



Michael &  
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Foundation

# 2018 EOI Round: Observations and Stats

Sharing learnings and information openly for the  
benefit of New Zealand

July 2018

# About us: Michael and Suzanne Borrin Foundation

- › Our vision: 'We believe law is essential to a flourishing society – one that is just, inclusive, tolerant and free. Our vision is of an Aotearoa New Zealand where everyone understands the role and value of the law, and everyone enjoys the protection and opportunity that it provides.'
- › We're here to make a difference to the lives of New Zealanders, through the law. We do this by supporting legal research, education and scholarship through effective philanthropy.
- › We launched in February 2018, announcing five inaugural grants, totalling \$1.7 million. These grants were made through a proactive grant-making approach.
- › The EOI Round was our first experiment with 'reactive grant-making' i.e. reacting to applications that come in. We signalled that our two initial (but not exclusive) focus areas are criminal justice and family law, but that we were casting our net wide and wanted to hear about any ideas that would bring us closer to our vision.

# Overview of our 2018 EOI Process

- › Expressions of Interests (“EOIs”) were open for submission through an online portal for six weeks in March/April. Deadline 30 April.
- › Five key sections in the EOI: What, Who, Why, How/Workplan, How much. Each with had word limits (100-300 words). We also collected demographic data.
- › We provided a Word template along with detailed explanations about the process.

## Why did we run an EOI process?

- Traditional, ‘reactive grant-making’ – orthodox, with some improvements
- We hoped that it would provide ‘context’ as well as ‘new contacts’
- Hypothesis : there will be people we don’t know, or not on our radar – some ‘hidden gems’



# EOI Stats – Overview

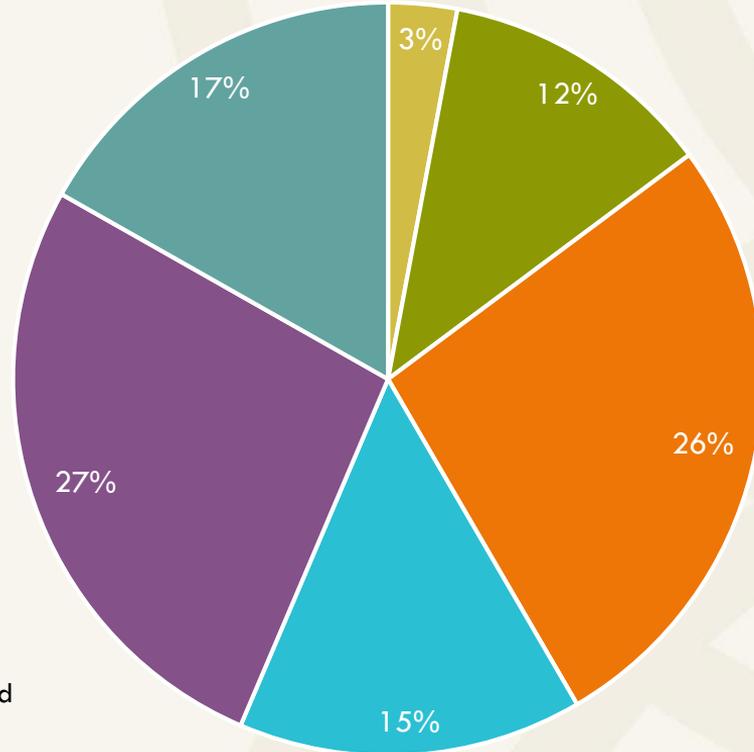
- › Number of EOIs received: 101
- › Total funding 'requested': \$17,055,829
- › Largest EOI amount: \$738,000
- › Smallest EOI amount: \$2,800



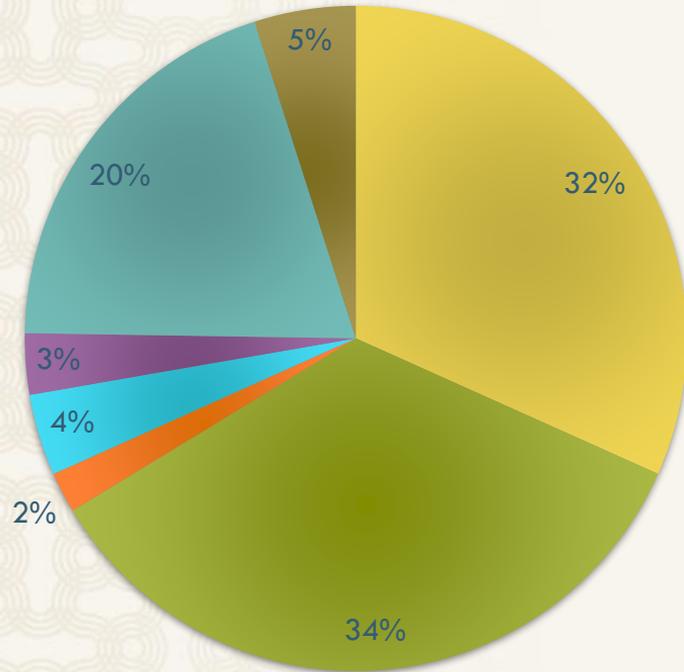
# Size of funding asks

- Micro (\$5k and under)
- Small (\$5-30k)
- Medium (\$30-80k)
- Med-Large (\$80-150k)
- Large (\$150-300k)
- Very Large (\$300k and up)

Note: Based on median of the actual ask – a lot of EOIs stated a range for their estimated budget request

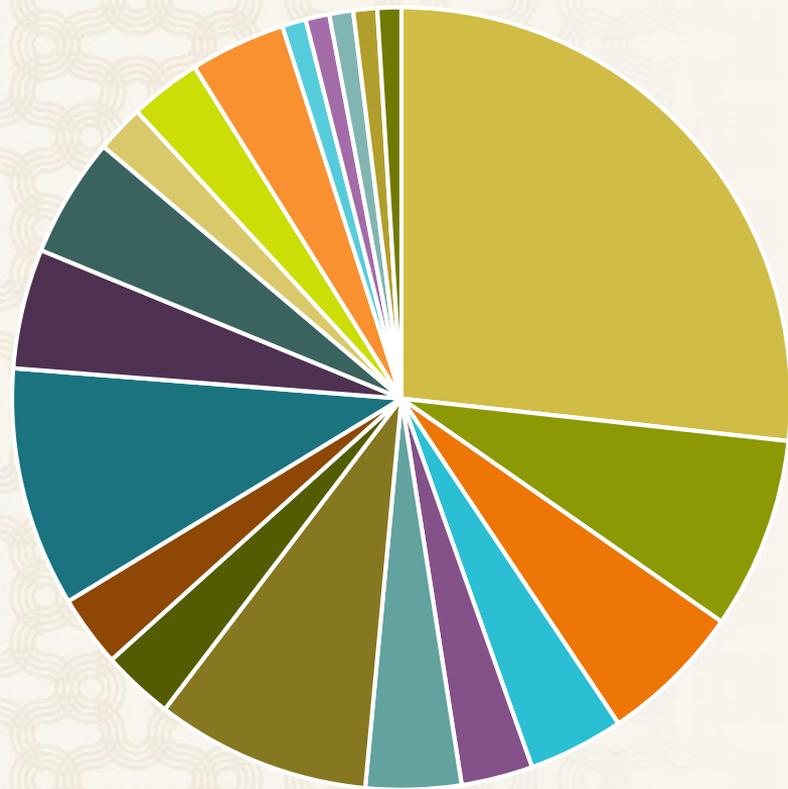


# What sectors did EOIs come from?



- Academia
- NGO/Community
- Practising Lawyer
- Public Entities / Govt
- Cross-sector
- Individuals
- Private sector

# What were the EOIs about? What areas of work?



- Criminal Justice
- Environment
- Indigenous Law/Legal Issues
- Poverty/Inequality
- Youth Justice
- Small Grants
- Family Law
- Legal Community
- Access to Justice
- Other
- Disability & Health
- Drugs & Alcohol
- Technology
- Children & Young People
- Media and the Law
- Human Rights
- Medico - legal
- Pacific
- Multiculturalism
- International

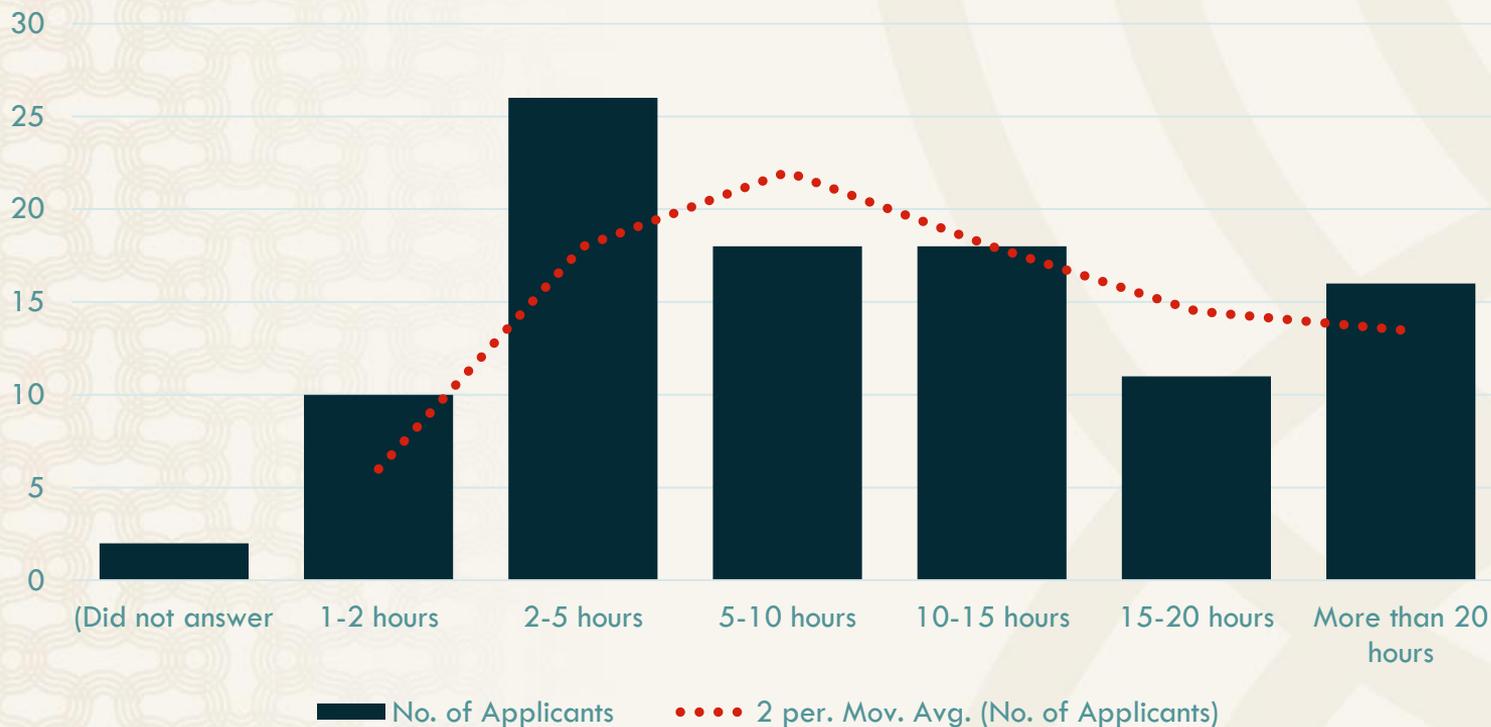
# Time/Cost of EOI Round to NZ?

## *How much time did people spend on their EOI?*

- › Total preparation time spent by all 101 applicants: 1,195 hours (based on median time or actual stated)
- › The average time spent on an EOI was: 11.8 hours
- › What was the 'cost' of our EOI Round to New Zealand – across all sectors? If the **value** of time is...

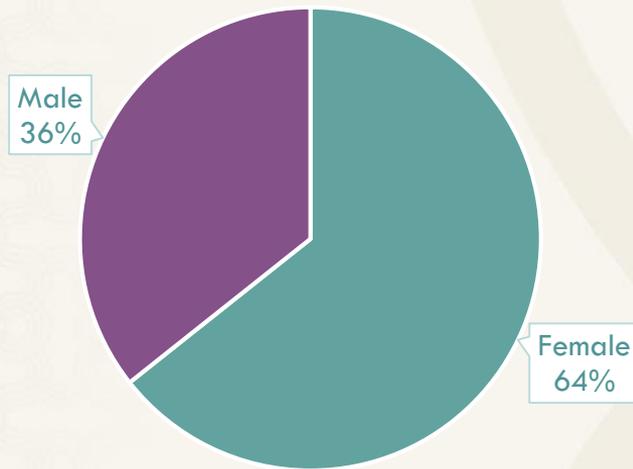
› \$50 an hour:	\$59,750
› \$80 an hour:	\$95,600
› \$120 an hour:	\$143,400
› \$150 an hour:	\$179,250

# How much time did people spend on their EOI?



# Who submitted EOIs? Demographics

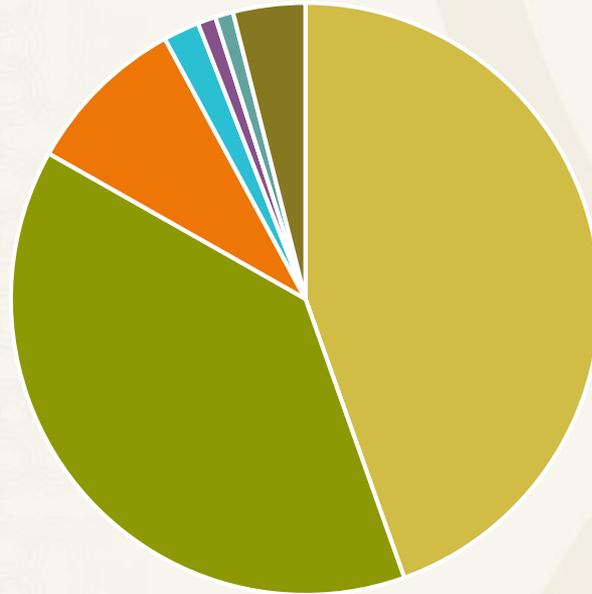
Gender



■ Female ■ Male

# Who submitted EOIs? Demographics

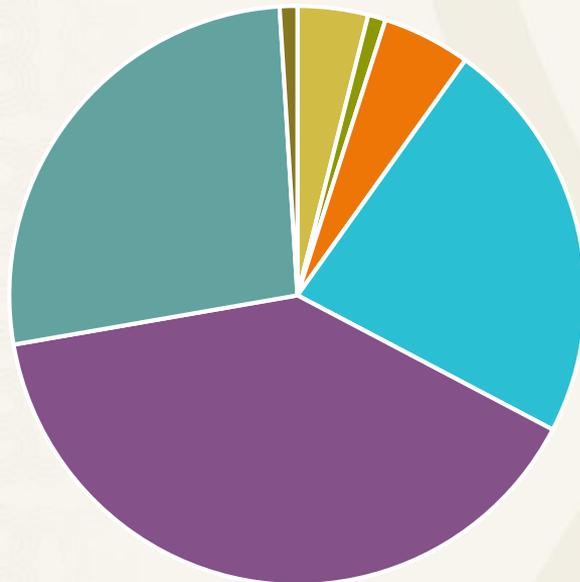
Ethnic group



(empty) NZ European Māori Asian Pacific Islands Declined to answer Other

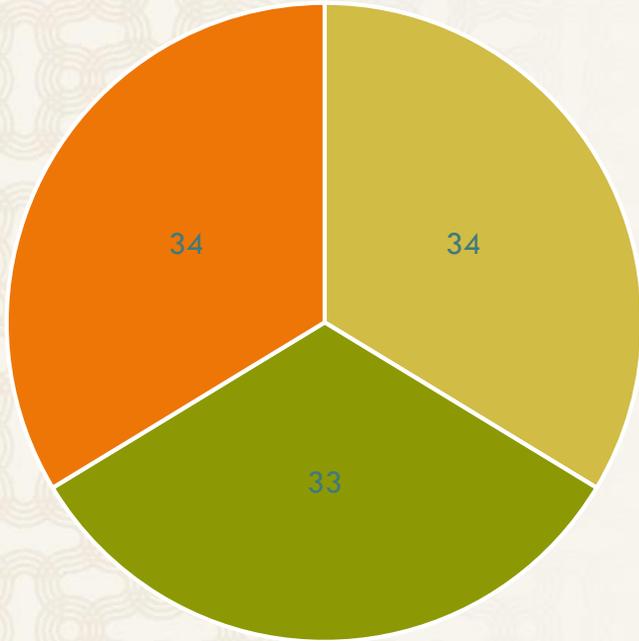
# Who submitted EOIs? Demographics

Age of applicants



(empty) Under 20 20-29 30-39 40-54 55 and up Declined to answer

# Who submitted EOIs? Did we already know them?



■ Existing contact ■ Network's contact ■ New contact

We received EOIs from people already known to us, people connected to those known to us, and from 'out of the blue':

- > **34 were an 'Existing contact'**: people already on the Borrin Foundation's contact database/part of our network.
- > **33 were 'Network's contact'**: people separated from the Borrin Foundation, through 'one degree of separation', i.e. a contact of someone in the Borrin Foundation's network.
- > **34 were 'New contact'**: these were 'out of the blue' contacts. For example, people who heard about the EOI through public channels.

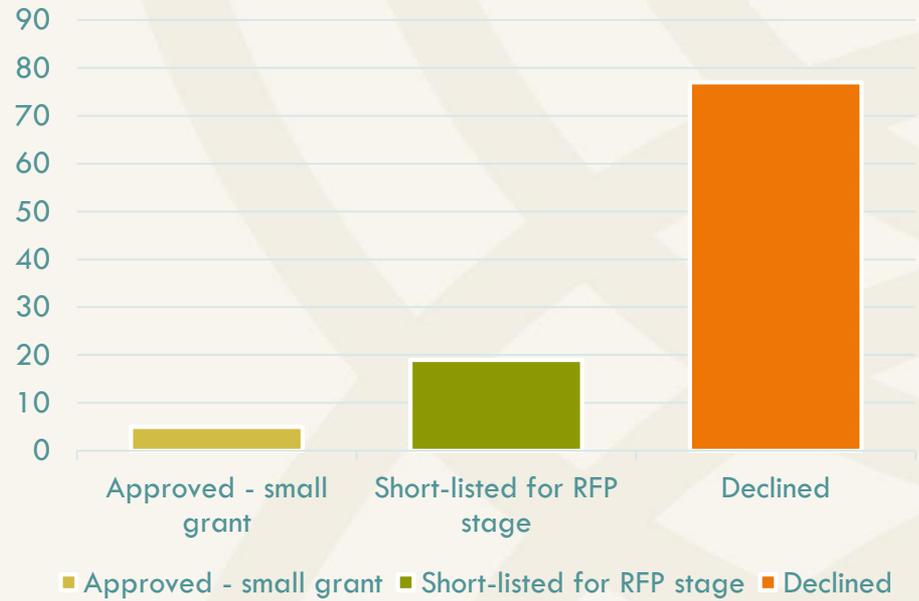
# Learnings and feedback

- › The EOI was designed as a ‘call for ideas’. We didn’t want people to put significant effort into a full proposal before any indication of the Borrin Foundation’s level of interest.
- › However, even a ‘light-weight’ EOI, entailed a lot of work for some people. Especially if the project involved collaboration between many people. We would welcome ideas on how to improve this.
- › The idea of sharing EOIs was welcomed by a majority of the 101. However, it did create some disquiet among people – some reasons cited were protecting intellectual property or reputation.
- › The EOI process worked ‘ok’. Some learnings and assessment:
  - We were able to efficiently identify proposals NOT of interest
  - The shortlisting process has taken more time than envisaged.
  - From an operational perspective, we needed to be quicker with getting the ‘clear declines’ out.
  - It was good that we provided an optional comments/feedback section as part of the EOI.
  - Feedback from EOI-ers on the process was overall very positive – the EOI process was short and straightforward compared to other funding application processes. People also told us that we were responsive and easy to engage with.

# Next steps and going forward

- › A second Request for Proposal (“RFP”) stage is in process (as at June 2018). We have invited 19 shortlisted EOIs to provide full proposals and come to Wellington to present their project to the Grants and Scholarships Committee in July 2018.
- › In addition, there were five EOIs for small projects that were funded based on the EOI. Of these, four were small grants of \$2800 to \$5000, and one was a grant of \$15,000. (Watch our website for further details on these grants).

EOI shortlisting outcome as at end of June 2018



# Knowledge sharing

- › We believe that knowledge has the power to spark change, but only if it is shared. As a grant-maker we want to openly share knowledge as an integral and strategic aspect of our philanthropic work.
- › We have compiled this document as part of this ethos.
- › There are also two other documents to look at on our website:
  - › Table – 2018 Borrin EOIs – project titles and people
  - › Compilation – 2018 Borrin EOIs – this compiles most of the EOIs received by thematic area. In this document we have compiled most of the EOIs received.
- › We hope to foster a culture for knowledge sharing, so that we can address common concerns and use ‘knowledge exchange’ to advance our shared vision for New Zealand.

The logo consists of several overlapping, curved white lines that form a stylized, abstract shape resembling a sunburst or a series of concentric arcs.

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# Thank you to all!

A big thank you, once again, to all those who participated in the EOI process and shared their ideas for how we can work towards our vision for Aotearoa New Zealand.

For more information, please contact us through our Online Enquiry Form.

[www.borinfoundation.nz](http://www.borinfoundation.nz)