



# Kids<sup>in</sup> **NEED** WAIKATO

**Funding Proposal  
for Securing our Home**



## From the Board

Since 2018, Kids in Need Waikato has been supporting some of our region's most vulnerable tamariki – children being raised by someone other than their biological parents – by providing practical help and emotional support to them and their caregivers.

We've grown a lot since we started in the corner of Linda and Graeme Roil's lounge. Today, we support over 500 caregivers and 1,300 children every year, and distribute around 135 care packs each month. Our base at 118 Fencourt Road, Cambridge has become the heart of our work - but we don't own it yet.

Now, we have the opportunity to buy this property and secure it as a permanent home for KIN.

## Why this matters:

Security for the future – owning the property means we're here to stay.

Freedom to grow – we can expand our services, including creating a respite space, running fun days, and hosting support workshops.

Support for future leadership – we'll be able to offer a live-in role to the next generation of KIN leaders.

We need to raise \$2 million over the next 2 – 3 years, with \$1 million needed by 31 October 2025 to get started. Every dollar helps, and every gift over \$5 is tax-deductible.

Whether you're an individual, business, or group, you can be part of something special. Together, we can create a place that continues to care for children for generations to come.

## How you can help:

- Make a donation – big or small, every bit counts
- Fundraise in your community
- Sponsor a part of the project
- Spread the word

Let's secure the future for Kids in Need – together.

### Board of Trustees

*The Kids in Need Waikato Charitable Trust*



## Overview

The Kids in Need Waikato Charitable Trust (KIN) wishes to purchase the property at 118 Fencourt Road, Cambridge that it currently occupies, to secure its future and expand its operations and service offering to make an even greater difference for children in care and their carers. The current private ownership model is no longer appropriate.

Acquiring the property will give KIN security of tenure, open up additional funding sources, and allow the expansion of KIN's services. Crucially this will allow KIN to expand and fulfill the vision of our founders Linda & Graeme Roil to offer respite care and additional services on site, and ensure that KIN remains effective after they pass on leadership in the future.

We need to raise just under \$2,000,000 to complete this project, with initial commitments of \$1,000,000 by 31 October 2025 being sufficient for the project to proceed. Initial donations have already been received. Further funding can be provided over the following 2–3 years to complete the project.

Will you partner with us to make this strategic opportunity a reality? We are keen to discuss a range of funding options and timeframes that might suit you.

## Background

Kids in Need Waikato is a Charitable Trust that was established by Linda and Graeme Roil in 2018. It has now been operating for over 7 years and all aspects have grown considerably in that time.

KIN is a targeted charity that operates on a highly professional basis with strong governance and is both effective and efficient in providing targeted support to our most vulnerable tamariki throughout the Waikato. Our focus is on any child being raised by someone other than their biological parent, and those who care for them.

Today KIN supports over 500 carers and 1300 children - distributing an average of 135 care packs per month.

The Roils remain entirely voluntary leaders. KIN employs 5 part-time staff in paid roles, supported by a large number of volunteers.

Further information can be found by visiting [www.kidsinneed.co.nz](http://www.kidsinneed.co.nz).



## Strategic Decision

118 Fencourt Road has always been the physical base of the charity that is now KIN. What started in the corner of the Roils' living room in the late 2010s has grown steadily since then to encompass a storage and distribution shed and then an office and another project shed on the property. As KIN has grown so it has invested in the site to grow its scale and effectiveness.

The 0.9ha property is situated on the fringe of Cambridge at the base of and with an outlook towards Maungakawa Scenic Reserve.

The Board of KIN has made the strategic decision to secure its future and enable further growth in its service offering, by seeking to acquire the Fencourt Road property from the Roils.

This is something that the Board has initiated, but which the Roils are fully supportive of, as a further realisation and expansion of their vision for KIN and its vital work. Both parties are keen for this to happen as soon as possible, long before any need for the Roils to sell or any leadership handover occurs. This will enable KIN to accelerate its expansion plans and see some of the Roils' dreams for expansion realised.

### We see this as vitally important to:

- Secure the property for KIN's ongoing use, and ensure the future of KIN;
- Address difficulties in funding the costs of a privately-owned asset;
- Expand the services that KIN can provide, which is part of the Roils' future vision; and
- Provide for the future when the Roils decide to transition leadership of KIN as discussed further below.

## Securing the Property and KIN's Future

KIN needs permanent premises for its operations. KIN has already invested heavily in the property and wishes to secure this investment, and develop it further, to continue and expand the charity's operations. The property is ideally suited for the purpose for which KIN was established and is now being used. This move will provide KIN with security of tenure into the future, and ensure the continued operation of its services.



## Funding Issues

The recent growth of the charity has raised some issues. The property is currently privately owned, which limits the funding that can be obtained for property costs. Some funding applications have been declined for this reason. Donations of materials and funds can be seen as a potential private benefit and not necessarily charitable. The sophistication of KIN now requires greater physical investment that can't be accommodated on privately-owned land.

Property ownership will give KIN the option of raising bank funding against the security of the property, if further capital is required in the future.

KIN is already paying the Roils a rental for the use of parts of the property. When KIN owns the property, this current expenditure can be redirected into the costs of property ownership, such as rates, insurance, maintenance and interest on any potential borrowing. Acquiring the property will therefore not have a detrimental effect on KIN's finances.

## Expansion and the Roils' Vision

Ownership of the property will enable KIN to expand in exciting new ways, by:

- Offering respite accommodation through the converted barn on the property (which had previously been a highly successful Airbnb operation);
- Offering a future coordinator a live/work arrangement in the current house;
- Utilising the pool, tennis court and re-purposed playground for fun days and develop the rest of the property for activities such as a bike track. We have developed a master plan (as attached) for the future development of the property;
- Using the restored former chapel as the centre of meetings, workshops, and other support for carers and their families. It is also available and is being used by the wider community.

These new service offerings are part of the Roils' vision for the property and part of the growth in what KIN can offer children in care and their carers.



## Future Transition

Looking ahead, one day it will come time for the Roils to hand over primary leadership of KIN to someone else. The growth of KIN means that a live-in coordinator is an ideal arrangement, and ownership of the property would allow KIN to offer a live/work arrangement to a future coordinator and attract the right leader for the next phase of KIN's operations.

The Board is also concerned and wishes to ensure that when the Roils might choose to sell their property that they are not disadvantaged for the generous way that they have allowed KIN to use and develop it over the years.

## Dollars and Dates

KIN anticipates that the cost of the property will be approximately \$1,800,000 to \$2,000,000. The Board will ensure that it obtains valuation advice and that the Roils obtain independent advice of their own, as part of any sale and purchase.

Preliminary discussions with the Roils have clarified that the purchase could proceed in two phases over 2–3 years. An initial phase 1 would see title transferring to KIN upon payment of an initial \$1,000,000 (which would ideally happen by 31 October 2025) with phase 2 raising the balance over the next 2–3 years to complete the purchase. Donations have been received totalling over 10% of the phase 1 target, with several organisations considering their support.

This generous flexibility by the Roils will enable KIN to secure the property in the short term.





## Our Request of You

Kids in Need Waikato presents this exciting opportunity to its generous donors and supporters to partner with the charity in this significant strategic investment to secure its future and expand the services and care that it offers children in care and their caregivers. We have been blessed to have many donors and supporters over KIN's early years, and we know that you are committed to the vision of Kids in Need Waikato and the work that the Roils started here.

Will you partner with us in raising the funds to make this property purchase a reality, and ensure the growth of KIN in the future?

All donations are tax-deductible for taxpayers, or qualify as charitable distributions for other charities.

We are happy to discuss a range of different commitment formats and timeframes, including cornerstone funding that will see phase 1 completed by 31 October 2025, and matching gifts in the future that will encourage other donors to support the project and complete phase 2 in the next 2–3 years.

A delegation from the KIN Board would be available to meet with key people from your organisation to discuss this opportunity in more detail, and answer any questions you may have.

Please contact Project Lead and KIN Trustee Matthew Ockleston at: [matthew@ockleston.nz](mailto:matthew@ockleston.nz).

Thank you,

**Matthew Ockleston**  
Trustee – Project Lead

**Amy Banks**  
Trustee – Chairperson

*The Kids in Need Waikato Charitable Trust*

# MASTER PLAN 2024



