



Grant Thornton

An instinct for growth™

CAPABILITY STATEMENT 2015

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# Not for Profit



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# Industry issues

*The perception of Australian not-for-profits as amateur organisations run by spirited volunteers has vanished. NFPs are adopting more professional standards in how they manage, operate and govern their enterprises. Today's NFP is less charity and more social enterprise.*

Funding, rationalisation, competing for a limited pool of resources, a trend towards increased commercialisation of activities, how to use social media, and a growing need for qualified professionals; these are the big issues for Australian NFPs.

Industry challenge	How we can assist you
Complying with regulations and legislative change	<ul style="list-style-type: none"> <li>• developing policies and programmes to meet your obligations with authorities, donors and employees</li> <li>• internal and external audit</li> <li>• risk assurance</li> <li>• GST, salary packaging, employment tax advice and compliance services and deductible gift recipient tax advice</li> </ul>
Funding and fundraising	<ul style="list-style-type: none"> <li>• advice on managing and investing capital</li> <li>• assistance and advice on government funding</li> <li>• alternative sources of revenue</li> <li>• advice on how to consolidate, share costs and outsource non-core business processes.</li> <li>• feasibility studies</li> <li>• financial analysis</li> <li>• mergers and acquisitions and amalgamations</li> <li>• due diligence</li> <li>• assessing the viability (and potential income tax implications) of new ways to generate revenue</li> <li>• connecting you to our network</li> </ul>
Changes to funding models	<ul style="list-style-type: none"> <li>• mergers and acquisition advice – identifying targets, making introductions, preparing for takeover</li> <li>• funding models and workshops</li> <li>• change management advisory services</li> <li>• IT consulting</li> <li>• restructuring advice</li> <li>• project management services</li> <li>• reengineering process advice</li> <li>• long-term strategy</li> <li>• advice about internal operations</li> </ul>
Governance and the role of the Board	<ul style="list-style-type: none"> <li>• risk assessments</li> <li>• effectiveness reviews of your boards activities</li> <li>• benchmarking, diagnostics, audit and consulting on governance issues</li> <li>• performance evaluations of your critical structures and processes</li> <li>• health checks detailing your NFP's exposure to governance-related failings</li> <li>• processes used to recruit, retain and develop non-executives</li> <li>• talent assessment</li> <li>• board effectiveness</li> </ul>
Preparing for greater contestability	<ul style="list-style-type: none"> <li>• strategic consulting and planning advice</li> <li>• identifying, developing and deploying the capabilities you need to complete your strategy</li> <li>• developing business readiness plans</li> </ul>

# Providing solutions

*NFPs are not a sideline business for Grant Thornton. Charities and community service organisations, education, indigenous organisations, religious institutions, and health and aged care are where we specialise. Our clients include some of Australia's most admired NFPs, and we understand the critical success factors in this sector.*

With our local knowledge and international reach, we offer NFPs advice in audit and assurance, business risk, technology risk, internal audit, taxation, investments, and governance.

We can show you how to raise finance for projects, how to conduct due diligence, and how to reduce costs. We give advice on all aspects of private finance initiatives and public-private partnerships. Concerned about fraud or corruption? Our forensic and investigations teams can put your mind at rest. We can also help with information security, business continuity, and getting your processes and systems working for you rather than the other way around.

Our NFP team uses its expertise to invest in the sector as a whole. We sit on honorary boards and finance committees, or government advisory panels, which gives us insight into the issues facing NFPs. This is how we help them anticipate and plan for the future.

## Our services

Assurance	Tax	Advisory
Statutory external audits	Tax planning	Business risk services
Grant acquittal audits	Tax structuring	Business consulting (including profit improvement, restructuring and change management)
Internal audits	Indirect tax advice (including GST and stamp duties)	Transaction services
Information systems audit	Personal tax services (including global mobility services)	Recovery and reorganisation
Financial review / audits of companies limited by guarantee	Employment tax and remuneration structuring	Forensic investigations (including fraud services)
Financial reporting compliance, advice and training		Corporate finance services including acquisition search, due diligence services and funding raising
Data interrogation services		Financial viability assessments
Governance and compliance reviews		Accounting advice

**The people that work within the Not for Profit industry do so because they are passionate about the organisation and the service they provide. Our specialists highly value and have a genuine desire to support our NFP clients. They combine the technical expertise you expect, with the intuition, insight and confidence gained from our extensive sector expertise and deep understanding of our clients.**



# Selected Not for Profit clients

## Community services



Australian Volunteer Coast Guard Association Inc  
 Brisbane Housing Company  
 Life Without Barriers  
 Multiple Sclerosis Society of Queensland  
 Police Citizens Youth Club (NSW)  
 Queensland Performing Arts Centre  
 Royal Institute for Deaf and Blind Children  
 St Vincent de Paul Society (NSW)  
 World Vision Australia  
 YMCA in Queensland and YMCA of Perth (Inc)

## Education providers



Edith Cowan University (Western Australia)  
 Wesley College, Perth  
 Westside Christian College, Brisbane  
 Shelford Girls Grammar, Melbourne  
 Monash University, Melbourne  
 Box Hill Institute of TAFE, Melbourne

## Indigenous organisations



Apunipima Cape York Health Centre Limited  
 Balkanu Cape York Development Corporation Pty Ltd  
 Djarragun College Limited  
 Gumala Aboriginal Corporation  
 North Queensland Land Council

## Religious organisations



The Uniting Church in Australia  
 Uniting Care Aging  
 Wesley Mission Victoria  
 Bapcare  
 Catholic Care  
 Churches of Christ in Queensland  
 Anglican Archdiocese of Melbourne

## Health & aged care



Kincare  
 Mater Health Services  
 Mercy Health & Aged Care  
 Pharmacy Guild of Queensland  
 Silver Chain Nursing Assoc (Inc)  
 Mercy Public Hospital  
 Cabrini Hospital

“ To follow best practice, Not for Profit leaders should link financial performance to the organisation’s strategy and its investment and reserves policies. ”

**Simon Hancox**  
 National Head of Not for Profit  
 Grant Thornton Australia

## The GT Foundation

As active participants in the Not for Profit sector, Grant Thornton Australia recently launched The Grant Thornton Foundation to build a co-ordinated approach to charitable giving across Australia which will help unlock the potential for growth in communities.

The Grant Thornton Foundation vision is to deliver a tangible benefit to our community partners through our people helping our charity partners grow.

We select our National and Local Charity Partners through our commitment and focus to helping “Growing Youth”.

The Foundation is driven by participation, volunteering and mentoring.



# About Grant Thornton Australia

More than  
**1,100**  
people nationally

Combined  
global  
revenues  
US\$4.5bn

38,500  
people in over  
**120**  
countries

*Grant Thornton is one of the world's leading organisations of independent assurance, tax and advisory firms.*

These firms help dynamic organisations unlock their potential for growth by providing meaningful, forward looking advice. Proactive teams, led by approachable partners in these firms, use insights, experience and instinct to understand complex issues for privately owned, publicly listed and public sector clients and help them to find solutions.

Grant Thornton Australia has more than 1,100 people working in offices in Adelaide, Brisbane, Cairns, Melbourne, Perth and Sydney. We combine service breadth, depth of expertise and industry insight with an approachable "client first" mindset and a broad commercial perspective.

More than 38,500 Grant Thornton people, across over 120 countries, are focused on making a difference to clients, colleagues and the communities in which we live and work. Through this membership, we access global resources and methodologies that enable us to deliver consistently high quality outcomes for owners and key executives in our clients.



## Who to contact

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