE YEAR

(28,612)

82,624

(DEFICIT)/SURPLUS FOR THE YEAR

Other Comprehensive Income

ended 31 March 2017
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statement of changes in
Consolidated summary

	Original Capital	Capital Maintenance Reserve	Real Capital	General Reserve	Reserve for Grants	Asset Revaluation Reserve	Retained Surplus	Total Reserves	Equity
	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000
Opening Balance at I April 2016	579,106	332,111	911,217	22	100,635	359	174,876	275,892	1,187,109
Total Comprehensive Revenue and Expenses	1	I	I	I	1	I	82,624	82,624	82,624
Transfer to Capital Maintenance Reserve	1	20,047	20,047	I	1	1	(20,047	(20,047)	1
Net transfer to/(from) Reserves	II IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII		1	B	6,393	I	(6,393)	a	8
CLOSING BALANCE AT 31 MARCH 2017	579,106	352,158	931,264	22	107,028	359	231,060	338,469	1,269,733
Opening Balance at 1 April 2015	579,106	328,481	907,587	22	100,515	359	207,238	308,134	1,215,721
Total Comprehensive Revenue and Expenses	I	I	1	I	1	1	(28,612)	(28,612)	(28,612)
Transfer to Capital Maintenance Reserve	I	3,630	3,630	I	I	I	(3,630)	(3,630)	I
Net transfer to/(from) Reserves		I			120		(120)		
CLOSING BALANCE AT 31 MARCH 2016	579,106	332,111	911,217	22	100,635	359	174,876	275,892	1,187,109

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	2017 \$000	2016 \$000
Net cash inflow from operating activities	(2,959)	815
Net cash outflow from investing activities	(67)	(160)
Net cash inflow from activities	(3,026)	655
Add: Cash at Bank at 1 April	5,042	4,387
CASH AT BANK AT 31 MARCH	2,016	5,042
CASH AT BANK AT 31 MARCH COMPRISES: CASH AT BANK	2,016	5,042

Notes

 The information set out in these Summary Consolidated Financial Statements has been prepared in compliance with PBE FRS 43: Summary Financial Statements. It has been extracted from Foundation North's (the Foundation) Consolidated Financial Statements, which have been prepared in accordance with the Tier I Accounting Standards (Not-For-Profit) as appropriate for Public Benefit Entities, and authorised by the Foundation Trustees dated 24 July 2017. The Foundation is a Public Benefit Entity, an "in perpetuity" Community Trust operating under the Community Trusts Act 1999, and is a corporate body registered under the Charitable Trusts Act 1957. It seeks to enhance the lives of the people of Auckland and Northland by wisely allocating, equitably sharing, and responsibly managing the resources that are held in trust for the present and future generations of the Auckland and Northland region. 2. The Foundation makes grants to qualifying organisations resident in its region, and is domiciled in Auckland, New Zealand. Its registered office is Allendale House, 50 Ponsonby Road, Auckland. The Summary Consolidated Financial Statements comprise the Foundation and its subsidiaries Foundation North Grants Limited, Centre for Social

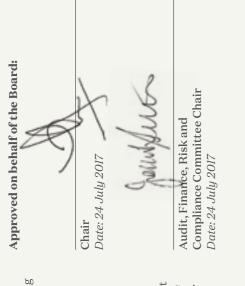
Impact New Zealand Limited, Foundation North Property Holdings Limited and ASB Community Trust Limited. Collectively these entities, referred as the Group, make up the reporting entity. 3. Because of their summary nature, these Summary Consolidated Financial Statements cannot provide a full understanding of the financial performance, financial position and cash flows of the Group. This understanding can only be obtained by reference to the Group's Financial Statements. A copy of the Group's Financial Statements may be obtained on request from the Group's office (telephone 09 360 0291, mail PO Box 68048, Newton, Auckland) or downloaded from the Group's website, www.foundationnorth.org.nz.

4. Subsidiaries are entities controlled by the Foundation. The financial statements of the subsidiaries are included in the Group's financial statements from the date control commences until the date control ceases. The Group financial statements have been prepared using uniform accounting policies for like transactions. Intragroup balances and income and expenses arising from intragroup transactions are eliminated in preparing Group financial statements. The Foundation's subsidiary companies, Foundation North Property Holdings Limited and ASB Community Trust Limited have not

operated since incorporation. Foundation North Grants Limited commenced operating during the 2009/10 financial year, and is a charity registered under the Charities Act 2005 (registration # CC38999). Centre for Social Impact New Zealand Limited a charity registered under the Charities Act 2005 (registration # CC50226) commenced operating on 1 April 2014.

5. Committed Grants are recognised as an expense and Grants Written Back and Grant Refunds Received are recognised as income in the Statement of Comprehensive Income. Grants to community organisations are classified in the Statement of Cash Flows as cash outflows from operating activities. 6. These Group summary statements are prepared in New Zealand Dollars, which is the presentation and functional currency.

 The Group's Consolidated Financial Statement have been audited by KPMG who has issued an unmodified opinion in respect of them. 8. The trustees authorised the publication of the Group's Summary Consolidated Financial Statements on 24 July 2017.



kendent auditor's report

To the Trustees of Foundation North Report on the summary consolidated performance report

Opinion

In our opinion, the accompanying summary consolidated performance report on pages 4 to 9, and 11 to 14:

- has been correctly derived from the audited consolidated performance report of Foundation North and its subsidiaries (the "Group"); and
- is a fair summary of the consolidated performance report, in accordance with PBE FRS-43 Summary Financial Stratements.

The accompanying summary consolidated performance report comprises:

- summary consolidated statement
- of service performance;
- the summary consolidated statement of financial position as at 31 March 2017;
- the summary consolidated statement of comprehensive revenue and expense, summary consolidated statement of changes in Foundation equity, summary consolidated statement of cash flows for the year then ended; and
 - notes, including a summary of significant accounting policies and other explanatory information.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) (ISA (NZ)) 810 Engagements to Report on Summary Financial Statements.

Our firm has also provided other services to the Group in relation to taxation during the year ended 31 March 2017. In addition to these services, during 2014, Foundation North and our firm entered into a memorandum of understanding ("the Agreement"). Under this Agreement, the firm may provide professional advice, pro bono, to selected beneficiaries as identified by Foundation North should these beneficiaries align with the objectives of the firm's national communities programme. This Agreement does not represent a business relationship between the firm and the Group, nor does it create any

obligation upon either party, however, it may result in our firm providing service, pro bono, to a grantee of the Group. Subject to certain restrictions, partners and employees of our firm may also deal with the Group on normal terms within the ordinary course of trading activities of the business of the Group. These matters have not impaired our independence as auditor of the Group. The firm has no other relationship with, or interest in, the Group.

Use of this Independent Auditor's Report

This report is made solely to the Trustees as a body. Our audit work has been undertaken so that we might state to the Trustees those matters we are required to state to them in the Independent Auditor's Report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Trustees as a body for our audit work, this report, or any of the opinions we have formed.

Responsibilities of the Trustees' for the summary consolidated performance report

The Trustees are responsible for the preparation of a summary of the audited consolidated performance report, in accordance with PBE FRS-43 Summary Financial Statements.

Auditor's Responsibilities for the Audit of the summary consolidated performance report

Our responsibility is to express an opinion on the summary consolidated performance report based on our procedures.

We expressed an unmodified audit opinion on the consolidated statement of service performance and the consolidated financial statements in our audit report dated 24 July 2017.

The summary consolidated performance report does not contain all the disclosures required for a full consolidated performance report under generally accepted accounting practice in New Zealand. Reading the summary consolidated performance report, therefore, is not a substitute for reading the audited consolidated performance report of the Group.



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foundationnorth.org.nz

Foundation North The community trust for Auckland and Northland has over a billion dollars invested to support our region's not-for-profit sector today, and in the future.

Grants for the special organisations, events and places that make this such a great place to live.

