# Macquarie Group Foundation Annual Review



# **PRO BONO**

How to achieve work / life balance while you're at work? Macquarie staff speak up

# **A VOLUNTEERING HIGH**

Rolling the sleeves up and plunging into produce

# **MONEY MATTERS**

Kids benefit from 24-hour ice hockey party

# WHO YOU GOING TO CALL?

Macquarie mentors

# Macquarie Group Foundation objectives

# What we aim to achieve:

The Macquarie Group Foundation supports not-for-profit organisations around the world, predominantly in the locations in which Macquarie operates. Our work is significantly influenced by the activities of Macquarie staff and as such our key objectives are to:

- Support and encourage staff leadership and engagement in the communities where Macquarie staff live and work
- Contribute in skilled and sustainable ways to improve the performance and capacity of community organisations
- Build awareness of Macquarie Group staff activities and achievements in the community.

# We seek to achieve these objectives by:

- Supporting staff-led community activities and matching Macquarie staff personal donations and fundraising efforts
- Directing targeted funding to innovative and well-run organisations where Macquarie staff are involved through volunteering, pro bono skills transfer and in-kind support
- Recognising staff leadership and community commitment through staff community awards and internal and external communications.

Cover: Ida Cheung, Central Executive Group, Hong Kong



# Macquarie Group Foundation Annual Review

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Jane Couchman from Sydney and Mike Quizon from Manila talk about the fulfilment they experience when offering their skills and expertise to community organisations.

# **12 VOLUNTEERING**

Local Macquarie office support for volunteering efforts provides tremendous value, according to Stacey Zupnick in New York City and Nancy Stermer in Detroit.

# **16 FUNDRAISING**

Harp Sandhu in Victoria, Canada initiated a unique fundraiser following a family tragedy while Matt Nacard in Sydney coordinated an office diet plan to support kids' charities.

# **20 MENTORING**

In London, Richard King mentors youth from the area where he grew up, while in Hong Kong Tracey Byrne brings her HR skills to the fore with uni students from disadvantaged backgrounds.

# **24 MACQUARIE SPORTS**

Community sporting clinic highlights from around Australia, coordinated by Macquarie Sports.

# **26 ORGANISATIONS SUPPORTED**

The Foundation and Macquarie staff supported more than 1,300 organisations in 2012.

acquarie Hong Kong staff



# **Chairman's** letter

# Staff contribution

This review of the year to 31 March 2012 focuses on how Macquarie staff contribute to communities around the world. Staff volunteering, pro bono service, fundraising or participation in one of our Community Advisory Committees enables the Foundation to align its work with the interests and commitment of employees.

During the year, the Foundation and Macquarie staff contributed \$A21.3 million to more than 1,300 community organisations around the world. The Foundation contributed \$A12.5 million, while staff sought matching from the Foundation for fundraising and/or donations amounting to \$A8.8 million for the year. This is a great commitment by Macquarie staff.

With more than 50 per cent of Macquarie staff now based outside Australia, the Foundation is increasingly harnessing the interests of these staff to guide its international activities. A number of global partnerships are already in place, including Inspire Foundation's Reach Out! program for young people, the Juvenile Diabetes Research Foundation, men's health fundraiser Movember and Oxfam's 100-kilometre walking event Trailwalker.

# **Sector support**

Our encouragement of staff's grassroots activity in their local communities provides a counterpoint to Macquarie's strategic contribution to the not-for-profit sector. The Foundation hosted approximately 100 events throughout the year, inviting sector organisations to hold seminars, launches or advisory meetings in our offices. This facilitates networking and awareness-raising opportunities on both Macquarie's and its community partners' sides.

The Foundation continued its commitment to funding best practice in the not-for-profit sector by supporting:

• The Australian Cancer Research Leadership Forum's White Paper (released in February 2012) on improving cancer funding and collaboration nationally. The Forum is a collaboration of Australia's leading cancer charities

# Foundation partners (as at 30 June 2012)

- Australia Business Arts Foundation
- Australian Brandenburg Orchestra
- Bell Shakespeare Bond University
- Canberra Symphony Orchestra
- and Ovarian Cancer Centre)
- Cape York Institute
- Centre for Social Impact (UNSW)
- Cerebral Palsy Alliance
- Cure Cancer Australia Can Too
- East London Business Alliance
- Giant Steps
- Inspire Foundation Islington Giving
- Mission Australia's research into the issues and concerns of young Australians (released in March 2012), sourced from the organisation's research and social policy unit which Macquarie has supported since 2003
- Ongoing research by the Macquarie Group Foundation Chair for the Centre for Social Impact, the Macquarie Group Foundation Chair of Schizophrenia and the Macquarie Group Foundation Professor for Cerebral Palsy.

The Foundation organised its fourth Social Innovation Summit in November 2011, in partnership with Mission Australia, the Centre for Social Impact and Social Ventures Australia. Senior leaders from business, government and the not-for-profit sector focused on identifying how to better support Australians who are socially excluded and who do not meaningfully participate in the community and economy. A report on the outcomes from the Summit was published in May this year.

# **Foundation Board and management**

To reflect the Foundation's increasing global presence, David Fass, CEO of Macquarie in Europe, the Middle East and Africa and Alex Harvey, CEO of Macquarie in Asia,

- Juvenile Diabetes Research Foundation London Transport Museum
- MS Research Australia
- National Gallery of Victoria
- Cancer Australia (formerly National Breast
   Older Adults Technology Services
  - Opportunity International Australia
  - OzHarvest
  - Po Leung Kuk
  - Royal Perth Yacht Club (Sailability)
  - Schizophrenia Research Institute
  - School For Social Entrepreneurs
  - Social Ventures Australia
  - The Big Issue Australia
  - The Lord's Taverners
  - The Prince's Trust
  - UNICEF

joined the Foundation Board during the year. These appointments ensure the Foundation is represented at a Board level in all the major regions in which Macquarie operates.

# **\$A21.3** MILLION contributed by Macquarie staff and the Foundation

The past year was also significant for me personally, as I retired from my position as Deputy Managing Director of Macquarie Group and Chief Executive Officer of Macquarie Bank, after 37 years with the organisation. I was very pleased to accept the Group's invitation to continue as Chairman of the Foundation, working with the Foundation Board and supporting Macquarie staff in the activities which are described in this report.

Foundation global head Julie White also retired in December 2011 after almost 12 years with the Foundation. I would like to join with the many others who have acknowledged Julie's integral role in the Foundation's development and growth over that period.

The Foundation's director of Australian programs Lisa George, who joined Macquarie in July 2010, was appointed as global head of the Foundation following Julie's retirement. I would like to thank both Lisa and the Foundation Board for their dedication to best practice corporate philanthropy.

The Macquarie Group Foundation's work is made possible by the continued long-term support of Macquarie Group, including its board, senior management and staff across the world. The Foundation is committed to continuing to contribute to not-for-profit organisations around the world supported by our staff and it is in this spirit that we have focused our 2012 annual review. Discussion on corporate volunteering has been conducted recently across philanthropic, government and media circles and so in these pages we present some case studies of how Macquarie staff are making a difference.

Kiland Aleman

Chairman, Macquarie Group Foundation

# Grassroots phiantnopy backed by corporate support

# **Foundation Head's letter**

When I joined the Macquarie Group Foundation two years ago, I quickly learned how integral staff are to the Foundation's philanthropic program. Macquarie employees identify and initiate their own community engagement; they contribute countless hours to not-for-profits in their own local areas or spend significant amounts donating to and fundraising for charities important to them.

In the same way Macquarie enables its various businesses to identify and pursue opportunities within their area of expertise, subject to strong risk management controls, the Foundation encourages staff to discover and follow their own spheres of community interest.

It is staff who in multiple cases have approached the Foundation with an idea, a passion, a connection that the Foundation has backed with a significant grant, or a matching financial contribution or even just t-shirts and caps. This adherence to a grassroots philanthropic culture distinguishes the organisation. Time and again employees tell us that Macquarie's backing of their charitable activities makes them proud to work at the company.

In 2012, the Foundation also attempted to measure, for the first time, the number of hours Macquarie staff contribute to the not-for-profit sector. It launched the CEO's Global Community Challenge in April 2011, inviting staff to register their community activities on an internal website. This enabled staff volunteer time to be calculated, with more than 3,300 volunteer days registered during the seven-month competition period.

As an incentive to register in the Challenge, a \$A25,000 prize was awarded to the winning office, which was judged on a range of criteria including impact, sustainability, innovation and involvement of staff, as well as money raised. Macquarie's Manila office won the challenge, distributing the money to three local charities, with the Detroit and Vancouver offices recognised in the Highly Commended category and receiving \$A5,000 for their nominated charities.

The challenge was a great success and has now been incorporated into the Foundation's Staff in the Community Awards which recognise volunteering, fundraising, pro bono and community teamwork. The 2011 awards saw 12 individuals (\$A10,000 for winning entries and \$A2,000 for highly commended entries) and five teams (\$A5,000 and \$A2,000) receive awards for their work with community organisations.

This outstanding work many Macquarie staff undertake in the not-for-profit sector contributed to this year's annual review being a little different to previous ones. The Foundation works to ensure that its funding is directed to not-for-profit organisations with a connection to Macquarie staff and so we spoke to a range of employees to discover their motivations, whether in volunteering, fundraising or providing pro bono service. Common themes emerged: that it was important to find or make the time to contribute; that volunteers often got more out of their community service than they put in; and, pleasingly, that the Foundation plays a significant role in enhancing these efforts.

I hope you enjoy their stories.

their George

Lisa George Global Head, Macquarie Group Foundation



# **Supporting staff**

The Foundation actively supports Macquarie staff pursuing their own community interests. This provides benefits for both staff and community organisations and encourages individual involvement at a grassroots level.

# **Our initiatives include:**

# Macquarie Staff in the Community Awards

Each year through these awards, Macquarie recognises outstanding staff contributions to the community. Contributions include volunteering, pro bono work, fundraising and serving on the board or management committee of a not-for-profit organisation. Winners of each category receive a \$A10,000 donation for their not-for-profit organisation, Highly Commended \$A2,000 and the Team Award \$A5,000. The Foundation also recognises offices which display teamwork or an outstanding contribution to the local community with a \$A20,000 donation to an organisation nominated by that office.

# Matching contributions

The Macquarie Group Foundation provides matching donations to not-for-profit organisations under its staff donation and fundraising support policy.

# Staff participation support

Many Macquarie staff support not-for-profit organisations in an executive capacity. Where a staff member serves on the governing board of an organisation, the Foundation makes a one-off \$A10,000 grant to that organisation in recognition of this service.

# Long service grants

Each year, Macquarie staff reaching 10 years or 25 years service are asked to nominate a community organisation to whom the Foundation donates \$A1,000 in recognition of their long service.

# **Community Advisory Committees**

Committees have been formed in many of Macquarie's offices and business units to look at staff volunteering and pro bono activities and to consider the events in which Macquarie should participate. They provide links back to their business groups on Foundation and community activities, enlist support and provide input into the strategic direction of the Foundation in the local community.

Jane Couchman's passion, enthusiasm and commitment to positive community change is contagious. Macquarie's global compliance office director sweeps projects along with an infectious, whirlwind dynamism. As a mentor to seven staff in Macquarie's Banking and Financial Services group, a board director of the Rainbow Club of Australia (a charity which helps children with disabilities go swimming), and as an adviser to children's literacy and mentoring not-for-profit the Sydney Story Factory, she is almost a poster woman for pro bono service.

Jane's most recent community contribution is as a risk and governance mentor to Launchpad, a social enterprise founded by Melbourne-based David Dixon and Chantelle Baxter that sells low-cost, eco-friendly sanitary products to women and girls in Sierra Leone as well a range of educational initiatives in that community. Jane's 17-year legal, risk and compliance experience, including stints as general counsel at Perpetual and chief risk officer at BT, puts her in good stead to assist Launchpad which she says has been a genuine inspiration to work with.

"Chantelle and David are such evolved and mature human beings and it's quite incredible given their age [27]," Jane says. "The way they've thought through their strategy is amazing. I'm using the Macquarie network to help them with their strategy and business plan to make it as effective as possible and then we'll look longer term, working on how they will partner to deliver this extraordinary initiative.

"We have only worked together for a couple of months so far but I've been so impressed by the initiative and drive of these two incredible individuals."

Jane Couchman, Risk Management Group, Sydney

I wanted to make a meaningful contribution both professionally and through my pro bono activities.

- Jane Couchman

# Pro bono

# Marrying the professional with the philanthropic

Jane became involved with Launchpad via the School for Social Entrepreneurs (SSE), a not-for-profit dedicated to the development and increased capacity of social entrepreneurs, which won the inaugural Macquarie Australian Social Innovation Award in 2010.

This award – a \$A100,000 grant – is designed to recognise and reward an Australian organisation or program aimed at meeting social needs through inventive solutions. SSE received \$A40,000 over two years to support its operations, while six of its students were selected to receive Fellowships of \$A10,000 each to develop their own social enterprises. Launchpad was one of these initiatives and when SSE held a workshop in partnership with Macquarie earlier this year seeking business mentors, Jane jumped at the chance.

"I really like mentoring people and there is a special sweet spot in working with David and Chantelle because there's such a large element of social change in what they are doing. I was also particularly attracted to them because, as it's a partnership concept, there's a real trust and symbiotic element; you really have to feel your way through about how best to support each other to succeed. I love it."

She is humble about her contribution with Launchpad so far but is clearly energised by all her pro bono involvement. "One of the reasons I came to Macquarie in November 2009 was because I wanted to be with an organisation that helped me to make a meaningful contribution both professionally and through my pro bono activities and also accommodated and supported my roles outside of Macquarie both with my family and the charities. I feel very lucky to be able to do that here."

The School for Social Entrepreneurs' Deputy CEO, Jessie Williams, says that Macquarie's mentors have had a "profound impact" on the School's entrepreneurs.

"The relationships, skills and networks that our social entrepreneurs have developed with the Macquarie mentors has assisted them both at an individual and an enterprise level. In turn, the mentors have the opportunity to share their expertise with a diverse and inspiring range of social entrepreneurs working to achieve social change in innovative ways," she says.

Not all pro bono work needs to be at a strategic level and there are many examples of Macquarie staff who offer relatively straight forward technical or practical skills. Often, staff just need to be put in touch with a not-for-profit which needs such skills but can't access them.

The Macquarie Group Foundation operates an internal service informing staff about charities who need particular assistance which is how Mike Quizon, from Macquarie's Manila office, came to help the Hong Kong Refugee Advice Centre (HKRAC).

Mike heads up an IT team that provides technical writing, web content management and graphics services within Macquarie. He recently designed an invitation for a photo exhibit that was being held to raise money for HKRAC.

"I wouldn't have known about it if it wasn't for the Foundation and I was very excited to be able to do something pro bono for a charity," he says. "It's a topic close to my heart because for my Masters in International Relations I wrote a paper on IDPs [internally displaced person] so it was not really hard for me to take on the task as I knew a lot about refugees already.

"I wasn't aware that we can actually transfer our skills and knowledge; that people in Hong Kong could tap into skills from people in the Philippines. It is inspiring that certain skills that come naturally to many [Macquarie] staff in Manila can help an organisation in that way."



The mentors have an opportunity to share their expertise with a diverse and inspiring range of social entrepreneurs.

- School for Social Entrepreneurs

professional skills.

# Community organisation Australian Brandenburg Orchest Australian Indigenous Mentoring Australian Major Performing Arts Big Brothers Big Sisters of Toron Brainwave Australia Children's Cancer Institute Austr Children's Kidney Fund (Hong K Coastal Conservation Associatio Crumbles Castle Adventure Play De Quincey Company Limited (A Dignitas International (Canada) Earth Day Canada EPIC (Educational Partnerships Friends of West London Dance ( Hearing Foundation of Canada Houston Ballet Foundation (US) Humanitarian Organization for Mig International Duke of Edinburgh' Juvenile Diabetes Research Four La Casa Norte (US) Level The Field (US) Make-A-Wish Foundation (US) Matt's Promise (US) Midnight Basketball Australia Movember Murdoch Childrens Research Ins Reledev Australia Limited Research Australia Limited ReserveAid (US) Richmond Hospital Foundation ( Soulpepper Theather Company Sok Sabay (Cambodia) Sydney Philharmonia The Bread & Butter Project (Aust The Women's Foundation (Hong Women's Community Shelters Li YMCA San Francisco (US) Youth Off The Streets (Australia) YWCA NSW (Australia)

Macquarie staff are on approximately 150 not-for-profit boards around the world. Below is a selection of some of the community organisations benefiting from Macquarie employees'

	Sector
1	Arts
Experience	Education
Group	Arts
0	Education
	Health
lia for Medical Research	Health
ng)	Health
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	Welfare
Canada)	Health
Canada)	Arts
	Welfare
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Kong)	Welfare
nited (Australia)	Welfare
	Welfare
	Welfare
	Welfare

**Having Mike create** such a beautifully designed invitation for us really made all the difference. - Hong Kong Refugee

**Advice Centre** 

Mike also volunteers for a Philippines-based NGO called Black Pencil Project, which distributes school supplies to children in far-flung areas that the government finds difficult to reach. He and his wife have created sponsor materials to help raise funds for BPP, and have also joined the organisation's treks to out-of-the-way places to deliver educational supplies to selected public schools in remote and indigenous communities.

Mike is also continuing to help HKRAC with other small design projects and Aleta Miller, the organisation's executive director, described his assistance as invaluable.

"We wanted to make sure that every dollar raised at our event went directly to our life-changing work with refugees," she says. "Having Mike create such a beautifully designed invitation for us really made all the difference."

# Time no obstacle for hands on volunteering

When she was a teacher a few years ago at a disadvantaged school in Maryland, something that concerned **Stacev Zupnick** was bad weather preventing children from attending. Close to 100% of students relied on the breakfasts and lunches the school provided so she used to wonder what and whether the kids ate while stuck at home.

It is those children, or ones like them, that Stacey, from Macquarie's New York office, thinks of when she heads out once a week in the sweltering heat or the freezing cold to scour local food markets for leftovers to feed hungry families.

Stacey volunteers for food rescue organisation City Harvest which needs people to walk around food markets held on different days of the week and ask sellers if they have any leftover perishables, such as vegetables, fruit and bread.

This produce is then bundled into plastic bags and immediately transported to the various charities with which City Harvest partners.

There is also a large annual New York produce show City Harvest attends as well. "At the last one we rescued 50,000 pounds of food," Stacey says. "It took about 30 volunteers working hard for two to three hours to collect this food which would otherwise go to waste. There's a massive environmental benefit and it's also really good for the farmers to know their food isn't going to landfill."

When Stacey joined Macquarie two years ago she approached the Macquarie Group Foundation about extending the company's six-year partnership with City Harvest. Stacey wanted to mark City Harvest's tenth year of operation in 2012 by maximising the fundraising campaign that coincided with its anniversary.

3,300

volunteer days were recorded between April and November 2011.

Karmen Chong and Aaron Gibbs (Market Operations and Technology, Banking and Financial Services graduates), volunteering at Youth Off The Streets in Sydney in March this year

Volunteering

**The Foundation has qalvanised the staff** to participate. Our office's employees make significant contributions, not only financially, but also of their time and talent.

- Nancy Stermer

"With my teaching background I thought of field day that we used to do in school, where each day of the week has a different celebratory activity. I brainstormed some ideas with the Foundation and over a week, with Foundation matching, we raised almost \$US30,000. City Harvest is really thrilled and happy to have had our participation in this campaign."

Stacey admits that sometimes the time required to volunteer does get a little onerous but she says she always has a big smile on her face when she returns home from collecting food. "I really enjoy it - I love that I have something in my life that I'm so passionate about and I can bring that to other people who may not have had that experience."

She talks of how a senior Macquarie employee recently volunteered, together with his wife and four children, to bag food along with other volunteers. "They were so thrilled to be able to help. And to have support at that

senior level to my mind is way more powerful than just writing a cheque. They came down to the market and saw first hand what we were doing. It counts for so much."

At the time of writing, Stacey was preparing for the 2012 round of markets held between May and December. "I'm excited by the new season of farmers' markets because of new faces and new interest [at Macquarie]. I think a lot more can be done."

Nancy Stermer has also been the catalyst for an incredible depth of volunteering at Macquarie's relatively small office in Bloomfield Hills, just outside of Detroit, with approximately 150 staff. Nancy's championing of a local charity she has been volunteering with since 1995 – The Children's Center – has prompted around half of the office to connect with it as well.

The office has coordinated a back-toschool supplies drive for the last couple of years, hosted a birthday party for kids in foster care or in families who can't afford it, arranged a movie night with snacks, restocked supplies of emergency food and clothing and undertaken gardening tasks at the Center. The Center's CEO has also visited the office for a 'Lunch and Learn' session to provide staff with a virtual tour of the Center through videos of the facility and a rundown on the 20 or so therapy and support programs offered.

With all this interaction, Macquarie recently received The Children Center's 2012 Corporate Friend Award. "The Foundation was really instrumental in bringing us all together," Nancy explains. "Before the Foundation got involved, we typically engaged in about three company-wide community initiatives per year and now we have two to three activities each month, supporting a wide range of charitable organisations.

"The Foundation has galvanised the staff to participate. Our office's employees make significant contributions, not only financially, but also of their time and talent. We have incredibly generous and compassionate staff and they continue to inspire me."

Nancy says she is "really blessed" to work in the Detroit/Bloomfield Hills office. "We have a very supportive and flexible management team who are committed to the goals of the Foundation. If something is important enough, you always find the time."

Like Stacey Zupnick, Nancy began her career as an elementary school teacher and completed a Master's degree in educational psychology and mental health to meet the emotional needs of her students. A decreasing need for teachers, following the declining birth rate in the 1970s, meant she was laid off four years in a row. She became a corporate trainer and IT professional instead and later took a job at Macquarie in human resources and then marketing. All this experience makes her uniquely well-equipped to volunteer with the Children's Center, where she has assisted with program development, strategic planning, sustainable funding and performance assessment - winning her Macquarie's Pro Bono Adviser Community Award in 2010.

"Volunteering has been an experience that has really helped me to develop as a person," Nancy sums up. "I have gained such valuable insights into what other people from all walks of life can contribute, despite their obstacles. Volunteer work has also been a way to honour those people who've helped me along the way, especially when I've faced challenges."

It's a view that Macquarie employees around the world can relate to as they contribute in ways - large and small - to multiple community organisations.

# I love that I have something in my life that I'm so passionate about and I can bring that to other people who may not have had that experience.

- Stacey Zupnick

Between April and November 2011, the Foundation piloted a campaign that invited all staff to register the hours they volunteered with community organisations.

Whether it was volunteering in their own time for a chosen local community group, or with their immediate team or business division, the initiative recorded an amazing 25,124 hours of volunteering. It demonstrated the strong and sustained commitment Macquarie staff have to their communities.

More than 450 different community activities were logged, reflecting a diversity of interests. Some of these included, for example:

- Regenerating native vegetation in state forests
- Shopping with disadvantaged youth for professional work attire
- Socialising dogs being trained for bomb detection
- Organising a fishing tournament for unwell children
- Delivering meals to house-bound people
- Constructing affordable housing
- Renovating children's home facilities
  - Telephone counselling for people experiencing crisis.

Following the success of the campaign, the Foundation has incorporated this initiative into its annual Staff in the Community Awards to recognise the time commitment involved with volunteering.



Stacey Zupnick, second from right, collecting food with a Macquarie team at the New York Produce Show.

Nancy Stermer, Corporate and As

In 2006, **Harp Sandhu's** three-year-old nephew lost his life to leukemia. Harp's own son was six months old at the time and his nephew's passing had a profound effect on him. Watching his sister-in-law hold her son all day long knowing her baby didn't have much time left made Harp want to do something in his nephew's memory. And so Rink of Dreams was born – a 24-hour ice hockey marathon that raises money for a local charity that works with kids.

It took Harp, from Macquarie's Victoria office in Canada, a little while to identify the right charity with which to partner. One day he was driving to work and heard a story on the radio about a little girl who'd been very ill with a brain tumour. She had recovered and local charity Help Fill A Dream Foundation had fulfilled her heart's wish by organising for a fairy garden to be built in her backyard.

"I knew a good friend and colleague of mine, Kim Genereux, was on the board of Help Fill A Dream," Harp recounts. "It's a wonderful organisation that helps Vancouver Island children up to the age of 19 who face life-threatening conditions and their families – things like financial support during medical treatments, or the purchase of vital medical equipment or to help dreams come true for these children who face tremendous challenges.

"Kim and I talked about it, he arranged a meeting with the board and I went in and pitched my idea. They really liked it. Kim really got behind me – well right beside me actually – and it went from there."

With parents from India, ice hockey was not a sport that Harp had ever played as a child. "I've always been passionate about the game and played street hockey and ball hockey growing up but never learned how to skate." The first time he laced up a pair of ice skates was around his thirtieth birthday, when he joined a group with similar backgrounds who were also just starting out. "None of us could really skate but we had a great time. I fell in love with ice hockey then and started playing lots of it."

# Worth their weight in fundraising

"

For a company to have a policy saying if you legitimately raise or give money we will match that, that's just amazing.

- Harp Sandhu

"

# Fundraising

Harp Sandhu, Banking and Financial Services, Victoria, Canada



# "

I don't want to be on my death bed looking back on my life and thinking 'I was just a handy research analyst'.

– Matt Nacard



After only two years, Macquarie is one of the biggest sources of Help Fill A Dream's revenue with Rink of Dreams its second biggest event. Including Macquarie Group Foundation matching, Harp and Kim have so far helped raise \$C188,000.

Harp says the Foundation's support of his fundraising has been "incredibly impressive".

"For a company to have a policy saying if you legitimately raise or give money we will match that, that's just amazing. It's not there because it looks good or to gather business – it's there because it should be. No-one does that."

Will the tournament be back next year? Harp is readying himself for it already despite some nights awake until 3am preparing for it. "At one point during the last Rink of Dreams I could overhear a couple of firefighters from one of the municipalities. They didn't know who I was but I heard them saying 'man, that was a blast' and 'so awesome'! So I think we'll be doing it again."

In 2012, **Matt Nacard**, from Macquarie's Sydney office, also repeated a fundraising

# "

In 2011 the teams shed over 100kg and raised \$A120,000 for two children's charities.

campaign he and his colleagues Tanya Branwhite and Tim Shaw initiated in 2011.

Last year, 13 'Kilos4Kids' teams, comprising 69 participants, competed to lose (or gain for those calorically challenged) the highest percentage of collective body weight across a four-week period. With a weigh-in total of 6,130kg, the teams shed over 100kg and raised over \$A120,000 for two children's charities, following matching by both the Macquarie Securities Australia business and the Foundation. In 2012, the Foundation again matched both the fundraisers and Macquarie Securities' contribution, enabling approximately \$A130,000 to be split between three charities.

The catalyst for Matt to drive the campaign this year was the five years he spent working as a property analyst in Asia. The extent of disadvantage and desperation he saw, particularly among children, made a deep impact on him. When he returned to Australia, he contacted the Macquarie Group Foundation for ideas on how he could help underprivileged kids.



# "

Without wanting to be too profound, I think it's just increasingly about looking for a bit more meaning and trying to make a difference where I can.

# - Matt Nacard

The Foundation suggested KidsXpress, which provides arts therapy intervention for children and young teenagers who have faced loss or trauma, and the Aspiration Initiative which boosts the academic skills and resilience of talented Indigenous students. Matt joined the Board of KidsXpress with a view that he could help from a business/strategic planning perspective as well as by raising money. Matt undertook a personal fundraiser during his Christmas holidays, where he was sponsored for every hour of work he contributed to KidsXpress and two other charities, Inala (services for people with disabilities) and Batyr (promoting mental health awareness for young people). Matt was able to raise more than \$A17,000 in this way.

"I don't want to be on my death bed looking back on my life and thinking "I was just a handy research analyst," Matt says. "Without wanting to be too profound, I think it's just increasingly about looking for a bit more meaning and trying to make a difference where I can."

For the 2012 Kilos4Kids campaign, Batyr was added to the recipient mix to broaden the types of people the money would assist as well as extend donations to charities at differing stages of development (Batyr is a start-up whose CEO Matt is mentoring).

"What we've done so far is a good start – but I feel a lot more can be done." Richard King, Fixed Income, Currencies and Commodities, London





# **Motivating by mentoring**

Energy trader Richard King, from Macquarie's London office, lives in Islington, not more than two miles from where he grew up in Hackney where his family still resides. But his home and working environments are a world away from Hackney, classed as one of the most deprived areas in the UK and where many of the young people who use mentoring charity ReachOut! live.

Having grown up in the area, Richard has been volunteering with ReachOut! since it started operating in London seven years ago. Each Wednesday afternoon during term time, at 5.30pm, he sets off to mentor a couple of 15-year-old boys, working with them on English or maths lessons for an hour before heading outside to help coach them football.

"You get to know the kids pretty well and we're just there to provide them with a different adult role model really," Richard says. "The idea is to give them someone they can ask questions of who's not an authority figure and to show them a different type of work they're not used to." Richard introduced ReachOut! to the Macquarie Group Foundation when he started working at Macquarie in 2006. The idea of extending mentoring opportunities to other Macquarie staff took hold and a good number of employees have volunteered.

The ReachOut! experience is an excellent example of local mentoring, with Hackney on the doorstep of Macquarie's London office. It provides young people from the area with role models who are geographically close as well as widen the range of their aspirations.

Tracey Byrne, Corporate Services Group, Hong Kong

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Combining football training with education creates a really valuable experience for the young people.

Once a year, Richard brings a group of the ReachOut! young people into Macquarie London's trading floor to show them around.

"They are pretty shocked to see all the computers and the size of our office," he says. "I've made up some trading games, simple ones, so they can see the outcomes of trading actions – it's just something a bit different."

Pete Blackwell, ReachOut's director, says it has been "fantastic" having Richard and other Macquarie mentors attend the program each week. "Combining football training with the educational aspect creates a really valuable experience for the young people we work with," he says.

Richard, who won an 'Outstanding Contribution' award from ReachOut! earlier this year, finds mentoring a rewarding challenge, taking him out of his comfort zone and keeping him on his toes. "Some of the young people are really sharp and it's quite a challenge to keep up with them. I think it's good to remind yourself about what's real in life."

It's a two-way street for human resources specialist **Tracey Byrne** in Macquarie's Hong Kong office as well. In conjunction with the Macquarie Group Foundation, Tracey helped establish a mentoring partnership with Po Leung Kuk, a local not-for-profit providing a range of services to the disadvantaged. From a purely financial relationship, with Macquarie staff supporting scholarships for PLK young people to attend university, it is now a more holistic one; Macquarie employees mentor PLK graduates socially and professionally as well.



# **LEADing the way**

Macquarie's LEADS program (Leadership, Education, Advancement, Development and Support) brings together the many Macquarie staff who share a willingness to help disadvantaged people attain a higher level of education and achieve more engaged and satisfying lives. Staff volunteering in a mentoring or educational capacity falls within this LEADS category.

As well as ReachOut! and Po Leung Kuk, other organisations Macquarie works with around the world include:

- Hackney Schools Mentoring Program (London)
- The Double Discovery Center at Columbia University
   (New York)
- Big Buddy Reading Program (Sydney, London, New York, Toronto, Hong Kong)
- School for Social Entrepreneurs (Sydney)
- Big Brothers Big Sisters (Toronto)
- UniGuide (London).

# **Fi The Foundation was keen to get some mentoring programs off the ground and you can tangibly see the difference they make. J**

- Tracey Byrne

"When I first arrived in Hong Kong 18 months But by the end of the course, there was so ago, I asked the Foundation about local much confidence! We found out a lot about initiatives and that's when I first heard about them, and the key thing was they were more Po Leung Kuk," Tracey says. "The Foundation self-assured, making friends, initiating contact." was keen to get some mentoring programs In a sign that the relationships are not all off the ground. I'm really involved in mentoring one way, one Macquarie mentor has returned programs professionally so I think it was in to the 2012 PLK program as she found that very first chat that we had our pens and her connection to her own 15-year-old son paper out and were talking about what we improved after she began talking to other could do. It was the right place, right time and teenagers last year. the right conversation.

"The PLK kids we work with are on scholarships so some may think university is easy for them given the financial support they receive. But what people don't realise is that due to their backgrounds, they don't always have close family networks or adult role models. Like every other university student they can feel overwhelmed with coursework, for example, or not know what to wear or say in an interview – they just want someone they can talk to about these things."

Tracey's own background helped her understand the vital role that role model support can play. "My parents didn't go to university or follow corporate careers, so I really valued having someone to talk to about coursework or career paths. People really do need that sounding board."

Macquarie offers a three-hour session for 10 PLK graduates once a month over seven months. The first hour is spent chatting to their mentor with the following two hours focusing on practical skills (personal brand, presentation, resume writing and interview skills, as well as business and social etiquette). Off-site activities also take place to build relationships, including hiking and the movies.

"You can tangibly see the difference doing this makes," Tracey says. "In our first program last year, initially there was no eye contact and the kids just spoke Cantonese because they weren't sure of their abilities in English. For Tracey, while she enjoys being able to use her professional skills outside of Macquarie, she also enjoys the personal aspect. "We all need balance and it can be so easy to become tunnel visioned particularly in a place like Hong Kong which is so busy. [The program] is my balance – real conversations once a month about something other than ourselves and work demands. I also really like the kids, they're great to hang out with. They're a good reality check for everyone and it reminds me of some core values."

# Important qualities for mentors:

- The ability to listen and ask questions, but not tell mentees all the answers and what to do. Holding back from constantly advising what the mentees should do can be hard because people generally like to share what has made them successful – this may not always be the right approach for someone else.
- Patience. Understand that not everyone has the same drivers or motivations.
- Empathy. Put yourself in other people's shoes and ask what do they need versus what do you want to give them.





# **Macquarie Sports**

With the support of the Macquarie Group Foundation along with Macquarie businesses. Macquarie Sports provides free sporting clinics to more than 8,000 children a year in various locations around Australia. The program includes rugby league, rugby union, cricket, netball and basketball to children who may not otherwise have access to such sporting opportunities.

The objectives of Macquarie Sports' programs are to promote the fitness and wellbeing of young people as well as provide positive sporting role models. Australian athletes including Liz Ellis, Nathan Hindmarsh and Matthew Hayden act as Macquarie Sports Ambassadors who coach and mentor at our various clinics. Macquarie Sports works with state and national sporting bodies, government bodies, schools and clubs to maximise its reach to school-age children. Following are some community clinic highlights from the year to 31 March 2012.

# Cricket

In October 2011, Macquarie Sports hosted its annual Sydney cricket leadership day. Junior clubs and selected schools were invited to send

two players who have displayed leadership qualities to the clinic. The 160 boys who attended, some travelling for up to three hours to participate, received tuition on all facets of the game, as well as public speaking training from media professional Andrew Coorey.

Participants benefited from the experience of the high calibre coaches who included former Australian cricketers Matthew Hayden, Stuart Clark, Andy Bichel and Dean Jones. At the clinic's conclusion, the coaches combined to offer advice to the boys in a discussion forum, before finishing up with group photos and a barbecue.

In 2012, Macquarie Sports will again support the Tiwi Ashes fundraising event held on the Tiwi Islands off the coast of the Northern Territory.

Macquarie Executive Director Guy Reynolds and the Hayden Way have been the driving forces behind this Tiwi College initiative. Macquarie Sports acknowledges Guy's significant involvement in this project; he has been instrumental in the establishment of a range of high-quality sustainability programs

at the College. The Tiwi Ashes event culminates in a cricket match where Tiwi College students play alongside several Australian cricketing icons including Alan Border, Matthew Hayden and Michael Kasprowicz. Communities from across the Tiwis converge upon the event with all proceeds helping fund these sustainability programs.

In the lead up to the Tiwi Ashes, Macquarie Sports also provides cricket clinics to local primary schools as well as sporting equipment. A total of \$A200,000 has been contributed to date with Foundation support.

# **Rugby league**

During 2011 Macquarie Sports Ambassador and current Parramatta Eels Captain Nathan Hindmarsh, former West Tigers players Todd Payten and Taniela Tuiaki and former National Rugby League stars Trent Barrett and Luke Priddis visited various regional towns around Australia to lead rugby league clinics as part of our partnership with Australian Rugby League Development.

The clinics comprise skill development sessions and modified 'small-sided' games, as well as and active lifestyles. These rugby league clinics reach over 1,500 children throughout the year.

In December 2011, Macquarie Sports hosted presentations from the players on healthy eating its annual Police Citizens Youth Clubs (PCYC) basketball leadership day. Former State League player Blake Henricks, an employee of Macquarie Funds Group, along with senior Netball Sydney Kings player BJ Carter and others, Between March and June 2011, Macquarie coached participants who were identified by Sports paired with western Sydney local councils PCYC officers as having excellent potential to run netball clinics for primary school-aged but limited access to high level coaching. For children in suburban and regional areas. the young male and female participants, the program provided an insight into a professional basketball player's average day. Physical testing included vertical leaps, strength and beep tests as well as skills-based development on shooting, passing and defence. The day concluded with participants watching the Sydney Kings compete against the Cairns Taipans.

Close to 1,500 children attended the clinics which helped them develop skills in defence, passing, shooting, footwork and ball work. All clinics included a question and answer forum with the coaches who include Australia's most capped netballer and Macquarie Sports Ambassador Liz Ellis, current Australian players Catherine Cox and Kim Green as well as NSW Swifts Samantha May, Kristy Guthrie, Kim Borger and Vanessa Ware. The coaches spoke about the importance of commitment, team work and dedication. All children were also given a Macquarie Sports netball to further hone their skills. In 2012 Macquarie Sports plans to extend the netball clinics to Adelaide and Perth given their success.

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It's great to be working with Macquarie Sports as they continue to provide sporting opportunities for young children. Macquarie Sports understands the value of sport at a grassroots level and provides well structured and professional coaching clinics. I am pleased to be associated with Macguarie Sports as they continue to teach and encourage children to participate in sport in a fun and well organised environment.

**Nathan Hindmarsh** Macquarie Sports Ambassador and Parramatta Eels Captain.

### Basketball

# **Rugby union**

In April 2011, Macquarie Sports hosted its annual community rugby super clinic in conjunction with the Brumbies Super 15 rugby union team. This clinic is traditionally one of the biggest on the Macquarie Sports calendar. Junior clubs and selected NSW schools were invited to take part, with some clubs travelling for several hours to attend. Over 400 children

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The PCYC leadership clinic not only provides insights into the life of a professional, it also provides opportunities for kids from PCYC clubs to interact with other like-minded kids from various backgrounds who share similar interests in sport.

**Blake Henricks – Macquarie Funds** Group staff member and former **NSW** basketball representative.

registered to take part in the clinic which featured coaching by current and former Wallaby Matthew Burke and Brumbies Super 15 and development squad players. The children rotated through various skills stations, learning about defence, attack, passing and kicking. All children received a Macquarie Sports football and kicking tee as well as sought after autographs from the coaches.



Adelaide Symphony Orchestra, Australia American Australian Association, Australia Art Gallery of South Australia, Australia Australian Brandenburg Orchestra Australian Business Arts Foundation Australian Chamber Orchestra Australian String Academy Australian Youth Orchestra Australian-American Production Company Banff Center, Canada Bangarra Dance Theatre Australia I td Bell Shakespeare Company Australia Belvoir Street Theatre, Australia Cal Performances, USA Calgary Young People's Theatre, Canada California Film Institute, USA Canadian Opera Company Canberra Symphony Orchestra, Australia Canticum, USA Children's Arts Umbrella Association, Canada De Quincey Company Limited Australia Fractured Atlas Production, LISA Friends of Newcastle Cathedral Music, Australia Friends of SLS, USA Fugue Theatre Society Canada Gordon and Marion Smith Foundation for Young Artists. Canada Heartsong LISA Helpmann Academy for the Visual & Performing Arts, Australia Houston Ballet Foundation. Kaddatz Galleries, USA Kichener-Waterloo Symphony Orchestra Association Canada Kimberley Foundation Australia Meadow Brook Theatre, USA Mr. Holland's Opus Foundation, USA Museum of Contempory Art, Australia Music and Bevond, Canada Musica Viva Australia National Ballet of Canada National Gallery of Australia Foundation New Victory Theater, USA Piedmont East Bay Children's Choir. USA Ravinia, USA Restless Dance Theatre, Australia Rhinebeck Performing Arts. USA Shaw Festival Theatre, Canada Soulpepper Theatre, Canada

Stratford Shakespearar Festival of Canada Streetwise Opera, UK StudioBE USA Sydney Dance Company Australia Sydney Omega Ensemble, Australia Sydney Philharmonia Limited, Australia Sydney Symphony, Australia The Field USA Urban Myth Theatre of Youth. Australia WA Youth Music Association, Australia Zephyr Dance, USA Educati Acts of Hope for the Nation Foundation, Philippines American University of Beirut. LISA Amherst College, USA Association of Former Students Texas A&M University, USA Austin College, USA Australian Indigenous Mentoring Experience (AIME) Bay Area Discovery Museum, Beacon Foundation, Australia Bishop's University Foundation, Canada Bokamoso Education Trust, South Africa Bond University, Australia Boston College Fund, USA Brandeis University, USA Bring Me A Book Hong Kong Calgary Chinook Scout Foundation, Canada California State University East Bay - CSUEB, USA Cambridge in America, USA Canadian Centre for Child Honouring Society Canadian Friends of Tel Aviv University CCSU Foundation USA Centre for Independent Studies, Australia Children's Bookbank & Literacy Foundation, Canada Chinese University of Hong Kona Citizens Schools New York. LISA Clapham Pottery, UK Colgate University, USA College Women's Association of Japan Colorado School of Mines Foundation, USA Columbia University, USA Commonwealth Foundation. UK Community One Foundation, Canada Cornell University, USA Cristo Rey Jesuit Prep, USA Dalhousie University - Child Soldier Initiative, Canada Dartmouth College, USA Detroit Rotary Foundation, USA

Duke of Edinburgh's Award Society (BC & Yukon Division). Canada Early Education Program for Hearing Impaired Children, Australia Eastern Michigan University Foundation, USA Education Matters (Calgary Canada Educational Partnership For Instructing Children, USA Emory University, USA Evans Scholars Foundation, USA Fairfield University USA Fergus Falls 544 Education Foundation, USA Franklin & Marshall College, 1 ISA Free Library of Philadelphia Foundation, USA Friends of Fort York & Garrison Common, Canada Giant Steps Australia Great Neck Student Aid Fund USA Inc, USA Hackett Foundation, Australia Harlem Academy, USA Harvard College, USA Independent College Fund of Maryland, USA Indiana University Foundation LISA Islamic Museum of Australia Keystone School, Australia Kiddo!, USA Kilmarnock Foundation, New Zealand Kindernothlife New Zealand Leacock Foundation. Canada Learn for Life Foundation. Australia Level The Field, USA Life Education Australia Little Souls Taking Big Steps, Australia London Transport Museum, Macalester College, USA Mariorie McClure School, UK McGill University, Canada Mechai Pattana School, Thailand Metropolitan Career Center, 1 ISA Middlebury College, USA Mises Institute, USA Mount Holly Community Historical Museum, USA Musicians Making a Difference, Australia New Haven Learning Centre, Canada NYU School of Business Foundation, USA O.C.E.F. USA OCAD University Foundation, Canada Pennsylvania State University, USA Piedmont Educational Foundation, USA Po Leung Kuk, Hong Kong Queen's University, USA Queensland Maritime Museum Foundation LISA Red Cloud Indian School, LISA

Red Raider Scholarship Fund, Regents of the University of Michigan, USA Room to Read Australia Roval Ontario Museum Foundation, Canada **Bural Education Action** Project (REAP), USA Rutaers University Foundation, USA Saint Lucy Day School for Children with Visual Impairments, USA Scholarship Fund of Alexandria USA School for Social Entrepreneurs, Australia School Me, UK SeeBeyondBorders Foundation Australia Settlement Music School of Philadelphia, USA Simmons College, USA Simon Wiesenthal Center Soochow University, Taiwar SOS Children's Village of Kfarhav, UK South Australian Museum Foundation, Australia Southwark Cathedral Education Trust, UK St Andrew's Cathedral Gawura School Australia St Ann's College Foundation, Australia St Bartholomews, Australia St Bonaventure University, St Lucy's School Foundation, Australia Stanford Alumni Association Steamboat Floating Classroom, USA Steppingstone Scholars, Inc. USA Tabasamu Education Fund, Texas Tech Foundation USA The Australian Literacy & Numeracy Foundation The Library Project, USA The Melanoma Foundation, Australia The School of St Jude, Tanzania The Song Room, Australia The Westview School USA The Wharton School USA Toronto Public Library Foundation, Canada Trinity College Foundation, Under Tree Schools, UK United States Holocaust Memorial Musuem, USA University of Adelaide. Australia University of Alberta, Canada University of California Regents, USA University of California Berkelev, USA University of Chicago, USA University of Connecticut.

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University of Kentucky, USA University of Massachusetts, 1 ISA University of Michigan, USA University of Northern Colorado Foundation, USA University of NSW Foundation, Australia University of Pennsylvania, USA University of Sydney, Australia University of Technology Svdnev. Australia University of Texas at Austin, LISA University of Virginia Darden School of Business, USA University of Virginia, USA University of Western Australia University of Wisconsin Foundation USA Viewpoints Research Institute, LISA Villanova School of Business, USA VOICE for Hearing Impaired Children, Canada Wooyan Foundation, South Korea Yalari, Australia Yale University USA Yonkers Partners in Education, USA York University Foundation, Canada Young Entrepreneurs at Haas LISA Youth About Business, USA Youth in Motion Canada Alaskan Malamute Rehoming

University of Houston Clear

Lake, USA

Aid Australia Animal Friends for Education & Welfare, Inc. USA Animal Rescue Organisation, South Africa Animal Rescue Team Taiwan Animal Welfare League NSW, Australia Animal Welfare Society, Inc., LISA Animals Asia Foundation Limited, Hong Kong ASPCA, USA Auberge Communautaire sud-ouest. Canada Australia Zoo Australian Conservation Foundation Australian Marine Conservation Society Australian Orangutan Project Australian Wildlife Conservancy BC SPCA - British Columbia Society for the Prevention of Cruelty to Animals, Canada Beagle Rescue Victoria Inc, Australia Birds Australia Bush Heritage, Australia Calgary Humane Society for Prevention of Cruelty to Animals, Canada Calgary Zoo, Canada Cannington & Area Historical Society, Canada

LISA Conservation International. USA Delware Valley Golden Retriever Rescue, USA Doggie Rescue, Australia Earthwatch Australia Easy R Equine Rescue, USA Environmental Investigation Agency Charitable Trust UK Farallones Marine Sanctuary Association, USA Foundation for National Parks and Wildlife, Australia Friends of Acadia, USA Friends of Oakland Parks and Recreation. USA Georgian Bay Forever Canada Goldthwait Reservation, USA Greening Australia Greenpeace Australia Pacific Greenpeace Environmental Trust ÜK Haribon Foundation. Philippines Heart of Streatley Charitable Trust LIK Hi-Tor Animal Care Center, USA Horseworld, UK Humane Society of the United States International Anti Poaching Foundation, Australia Jack Russell Rescue, USA JNF Environmental Association of Australia Life Caring and Animal Rescue Organization, Taiwan Make Peace with Animals. IISΔ Marine Mammal Stranding Centre, USA Mercy For Animals, USA National Parks Association of NSW. Australia Natural Resources Defense Council USA Nature Conservancy, USA Nature Conservation Council of NSW. Australia Nature Foundation South Australia New Jersey Schnauzer Rescue USA North Oakland Animal Help, I ISA North Shore Animal League, Ocean Voyages Institute, USA Oceanic Preservation Society, USA Painted Dog Conservation, South Africa PAWS, Australia PAWS, USA PETA, USA Putnam Humane Society, USA Quest Equine Welfare Australia Rattlebox Nature Center, USA Riding for the Disabled

### Community organisations financially supported by Macquarie Group Foundation and Macquarie staff between 1 April 2011 and 31 March 2012

State Theatre Company of

South Australia

Cape of Good Hope SPCA, South Africa Cat Protection Society of NSW, Australia CatRescue NSW, Australia Central Park Conservancy,

Association of Victoria, Australia Royal Society for the Prevention of Cruelty to Animals, Australia Royal Zoological Society of South Australia RSPCA Australia RSPCA National Society UK Save the Rhino International, Save the Tasmanian Devil Appeal Australia Sea Shepherd Conservation Society, Australia Sea Shepherd UK South Texas Animal Adoption Resource, USA SPCA Auckland, New 7ealand St Hubert's Animal Welfare Center, USA Staffy Rescue, Australia Svdnev Dogs and Cats Home Australia Sydney Pet Rescue and Adoption, Australia Taiwan Animal Protection Association, Taiwan Tasmanian Conservation Trust Australia The Black Puppy Foundation, Australia The Wilderness Society. Australia Tierschuteverein Mainz -Society for the Prevention of Cruelty to Animals, Germany Tierschutz Kinzig-Main e.V., Germany Total Environment Centre, Australia Wildlife Australia Fund Wildlife Conservation Society, LISA Wildlife Preservation Society of Qld (Wildlife Queensland). Australia WIRES (NSW), Australia Wombat Protection Society of Australia World Vets, USA World Wildlife Fund Australia World Wildlife Fund, USA WSPA Australia & New Zealand, Australia Yorkie911 Rescue USA

4K for Cancer USA Action for Kids, UK Action Medical Research, UK Age UK Hackney, UK Aids Concern Foundation. Hona Kona AIDS Foundation Houston, AIDS Lifecycle, USA AIDS Project Los Angeles. 1101 AIDS Walk New York USA AIDS Walk San Francisco, LISA Alberta Cancer Foundation, Canada Alberta Children's Hospital Foundation, Canada Allergy/Asthma Information Association Canada ALS Association USA ALS Ontario, Canada

Alzheimer Society Manitoba, Canada Alzheimer Society of Toronto, Canada Alzheimer's Association -Delaware Valley Chapter, USA Alzheimer's Association -New York City Chapter, USA Alzheimer's NSW Australia Alzheimer's SA. Australia Alzheimer's Society UK Amanda Young Foundation, Australia American Cancer Society, USA American Diabetes Association USA American Friends of Magen David Adom, USA American Friends of Sheba Medical Center at Tel Hashomer, USA American Heart Association. American Liver Foundation. USA amfAR, USA Amyotrophic Lateral Sclerosis Society of Ontario, Canada Anaphylaxis Canada Angel Flight USA ANZ Breast Cancer Trials Group Ltd (Breast Cancer Institute of Australia), Australia Arthritis & Autoimmunity Research Centre Foundation, Canada Arthritis Foundation, USA Asian Community AIDS Services Canada Asthma Foundation Australia Asthma Foundation NSW, Australia Asthma Foundation SA, Australia Australian Cancer Research Foundation Autism SA Australia Autism Speaks, USA Autism Spectrum Australia (Aspect) Baycrest Centre Foundation, Canada BC Cancer Foundation Canada BC Children's Hospita Foundation BC Women's Hospital Foundation, Canada Bear Necessities Beat Bowel Cancer Aotearoa Incorporated New Zealand Betty Ford Center Society of Canada Beyondblue, Austrlalia Black Dog Institute, Australia Bliss UK Bluearth Foundation, Australia Bobby Goldsmith Foundation, Australia Boomer Esiason Foundation, Bowel Cancer Australia Brace – Alzheimer's Research, UK Brain Foundation, Australia Brain Research Trust UK Brainstrust UK Brainwave Australia Breast Cancer Australia

Breast Cancer Awareness, USA Breast Cancer Care Foundation, USA Breast Cancer Network Australia Breast Cancer Supportive Care Foundation. Canada Breath Foundation, Australia British Heart Foundation, UK Brome-Missisquoi-Perkins Hospital Foundation, Canada C&S Patient Education Foundation, USA Camp Quality, Australia Campbell Family Institute at the Princess Margaret, Canada Can Do 4 Kids Australia Canadian Breast Cancer Foundation Canadian Cancer Society Canadian Cystic Fibrosis Foundation Canadian Diabetes Association Canadian Mental Health Association - Calgary Region Canadian National Institute for the Blind Toronto Canadian Pulmonary Fibrosis Foundation Cancer & Bowel Research Trust, Australia Cancer Association of South Africa Cancer Australia Cancer Council Australia Cancer Council New South Wales, Australia Cancer Council Queensland Australia Cancer Council South Australia, Australia Cancer Council Victoria, Australia Cancer Council Western Australia Cancer Fund, Hong Kong Cancer Research Institute, USA Cancer Research UK CancerCare Manitoba Foundation, Canada CanTeen, Australia Canuck Place Children's Hospice, Canada Captain Courageous Australia Centenary Institute Medical Research Foundation, Australia Cerebral Palsy Alliance, Australia Cerebral Palsy League of Queensland, Australia Charley's Fund, USA Cheo Foundation, Canada Chevra Hatzolah Melbourne Incorporated Australia Childhood Cancer Support Australia Children with Leukaemia, UK Children's Cancer Institute Australia Children's Cancer Suppor Australia Children's Cardiomyopathy Foundation, USA

Children's Glaucoma Foundation Children's Hospital Aid Society, Canada Children's Hospital at Westmead Australia Children's Hospital Foundation, USA Children's Hospital of Philadelphia Foundation, USA Children's Kidney Trust Fund, Hona Kona Children's Medical Research Institute Australia Child's Dream Foundation, Hona Kona Chris O'Brien Lifehouse at RPA Australia Coast to Coast Against Cancer Foundation. Canada Coeliac Society of Australia Colon Cancer Challenge Foundation, USA Crohn's & Colitis Foundation of America Cure Cancer Australia Foundation Cure For Life Foundation. Australia Cure Our Kids Australia Cystic Fibrosis Australia Cystic Fibrosis Foundation ISA Cystic Fibrosis NSW, Australia Cystic Fibrosis Queensland Australia Cystic Fibrosis Western Australia Dakota Medical Foundation. USA Dana-Farber Cancer Institute, USA David Cornfield Melanoma Fund, Canada Day of Difference Foundation Limited, Australia Depression Alliance, UK Diabetes Australia Diabetes Federation of Ireland Diabetes Overseas Aid Fund, Australia Dignitas International, Canada Downs Syndrome Association UK Dragons Abreast Australia Drv July Foundation, Australia Dystonia Society, UK EIF/Revion Run/Walk for Women, USA Els for Autism USA Endometriosis, UK Epilepsy Action Australia Epilepsy Association, Australia Epilepsy Foundation, USA Families of Spinal Muscular Atrophy, USA Financial Markets Foundation for Children Australia Flinders Medical Centre Foundation Australia Foundation Daw Park Inc. Australia Foundation for Autism Care, Education and Services (F.A.C.E.S.), USA Fred Hollows Foundation Australia

Friedreich's Ataxia Research Alliance USA Friends of St. Luke's Hospital, Ireland Friends of the Mater. Australia **FSHD** Global Research Foundation, Australia Garvan Institute, Australia Gilda's Club Greater Toronto Canada Great Ormond Street Hospital Childrens Charity, UK Guy's & St. Thomas' Charity, IIK Hamlin Fistula Australia HammondCare, Australia Health Action Promotion Organisation Tanzania Heart & Stroke Foundation of Alberta, NWT & Nunavut, Canada Heart & Stroke Foundation of Ontario, Canada Heart Foundation NSW. Australia Heart Foundation Queensland, Australia Heart Foundation South Australia, Australia Hearts in Union Rugby Foundation, Australia Hereditary Breast + Ovarian Cancer Foundation (HBOC). Canada Hong Kong Cancer Fund Hope & Heroes Children's Cancer Fund, USA Hospital for Sick Children Foundation, Canada Humpty Dumpty Foundation, Australia Huntingtons Victoria, Australia Huntingtons Western Australia Australia Ilhan Food Allergy Foundation, Australia Imran Khan Cancer Appeal, LISA International Musculoskeletal Research Institute Australia Invest in Kids, USA Irish Cancer Society, Ireland Izandla Zethemba AIDS Projects South Africa Jewish General Hospital Foundation, Canada Jodi Lee Foundation Australia Julian Burton Burns Trust, Australia Juvenile Diabetes Research Foundation Australia Juvenile Diabetes Research Foundation Canada Juvenile Diabetes Research Foundation UK Juvenile Diabetes Research Foundation USA Katie Samson Foundation, USA Kidney & Urology Foundation of America, Inc. Kidney Health Australia Kidney Society Auckland. New Zealand Kids Cancer Care Foundation of Alberta, Canada

Kids Cancer Research Trust, Australia Kids for Life, Australia Kolling Foundation, Australia Kompetenznetz Multiple Sklerose, Germany Korean Association for Children with Leukemia & Cancer South Korea a Fondation CHU Sainte-Justine, Canada LA Gay & Lesbian Center (LAGEC) USA I AM Australasia Research Alliance, Australia Lazarex Cancer Foundation, Leukaemia & Lymphoma Research, UK Leukaemia Foundation Australia Leukaemia Foundation of Queensland, Australia Leukemia & Lymphoma Society of Canada Leukemia & Lymphoma Society of Hong Kong Leukemia & Lymphoma Society USA Lions Gate Hospital Foundation, Canada LIVESTRONG, USA Living Beyond Breast Cancer, Lung Cancer Alliance, USA Lupus Australia Queensland. Australia Lupus Foundation of America, Philadelphia Tristate Chapter USA Lupus Foundation o America, USA Lustgarten Foundation, USA Macmillan Cancer Support, Make A Wish Foundation of America, USA Make A Wish Foundation of Australia Make A Wish Foundation. Canada Making Headway Foundation, March of Dimes, Pennsylvania Chapter, USA Mary Potter Foundation, Australia Massachusetts General Hospital, USA Mater Foundation, Australia Matt's Promise, USA McGrath Foundation Australia Médecins Sans Frontières / Doctors Without Borders. Médecins Sans Frontières Australia Médecins Sans Frontières UK Médecins Sans Frontières Hong Kong Melanoma Foundation New England, USA Melanoma Institute Australia Melanoma Research Foundation, USA Memorial Sloan-Kettering

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Cancer Center, USA Mental Health Research Institute Australia Michigan Fitness Foundation. 1 ISA Middlesex Hospital, USA Mindd Foundation, Australia Miriam Hyman Memorial Trust UK Motor Neuron Disease (MND), Australia Motor Neurone Disease Research Institute of Australia Mount Sinai Hospital Foundation, Canada Movember Foundation. Australia Muliple Sclerosis Australia (NSW/ VIC/ ACT) Muliple Sclerosis Society of Queensland Australia Multiple Myeloma Research Foundation, USA MS Research Australia Multiple Sclerosis Society of Canada Multiple Sclerosis Society of Western Australia Multiple Sclerosis Society UK Murdoch Childrens Research Institute, Australia Muscular Distrophy Association, USA Muscular Dystorphy Foundation Australia National AIDS Fundraising, Australia National Autistic Society, UK National Breast Cancer Foundation, Australia National Childhood Cancer Foundation, USA National Heart Foundation of Australia National Hemophilia Foundation, USA National Kidney Foundation, USA National Multiple Sclerosis Society, USA National Stroke Foundation, Australia Neil Sachse Foundation. Australia Nephcure Foundation, USA NETS - Newborn & Paediatric Emergency Transport Service Australia NF Canada North York General Hospital Foundation Canada Novita Children's Services. Australia Oncology Children's Foundation Australia ORBIS, USA Pancreatic Cancer Action Network,USA Pancreatic Cancer Canada Paraplegic and Quadriplegic Association of South Australia Parent Project Muscular Dystrophy USA Parkinsons NSW. Australia Parkinson's Unity Walk, USA Parkinson's Victoria, Australia Peter MacCallum Cancer

Peter Michael Foundation, Philadelphia Ronald McDonald House USA PKD Foundation USA Planned Parenthood Federation of America Prevent Blindness Foundation. Australia Prince Charles Hospital Foundation Australia Prince of Wales Hospital Foundation, Australia Princess Margaret Hospita Foundation Australia Princess Margaret Hospital Foundation, Canada Prostate Cancer Canada Prostate Cancer Foundation of Australia Prostate Cancer Foundation, Queensland Cancer Fund. Australia Queensland Institute of Medical Research (QIMR) Australia Reachout Youth, USA ReachOut!, UK Redkite, Australia Rethink Breast Cancer, Canada **Richmond Hospital** Foundation. Canada Riverview Health Centre. Canada Ronald McDonald House Charities, Australia Ronald McDonald House Charities USA Roval Alexandra Hospital for Children, Australia Roval Children's Hospital Foundation (VIC), Australia **Boyal Children's Hospital** Foundation Brisbane, Australia Royal Flying Doctor Service, Australia Roval Institute for Deaf and Blind Children, Australia Royal Institute for the Blind, Australia Royal Marsden Cancer Charity, UK **Boyal Ottawa Foundation** Mental Health, Canada Royal Rehabilitation Centre Ryde, Australia Royal South Australian Deaf Society Inc. Australia Rush University Medical Center, USA Saint John's Hospice, USA San Francisco AIDS Foundation USA Sandringham & District Memorial Hospital, Australia Sandy Rollman Ovarian Cancer Foundation, USA SANE UK Schizophrenia Fellowship of NSW, Australia Schizophrenia Research Institute, Australia Seeing is Believing, USA Severance Children's Hospital (Yonsei University), South Korea

Foundation, Australia

Shake It Up Australia Foundation SIDS and Kids Australia Sight For All Foundation. Australia Sir Edmund Hillary Foundation, Australia Skve Welleslev Foundation. SMILE Foundation. Australia Smile Train, USA SolarisCare Foundation, Australia Southern Alberta Pediatric Hostel Society, Canada Spastic Centres of SA, Australia Spinal Cure Australia St Baldrick's Foundation, USA St George's Cancer Institute, Australia St Josephs Health Centre Foundation, Canada St Jude Children's Research Hospital USA St Luke's Hospice, UK St Marv's Hospital Foundation, Canada St Michael's Hospital Foundation, Canada St Vincent's Institute of Medical Research, Australia Starlight Childrens Foundation, Australia Starlight Children's Foundation, USA STARS (Shock Trauma Air Rescue Service Foundation) Canada Steve Waugh Foundation Australia Stewart House, Australia Stillbirth & Neonatal Death Society, UK Stillbirth Foundation Australia Stuttering Foundation, USA Sunnybrook Foundation, Australia Susan G. Komen Breast Cancer Foundation, USA Susan Maureen Beiber Memorial Scholarship Fund, USA Swim Across America LISA Sydney Children's Hospital Foundation. Australia Sydney Eye Hospital Foundation Australia Teal Ribbon Ovarian Cancer Research Foundation, USA Team for Kids, USA Teenage Cancer Trust, UK Terrence Higgins Trust, UK Terry Fox Foundation, Canada Terry Fox Run. Abu Dhabi The ALS Association USA The ALS Society of Alberta, Canada The Amanda Young Foundation Australia The Anne Hoehn Memorial Foundation. Canada The Arthritis Society, Canada The Bionic Ear Institute. Australia

The Cansa Shavathon, South The Gawler Foundation, Australia The Lymphoma Foundation LISA The Shepherd Centre, Australia The Stroke Association, UK The Stuart Low Trust, UK The V Foundation, USA Tour De Cure Australia Tracy Fleisher Memorial Fund. Travis Roy Foundation, USA Trinity Counseling Service, Turner Syndrome Society, USA UCSF Medical Centre, USA Vancouver Hospice Society. Canada VGH & UBC Hospital Foundation Canada Victor Chang Cardiac Research Institute, Australia Vision Australia WaterAid in Australia Wellington Free Ambulance. New Zealand Wesley Hospital, Australia Whole Person Care, Canada Winas for Life, UK Women and Children's Hospital Foundation Australia World Cancer Research Fund UK Welfare 5ive Planets, Japan A Child's Voice Foundation Canada Aboriginal Children's Advancement Society Australia ACE (Association of Community Employment Programs for the Homeless), Achilles International, USA Act for Kids, Australia Action Contre La Faim Canada – Action Against Hunger ACF, Canada ActionAid, UK Adelaide Day Care Centre for Homeless Australia **AFESIP** Cambodia African Children's Fund Ltd, Alameda County Community Food Bank, USA All Hands Volunteers Inc. LISA All Saints Community Service and Development Corporation, USA American Friends of Leket Israel, USA American Gathering of Jewish Holocaust Survivors and their Descendants USA American Red Cross Lowe Bucks County County, USA American Red Cross, USA American Society for Yad Vashem Inc, USA Amnesty International Australia Amnesty Leadership Group

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Australia Angels for Orphans Limited Hong Kong Anglican Aid, Australia Anglican Board of Mission Australia Anglicare NSW. Australia Anglicare SA, Australia Ann Arbor YMCA, USA Antissian Association of Svdnev & NSW. Australia Aspire Charter Academy, US Assistance Dogs, Australia Association of Neighbourhood Houses of BC, Canada Asylum Seeker Resource Centre, Australia Australia for UNHCR Australian Childhood Foundation Australian Communities Foundation – Hobsons Bay Community Fund Australian Foundation for the Peoples of Asia and the Pacific Australian Jesuit Mission Overseas Aid Fund Australian Lions Children Mobility Foundation Australian Marist Centre for Overseas Aid Australian Red Cross Society Australian Sports Foundation Australian Volunteers International Avon Products Foundation, Inc. USA Back on My Feet, USA Baffor operated by DAIL Community, South Korea Barnardos Australia Barnardos UK Bay Street Helping Hands 1 ISA Bedford Inc., Australia Best Buddies Australia Best Buddies International. LISA Between Friends Club, Canada Bible Society in Australia Inc. Bible Society NSW, Australia Big Brother Big Sisters of the Bay Area, USA Big Brothers Big Sister of Canada Big Brothers Big Sisters Lone Star USA Big Brothers Big Sisters of Metropolitan Detroit Big Brothers Big Sisters of Toronto Canada Big Brothers of Greater Vancouver Foundation Bill Hutchison Foundation. Australia Black Women in Sport Foundation (BWSF), USA Blind Sporting Council Inc., Australia B'nai B'rth International, USA Bolivia Kids, Canada Boy & Girls Club of Ottawa. Canada Boy Scouts of America Cradle of Liberty Council. USA

Amy Gillett Foundation,

Oakland County (Michigan), USA Boys Hope Girls Hope of Illinois (BHGH), USA British Columbia Bereavement Helpline, Canada British Red Cross, UK Bruins In Need, USA Build Inc. LISA C.H.I.L.D Foundation, Canada Calgary Food Bank, Canada Calgary Inter-Faith Food Bank Society, Canada Calgary Military Family Resource Centre, Canada Calgary Urban Project Society. Canada Camfed USA Foundation, Camp Augusta, USA Camp Gan Welfare Association Inc. Australia Camp Oochigeas, Canada Campbellford / Seymour Community Foundation, Canada Canadian Feed the Children Canadian Red Cross Society Canadian Rotarian Water Foundation Canadian Tire Jumpstart Charities Canadian UNICEF Committee Canadian Women's Foundation Canucks Autism Network Society, Canada Cape York Institute, Australia Capuchin Soup Kitchen, USA CARE Australia CARE Canada CARE USA CareFlight (NSW), Australia Caritas Australia Cathedral Soup Kitchen, USA Catherine House Australia Catholic Mission Australia Catholic Social Services of Oakland County - Catholic Community Response Team, CATO Institute, USA CBM (Christian Blind Mission) Australia Centraide du Grand Montreal, Canada Centre for Social Impact (UNSW), Australia Chain Reaction Challenge Foundation Austrialia Chalice Canada Chance auf Leben e.V, Germanv Charity House of the Annunciation, South Korea Charlie Perkins Trust for Children and Students. Australia Chautaugua Foundation, Inc., USA Chicago Council on Global Affairs, USA Child Protection Agency, Germany

Boy Scouts of America, USA Boys & Girls Clubs of Metro Atlanta (BGCMA), USA Boys & Girls Clubs of South

Child Wise, Australia Childcare Kitgum Servants, Australia ChildFund Australia Childfund Korea, Hanlove Community, South Korea ChildFund New Zealand Children International, USA Children of Fallen Patriots Foundation, USA Children of Peru Foundation, LISA Children's Center of Wavne County, USA Children's Emergency Protection Fund, Canada Children's Foundation of Guelph and Wellington. Canada Choices in Childbirth, USA Christian Aid, UK Christina Noble Childrens Foundation Ltd, Hong Kong Chronicle Season of Sharing Fund, USA City Harvest, USA City Year, USA CityLax, USA Citymeals-on-Wheels, USA CityTeam Ministries, USA Coalition On Temporary Shelter, USA Common Good Foundation, South Africa Commonwealth Games Foundation of Canada Community Living Project, Australia Compassion Australia Compassion UK Concern Worldwide, USA CorStone, USA Covenant House Toronto, Canada Covenant House Vancouver, Canada Crisis, UK Crossover Downtown Outreach Ministries, USA Devereux Foundation, USA Direct Relief International, Disability Challengers, UK Disaster Emergency Committee, UK Dragonfly Forest, USA Dress for Success Houston. LISA East African Mission Orphanage, Australia East London Business Alliance, UK East York Foundation. Canada Echoing Green, USA Elos Institute, Brazil Empower Inc, Australia Equality Now, USA Equality Pennsylvania, USA Evangel Hall Mission, Canada Exodus Foundation, Australia Fairmount Community Development Corporation, Family Education Centre Canada Family Lives, USA Family Services of Greater Vancouver, Canada

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Saint Albans Boys & Girls Oshwal Association of the United Kinadom Club (Toronto), Ćanada Oxfam America Salesion Mission Overseas Oxfam Australia Aid Fund, Australia Oxfam Canada Salvation Army (SA) Ingle Oxfam Japan Farm Redevelopment Appeal. Oxfam UK Australia OzHarvest, Australia Salvation Army Australia Pacific Research Institute, Salvation Army Canada Salvation Army UK Panti Asuhan Pondok Taruna, Salvation Army USA Indonesia Salvation Army. Oasis Youth Paper Kite Childrens Support Network Australia Foundation. Canada SaMarc Dream & Achieve Paralyzed Veterans of Foundation, USA America USA Samaritans Foundation. Pennsylvania Prison Society, Australia Samaritan's Purse Australia People Improvement Samaritan's Purse Canada Organisation, Camboia San Diego Youth Services, Peru Childrens Trust, UK USA Philabundance, USA Sandgate Women's Shelter, Philadelphia Futures. USA Canada Pilotlight Australia Save our Sons Australia Pinoy Power Bicol Coalition Save the Children Australia Inc, Philippines Save the Children Federation, Plan International Australia USA Plan International Canada Save the Children Hong Kong Plan International UK Save the Children Korea Pony Riding for the Disabled Second Harvest, Canada Association Australia Sedan Chair Charities Fund. Portsea Surf Life Saving Club, Hong Kong Australia Seeing Eye Dogs Australia Prison Fellowship South Services De Repit Emergo, Australia Canada Project Dovetail, Australia Seven Summits Foundation. Project Futures, Australia USA Project H.O.M.E. USA SHAWCO, Cape Town Property Industry Foundation, Shine for Kids, Australia Australia Shishukunj, UK Pump Aid, UK Silver Lining Foundation, Quest for Life Foundation, Australia Australia Sir David Martin Foundation, Rainbow Club Australia Australia Reaching Potentials, USA Social Ventures Australia Reason Foundation, USA Society of Australian Rebuilding Together Genealogists Philadelphia, USA Sok Sabay Association, Red Dust, Australia Cambodia Refuge, UK Sooke Rotary Community Reledev Australia Organization, Canada Reserve Aid USA Southern Community Welfare Riding for the Disabled Incorporated (SCW), Australia Association of WA Australia Special Olympics Alberta, Right To Play, Canada Canada Right To Play, UK Special Olympics New York, RNLI – Royal National USA Lifeboat Institution, UK Special Olympics Nippon, Robin Hood Foundation. Japan Canada Sponsor a Gambian Child, Robin Hood Foundation, US Rock Community Care, St Adelheid, Gemeinsam Australia Rocking the Boat, USA Handeln, Germany St Columbans Mission Rose Charities Canada Society, Australia Rotary Australia World Commuity St Francis Social Services, Rotary Foundation Canada Australia St Joseph Center, USA Rotary Foundation Canada St Luke's Parochial Trust, UK Roval British Legion, UK St Vincent De Paul Society Royal Marsden Cancer Charity, UK IIK Royal National Institute of St Vincent de Paul Society, Blind People, UK Australia Royal Perth Yacht Club, St Vincent de Paul Society, Australia Stephen Siller Tunnel to Roval Society for the Blind of South Australia Towers Foundation, USA Sacred Heart Mission (VIC) Stepping Stone Foundation, Australia Australia

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Volunteer Centre of Guelph Wellington Canada War Amputations of Canada Warehouse Trust, USA WaterAid UK Watoto Australia Watoto Child Care Ministries, LISΔ Wayside Chapel, Australia Wellchild Trust, UK Wellspring Calgary A Lifeline to Cancer Support, Canada Wesley Mission (NSW). Australia West Vancouver Community Foundation, Canada Wheelchairs for Kids Inc, Australia Whitelion Australia Womanspace, USA Women In Need of Australia (W.I.N Foundation) Women's World Banking. USA Wooden Spoon Society, UK WorkVentures, Australia World Bicycle Relief, USA World Vision Australia World Vision Canada World Vision Taiwan Worldwide Orphans Foundation, USA Wounded Warrior Project, YMCA Greater Toronto. Canada YMCA of Greater Houston, USA YMCA of San Francisco, USA Young Adult Institute, Inc. (YAI) USA Young Men's Christian Association of Brandon (YMCA), Canada Young People in Nursing Homes National Alliance. Australia Youngcare, Australia Youth Off The Streets, Australia Youthconnected Inc, Australia YWCA NSW. Australia YWCA of Calgary, Canada Zareinu Educational Centre of Metropolitan Toronto, Canada Zebra Child Protection Centre Society, Canada

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