

From: [Paul Bailey](#)
To: [DGR Inbox](#)
Subject: Inquiry into the Register of Environmental Organisations
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Senior Adviser
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Dear Senior Adviser

I am a specialist fundraising consultant. I help non-profits to make investment decisions with regards to improving their fundraising effectiveness and raising more money for their causes.

The recommended changes to the deductible giving recipient status will have a significant impact on not-for-profits. The system of tax deductions in our country is designed to encourage donations from those people who are less philanthropic and who would otherwise not donate to charities. It is also meant to encourage more donations from those who already give.

It is my experience and personal belief that those individuals who are altruistic and who share the desires and goals of social justice and environmental organisations will continue to support their favourite charities despite no longer receiving a tax benefit. But it will impact the non-profit's ability to reach and engage new, less motivated audiences, and it will force them to find ways to encourage a greater level of giving from those who already support.

Activists and protest movements will not reduce. The exact opposite is likely to be true. When activism and advocacy organisations lose their DGR status. They will be embattled; they will be empowered to recruit support through messages of outrage; they will point to this as undemocratic and as an attack on free-speech. Their constitutions will no longer be concerned with supporting bureaucracy for fear of losing tax deductibility privileges.

Many charities will decide to increase their focus on advocacy and activism. They will attract more donors who are less concerned with tax deductibility benefits. And they will be encouraged to petition and attack the government as part of their newly revised constitutions.

Personally, I'm less concerned with the impact that these reforms will have on the revenue of charities I work with and more anxious that they will see this as an opportunity to focus on undermining the policies and actions that are destroying our environment and eroding our human rights in the name of greed. This is a powerful message for fundraising.

Kind regards,

Paul Bailey

