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# Proposal: A Business Connect-Style Model for NFPs & Community Groups

## 1. Purpose: Strengthening and Sustaining NFPs & Community Groups

Non-profit organisations (NFPs) and community groups are vital in tackling social issues such as loneliness, mental health challenges, and social cohesion. However, many struggle with governance, compliance, financial sustainability, and operational efficiency. This proposal outlines a self-sustaining, Business Connect-style initiative to assist NFPs in navigating these challenges effectively.

### Key Objectives:

- *Support, not deregulate:* This initiative will help NFPs navigate existing compliance and regulatory requirements rather than reducing them, encouraging proper governance, fraud mitigation, and operational effectiveness.
- *Prevent inefficiencies & redundancies:* Many NFPs struggle due to poor structure, lack of resources, or overlapping missions. This initiative will provide advice on collaboration, outsourcing, merging, or not starting a new organisation where appropriate.
- *Encourage financial longevity:* Providing services such as grant writing, financial planning, and strategic guidance will allow NFPs to spend more on their core mission rather than administrative costs.
- *Foster a Culture of Connection:* Empowering local groups to drive community-led initiatives with the right governance and support will enhance social cohesion and participation.

## 2. Core Services Offered

This initiative will provide essential support to NFPs and community groups, reflecting Business Connect's offerings for small businesses:

### A. Governance & Compliance Support

- Legal and governance frameworks to ensure proper structure & accountability.
- Fraud prevention and risk assessment for early detection of financial mismanagement.

## B. Financial Management & Sustainability Assistance

- Grant writing services & funding strategy development.
- Free or subsidised access to accounting and auditing services for annual requirements.
- Access to financial advisors for budgeting and long-term financial planning.
- Reducing overhead costs (e.g., accounting fees) so more funds go towards core services.

## C. Strategic Planning & Organisational Efficiency

- Merging, collaboration, and outsourcing guidance to avoid redundant initiatives.
- Business-style mentoring to improve professionalism and organisational culture.

## D. Community Initiative & Capacity Building

- Support for local community-led programmes, from small-scale initiatives (e.g., local markets, festivals, social groups) to larger social impact projects.
- Partnership facilitation with local councils, state, and federal government bodies to ensure community projects receive logistical and financial backing.

## 3. Enabling Organisations That Address Loneliness

While this initiative does not directly assess or target loneliness, it will play a critical enabling role by ensuring that charities, NFPs, and community organisations working in this space are well-supported, well-governed, and sustainable. Many grassroots initiatives that foster social connection, community participation, and mental well-being struggle due to governance, compliance, and financial barriers. By removing these obstacles, the initiative will:

- *Strengthen organisations that combat loneliness* – Helping NFPs and community groups form, grow, and sustain themselves, ensuring long-term impact.
- *Increase efficiency and effectiveness* – Reducing financial and administrative burdens so that more funding and effort go towards frontline social engagement initiatives.
- *Encourage a diverse ecosystem of support* – Ensuring that a broad range of organisations can operate effectively, from structured mental health programmes to informal social groups that foster organic ‘Health-by-Stealth’ engagement.



By creating a stronger, more resilient NFP sector, this initiative indirectly supports efforts to address loneliness, enabling a thriving landscape of community-driven solutions to take root and flourish.

## 4. Expected Impact & Benefits

- *Increases NFP effectiveness* – More high impact programmes survive and thrive, reducing inefficiency and financial waste.
- *Reduces government burden* – Moves away from perpetual grant dependency.
- *Encourages better governance & accountability* – Protecting against fraud, incompetence, and mismanagement.
- *Creates a self-reinforcing ecosystem* – Larger organisations help fund smaller ones, strengthening the entire sector.
- *Boosts local communities* – More well-supported, well-governed grassroots initiatives improve social cohesion and mental health outcomes.

## 5. A Self-Sustaining Model: Revenue Streams & Operational Viability

Rather than relying solely on government funding, this initiative will incorporate multiple revenue streams to ensure long-term sustainability and potential profitability.

### A. Means-Tested Paid Services

- Small or volunteer-led groups access services for free or at a reduced cost.
- Larger, well-funded NFPs with significant annual revenue (e.g., \$1M+) pay for services.
- One-stop-shop incentive: Even paid organisations benefit from a centralised, expert service handling regulatory, financial, and strategic needs.

### B. Subscription-Based Advisory & Compliance Support

- Tiered membership model where organisations pay annual fees for ongoing support in governance, grant writing, financial management, and compliance.
- Example: A sports club pays a nominal fee for compliance advice, while a large national charity pays for a premium support package.

### C. Pay-for-Service Training & Accreditation

- Offer paid governance training, leadership courses, and certification for NFP managers and board members.

- Example: An NFP director pays for a “Governance Best Practices” course, gaining certification.

#### D. Revenue from Centralised Procurement & Commissions

- Bulk discount negotiations on insurance, legal services, and accounting for NFPs.
- Small service fees or commissions for arranging cost-saving deals.
- Example: An NFP receives discounted insurance while the service takes a small facilitation fee.

### 6. Key Takeaway & Conclusion

*A Business Connect-style service for NFPs will ensure well-governed, financially sustainable, and impactful organisations while operating under a self-funding model. Larger, well-resourced groups pay for services, ensuring longevity and reducing government reliance, while grassroots community groups receive the support they need to thrive.*

This initiative presents an efficient, sustainable, and impactful solution to ensure community groups and NFPs remain a powerful force in tackling social issues such as loneliness, mental health challenges, and community disconnection.