

DON'T PUT "TRADE OFFS" IN YOUR VOCABULARY

WE CAN GO FOR BIG RETURNS AND PRIORITISE EQUITY AND SUSTAINABILITY

THE RISE AND RISE OF THE GIFTING ECONOMY OFFERS BIG POTENTIAL FOR THE PHILANTHROPIC SECTOR

WE ALWAYS UNDERESTIMATE HOW MUCH THINGS WILL CHANGE IN 20 YEARS

MELISSA CLARK-REYNOLDS

FUTURE NZ. CHALLENGES & OPPORTUNITIES

PEOPLE ARE WILLING TO GIVE WITHOUT RETURN

PEST-FREE PIHA

\$40 IS THE MAGIC AMOUNT...

GIFTING + MICROPAYMENTS

SUBSCRIPTION

PRE-ORDER

HOW DO WE TAP INTO + LEVERAGE THESE TRENDS?

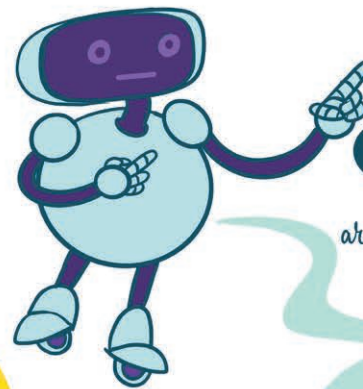
THIS GENERATION
NEEDS TO: FIX WEALTH+
INCOME INEQUALITY
ACHIEVE NET ZERO BY
2050

DELIVER QUALITY SOCIAL
SERVICES

FIX AGING
INFRASTRUCTURE
AND THE REST...

WE
CAN'T CUT
TAX AND DO
ALL THIS.

**CUTTING
TAXES** IS ECONOMIC
SABOTAGE



**DIGITISATION
AND
TECHNOLOGY**

are ANSWERS TO the PROBLEM
OF DECLINING GROWTH

LIKE AN APP FOR
TRUCKDRIVERS TO CHOOSE
MOST EFFICIENT ROUTES

GLOBALISATION

IS IN RETREAT
TRADE AS % OF GDP



SINCE THE
GFC



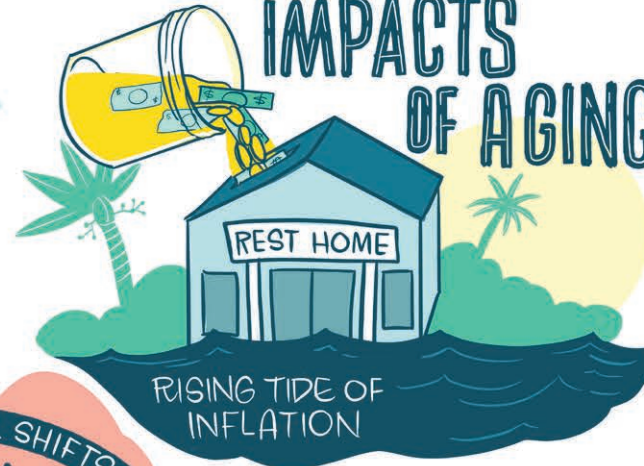
WE CAN'T
WAIT FOR
POLITICIANS TO
FIX THINGS



BEVAN GRAHAM

FUTURE NZ
CHALLENGES &
OPPORTUNITIES

**ECONOMIC
IMPACTS
OF AGING**



RISING TIDE OF
INFLATION

TRADE WILL BE
LOWER



EXPECT:

**LOWER
GROWTH**

+ HIGHER INFLATION

FUNDAMENTAL SHIFTS:

CHINA

THE WORKING-AGE
POPULATION IS
IN RETREAT.

BIGGEST COHORT OF
ELDERLY



Me Titiro whakamuri
kia anga whakamua

What can
the trust do
about it?

TE AORANGI MURPHY-FELL

FUTURE NZ CHALLENGES & OPPORTUNITIES

MANY PEOPLE ARE
NOT RECOGNISED AS
OWNERS OF LAND

PAPAKĀINGA
HOUSING MODEL

Kōkōhinau Papa Kāinga Trust
WHĀNAU LIVE ON THE
PAPAKĀINGA - ON THEIR
OWN LAND 34 KĀINGA
as 1 Parcel of land

1862

NATIVE
LANDS ACT

ESTABLISHED
Native Land
Court

only 10 owners
per Land Block

BEFORE the Act
WE OWNED ALL THE LAND
AFTER WE ONLY OWNED 5%



assistance
with
HOME
ownership



2017
EDGEcombe
FLOODS

MANY WHĀNAU LOST
THEIR HOMES!! NO INSURANCE

WHY
NOT collectively
fund papakāinga

we need to
prepare for a



HOTTER
WINDIER
DRIER
World

OUR DECISIONS AND
WHAT WE INVEST IN
ALL DETERMINE the future
our kids
will have



JO HENDY

FUTURE NZ

CHALLENGES & OPPORTUNITIES

DECARBONISE

COVER
up-front
costs
FOR PEOPLE

HELP PEOPLE
on a low income
GET
low emission
CARS



FUND
RESEARCH
INTO
SCIENCE
AN
COMMUNICATION

you can
take
much more

RISK
THAN POLITICIANS
AND

**sustain
action**
OUTSIDE the
POLITICAL
cycle

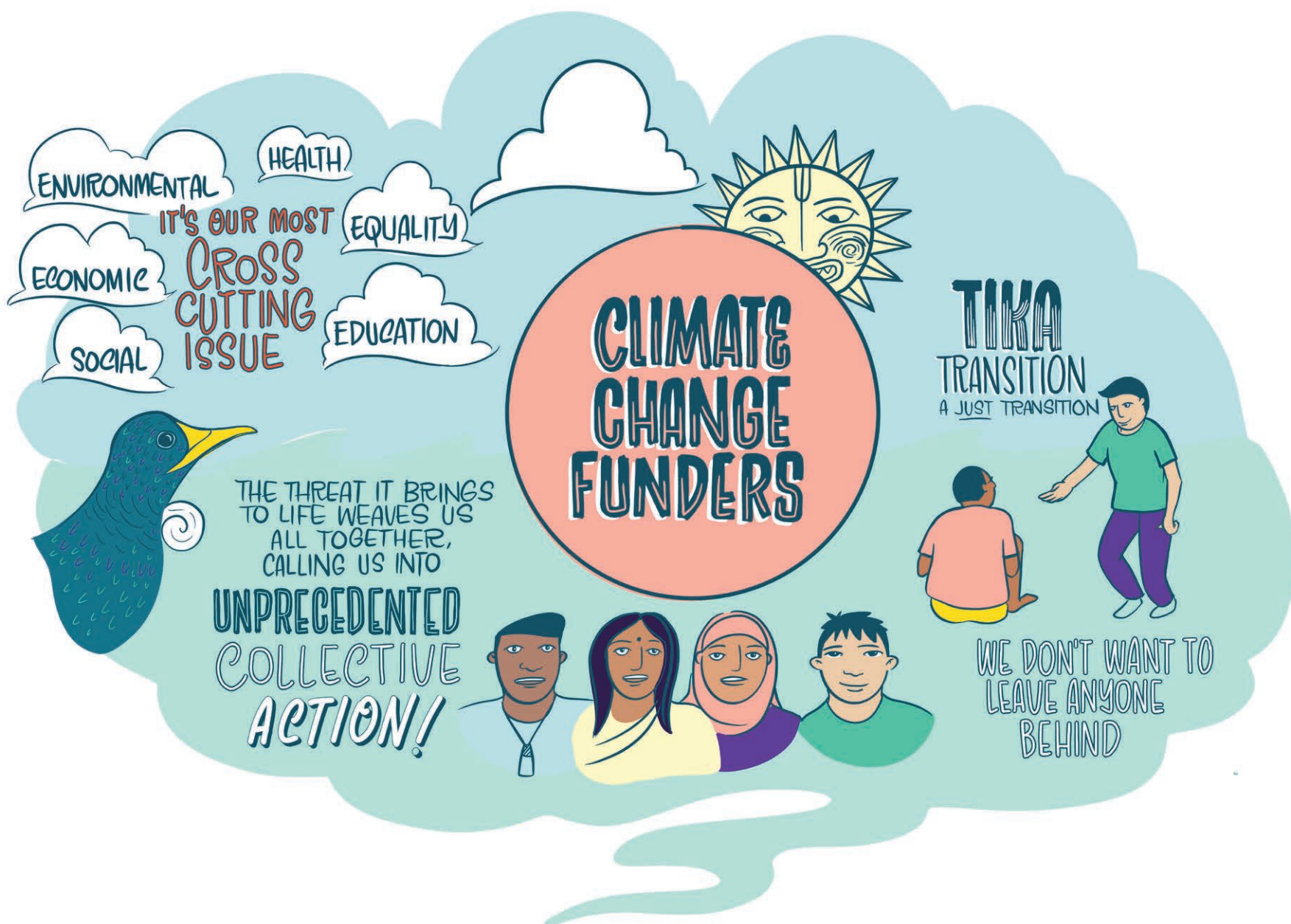
PROTECT FORESTS
to sequester
CARBON



INSULATE
HOUSES



@LIVEILLUSTRATORS



ENVIRONMENTAL

HEALTH

ECONOMIC

SOCIAL

IT'S OUR MOST
CROSS CUTTING
ISSUE

EQUALITY

EDUCATION

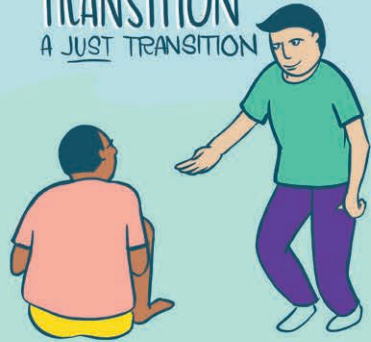
CLIMATE
CHANGE
FUNDERS



THE THREAT IT BRINGS
TO LIFE WEAVES US
ALL TOGETHER,
CALLING US INTO
UNPRECEDENTED
COLLECTIVE
ACTION!



TIKA
TRANSITION
A JUST TRANSITION



WE DON'T WANT TO
LEAVE ANYONE
BEHIND

We are ALL
CLIMATE
funders

We DON'T
need to
know
everything
BEFORE WE
start!!



Showing
Leadership
IS A Great
Place to
Start!!

...THE
CAR WAS
ROLLING OUT
THE DRIVEWAY

WE DIDN'T KNOW
WHAT TO DO - BUT
...just do
something!!



Climate Change FUNDERS GROUP

... WHAT DO YOU
WANT TO SAY TO YOUR
GRANDCHILDREN



I tried!

CLIMATE CHANGE
IS THE SAME
JUST START!!!

COLLECTIVE ACCESS TO
INCREDIBLE INSIGHTS

THOUGHT LEADERSHIP



LONG-TERM RELATIONSHIPS
WITH OUR COMMUNITIES

WE CAN LEVERAGE THINGS EARLY,
AND WORK ACROSS AOTEAROA
AS A NETWORK



STRATEGIC
LONG-TERM
LENS, CAN RIDE
OUT HIGHS and
LOWS - PROVIDING
STABILITY FOR
OUR
COMMUNITIES

LONGEVITY



WE CAN
IDENTIFY AND
ARTICULATE OUR
"WHY"

FREEDOM

TO DEFINE OUR
"WHY"



WE PARTNER
WELL WITH OTHER
FUNDERS,

COMMUNITY
ORGANISATIONS,
HAPU, AND IWI.



PARTNER WELL

SHARED
RESOURCES



WE
CAN UNDERTAKE
DEEP
RESEARCH,
BRINGING
PEOPLE
TOGETHER
TO SHARE + LEARN

AND NO
NATURAL
COMPETITION

UNCONSTRAINED
CAPITAL =
IMPACT + RETURNS



RELATIONSHIPS



WONDERFUL
NETWORK
OF PASSIONATE
PEOPLE
CREATING
IMPACT +
GENERATING
RETURNS

1

Dealing with Doubts

.... THINKING of ALL THE THINGS that MAKE it HARD



KEVIN BIGGAR

FEARLESSLY FACING THE FUTURE

THE MISTAKE I MADE WAS... getting rational too soon

Get enthusiastic

I tried being rational



PROs

CONs

I WANTED TO QUIT

NOT EXCUSES BUT A LIST OF REASONS

ENTHUSIASTIC foresight

OVERCOMING DOUBTS

USE YOUR enthusiasm TO DEAL WITH RISKS

DEVELOP AN image of success MEET PEOPLE AHEAD OF YOU IN THE GAME



2.



I'M ONLY GOING TO TRY IF I'M GOING TO **WIN**

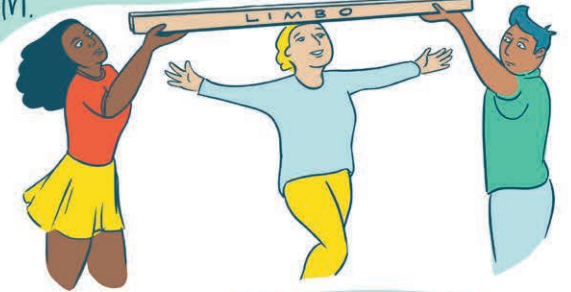
CHALLENGES CAN BE **FRAMED**



OUR GREATEST TRAGEDY IS WHEN WE SET OUR GOALS SO LOW THAT WE EASILY REACH THEM.



FEARLESSLY FACING CHALLENGES



LOSER!
HA! WHERE'S THE REST OF YOUR CAR?



YOU DON'T GET THE BEST OUT OF YOURSELF BY TRYING HARD BUT BY:

COMMITTING YOURSELF

"THE BEST YOU CAN DO IS THE BEST YOU"



ARE YOU HERE TO WIN OR JUST TAKE PART?

the ONLY WAY TO WIN IS TO **CHOOSE TO WIN!**



3

How to work as a team!!!



KEVIN BIGGAR

FEARLESSLY
FACING THE
FUTURE

AT THE END OF EACH DAY...

focus on what's going well. & what we

can change tomorrow

1/3 of ATTEMPTS LIKE THIS fail BECAUSE OF A breakdown of the team?

ABOUT your WIFE...

THAT TATTOO... I got it INSIDE

I HAVE A PHOBIA of THE SEA

YOU ROW SOUTH... I'LL ROW WEST



NO COMPLAINING OR WHINING

DON'T DO OR SAY ANYTHING to lower the ENERGY

4



How to Deal with Setbacks

IN BAD TIMES...
What PREYS on YOUR MIND??



KEVIN BIGGAR

FEARLESSLY
FACING THE FUTURE



focus ON WHAT YOU CAN control OR change

Keep going!!



EVERYONE was FACING the same DIFFICULTIES
THE DIFFERENCE WAS WE KEPT GOING
+ we won!!



EVERY BIG PROJECT HAS A BIT in the MIDDLE THAT is HARD

Break it into smaller CHUNKS



PAYMENT BY OUTCOMES MODEL



ONLY 4% OF PHILANTHROPIC MONEY IS GOING TO THE ENVIRONMENT

BEYOND CLIMATE-CHANGE, ENVIRONMENTAL CHALLENGES ARE LOCALISED

IF YOU SELL A STOCK, SOMEONE ELSE WILL BUY IT... **INNOVATION IS WHAT IS NEEDED**



THERE'S NOT ENOUGH WHALES FOR OUR GROWING OIL NEEDS



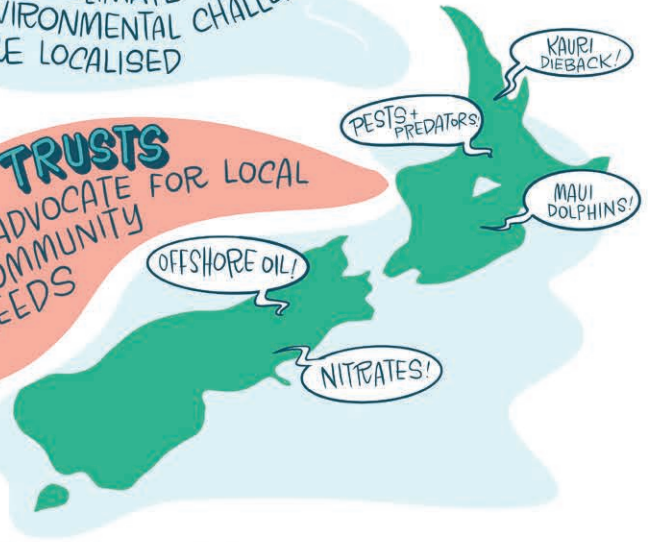
WHERE ELSE CAN WE GET OUR OIL... HMM...



SUSTAINABLE INVESTING

FOR A POSITIVE WORLD

TRUSTS CAN ADVOCATE FOR LOCAL COMMUNITY NEEDS



THERE ARE GAINS OUT

THERE FOR BOTTOM-UP INVESTORS

INVESTMENT IS THE SOLUTION

TO MAKE DECISIONS AROUND SUSTAINABLE DEVELOPMENT YOU NEED TO LOOK TO SEE HOW THEY ARE INNOVATING.

WE NEED TO MOVE FROM A



RISK LENS



TO AN **OPPORTUNITY LENS**



@LIVEILLUSTRATORS



MAKE MOKOPUNA DECISIONS

ACT AS GOOD ANCESTORS

ENSURE FOOD AND HOUSING AND AN ENVIRONMENT THAT IS THRIVING



the GOVERNMENT FUNDS HOUSING AND OTHER SOCIAL INITIATIVES

POTENTIAL FOR COLLABORATION

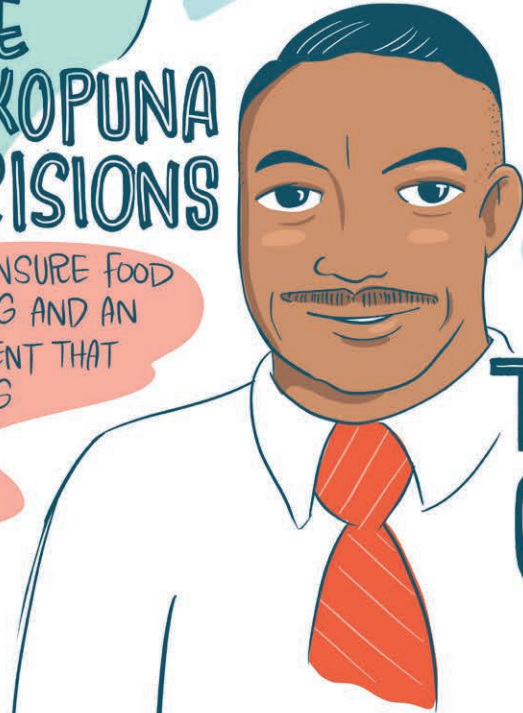
GOVT IS RISK-ADVERSE

WHEREAS TRUSTS ARE: QUICK + NIMBLE

CAN BE A TIPPING POINT FOR DELIVERING SOLUTIONS LOCALLY



SUPPORT INNOVATION



TĀMATI COFFEY LABOUR PARTY MP

JOIN FORCES INVEST SMARTLY ENGAGE STRATEGICALLY



THERE'S A ROLE FOR TRUSTS TO SPRINGBOARD OPPORTUNITIES IN LOCAL AREAS

LAUNCHED IN SEPT!



GREEN BONDS

START 2-5% MATURE 4-3% INVEST IN CLIMATE + ENIRO PROJECTS TO LOWER NET EMISSIONS

SHALL WE WORK TOGETHER ON THIS ONE?



DO YOU HAVE DATA WE CAN USE?



TRUSTS CAN COLLABORATE WITH GOVT HOUSING + INFRASTRUCTURE ACCELERATION FUNDS

SHARE BURDEN OF RISK

IN THE future any DECISION you make the RISK will be GREATER

HIGHER & VARIABLE INTEREST RATES

MORE RISK

ONGOING COSTS OF CLIMATE CHANGE

THE FUTURE will be less predictable and more volatile

HOUSEHOLDS TOLERANCE OF COST OF ENERGY TRANSITION

WANT IT DONE DON'T WANT TO PAY FOR IT!!

COMMUNITY TRUSTS are TRUSTED



YOUR LOCAL community trust TRUSTS PLAY AN IMPORTANT ROLE IN COMMUNITIES

HOW CAN YOU MAKE USE OF YOUR ROLE

PEOPLE ARE BETTER at TELLING A CLEAR STORY ABOUT WHAT THEY WANT TO ACHIEVE the story WILL INFORM THE intervention logic



Understanding impact HOW WILL YOUR DECISIONS AFFECT THIS 3 YEAR OLD

EXIT of the CHINESE ECONOMY

GROWTH of the CHINESE ECONOMY AND the REMARKABLE PURCHASING POWER is OVER...

EXIT EASY GAINS the DAYS of CAPITAL GAINS + PURCHASING POWER ARE OVER

EXIT DECREASING MORTGAGE RATES 40 YEARS OF DECREASING MORTGAGE RATES ARE OVER + CANNOT HAPPEN AGAIN

WE ARE IN THE middle of a Big TURNING POINT

THE TRENDS THAT have SUPPORTED QUALITY of LIFE & PURCHASING POWER ARE COMING TO AN END

THESE TRENDS MADE INVESTMENT MANAGERS LOOK GOOD



BILL ENGLISH ACCELERATING BOLD MEANINGFUL CHANGE

@LIVEILLUSTRATORS