
Giving in Thailand

Fundraising Opportunities in 2010

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Introduction

In 2008, Fundraisers in Thailand (FIT) was born from the lack of professional support available to fundraisers. Since then the FIT network has grown to over 80 fundraising, marketing and communications professionals based in Southeast Asia (SEA). Through regular meetings and an online forum they share ideas, resources, best practices and support each other in reaching their fundraising targets.

The FIT coordinators realized that collectively the members held all the knowledge needed for successful fundraising in Thailand. However, it was fragmented and each individual held a piece of the fundraising puzzle. In response to this realization, the coordinators embarked on an ambitious study - to interview and survey the representatives of several organizations who are currently fundraising in Thailand.

Thailand is a thriving fundraising marketplace with huge potential for those organizations which are ready to invest in professional methods to raise the funding they need from Thai sources. The FIT coordinators are happy to share with you the results of our study.

The Authors

Hannah Perkins

Hannah Perkins has raised funds for Greenpeace, Oxfam, MS Society and UNDP. Whilst living in Bangkok, she set up the Fundraisers in Thailand social network with a group of NGO fundraisers who realized it was better to pool their resources to be more effective at raising funds in Thailand.

Ruth Mantle

Ruth Mantle is a fundraising consultant, supporting poverty reduction charities in Thailand to raise the funds they need to continue doing good work. She has raised funds for children's charities, refugees, climate change and conservation issues. Her expertise includes fundraising strategy, direct mail and trust fundraising.

Roatchana Sungthong (Nui)

Nui has a broad range of fundraising knowledge from over three years working with ActionAid Regional Office Asia, ActionAid Thailand and ActionAid Myanmar. She is a coordinator of the Fundraisers in Thailand network and SOFII's Ambassador in Thailand.

Report Methodology

The information in this report was sourced through interviews with twenty experienced and knowledgeable individuals about giving and fundraising in Thailand. These people were representatives of International, Regional and Thai NGOs.

Acknowledgments

Thank you to all who took part in the survey including the representatives of ActionAid Thailand, Asian Harm Reduction Network (AHRN), Euro RSCG, Fund Philippines, HelpAge International, Inis Communications, Kenan Institute Asia, Management Centre Asia, MarketEdge Asia, Plan International (Thailand), Population and Development Association (PDA), Quadriga Art, RECOFTC, SOS Children's Villages, Habitat for Humanity, The Fundraising Resource Centre - Payap University, The Network of NGOs and Business Partnerships for Sustainable Development, UNICEF, UNWFP, and various freelance fundraising consultants.

This report would not have been possible without the support of the Fundraisers in Thailand network www.fundraisersinthailand.ning.com.

The Fundraising Market Place

Philanthropic activities in Thailand have existed for centuries in various forms. One of the major aspects of Buddhism, the religion of most people in Thailand, is 'making merit' through good deeds, including donating money.

Buddhist temples, situated in nearly all communities, still play an important role in Thai life even in Bangkok. They install from a young age the value of giving and volunteering for social good.

Another interesting reason for philanthropic activities in Thailand has been the existence of a strong monarchy and its 'patron-client' relationship with the people. Thai people regularly donate to 'Royal Projects' and those patronized by the Royal Family to express their faith and loyalty to the monarch.

Other charities which enjoy public awareness are often those with active fundraising (such as face-to-face or direct mail) or who have experienced a high level of press awareness through the media. World Vision, Christian Children's Fund (CCF), Greenpeace and UNICEF have been fundraising actively in Thailand for years including using direct mail and face-to-face strategies. Local charities such as Duang Pateep Foundation and the Population and Development Association (PDA – 'Cabbages and Condoms') enjoy high public awareness due to the fame of their founders.

Market research has shown that when choosing a charity to support, most would choose between temple, hospital and UNICEF. The top concerns for charitable giving are children, the elderly and education. Climate change and environmental causes have great potential for next generation philanthropy, as they are fast becoming trendy causes for university students and middle income earners in big cities.

Several Thai charities, particularly smaller NGOs, depend on one or few core donors to support their programs (usually project-based funding) and do not know how else to sustain their funding base for the future. There is also a lack of capacity for fundraising investment in the region. Some charities do not even employ a fundraiser but rely on senior management or the Executive Director to establish relationships with donors.

When survey participants were asked -*“Do you think Thailand is a growing market place for charitable giving?”*- the majority responded positively.

“There definitely seems to be untapped resources – Thailand’s economy is strong and Thai People are generous”

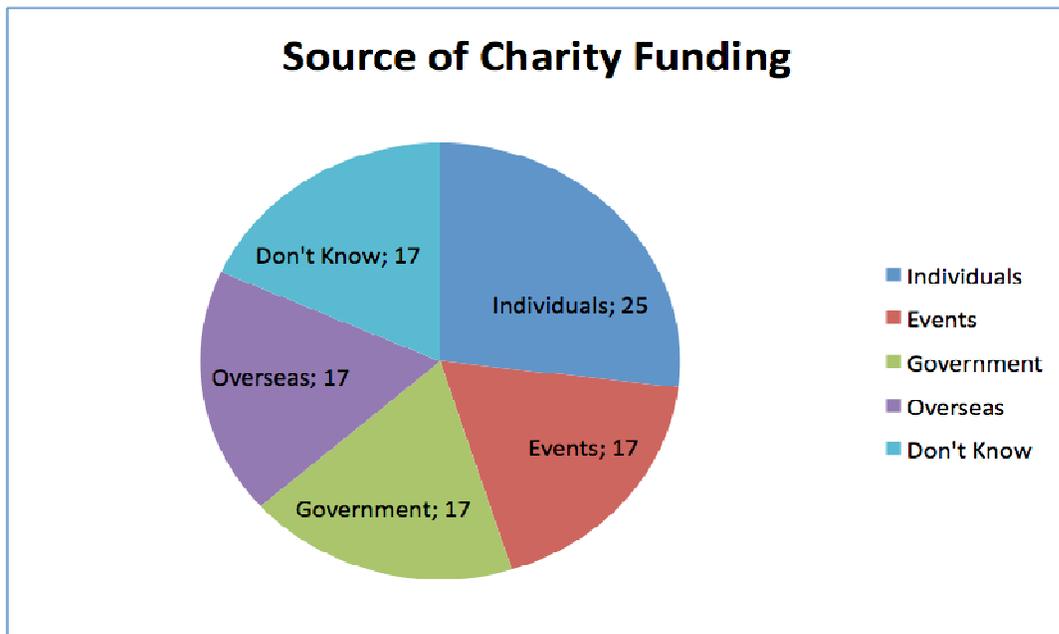
“There is huge potential for fundraising in the region”

“There is no question that Thailand is a growing marketplace for charitable giving”

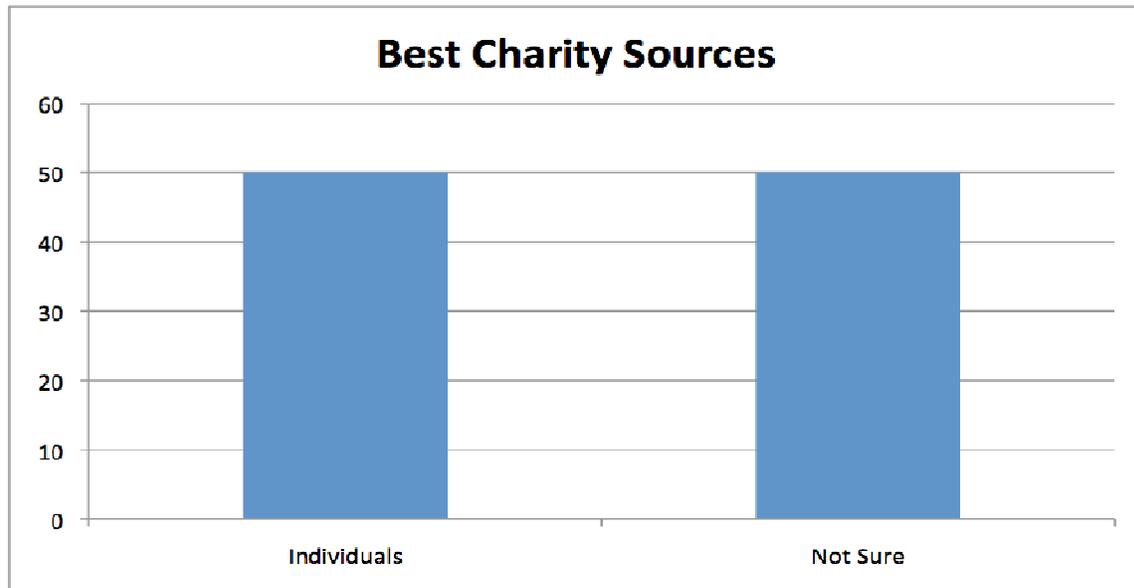
“Yes, we will invest in direct marketing”

“Yes, I do believe Thailand is a growing marketplace for charitable giving. We fundraisers need to change our attitude. We should ask more and present our work to more donors”

When participants were asked - *“Where do you think the majority of fundraising income to Thai charities/your charity comes from?”* - the answer was mixed.



When asked - "Who are the best donors for Thai Charities to focus on (e.g. major donors, middle donors, individuals, private sector, institutions)?" - the answer was in favour of individuals. Others were unsure.



Political Environment

There is a strong NGO sector of both Thai and international organizations. NGOs benefit from support from the 1997 Constitution, Sections 45-47, which clearly guarantees the citizen's rights to unite in and form associations, farmer groups, NGOs, cooperatives, or unions.

Thailand is a constitutional democratic monarchy but in recent years has been known for its political instability and coups. However, the political situation has had little affect on the fundraising activities of NGOs. None of the participants of the survey thought the political instability had affected their fundraising.

Thailand, and especially Bangkok, is often chosen as the regional hub for organizations operating in Asia. Greenpeace Southeast Asia is based in Thailand, where it coordinates regional fundraising in the Philippines, Thailand and Indonesia. Other large organizations such as UNCEF, Plan International, ActionAid and World Vision have both regional and Thailand program offices based in Bangkok.

Economic Environment

Thailand is the fourth richest nation in Asia after Singapore, Brunei and Malaysia according to GDP per capita, but second on a purchasing power parity basis, which highlights the relative low cost of goods and services in Thailand.

Thailand's economy fared well in the recent global financial crisis and the Bank of Thailand is optimistic about economic growth in 2010/2011. The Central Bank has estimated growth of between 3.3% and 5.5% in 2010.

The Thai middle class has been growing steadily since the modernization period of the 1990s, characterized by having a university education and an interest in social affairs, combined with heavy consumer spending. Most middle income Thais live in the urban metropolis, particularly in the regional centers of Bangkok, Chiang Mai and Phuket.

Although not a major reason for giving in Thailand, tax deductibility status is available on individual contributions to all organizations that are registered as a local NGO in Thailand. Experience indicates that the registration process usually takes between two months to two years.

According to the *Legislative Framework of Thailand on Registration of a Local NGO*, most organizations are eligible to be legally registered as an 'association' or 'foundation' under the Civil and Commercial Code (CCC). However, a 'foundation' in Thailand is perceived by the Thai society as a charitable or humanitarian organization, while an 'association' is perceived as an organization that serves interests of its members.

For further information please refer to the Legislative Framework of Thailand on Registration of Local NGO on page 11.

Social Environment

Thais by culture and tradition are a charity oriented society and giving is a part of the way of life. Buddhism is the major religion of the country and 'merit making' is a large part of giving back to society, religion and charitable organizations in order to bring good luck, success and forgiveness in this life and future lives.

Business owners regularly undertake charitable activities such as donating goods, services and money in order to 'make merit'. This is usually performed in the 'Thai way' under traditional norms such as through personal connections and heavily favouring charitable activities under Royal Patronage. Therefore, it is not generally difficult for charities to receive donations when they go about it in a personal manner, on a one-to-one basis for good projects, provided that it is not commercialized or having some identified, or hidden, commercial benefits.

People regularly receive quantifiable solicitations from monks for their temple and other religious organizations as well as from orphanages, hospitals and the Royal Projects. In the rural areas large temples solicit donations billboard, local radio and newspapers. They ask people to come to temple on certain auspicious days such as Wan Phra, which falls on every quarter moon day (i.e. 3 - 4 times per month), to give money and to 'make merit'. The names of the people who donate are often identified and recognized over a loudspeaker in the village or town.

One interviewee mentioned that, at least five times per year, family and friends will ask him to contribute money to a religious cause, by handing out an envelope at a family gathering or by coming to their home. He has sometimes given up to 50,000 THB to pay for building supplies to be installed at the local temple.

Unfortunately, there is some skepticism among Thai people, particularly in the rural areas, towards the term 'NGO'. Interviewees mentioned that the term has been confused with government agencies, political parties and corruption and thus Thai people can be wary of giving to NGOs. More so, they would prefer to give to someone they trust, such as a family member or

respected society figure i.e. monks, teachers or doctors. However, with the growing awareness of public fundraising practices, particularly face-to-face and direct mail in urban centers, this attitude is changing.

Technological Environment

Most International NGOs have online giving pages in Thailand. Others refer donors to their head offices in Europe, Australia or the USA to make a credit card donation. A variety of other methods are usually listed on an organization's website such as regular bank debit, account transfer (via online banking), payment at ATM machine, 7-Eleven, or they refer supporters to social giving portals such as Ammodo and Global Giving.

There are several main providers of online payment gateways who offer services for Thailand. These include: ThaiEpay, Paypal (Global), Bebit (Netherlands) and ECAPay (China). Each has a payment plan for NGOs, provided that they have registered foundation status, with various transaction costs and international currencies available.

Despite online giving being available in Thailand, the response is generally quite low. It is still uncommon for middle class Thais to have credit cards and experience has shown that those who do are skeptical about purchasing online. However credit card purchasing is becoming increasingly more common, with many commercial websites accepting credit card payments in order to avoid higher bank processing fees.

Fundraising Methods in Thailand

Areas with Growth Potential

Face-to-Face
Direct Mail
Major Donor Fundraising

Areas with Steady Income/Low Growth

Trusts and Foundations
Corporate Fundraising
Expatriate Fundraising
Events
Cash

Individual Donors

From the interviews, individual donors have been identified as the largest growth area for fundraising. The potential of individual fundraising in Thailand is huge due to a combination of increasing wealth amongst the middle class, a strong giving culture and the low relative cost of reaching potential donors.

The main methods of raising funds from individuals currently being used in Thailand are face-to-face, direct mail and events.

Face-to-Face

Face-to-face fundraising is being used successfully by Greenpeace, UNHCR and UNICEF. Other organizations are currently considering entering the face-to-face market to increase their awareness in Thailand. APPCO, the major supplier of face-to-face services, reports that giving patterns are steady throughout the year even over Buddhist festivals, Thai New Year (April) and Christmas. Similar to other public fundraising markets, attrition levels through this method are usually high.

Direct Mail

The largest players in direct mail include World Vision, UNICEF and SOS Children's Villages. Response rates range from between 0.5% and 4%. Donations are a mixture of regular giving and cash donations. The findings suggest that child sponsorship is the most successful package to recruit regular donors.

Mailing lists can be rented from banks such as Bangkok Bank and also from commercial direct marketing companies such as Market Edge (see resources). Subscriber lists for major magazines and newspapers are also available. However, there is a lack of credible and legal mailing lists in the Southeast Asia region. Another option for charities is to develop relationships with companies, universities, schools and religious organizations, who sometimes rent their member lists free of charge. List swaps, where an organization trades its mailing list with another organization, do not appear to be happening.

There are limited direct mail agencies available in the region, usually large commercial operations, who can provide low cost or pro-bono services to charities as part of their CSR activities. Quadriga Art (see resources) is one international agency who is interested in assisting Thai organizations to enter the direct mail market. If a direct mail agency is used, a mailing can cost up to 30 THB per piece. As a result, many organizations prefer to manage their direct mail in house due to low staffing costs.

Thais celebrate a great variety of holidays in any calendar year, which may be good mailing dates. Thai New Year, Chinese New Year and the Western New Year celebrations are symbolic occasions for 'making merit'. Other good times of year for mailings appear to be Father's Day (The King's Birthday), Mother's Day (The Queen's Birthday) and other religious festivals.

It is a known fact that most Thai people want to do something meaningful on their birthday, and many will visit a NGO or organization such as the Thai Red Cross (to donate blood) on this day. UNICEF has for several years run a very successful one-off mailing appeal, targeting their entire donor list a few weeks prior to their birthday.

Although child sponsorship currently dominates direct mail recruitment, organizations have an opportunity to test other packages such as Sponsor-a-Granny (pioneered by Help the Aged UK), Sponsor-an-Animal, capital campaigns and emergency appeals.

Events

When you mention the word fundraising to Thai people, they often think of fundraising events including galas, marathons and dinners. These are especially popular among the wealthy in Bangkok and regularly appear in the social pages of the popular newspapers and magazines such as *Tatler* and *Prestige*.

One organization notable for holding large scale fundraising events is the Thai Red Cross, which enjoys Royal Patronage and, as a result, is seen to be a very respectable organization in Thailand.

Expatriate Fundraising

Events are also a common social fundraising norm within expatriate groups in the major cities. One such sporting event is the *Tour De Thailand* bicycle ride, which is an annual expedition of 'farang' (foreigners) and Thais who ride long distance to raise funds for charity.

There are a large number of expatriate groups and embassies which support projects on an ad-hoc basis. Individual fundraising is informal, based on members' personal contacts and ability to motivate others to contribute. These groups need to be approached on a one-to-one basis, making it a time-intensive form of fundraising.

The local chapters of Rotary International fundraise for projects, often in the form of events such as their annual *Coins on Silom* fundraiser. These are usually volunteer run, depending who is on the committee at the time.

For a list of expatriate groups and contact details see resources.

Cash Donations

There are a number of organizations soliciting cash through donation boxes which can be found in restaurants, shopping centers, BTS Skytrain stations, airports and universities. These include: Habitat for Humanity, World Vision, UNICEF, Christian Children's Fund, SOS Children's Villages, Raks Thai (CARE International), as well as many local NGOs and the Royal Projects.

Major Donor Fundraising

Major donors are individuals who provide a significant contribution to an organization's budget, through revenue and/or project costs. Before embarking on a major donor fundraising program, Thai organizations should classify what a 'significant' donation is to their cause. This can range hugely depending on the scale of an organization's budget. For example, some small organizations consider a donation of 10,000 THB to be significant, whereas Christian Care Foundation in Thailand classes donors from 50,000 THB to 1,000,000 THB as major donors.

There are a great number of wealthy individuals who live in Thailand, both Asian and other nationalities. Most High Net-Worth Individuals (HNWI's) are based in Bangkok and coastal resort areas such as Phuket and Samui. *Forbes* Magazine estimates that the 40 richest Thais were collectively worth \$19 billion USD in 2007 and their fortunes had grown to approximately \$25 billion USD in 2009 (see resources). The recession does not seem to have affected their net wealth - in fact they have become wealthier.

Major donors are most likely to donate to organizations they know personally and with whom they have an existing relationship. The majority of major donor prospects will come from existing donors to an organization. There has been a movement within HNWI's in Thailand to set up their own charitable foundations. One such example is the *Lotus Flower Foundation*, specifically set-up as a fund for the protection of children.

Trusts and Foundations

There are over 900 independent grant making trusts based in Asia which fund activities in the region. However, only 38 specifically state that they fund organizations with projects in Thailand. The majority will fund projects at home or which provide economic benefits to their own country. While income from trusts and foundations within Asia may fund a small percentage of an organization's costs, they are unlikely to fund a significant amount of revenue costs. *The Directory of Asian Grant Making Trusts* is the best source of information (see resources).

A great number of organizations in Thailand rely heavily on trusts and foundations which are based outside of Asia, particularly in the USA and Europe. Due to limited money and increasing funding needs from NGOs worldwide, this method should only be one part of an organization's funding strategy.

Corporate

Corporate fundraising in Asia mirrors the USA, UK and Australia. It is a method of fundraising which demands a high level of time and effort for small and limited monetary returns.

Many companies in Thailand have included Corporate Social Responsibility (CSR) as part of their organizational strategy, which includes giving donations to charity. Some companies see their giving as an extension of their PR activities, and widely publicize their charitable work, whereas others have grant making bodies attached to their brand, e.g. Red Bull Foundation.

Unfortunately, there is little data on the number of companies and the specific amounts they give.

Conclusion

Thailand is not unlike other middle income countries where public fundraising among NGOS has already become commonplace and is growing at great speed. Proven fundraising methods used in more developed markets (such as face-to-face and direct mail) are already working well and there is vast opportunity to test emerging methods of fundraising (such as new media) in Thailand.

Organizations should tailor these fundraising methods to suit the Thai culture, especially when soliciting donations from major donors and individuals.

With a relatively uncompetitive marketplace, low costs and growing wealth amongst the middle class, now is the time to invest in a strategic fundraising program.

In summary, Thailand has huge potential for fundraising. Those organizations which are willing to invest in the methods outlined in this report will benefit from increased income and greater brand awareness amongst the Thai public, helping them to continue their good work in Thailand and the region.

Appendix 1: Resources and Suppliers

Fundraisers In Thailand Network

Networking and employment opportunities for fundraising professionals

Contact: Roatchana Sungthong

Telephone: +668846797268

Email: roatchana@gmail.com

Website: www.fundraisersinthailand.ning.com

Ruth Mantle

Freelance Fundraising Consultant

Telephone: +66810008305 or +447808766192 (UK)

Email: Ruth.Mantle@gmail.com

Pearl Vongpusanachai

Independent Fundraising Consultant

Telephone: +66869797555

Email: pearlfr@gmail.com

Hannah Perkins

Freelance Fundraising Consultant

Email: han.perkins@gmail.com

Market Edge Asia

List Rental, fulfillment

Contact: Rodney Bain, Managing Director

Telephone: +6627182287

Email: rodney.bain@market-edge.com

Quadruga Art

Direct Mail, Communications Supplier

Contact: Rebecca Sijl-Gacel, Director of International Business Development

Telephone: +18568850894

Email: RGacel@quadrugaart.com

The Showcase of Fundraising Innovation and Inspiration (SOFII)

Case studies and best practice in fundraising worldwide

Contact: Carolina Herrera

Email: carolina@sofii.org

Website: <http://www.sofii.org/>

The Network of NGO & Business Partnerships for Sustainable Development

Contact: Pareena Prayukvong

Telephone: +66816573520

Email: pareena@ngobiz.org

Website: www.ngobiz.org

APPCO Limited

Face-to-face supplier

Website: <http://www.appcogroup.com>

Telephone: +6626617070

Email: pearl@appcogroup.com

The Directory of Asia Pacific Grant Making Trusts, 2007

Author: Karina Holly

Email: karina@wanadoo.fr

Directory of Social Change

Guides and training for fundraisers

Website: www.dsc.org

Forbes Online

Major Donor Prospect Research

Website: <http://www.forbes.com>

Thailand Tatler Magazine

Major Donor Prospect Research

Website: <http://www.thailandtatler.com/>

Trust Fundraising

Trust and Foundation Research (UK Trusts)

Website: www.trustfunding.org

The Fundraising Resource Centre, Payap University, Chiang Mai

Free access to the Foundation Center's Online Foundation Directory, Fundraising Training

Contact: Martha Butt

Telephone: +66812877074

Email: martha@payap.ac.th

Expatriate Member Groups

American Chamber of Commerce (AmCham) - <http://www.amchamthailand.com>

American Women's Club of Thailand - <http://awcthailand.org/>

Australian Chamber of Commerce (AustCham) - <http://www.austchamthailand.com>

Australian New Zealand Women's Group - <http://www.anzgw-bangkok.org/> British Club of Thailand - <http://www.britishclubbangkok.org/>

British Council - <http://www.britishcouncil.org/th/thailand.htm>

British Women's Group - <http://www.bwgbangkok.com/>

In Search of Sanuk – <http://www.insearchofsanuk.com/>

Lions Club - <http://www.lionsclubs.org>

Net Impact - <http://www.netimpact.org/>

Rotary International - <http://www.rotary.org>

Women with a Mission - <http://womenwithamission.blogspot.com>

Thailand's Richest Individuals

Source: Forbes

Rank	Name	Wealth in Billions	Age
1	Chaleo Yoovidhya	3.5	75
2	Charoen Sirivadhanabhakdi	3.3	63
3	Dhanin Chearavanont & family	2.8	68
4	Vichai Maleenont & family	.76	86
5	Somporn Juangroongruangkit & family	.64	56
6	Prayudh Mahagitsiri & family	.53	62
7	Sunsurn Jurangkool & family	.48	65
8	Vanich Chaiyawan & family	.47	75
9	Sasithorn Ratanarak & family	.45	N/A
10	William Heinecke	.4	58
11	Anant Asavabhokin	.37	58
12	Nishita Shah	.35	27
13	Wanida Chirathivat & family	.31	79
14	Thaksin Shinawatra	.3	57
15	Praneetsilpa Vacharaphol	.28	76
16	Thongma Vijitpongpun	.25	50
17	Prasert Prasarttong-Osoth	0.24	73
18	Niti Osathanugrah	0.22	34
19	Yinglak Vacharaphol	0.22	NA
20	Saravut Vacharaphol	0.21	NA
22	Vicha Poolvaraluck	0.20	43
23	Boonchai Bencharongkul	0.20	53
24	Surat Osathanugrah & family	0.18	77
25	Vanchai Chirathivat & family	0.18	80
26	Premchai Karnasuta	0.17	53
27	Vikrom Kromadit	0.17	54
28	Anek Sithiprasasana	0.17	78
29	Chamnong Bhirombhakdi & family	0.16	NA
30	Wit Viriyaprapaikit & family	0.16	73
31	Kraisorn Chansiri & family	0.16	72
32	Surang Prempree	0.15	65
33	Chalerm Yoovidhya	0.15	59
34	Nijaporn Charanachitta	0.15	56
35	Porndee Lee-Issaranukul & family	0.14	71
36	Suthichai Chirathivat	0.14	NA
37	Suthikiati Chirathivat	0.14	65
38	Nantha Chinthammit & family	0.11	87
39	Suchitra Mongkolkiti	0.11	73
40	Kamol Vongkusolkrit	0.11	NA

Appendix 2: Legislative Framework of Thailand on Registration of Local NGO

A non-governmental or not-for-profit organization in Thailand may be formed as unregistered organization which may be called the group, club, project or committee etc. The organization may be established by the agreement or covenant among the promoters based on the principles of the law on contract. The said agreement or covenant may be made in the form of the by-laws or constitution of the organization.

In Thailand, most NGOs have been established and operating their activities as the unregistered organizations, so, they are not recognized by the laws to have the legal status as the juristic persons. Without having the status as juristic persons, they are restricted to deal with certain acts and activities, such as, opening bank's accounts, registering with the National Human Rights Commission. They are also not allowed to participate in the selection process of the committee of some public or governmental agencies in playing the roles as the regulators of public service, such as, National Telecommunications Committee, National Broadcasting Committee. The NGO which is the non-juristic person is not eligible to pursue litigation in the Courts. They are also not eligible to enjoy privileges with respect to taxes. By the said reason, NGOs in Thailand have tendencies to register themselves more as the juristic persons with the authorities.

NGO which is a not-for-profit organization in Thailand is eligible to be legally registered as "association" or "foundation", under the Civil and Commercial Code (CCC).

Both the association and the foundation are recognized to have legal status as the juristic persons, according to the provisions under Chapter II Part I of the CCC, which are distinctive from their members, members of the Board, officers or staff. The association or foundation is entitled to enter into juristic acts and has the rights and duties within the scope of its objectives as provided by or defined in the law, regulations or constitutive act. If its members, members of the Board, officers or staff have undertaken the activities in compliance with the objectives of the organizations and according to the due process, then, they will not be held for any liability under the laws personally.

Association

Characters

An association is a membership organization created for conducting any activity which, according to its nature, is to be done continuously and collectively by its members other than that of sharing profits or incomes earned. The association may have objectives to do activities

only to serve its members, the interest of any particular group of persons or for the public interest.

Registrar

The association is required to be registered with the Ministry of Interior.

Bye-Laws

The association is required to have the bye-laws which must at least contain the following particulars: name, objectives, location of the head office, admission and conclusion of membership, member-fee, general assembly of the members, board of directors and appointment of the members of the Board, term and retirement of office of the Board, provisions concerning accounting, assets, personnel administration. The bye-laws and their amendments are required to be registered with the registrar.

Assembly

The general assembly of members is the ultimate deciding body of the association in supervising its operations. It has the power to appoint or remove the members of the Board, make the policy, approve the balance sheet, project proposals, the annual budget, or rules and regulations pertaining financial matters and personnel administration, amending or repealing the bye-laws, as well as the dissolution of the association. The general assembly shall appoint an external auditor to audit the balance sheet of the association. The association is required to convene the general assembly of the members once in each year which is called "ordinary general assembly". The Board or the members may convene "extra-ordinary general assembly" occasionally.

The Board

The Board is at least comprised of chairperson or the president, treasurer and secretary who are the officers of the Board. The chairperson or the president of the association is to act as legal representative of the association. The Board shall be responsible to manage the affairs of the association in compliance with the policy, guideline, projects, and budget or relevant regulations which have been approved by the general assembly. The appointment of the members of the Board and its retirement are required to be registered with the registrar. The performance of work of the Board, is on voluntarily basis without having any fee or remuneration. Term of the office of a member of the Board shall not exceed two consecutive terms.

Staff

The association may employ staff to work for it as employees. The Board and the chairperson may delegate their power to a staff as the CEO of the association to manage day-to-day activities of the association under the assignment and policy laid down by the Board. The employment of staff for the activity of the association which is not-for-economic profit seeking is not under the labour protection law.

Sub-Committee

The Board may pass resolutions to appoint a person, a permanent or ad-hoc sub-committee or working group to carry out an activity or activities of the association. The sub-committee will retire upon completing its assigned mission or maturing the prescribed timing or retirement of the Board.

Revenue

The association may derive income from membership fee, money or assets donated by persons or through fund raising activities.

Taxes

Income of the association derived through donations will not be subject to juristic income tax. Its staff is subject to personal income tax. The association shall deduct salaries of the employees as withholding taxes and pay them with the Revenue Department.

The association which has objectives for public interest, humanitarian aid or charity, after 3 years operation may be eligible to apply for tax privilege, subject to the approval of the application by the Minister of Finance. As the result thereof, the donors, both juristic person or individual, to such association may use their donations for deductions of their income tax burdens.

Report

The association must file the annual balance sheet, properly audited by an external licensed auditor, which has been approved by the ordinary general meeting, with the registrar together with the report of its activities.

Foundation

Characters

The foundation is the property specially appropriated to public charity, religious, art, scientific, literary, education or other purposes for the public interest and not for sharing profit and has been registered with the Ministry of Interior, the same as the association. In promoting the foundation, it is required to have the initial fund from the donations at least 200,000.-THB. The said sum shall be permanently deposited in the bank and can not be disbursed except only its interest.

Registrar

The foundation shall be registered with the Ministry of Interior.

Bye-Laws

The foundation, like the association, is required to have the bye-laws which will be registered with the Ministry of Interior as well as their amendment.

Board

The foundation is not membership organization. It has no members but only a Board consisting of at least three members i.e., chairperson, treasurer and secretary, to conduct business of the foundation according to the laws and the regulations of the foundation. The appointment of the new Board members of the foundation or the alteration thereof shall be made in accordance with its bye-laws and must be registered. The chairperson is to act as legal representative of the foundation. The Board has the power similar to the power of the assembly and the Board of the association.

The foundation must convene the ordinary annual meeting of the Board at least once in every year and the extra-ordinary meeting may be convened occasionally.

Staff

The foundation may have staff to function their various duties as prescribed by the Board. The Board may appoint a staff as the CEO of the foundation who will be responsible for the day-to-day management of the foundation's activities as assigned by the Board.

Sub-Committee

The Board of the foundation may appoint the ad-hoc working group or the sub-committee similar to the association.

Revenue

The foundation may derive income from interest of the fund, donations or income from the fund raising activities.

Taxes

The income of the foundation through donations is not subject to juristic income tax. The staff is subject to the personal income tax. The foundation may enjoy tax privilege as same as the association.

Report

The foundation must file the annual balance sheet, properly audited by an external licensed auditor, and has been approved by the annual meeting of the Board, with the registrar together with the report of the activities.