

IDENTIFY NEW MAJOR GIFT PROSPECTS WITH

THE COMPLETE GUIDE to
AUSTRALIA'S
PRIVATE ANCILLARY FUNDS

EXPLORE PRIVATE ANCILLARY FUNDS TO INCREASE YOUR FUNDRAISING REVENUE

More than **1,600 PAFs** created and more than 1,450 currently operating

These funds hold more than **\$7 billion**

They generally distribute a minimum of 5% of their capital, representing more than **\$300 million per year**

WHAT IS A PAF?

A PAF is a **trust instrument** to which businesses, families and individuals **can make tax deductible donations through Item 1 Deductible Gift Recipients (DGRs)** endorsed by the Australian Tax Office (ATO).

PAFs are typically established with a minimum starting capital of \$500,000. Each financial year, they generally disperse a minimum of 5% of the fund's assets (except in certain circumstances approved by the Commissioner). They can also provide other non-cash support to eligible charities, such as directly providing loans, usually at below-market rates, providing loan guarantees, investing in social bonds, or providing subsidised office space etc.

PAFs cannot solicit public donations so they do not create competition for charitable fundraising.

PAFs provide several benefits to Australia's non-profit sector, including increased promotion of private philanthropy, widening the community of prospective donors, and the opportunity to engage interested partners in social ventures.

USE OUR EXCLUSIVE GUIDE FOR EFFECTIVE PROSPECT RESEARCH AND SUCCESSFUL GIFT SOLICITATIONS

The Complete Guide to Australia's Private Ancillary Funds is **the only online database** that provides comprehensive details about established funds otherwise not available to professional fundraisers.

The Guide is an 'industry-insider' resource for organisations looking to generate new revenue streams and identify new major gift prospects.

It incorporates all PAFs registered in Australia, in addition to retaining information on any PAFs that have since been cancelled or have transitioned into a different philanthropic structure.

Our researchers collect information from public and pay-for-content sources.



SUBSCRIBERS GET:

- ✓ **Comprehensive details of PAFs**, including address details, director details, philanthropic interests, geographic priorities and past distributions (scope of information varies by fund)
- ✓ **Ability to filter PAF information** by state, postcode, category funded and keywords
- ✓ **135+ profiles** of philanthropists or individuals conducting charitable activity in relation to PAFs (new profiles are added to the Guide each month and can be requested by subscribers)
- ✓ **Monthly updates** of new PAFs registered, of existing PAF entries, of new and existing trustee profiles
- ✓ **Webinar training** co-facilitated by a fundraising consultant and a prospect researcher

THEY HAVE USED THE PAF GUIDE TO IDENTIFY POTENTIAL DONORS:

HEALTH



EDUCATION



COMMUNITY



ARTS & CULTURE



AND MORE...



WE OFFER SUBSCRIPTION PLANS TAILORED TO YOUR NEEDS

TALK TO OUR PROSPECT RESEARCHER TO CHOOSE THE BEST PLAN FOR YOUR ORGANISATION.

| | SINGLE STATE OR TERRITORY | | | NATIONAL |
|--|--|--|--|---|
| | ACT or NT or SA or TAS | QLD or WA | NSW or VIC | All states |
| | \$1,630 +GST for the 1 st year | \$3,199 +GST for the 1 st year | \$3,580 +GST for the 1 st year | \$16,299 +GST for the 1 st year |
| 75% DISCOUNT for renewals | \$399 +GST | \$799 +GST | \$895 +GST | \$3,999 +GST |

Prices indicated are for a single user plan. Contact us for details about multi-user licences.

WE HELP YOU MAXIMISE YOUR SUBSCRIPTION

FREE



COMPLIMENTARY TRAINING through webinars to help you raise money from PAFs and use the PAF Guide effectively.

FREE



REQUEST SPECIFIC TRUSTEE PROFILES monthly for our prospect researcher to work on and add to the Guide.

FIND PAF DIRECTORS IN YOUR DATABASE

Linkage is an important step for a successful solicitation. Through our database screening service, we can scan your current donor database to identify PAF directors and other high-net-worth individuals.

| | | |
|-------------------------|-------|------|
| Less than 10,000 names | \$399 | +GST |
| 10,000 to 20,000 names | \$549 | +GST |
| 20,000 to 50,000 names | \$749 | +GST |
| 50,000 to 100,000 names | \$849 | +GST |
| More than 100,000 names | \$999 | +GST |

Results:

| | | |
|------------------------------|------------|-------|
| Basic match list research | \$35 /name | + GST |
| Detailed match list research | \$60 /name | + GST |

IDENTIFY NEW MAJOR GIFT PROSPECTS TODAY!

CONTACT MALCOLM GILL FROM AskRIGHT: 1300 758 812 | pafguide@AskRIGHT.com