



THE FUNDING NETWORK
AUSTRALIA

THE **TFN** EFFECT



THE FUNDING NETWORK 2016 ANNUAL REVIEW

OUR STORY

The Funding Network Australia was co-founded by Lisa Cotton and the late Steve Lawrence AO in 2013, after Steve saw the power of the model first-hand during a trip to the UK in 2011. After both working in philanthropy and the social sector for many years, they were all too familiar with the fact that funding is narrowly directed, costly to raise, and a lack of access to networks and expert resources for non-profits is impeding social innovation in Australia. So, in an effort to address this, they founded The Funding Network.



Lisa Cotton
Co-Founder and
CEO, The Funding
Network Australia

“Australians are famed for their strong spirit of entrepreneurship. This is particularly true with individuals coming up with new ways to tackle community problems. However, many innovations don’t see the light of day because of a lack of access to funding and resources.”

TFN is about demonstrating the great un-tapped potential of citizen support for our communities and bringing people at the margins into the centre.

VISION

A more equitable society, and a social sector that has access to the connections and resources it needs to thrive.

PURPOSE

To build the capacity of grassroots non-profit organisations, by helping to democratise giving and facilitating deeper community engagement.

OUR GOALS

ENABLE

Amplify the impact of grassroots non-profits by providing rich conditions to support their growth and engage individuals, influencers, corporations and government in the work of our non-profit Alumni.

ACCESS

Provide grassroots non-profits, corporations and foundations access to TFN’s methodology to spread practices into new areas and around Australia, and deepen the positive impact we’re having in the community.

STABILITY

Ensure our financial sustainability so we can continue to support more non-profit organisations, via a mix of self-generated revenue and philanthropic support, whilst maintaining a high-performing team.

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OUR WORK

The Funding Network (TFN) is the largest collective giving model in Australia that is pioneering an inclusive approach to philanthropy. We build the capacity of grassroots non-profits in a number of ways; through harnessing the power of live crowdfunding events, and then creating deeper donor connections to community through mentoring and skilled volunteering initiatives. The common thread that weaves through all facets of our work is a strong focus on building the capital, skills, connections and resources that non-profits need to thrive.

OUR IMPACT

DIRECT IMPACT

We coach grassroots non-profits and facilitate financial support to help build their capacity to create positive change.

LEVERAGED IMPACT

We unite a cross-section of supporters around our non-profit partners, resulting in provision of in-kind support and mentoring, with engagement often lasting long into the future.



Marion Webster OAM,
TFN Board Director

"We are changing the way sectors come together by an amalgam of forces – passion of non-profits, power of corporations, gravitas of government, advocacy of foundations, and the goodwill of everyday Australians, to harness the power of the collective."

CHAIRMAN'S MESSAGE

MY TWO YEARS AS CHAIRMAN HAS COINCIDED WITH MUCH UPHEAVAL IN THE WORLD. I'M MORE CONVINCED NOW THAN EVER THAT 'ENABLING' MODELS LIKE THE FUNDING NETWORK, THAT UNITE AND EMPOWER ALL SECTORS TO PLAY A ROLE IN POSITIVE CHANGE IN OUR COMMUNITIES, ARE CRITICAL.

TFN sees itself as part of a network of social problem solvers. Our aim is to help break down barriers impeding society's progress, by supporting grassroots non-profit organisations with credible leadership and transformative programs tackling complex social issues.

We are the only entity in Australia that pools funding for innovation in the non-profit sector via live crowdfunding events, and provides some of the most vital capacity building services in the form of pitch coaching, volunteering and mentoring opportunities.

This has resulted in exponential growth for many of our non-profit partners who have raised funds, connected with new networks, built on their skills, increased their profiles and, consequently, deepened their impact.

As you will read in this 2016 annual report, TFN has pursued opportunities that serve our mission, and engaged in a process of continuous adaptation and learning. We have been creative about obtaining resources for our own growth, and we're on a path to long-term sustainability.



TFN and our non-profit partners' accomplishments spring from the commitment and generosity of our funding and in-kind supporter community. These people and organisations are unique in their commitment to take chances on new people and new solutions, that address some of our most troubling problems.

I am also hugely grateful to TFN's talented team and national board who deftly bridge the worlds of social entrepreneurship, business, government and philanthropy. Their creativity, passion and idealism is both humbling and inspiring.

Change only happens when ordinary people get involved, get engaged and get together! As a nation, we have many challenges ahead, but if we work more closely together and bring others along the way, I'm confident we can build the momentum to create a real and lasting impact.

Andrew Tyndale
Chairman

CHIEF EXECUTIVE'S MESSAGE

THIS HAS BEEN AN EXTRAORDINARY YEAR, FILLED WITH LEARNINGS, ORGANISATIONAL GROWTH, AND MANY MEMORABLE MOMENTS.

One of those learnings is being crystal clear about our role in the philanthropy ecosystem, and that is about bringing people together and enabling them to have a collective impact far greater than what they could achieve alone.

Grassroots non-profit organisations in Australia lack access to funding and resources, which is limiting our potential for a fairer society. We're facing a raft of new challenges with the widening gap between the "haves" and the "have-nots".

We've been talking about this widening gap for over a decade now, however, I think we're approaching a tipping point around the globe with people rising up and taking action. TFN has proven to be a powerful platform to enable this. The model is transcending the stereotype of what it means to be a philanthropist and it's a terrific representation of pluralism in action.

TFN started out in 2013, with entrepreneurial insight drawn from our UK counterpart who had a decade of experience. We felt quietly confident that if we could innovate, build upon the model, and prove its effectiveness in a country like ours, it would have enormous potential to impact the way people give. And we're thrilled to say it's working.

I've always had the conviction that if we galvanise the right resources and unite people from all sectors, we can make lasting change happen. Many people and organisations have played a vital role in TFN's success. To our remarkable board, staff and volunteers – every day I draw on your energy and passion in pursuit of our vision. To our TFN supporters, who share our commitment to building the capacity of non-profit organisations, we see you as our partners, collaborators and sounding boards. And, to the donors that come along to TFN events, you have inspired us to step up and be bold with our growth ambitions as we constantly look for innovative ways to engage, connect and bring people together.

My heart-felt thanks to you all.

Lisa Cotton
Co-Founder and CEO



WHAT WE DO AND WHY IT WORKS

TFN LIVE

EXPLORE

We identify grassroots non-profits (NFPs) with innovative solutions to social problems, and align corporate and philanthropic foundation support through our live crowdfunding events

REVIEW

We undertake due diligence on event applications. These are reviewed by an independent selection panel, then three NFPs are invited to pitch at each event

INSPIRE

We create memorable and inclusive experiences at our events, bringing together grassroots NFPs wanting support and those seeking to make a meaningful contribution to the community

REPORT

We provide donors with updates and impact stories, so they can see how their funds and in-kind support has helped grow NFP programs

WHY DO TFN AND OUR DONORS SUPPORT GRASSROOTS ORGANISATIONS?

- They are often in the best position to understand and address the systemic forces at the root of community problems
- They engage deeply with the communities they represent. This means they know the social fabric and are committed to developing solutions that work
- Compared to big NGOs, this segment of the market has lower operating costs because of how embedded they are in their communities

TFN LEARN

UPSKILL

We train and mentor non-profit NFP leaders to clearly articulate their purpose, their story and their funding needs through pitch coaching workshops

TEACH

We guide and support non-profit and corporate clients to run their own live crowdfunding events by sharing the keys to success and our keystone services

EVALUATE

We run workshops that help NFPs understand evaluation and start their journey towards data-driven social outcomes to articulate their impact

VOLUNTEERING

We facilitate skilled volunteering and mentoring opportunities for individuals and businesses interested in learning new skills and building the capacity of NFPs

See detail page 15 for more information on how we work with our network

WHO WE BENEFIT



GRASSROOTS NFP ORGANISATIONS



INDIVIDUALS



BUSINESSES



PHILANTHROPY



THE COMMUNITY

OUR IMPACT

HERE IS A SNAPSHOT OF WHAT TFN HAS ACHIEVED IN 2016, AND THE IMPACT OUR WORK IS HAVING ON BOTH THE PHILANTHROPIC LANDSCAPE AND THE SOCIAL SECTOR.

TOTAL IMPACT SINCE 2013*

 **130+**
grassroots non-profits supported

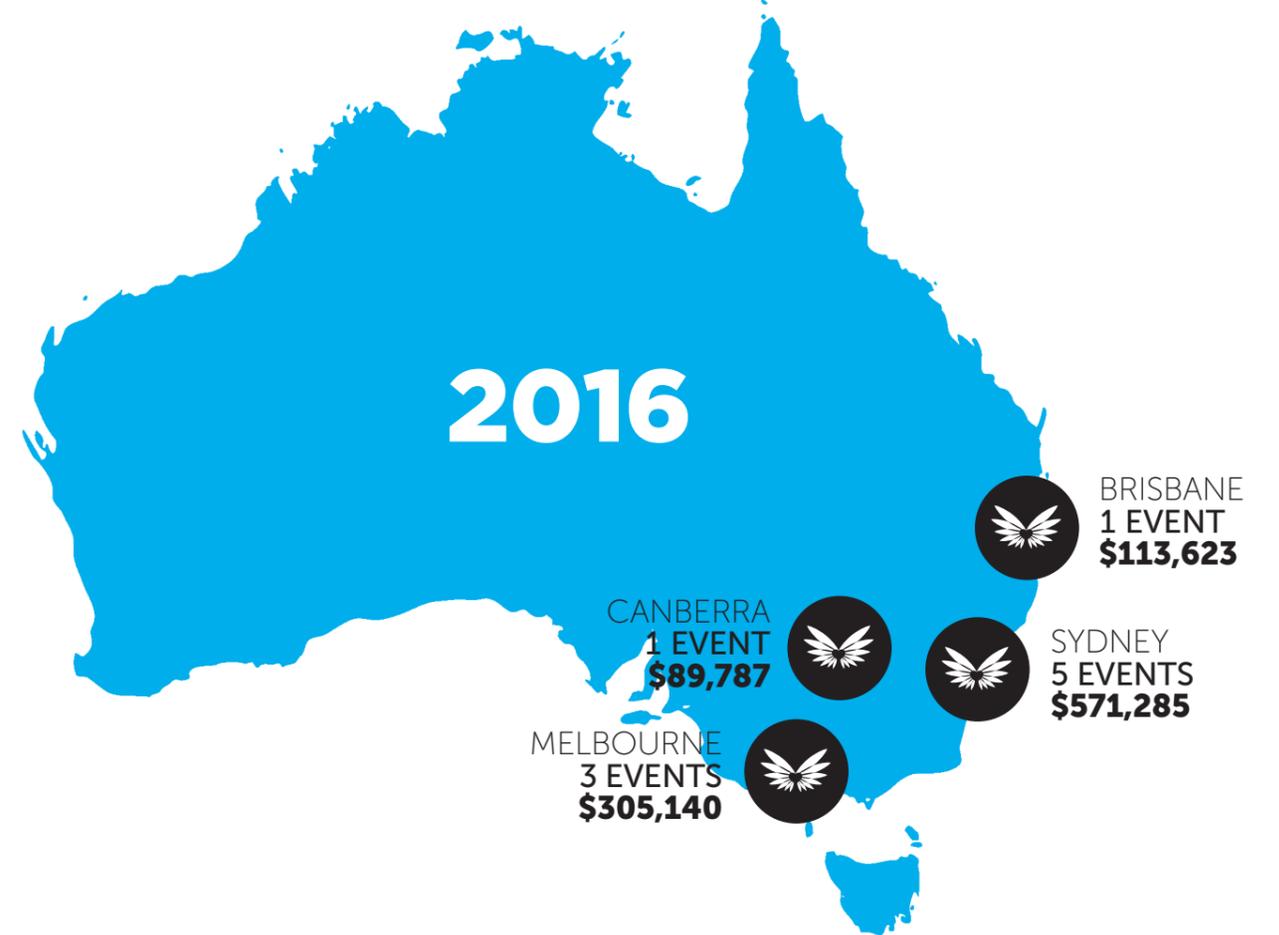
 **\$4.8m**
total funding facilitated

 **\$1m+**
value of in-kind support

 **3,000+**
donors engaged

 **30**
co-host partnerships with corporations and foundations

 **5**
operating locations



2016 IMPACT AT A GLANCE

2016 TFN LIVE OUTCOMES

 **10**
events

 **1,460+**
guests attended events

 **236**
direct donor introduction to non-profit post event

 **35**
grassroots non-profits supported

 **\$1m+**
total funding facilitated at events

 **71%**
individuals gave at events

2016 TFN LEARN OUTCOMES

 **20**
pitch coaching workshops

 **20**
TFN Alumni matched with over 60 AMP volunteers

 **5**
non-profit mentor matches and corporate CEO's via Kilfinan Australia

 **9**
TFN Alumni referred into The Growth Project

 **3**
pilot white-label events

*as at December 2016



BIG NEWS

NOT ONLY DID OUR NETWORK AND SUPPORTERS ACHIEVE GREAT THINGS FOR OUR NON-PROFIT PARTNERS IN 2016, WE ALSO HAD A NUMBER OF SPECIAL ANNOUNCEMENTS AND ACHIEVEMENTS AS A TEAM

- We reached our first century, supporting and facilitating funding and in-kind support for over 100 grassroots non-profits, since our first pilot events in 2013
- We grew our team by three, including a dedicated Victorian office to expand our operations and impact in Melbourne
- We welcomed new board member, Anita Jacoby. Anita's career spans 30 years in the media industry and she is one of Australia's most respected and entrepreneurial media executives
- Our CEO and Co-Founder, Lisa Cotton, was named in ProBono Australia's Impact 25 List, recognising the inspirational people in Australia's social sector that do great and often uncelebrated work
- The Funding Network became a registered Public Benevolent Institution with DGR1 status
- We exceeded the record for funds facilitated at a TFN event in March 2016, with nearly \$280,000 pledged to four grassroots non-profits for their innovative social change programs
- In partnership with the AMP Foundation, we piloted a new skilled volunteering program, SkillsFest, matching AMP employees with TFN Alumni to carry out projects delivering mutually beneficial outcomes
- We piloted our first 'white-label' event with Murdoch Children's Research Institute, SAGE Foundation and Gunawirra, by sharing our IP and teaching them to run their own live crowdfunding events with their donors



IT TAKES TWO: NICK HARRINGTON AND ROB KELDOULIS



THERE'S NO TELLING WHERE A CONNECTION MADE THROUGH THE FUNDING NETWORK WILL TAKE YOU. OUR EVENTS HAVE SPARKED THE BEGINNING OF MANY AN INSPIRING RELATIONSHIP BETWEEN GRASSROOTS NON-PROFITS AND NEW SUPPORTERS.

On the surface, social entrepreneur and Manjeri CEO, Nick Harrington, 26, and futures trader and Managing Director of Vivienne Court, Rob Keldoulis, 55, might appear not to have much in common. But, they were brought together through their love of leverage and sustainability for social good.

NICK HARRINGTON, MANJERI

Can you briefly describe what Manjeri does?

Manjeri is an international development organisation that leverages the power of local enterprise to build exceptional and sustainable schools. We are currently supporting our first school in Uganda to become 100 per cent independent and sustainable by 2018. To achieve this goal, we develop and seed fund a portfolio of businesses that cross subsidise the school's operating costs. We believe local ownership rather than foreign funding, leads to long-term change.

Your full-time role is Manager, Impact Investing at Social Ventures Australia. What motivated you to start the Manjeri?

I started Manjeri after finishing school and heading to Uganda for the first time. I saw a number of unsustainable programs that perpetuated a cycle of donor dependency

and I knew there had to be a better way. I was lucky to partner with local leader, Bbumba Mark, who had been impacted by these programs and was committed to bringing about change. It was apparent to both of us that local entrepreneurship could provide a pathway to sustainable change. This insight into social enterprise and investment led me to SVA. There, I have the privilege of working with a fantastic team that develops and invests in social enterprises in Australia.

What's been your greatest challenge in establishing a social enterprise?

The greatest challenge establishing social enterprises in Uganda has been adjusting to time expectations and managing the unexpected delays you face in that environment. I'm someone who likes to get things done once the plan is laid down and forge ahead. I've learned a lot about patience.

What's been your greatest life learning to date?

Communication and trust has been so important in the work that we do in Uganda. Despite English being a shared language across the team, ensuring the message gets across and that I pick up on the nuances has been

critical. I've learned that if you can't establish open communication and relationships founded on trust, it's going to be a rough ride.

How would you describe your relationship with Rob?

I have only known Rob for a short while, but I was immediately drawn to his humility, intellect and the social motivations driving his work at Vivienne Court. He's an incredibly approachable guy and we bonded immediately on the importance of education and the role the financial markets can play in shaping stronger communities. Rob's clearly a deep thinker and I always walk away from our conversations inspired.

What's your idea of happiness?

Happiness for me is seeing happiness in others and watching their ideas come to life. I feed off the energy of those around me, whether they be my partner, family and friends or the entrepreneurs I meet through my work. When in doubt, happiness can also be found in a burger and beer with mates...

ROB KELDOULIS, VIVIENNE COURT TRADING

You were the Managing Director Asia Pacific for Optiver, one of the largest Futures Traders in the region, what inspired you to establish Vivienne Court?

Finance is a very self-serving industry but one that generates huge profits. I started working for the Dalai Lama in 2008, which naturally breeds an interest in charities, NFP's and the desire to do right work. I thought I could marry the two by creating Vivienne Court.

With the war for talent, describe the staff benefits of having a clear social agenda sitting alongside making money and sharing success?

It's liberating actually. I don't need to bang on about us having the best people, fantastic

staff benefits and all that usual hype to entice people to work here. I ask them to read a book about a Buddhist monk who built a business based on the principles of Buddhism. If they have the right qualifications and they like what they read, they can work here. We don't need to compete for talent, it comes to us if it's the right fit.

What was your first impression when you met Nick?

Intelligent. A good person. I just really liked him, his energy, his drive. He's like an enthusiastic puppy.

Why did Manjeri appeal to you and your team?

I loved the idea of sustainability. Most charities go cap-in-hand to the corporate sector which then doles out grants like gods. Each year charities have to pitch and grovel and I find that humiliating and completely backwards. The corporate sector should feel it a privilege to support these organisations. To find an enterprise which only needs the capital as leverage to start, but not sustain itself, was a winner for us. And of course kids, and schools.

What's your ideal Australia?

A four-day work week where everyone gets paid for 5 days, an employer mentality that sees employees as their most valuable asset and will bend over backwards to support them. And a corporate sector that demands to give back to society 15 per cent of their profits (Vivcourt gives 100%). This would close the wealth gap, which in all its different guises is the root cause of so much that troubles us.

How would you describe Australia at present?

I like it. I see so many kids like Nick who are motivated by different drivers. You don't hear about them very often because they're not newsworthy, but they are there in their thousands and they make Australia a very positive place to live.

OUR NETWORK

WE WORK TOGETHER TO HELP OTHERS

No single organisation can create systemic change alone. Collaboration is key. We traverse all sectors yet remain independent, whilst striving to build a fairer society for all.



Individuals

TFN inspires and encourages people to open up their hearts and minds to new opportunities, to make a difference in the lives of others, and to see the impact of their support. We provide a unique opportunity to connect first-hand with grassroots organisations, their leaders and beneficiaries to experience the joy of giving.



Corporations

TFN provides meaningful and memorable engagement opportunities for staff and clients. Our partnerships with corporates, whether it be via our events, matched funding or skilled volunteering programs, demonstrate social responsibility in action.



Private Foundations

TFN provides a credible avenue to support pre-screened grassroots non-profits that are providing solutions to tackling our most persistent problems. TFN Live events are a great way to expose children to the practice of charitable giving.



Government

TFN provides a platform for local government organisations looking to showcase the community programs they support and engage like-minded constituents through match-funding.



Grassroots Non-Profits

TFN provides a platform for small, and often unknown, non-profits to receive vital capacity building services, reach networks efficiently and en masse, to help grow their organisations and amplify their impact.



Belinda Morrissey
Executive Officer,
English Family
Foundation

“The English Family Foundation really values the research and due diligence process TFN goes through. It gives us confidence in the governance and leadership of the NFPs pitching at each event, even when the programs are testing new ground. Add to that the TFN pitch-coaching, and you have an extremely compelling blend of evidence and emotional storytelling.”



Kate Jordan
Deputy Chief
Executive Partner,
Clayton Utz

“TFN is a unique model that enables us to support organisations strengthening diversity and social inclusion in the workplace, which is one of the pillars of our firm’s strategy and aligned with the objects of our foundation. It’s also a powerful and proven way for us to engage our staff and clients in a meaningful experience.”

TFN AND AMP: THE MANY DIMENSIONS OF A SUCCESSFUL PARTNERSHIP

TFN HAS PARTNERED WITH OVER 40 MAJOR CORPORATIONS AND PHILANTHROPIC FOUNDATIONS AROUND AUSTRALIA. THE AMP FOUNDATION, THE PHILANTHROPIC ARM OF AMP, IS A FOUNDING PARTNER AND LONGSTANDING SUPPORTER OF TFN. TOGETHER, WE HAVE WORKED CLOSELY TO PRESENT A SERIES OF FLAGSHIP, PRIVATE AND THOUGHT-LEADERSHIP EVENTS, AND A SKILLED VOLUNTEERING PROGRAM TO FACILITATE MEANINGFUL STAFF ENGAGEMENT OPPORTUNITIES.



AMP and TFN have co-hosted seven private and public events, engaging over 880 donors and staff with projects delivering education and employment outcomes in the community. To leverage each event, AMP has generously provided matched-funding, enabling donors and staff to double their impact. Together, we have facilitated over \$590,000 in funding for 28 grassroots non-profits, in addition to significant in-kind support.

Building on our partnership, in 2016 AMP and TFN piloted a skilled volunteering program "SkillsFest". This program was co-designed as a fresh approach to community engagement, enabling a rich exchange of knowledge and skills between AMP employees and TFN non-profit Alumni. We were overwhelmed

with the positive response when 60 AMP employees and 22 TFN Alumni signed up to be matched with projects based on their specialist knowledge, expertise and interests. They worked in teams to deliver projects over an eight-week period with tangible, valued outcomes for each non-profit.

The pilot was highly praised by the AMP participants. It enabled cross pollination of employees between business units, and created an opportunity for staff to further their knowledge and skills through rewarding community projects. The total dollar value of the support to the TFN Alumni is estimated at \$162,450.



Jessica Hermosilla
CEO, Milk Crate
Theatre

"TFN's organisation and pulling of AMP resources was exceptional. The understanding and measures taken to ensure that we received something that was useful and of great value to our organisation will be felt for years to come."

2016 EVENT CALENDAR AND SUPPORTED NON-PROFITS

DATE	MARCH 10	APRIL 13	JUNE 9	JUNE 15	JUNE 20	JUNE 30	AUGUST 9	SEPT 6	NOV 9	NOV 17
CITY	SYDNEY	MELBOURNE	SYDNEY (POP-UP)	BRISBANE	SYDNEY	CANBERRA	MELBOURNE	SYDNEY	SYDNEY	MELBOURNE
SUPPORTED NON-PROFITS	Bus Stop Films \$66,150	United Muslim Sisters of La Trobe Valley \$33,920	Malpa \$2,700	Heartfelt Homes \$36,569	Green Connect \$25,560	Global Sisters \$19,800	L2R \$27,755	Humankind \$22,550	feed to feed \$28,950	Inner Melbourne Community Legal \$30,000
	KidsGive \$60,450	Bulleen Heights School \$30,170	Raise \$3,250	CORES Australia \$39,502	Studio A \$22,100	Abundant Water \$21,545	Rawcus \$20,805	Little Dreamers \$26,500	First Hand Solutions \$21,750	Law and Advocacy Centre for Women \$39,920
	Grameen Australia \$66,800	The Thathangathay Foundation \$33,670	Fighting Chance \$3,502	Orange Sky Laundry \$37,552	Daystar Foundation \$27,850	Paperworks \$20,645	Western Edge Youth Arts \$20,600	SEED \$21,150	The Pinnacle Foundation \$24,000	Emerge \$40,750
	Literacy for Life Foundation \$86,050				Melbourne Indigenous Transition School \$28,000	Malpa \$27,797	HoMie \$24,400	Project Rokit \$26,150		
EVENT PARTNERS	Macquarie Group, Snow Foundation, Hantomeli Foundation, Australian Philanthropic Services	Westpac & BT, Kindred Spirits Foundation, Financial Planning Association	Change Leadership Summit, Humanity In Business	PwC, Silver Chef, Morgans, Queensland Community Foundation	AMP Foundation	Canberra Airport, Snow Foundation, Hands Across Canberra, Deloitte, Vibe Hotels	AMP Foundation, Creative Partnerships Australia, KRA Wealth Management, City of Melbourne	KPMG, Foundation for Young Australians	Clayton Utz	Hall & Wilcox, Women Donors Network, Victorian Women Lawyers, Australian Communities Foundation, Victorian Women's Trust

THE TFN LEVERAGE EFFECT



Tamryn Bennett
Executive Director,
The Red Room

"The opportunity to receive funding and network was incredible - a massive gift that we couldn't have tapped into without TFN support and something which is not necessarily available through other funding structures."

\$26,000

\$24,000

\$21,450

Studio A

Daystar

CAPACITY BUILDING

BRAND AWARENESS

FUNDING

TFN-facilitated activity

Who we do it with

	TFN-facilitated activity	Who we do it with
CAPACITY BUILDING	Pitch coaching workshops	Full and half day sponsored workshops to sharpen their pitch. Grassroots non-profits. Philanthropic foundations, corporations.
	Skilled volunteering and mentoring	Skilled volunteering. CEO mentoring. Corporations. Individuals. In collaboration with Kilfinan Australia and The Growth Project.
BRAND AWARENESS	Network access	Post event connections for further support post event connections for further support. Corporations. Individuals. Foundations.
	Marketing	Film pitches. Social media. Mainstream media. Impact reports. TFN channels. Media outlets. Partner channels.
	Donor updates and impact reporting	Advise donors on impact of funds and in-kind support one year on. Corporations. Individuals. Foundations.
	Flagship crowdfunding event	Pitch coaching. Live pledging. Matched funding. Event donors. Venue partners. Co-hosts.
FUNDING	Post event	Post-event grants. Public speaking. Collaboration. Individuals. Philanthropic foundations. Corporations. Grassroots non-profits.
	White-label crowdfunding event	Teaching others to host events using TFN's model. Grassroots non-profits with revenue <\$5m.
	Evaluation workshops	Half-day workshops on designing and implementing impact measures. Corp and philanthropic foundations. Govt. Small non-profits (<\$5m/a).

WHITE-LABEL EVENT CASE STUDY: MURDOCH CHILDREN'S RESEARCH INSTITUTE

In 2016, TFN was approached by a number of different organisations seeking our support with running their own live crowdfunding events. In response, we designed and tested a 'white-label' version of our model, initially with the team at Murdoch Children's Research Institute in Melbourne. Lead by a MCRI funder who also happened to be a TFN supporter, we were engaged formally to provide a bespoke scope of work including pitch-coaching, MC & pledge facilitation, online donation collection, grant-making, plus a level of marketing consultancy and project management support.

The key difference between this white-label event and our usual public flagships came down to the pitches and the audience. Four of MCRI's world-leading research scientists presented and MCRI's audience was carefully curated from the Institute's donor database and other individuals known to support their medical research.

Over 100 guests attended the event at the Royal Children's Hospital's impressive auditorium. They heard about ground-breaking work in cardiac, bowel and cancer research, along with some moving personal stories from the advocates. In the end over \$160,000 was pledged in half an hour, plus in-kind support. Everyone left with a greater understanding of and respect for the programs they were funding.

As we move into 2017, TFN will make this successful white-label product more widely available to the sector, with a priority focus on small to medium size non-profits (<\$5million), as well as corporate or philanthropic foundations, and local government clients who want to use the model to support grassroots non-profits.

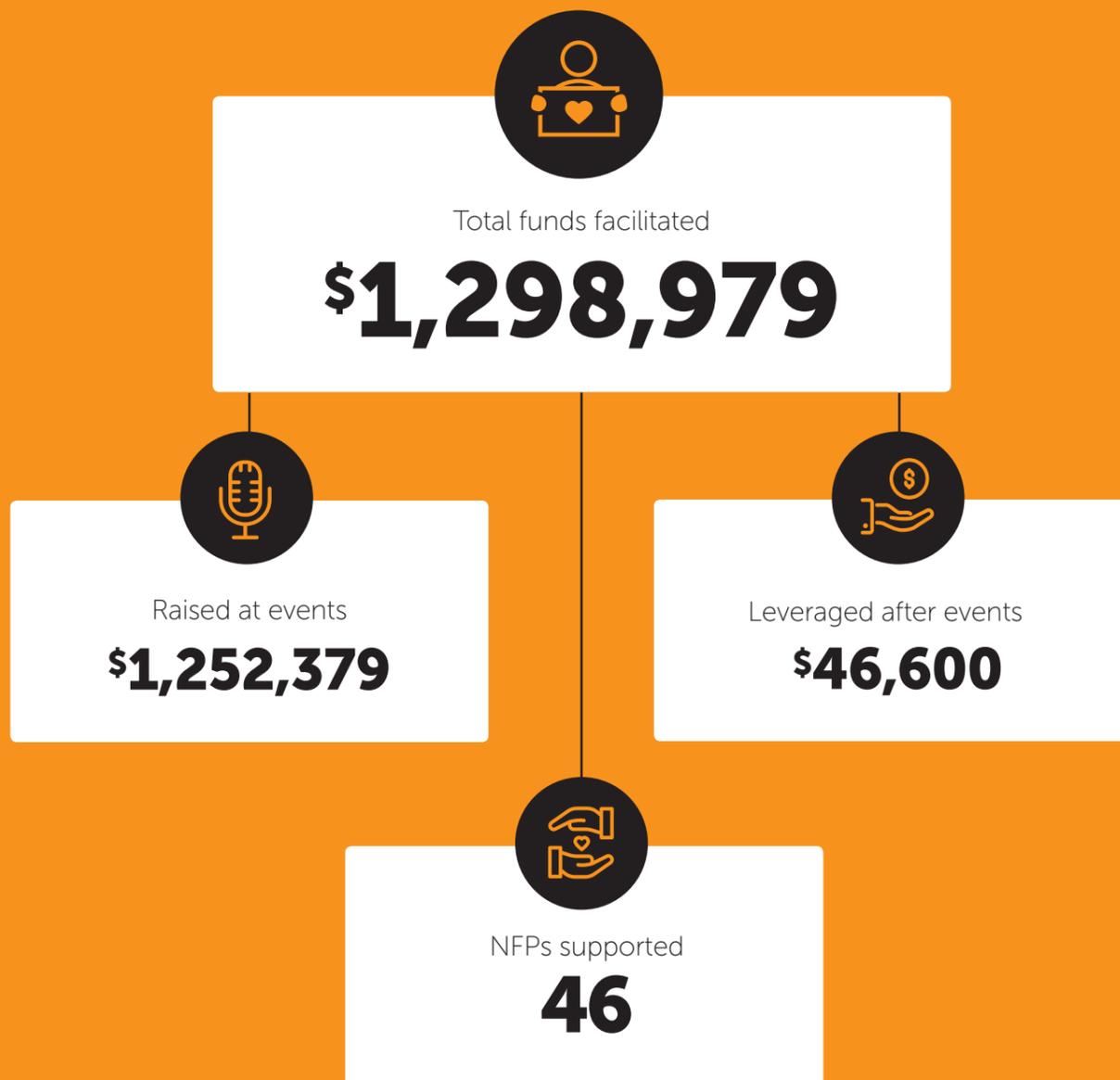


Kate Mohr
**Director, Murdoch
Childrens Research
Institute**

"The Funding Network was fantastic to work with, guiding the researchers, voluntary organisers of the event, and administrative staff through the process of preparation and running of the night. TFN's MC was professional, eloquent and impressive, as was the follow-up correspondence with all donors from the night. For any collaborative giving event, TFN would be the perfect partner to achieve great results."

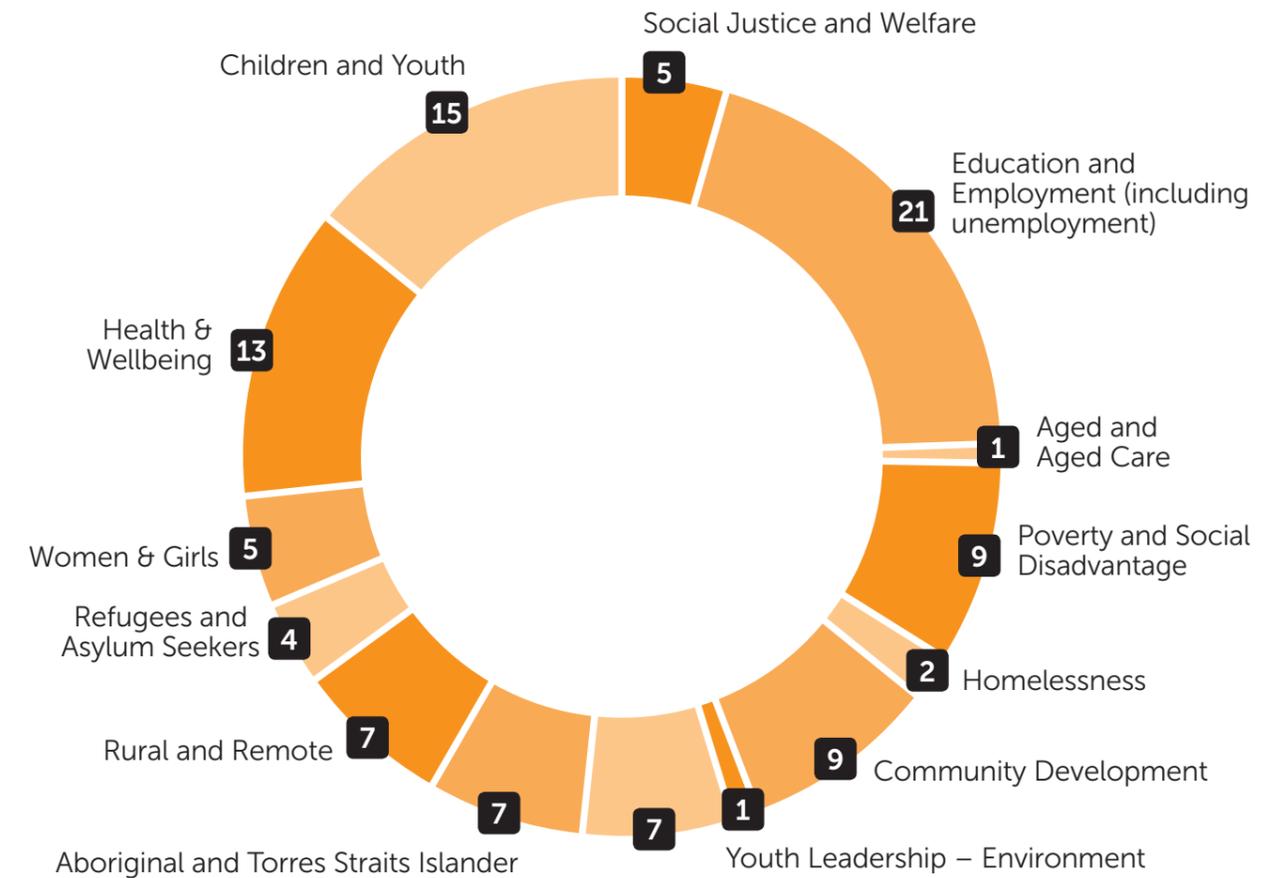
2015 IMPACT STORIES

In 2016, TFN continued to re-connect the 46 grassroots non-profits that pitched in 2015 with donors who supported them at TFN events. They each provided 12-month impact reports highlighting how the funds and in-kind support helped them to achieve their goals, and the positive impact this had on their beneficiaries. The following represents data from these organisations collected over this time period.



SNAPSHOT OF NON-PROFIT PROGRAMS PER BENEFICIARY GROUP

We work to address the needs of grassroots non-profits that operate across all sectors of society. Our ability to bring these groups together is distinctive and lies at the heart of what we do.



SNAPSHOT OF 2016 NON-PROFIT PROGRAMS PER REGION



- 14 Vic
- 10 NSW
- 3 QLD
- 3 ACT
- 3 National



- 1 Laos
- 1 Philippines

OUR PARTNERS AND SUPPORTERS

TFN IS A COLLECTIVE MOVEMENT FOR SOCIAL CHANGE. OUR SUCCESS WOULDN'T BE POSSIBLE WITHOUT THE PASSION AND SUPPORT OF OUR PARTNERS, WHO SHARE OUR VISION FOR A MORE EQUITABLE SOCIETY. SO, THANK YOU FOR JOINING US AS WE CONTINUE TO LEARN, GROW AND DEEPEN OUR IMPACT.

Funding partners

Macquarie Group Foundation

AMP Foundation

English Family Foundation

Lotterywest

Frederick Mulder Foundation

Steve Lawrence Social Innovation Fund

Eureka Benevolent Foundation

Weir Anderson Foundation

Hantomeli Foundation

The Myer Foundation

Rob Keldoulis

Geoff and Ros Morgan

Sandra Salteri

Gemma Salteri and Angus Hutchinson

Rebecca Gorman and John Sevier

Andy Small

Marion Webster

Mark and Lucy Osborn

Gary and Sue Mullens

Peter Hunt Family Foundation

Maranatha Trust

In-kind partners

Minter Ellison

Baker McKenzie

AMP Capital

KPMG

Alliance Partners

Creative Partnerships Australia

The Growth Project

Kilfinan Australia

School for Social Entrepreneurs

OUR BOARD AND TEAM

OUR BOARD



Andrew Tyndale



Anita Jacoby



Gemma Salteri



Justin Scanlan



Marion Webster
OAM



Mark Osborn



Roslyn Mogan

OUR TEAM



Lisa Cotton
Co-Founder and Chief
Executive



Tom Hull
General Manager



Andrea Heffernan
State Director
Victoria



Jerome Fink
Finance Manager



Phillipa Edgar
Non-Profit Manager



Nina Stott
Marketing and
Communications
Manager



Suz Lee
Events and Digital
Operations Manager



Sue Stewart
Office Coordinator
(volunteer)



Rob Irving,
Pitch Coach
(consultant)



Patrick Lindsay
Master of Ceremony
(consultant)



James Valentine
Master of Ceremony
(consultant)



Vicky Dodds
Pitch Coach
(consultant)



Linton Chalmers
Pitch Coach and
Master of Ceremony
(consultant)

2016 FINANCIALS

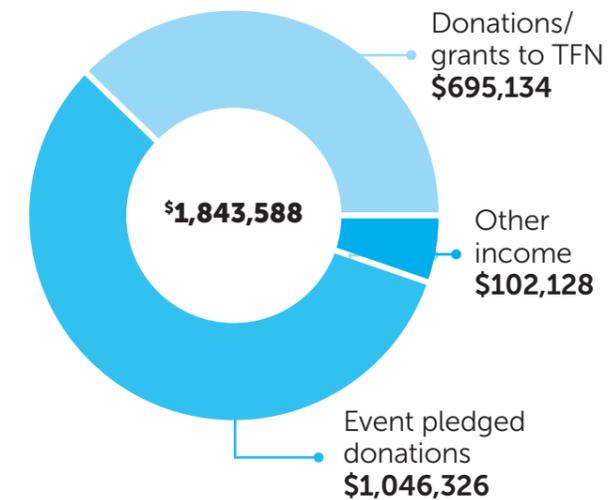
TFN comprises The Funding Network Australia Limited, which operates in its own right and as the Trustee for the Funding Network Australia Ancillary Fund. This report consolidates the most recent audited financial statements for both those entities. When reading this summary report please note the following:

- These accounts are for the year ended 30 June 2016 whereas the financial and statistical data elsewhere in this report reflects the 2016 calendar year.
- The Funding Network Australia Ltd retains 10% of all pledges at its flagship events as a contribution towards operating expenses.
- In addition to running crowdfunding events TFN undertakes capacity building activities for its alumni.
- Of the total \$1,046,326 event pledged donations, \$331,400 was paid direct to non-profit partners and therefore is not included in our financial accounts

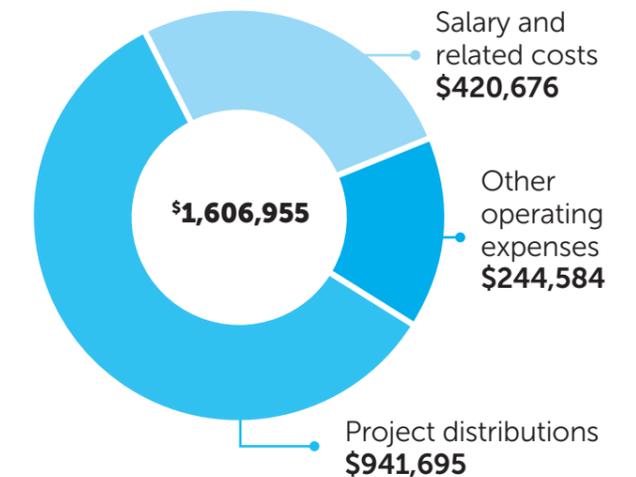
The Funding Network Australia Financial Summary 2016

	2016 Per Financial Accounts \$	2016 Total Funds (Note 1) \$
Revenue		
Event pledged donations	714,926	1,046,326
Donations/Grants	695,134	695,134
Other Income	102,128	102,128
Total Revenue	1,512,188	1,843,588
Outgoings		
Project Distributions	610,295	941,695
Operating Expenses	665,260	665,260
Total Outgoings	1,275,555	1,606,955
Surplus for 2016	236,633	236,633

Total Funds



Distributions of Total Funds



Breakdown of Operating Expenses

Salary and staff related costs	420,676
Consultancy Expenses	24,613
Event and travel Expenses	46,902
Admin, marketing and other Expenses	173,069
Total	665,260

Equity

The Funding Network Australia Ltd	407,610
TFNA ATF TFNA Ancillary Fund	15,829
Total	423,439

Note 1: Total funds includes \$331,400 of donations pledged at our flagship events, which were paid direct to non-profit partners.



THE FUNDING NETWORK
AUSTRALIA

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