

Response to question taken on notice 29 October 2018

Dear Committee

The question I understand was "what is the percentage of your firm's charity clients that fundraise in 1 jurisdiction only?"

The answer is: "36%"

The answer is based on:

- 25 charity clients either current or established since 2015
- "charity clients" excludes non-charitable not for profit clients such as sporting clubs, chambers of commerce and the like
- Of the 25 charity clients according to our notes:
 - 11 charity clients operate nationally
 - 5 charity clients are private family philanthropic foundations or not for profit hospitals – the former are funded by family contributions and the latter are almost exclusively funded by government
 - 9 charity clients are local, with Victorian operations only.

I trust my answer sufficiently answers the question.

Kind regards

Derek Mortimer
Principal

DF Mortimer & Associates
9/135 Mooltan Street
TRAVANCORE VIC 3032
www.dfmortimer.com.au



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