FUNDRAISING INSTITUTE AUSTRALIA LTD (FIA)

The Fundraising Institute Australia Ltd represents the interests of Australian professionals, consultants and people involved in the fundraising profession.

The Institute develops professionalism in people who assist not-for-profit organisations to meet these needs. It is committed to extending the highest of ethics and practice among people engaged in the raising of funds and in programs of development of institutional advancement. Members are bound to implement the Institute’s Code of Ethics and Code of Professional Conduct.

In all Australian states and the ACT the Institute provides meetings, seminars, publications and other opportunities for members to contact one another and share professional knowledge. Annually a major convention is held to assist fundraisers in their development process (Canberra Feb 22-25, 2003)

Professional fundraisers play an increasingly important role in securing charitable funds from business and the community and grants from trusts and foundations and governments.

FIA is concerned about any activity that may impact upon the ability of donors to give and the cost to achieve those donations. The information below is supplied in the interests of reducing or maintaining the cost to solicit donations.

Proposed Changes:

1. a 6 cent reduction (46c to 40c) to the price charged for Reply Paid Small Letters that are correctly formatted and Barcoded.

FIA supports this proposal.

Rationale – Barcoded mail is automatically processed by Australia Post MLOCR machines and the price of 40c fits within the range of 29.6c to 45c which are charged for other forms of bulk Barcoded mail. FIA recognises that Reply paid articles are lodged as single items but all processing is usually done by machine and in most instances the article is delivered to a Postal Box eliminating the need for delivery by a postal delivery officer (postie)

2. a 9 cent increase (51c to 60c) to the price charged for Reply Paid Small Letters that are NOT correctly formatted and Barcoded.

FIA opposes this proposal.

Rationale – Hand written or non Barcoded Reply Paid articles are the same as small articles currently requiring a 50 cent stamp. If a small article can be conveyed for 50 cents and in most instances requires final delivery to the recipient via a postal delivery officer, why should a Reply
Paid article be charged at 60 cents where in most instances the article is delivered to a Postal Box eliminating the need for delivery by a postal delivery officer (postie).

Additionally there is no need to adhere a postage stamp thus saving Australia Post the actual cost to produce the stamp.

3. an increase in the per item administration fee from 2c to 10c for Large letters and parcels.
FIA does not oppose this proposal.
Rationale - the usage of these items by our members’ organisations would be virtually negligible.

4. the introduction of an annual fee ($60) per Reply Paid permit number
FIA opposes this proposal
Rationale – This service was introduced without a fee. A one time application is made and product specific artwork for envelope printing is supplied by Australia Post. Beyond that there is no need for any involvement in administration by Australia Post. All administration fees should be covered within the 40c postal fee.

Additionally the cost to prepare and mail annual renewal notices and reminders and the cost to receive and receipt annual fees would exceed $60. The Reply Paid number is an incremental number so there is no need to keep a track of numbers no longer in use for the purpose of freeing up numbers. If this was considered necessary then Australia Post barcode tracking could report on numbers not used for some period of time and those Reply Paid number ‘holders’ could be asked to give reasons why their number be held open.

5. changes to the terms and conditions to require all Reply Paid permit holders must operate an Australia Post Business Charge account.

FIA opposes this proposal
Rationale – The Business Charge account regulations require a minimum transaction amount ($10 incl GST) and a minimum monthly trading amount ($100 incl GST) yet Reply Paid mail is not included in calculating these stipulated amounts. Therefore what part can the holding of a Business Charge account play in this service, only further expense by Australia Post in opening and administering accounts that are of no benefit to the account holder.

The Institute welcomes the opportunity to respond to these changes in reply paid mail and would be happy to provide further comment if this was thought appropriate.

Submitted by Fundraising Institute Australia Ltd
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