

What could you do?

Our Prosperity Realised:
activating the philanthropic potential
for North East Victoria



INTOOURHANDS
COMMUNITY FOUNDATION



Who we are

- We back our communities to do it for themselves
- A charitable foundation that **believes in the future of North East Victoria**
- Volunteers, staff, donors and community leaders who work together to **build community capacity for good, forever**
- Almost **\$1 million distributed to more than 100 community and non-profit organisations** to support community recovery, strength and resilience

The opportunity

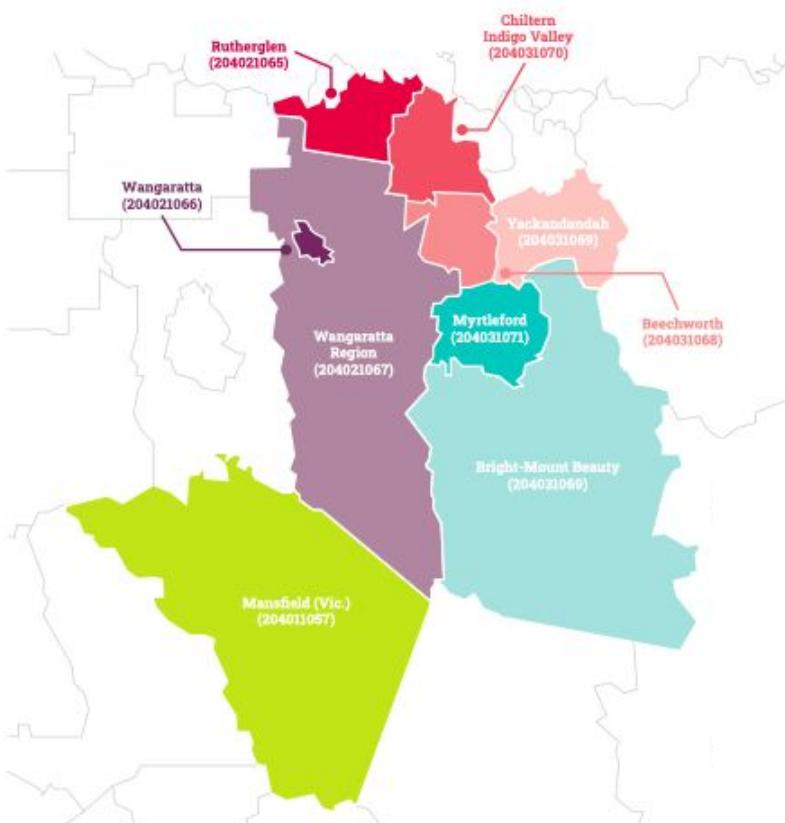
Australia is set to encounter the largest intergenerational transfer of wealth in history over the next 50 years.



Our Prosperity Realised

Australia's first wealth transfer report

- Inspired by the progress of community philanthropy in regional parts of the United States
- Designed to understand the capacity of North East Victorians to contribute to community growth
- Study areas: The **Alpine, Indigo, Mansfield** and **Wangaratta** Local Government Areas (LGAs)
- Forecast period is 2016 - 2066
- Prepared by Seer Data & Analytics, published December 2019



Inspiring stories of local giving

June Canavan Foundation

- Named after the late Dr June Canavan who was born in Wangaratta and is remembered as a much loved sports physician and family doctor
- Active grantmaker in the region which has built on Dr June Canavan's humanitarian work to achieve positive outcomes in sport, health, education and conservation



Harry & Clare Friday Foundation

- Named after local icons Harry & Clare Friday who were known for a lifetime of community involvement
- Charitable trust committed to the growth and future development of health services in the Mansfield area



For many of us, our families have lived here for generations and we know there are opportunities that exist today because they helped create them first.

What does transfer of wealth mean?

The unprecedented shift of finances from one generation to the next, which is expected to occur over the next five decades.



Our Prosperity Realised

Key takeaways

The wealth being transferred across North East Victoria might come from:

- **Thrifty retirees** who've moved from larger cities
- **Successful entrepreneurs and family businesses** who have built personal and business wealth
- **Farming families** who have wealth in their land
- **Second home owners** who live here part-time
- People with a nest egg saved but **no one to pass it on to**



Where is the wealth?

Across North East Victoria in the Wangaratta, Alpine, Indigo and Mansfield LGAs.



When is it most likely to transfer?

The expected transfer of wealth will occur over the next fifty years with a peak from 2041 to 2045.

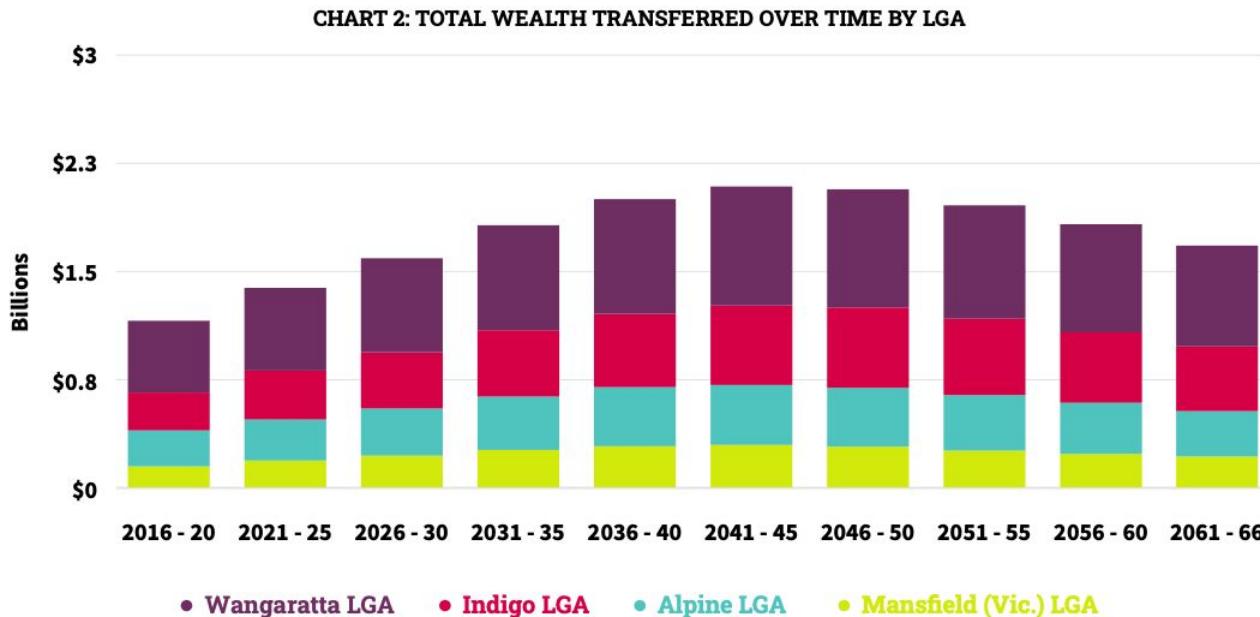


Who is transferring the most wealth?

Wangaratta LGA. It's predicted more than \$7 billion in household wealth will transfer over 50 years.

Wealth transfer scenarios by LGA

There is huge potential for residents in North East Victoria to build a legacy, ensuring the communities that have supported them don't just survive but thrive.



Making the most of our opportunity



The **largest transfer of wealth** in history has **already begun**



By planning now, we can **prepare for its peak between 2041 and 2045** and use it to benefit our communities

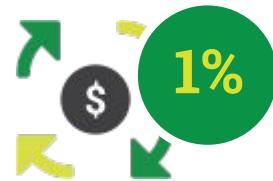


We work with communities to ensure they're **ready to capture this opportunity, realise their prosperity and maximise the benefits**



We want to help grow philanthropy to **support regional economic development, well being, and grow the funding available** for rural and regional projects

Growing philanthropy, giving back: what difference could 5% make?



If 1% of the total wealth transferred in the region was donated, it would build a community chest of **\$25m in just 10 years**



If 10% of households in North East Victoria donated 5% of their wealth to a community foundation like Into Our Hands, its community chest would grow to
\$1.5m in 2 years
\$5m in 5 years
\$10m in 8 years

Alpine LGA

(Bright-Mount Beauty and Myrtleford)

Over 50 years:

- almost **20% of all household wealth transferred** in North East Victoria will come from the Alpine LGA
- almost **\$3.5 billion in household wealth** is predicted to transfer in the Alpine LGA

If just five per cent was donated to a local sub fund, community fund or charity:

It would result in a **\$174 million boost** for local services, projects and infrastructure across the region

What does this mean for...?

\$115 million fund value

Bright - Mt Beauty

\$59 million fund value

Myrtleford

Alpine LGA

Donations versus volunteering: what could you do?

	Bright - Mt Beauty	Myrtleford
 People who give gifts / donations	21%	35%
 People who volunteer	97%	87%

Indigo LGA

(Yackandandah, Beechworth,
Chiltern-Indigo Valley and Rutherglen)

Boasts the **highest average household wealth** transfer in North East Victoria at **\$745,000** over five years.

Over 50 years:

- **More than a quarter** of all household wealth transferred in North East Victoria will come **from the Indigo LGA**
- **More than \$4.5 billion** worth of household wealth is predicted to be transferred in the Indigo LGA

If just five per cent was donated to a local sub fund, community fund or charity:

It would result in a **\$225 million boost** for local services, projects and infrastructure across the region

What does this mean for...?

\$67 million
fund value

Beechworth

\$43 million
fund value

Chiltern
Indigo Valley

\$48 million
fund value

Rutherglen

\$67 million
fund value

Yackandandah

Indigo LGA

Donations versus volunteering: what could you do?

	Beechworth	Chiltern-Indigo Valley	Rutherglen
 People who give gifts / donations	98%	87%	-
 People who volunteer	93%	94%	94%

Wangaratta LGA

Wangaratta & Wangaratta Region

Expected to boast **the largest source of total household wealth transferred** and the **highest growth rate over time**, compared with other neighbouring LGAs across North East Victoria.

Over 50 years:

- An **estimated 40% of all household wealth** transferred in region will come from Wangaratta LGA alone
- It is predicted there'll be **more than \$7 billion** worth of household wealth transferred in the Wangaratta LGA



If just five per cent was donated to a local community fund, charity or sub fund like Give Wangaratta:

It would result in a **\$350 million boost** for local services, projects and infrastructure across the region

What does this mean for...?

**More than
\$190 million
fund value**

Wangaratta

**More than
\$160 million
fund value**

Wangaratta region



GIVE WANGARATTA
WE'RE FETED FOR WANGARATTA

Wangaratta LGA

Donations versus volunteering: what could you do?

	Wangaratta	Wangaratta Region
 People give who gifts or donations	96%	85%
 People who volunteer	71%	95%

Mansfield LGA

Wangaratta & Wangaratta Region

Expected to see the **second highest average asset transfer per household over time**, when compared with neighbouring LGAs across North East Victoria.

Strong potential for giving, particularly through most profitable business sectors and industries including **agriculture, forestry, construction and real estate**.

Over 50 years:

- **Almost 14% of all household wealth transferred** in North East Victoria will come from the Mansfield region
- It is predicted there will be **more than \$2.4 billion** worth of household wealth transferred in the Mansfield LGA

If just five per cent was donated to a local sub fund, community fund or charity:

It would result in a **\$122 million boost** for local services, projects and infrastructure across the region



29% of people in Mansfield give gifts or donations



91% of people in Mansfield volunteer

Giving by the community for the community

As locals, if we don't give to our local charities, then who else will?

Many local organisations are already experiencing funding pressures as they seek to provide investments in social and economic infrastructure.

Businesses also have the capacity to play a role in giving back to the community that supports them.



What could you do?



We invite you to think about the possibilities for your community through planned and structured giving. What difference could just 5% make?



What could you give to your community?



How could you improve your community by taking action?



What would you like to do if you had the tools and resources?



If not you, then who?

The value of 'just 5%



Have you ever thought what 'just 5%' might mean for **your** community?
A planned gift can cost less than you think.

Based on the average wealth transferred per household for each LGA:

\$38,550

\$32,925

\$25,000

\$35,750

Indigo LGA

Alpine LGA

Wangaratta LGA

Mansfield LGA

What could you do?

How to get started

- Establish a **named/family sub-fund**
- Establish a **group community or non-profit future fund**
- Establish a **workplace giving scheme** or fund for your own business
- **Leave a bequest**, either to a fund you establish or to an existing fund
- **Make a regular or one-off donation** to any one of our existing funds

Let's move from understanding the opportunities in our region to seizing them.

Remember the importance of 'just 5%'

Time to talk

What have you learned today?

- What are your important takeaways?
- Any questions?

Share with the group.



Want to find out more about what you could do for your community?

For more information on how to build your community capacity for good, forever:

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