



THE
FUNDING
NETWORK
AUSTRALIA

A DECADE OF IMPACT

ANNUAL REVIEW
FINANCIAL YEAR 2023

CONTENTS

| | |
|--|----|
| The Year in Review 2023 | 3 |
| Messages from our Chair & CEO | 5 |
| A Decade of Impact - Celebrating 10 Years of Social Change | 6 |
| TFN Crowdfunding Events – Inspiring Grassroots Giving | 10 |
| In Conversation with our Alumni | 12 |
| Anticipated Impact | 14 |
| Building the Capacity of our Alumni | 16 |
| Encouraging Workplace Giving | 19 |
| Regional & Local Communities - Place-based Giving | 20 |
| Giving Heroes - Nurturing the Next Generation of Givers | 21 |
| Fuelling our Mission - Events & Workshops Powered by TFN | 22 |
| Looking Ahead - A Catalyst for Change | 24 |
| Financials & Impact | 26 |
| Our People | 27 |
| Our Supporters & Partners | 28 |
| How to Get Involved | 29 |
| Global Impact | 29 |

In the spirit of reconciliation, The Funding Network acknowledges the Traditional Custodians of Country throughout Australia and honours their connections to land, sea and community.

We pay our respects to Aboriginal and Torres Strait Island Elders past and present and embrace the challenge to tackle the unfinished business of reconciliation and change for all. We accept the generous invitation extended by First Nations people in the Uluru Statement From The Heart 'to walk together in a movement of the Australian people for a better future.'

THE FUNDING NETWORK AUSTRALIA

The Funding Network Australia (TFN) is a pioneer in finding and funding exceptional grassroots non-profits and social enterprises.

We provide compelling social change projects addressing entrenched disadvantage with access to a network of people and organisations who want to contribute to and create a better world. We make giving simple and fun so that everyone can contribute and join a network of givers.

TFN is a catalyst and amplifier of more than 300 emerging charities and 2,000 leaders. Over the past 10 years, TFN has facilitated \$26 million for the non-profit sector. We vet and guide the organisations we work with through shortlisting to presenting at live crowdfunding events and then provide ongoing support so that the people who donate to them have confidence in their impact and will continue to give to grassroots programs.

Join us as we continue to unleash Australia's capacity for good.

IMPACT to NOVEMBER 2023



179
LIVE CROWDFUNDING EVENTS

23,123
GUESTS



\$26.2 MILLION
FACILITATED*

13,646
DONORS



550
PROGRAMS FUNDED

3,282
DONORS CONNECTED WITH
NON-PROFITS AFTER EVENTS



2,100
LEADERS COACHED

14
REGIONAL PARTNER EVENTS



*includes funds raised at or following events where TFN did not process the donations

In FY23, TFN delivered

24

live crowdfunding events

facilitating over

\$3.5 million

through a network of

2,696

people, funding

66

**non-profit programs
building the capacity of**

144

non-profit leaders.

**YOUR
COMPASSION
CHANGES LIVES**

IN FINANCIAL YEAR 2023 TFN HAS...



FUELLED SOCIAL CHANGE

In FY23, TFN featured 27 grassroots organisations, coached 111 non-profit leaders and supported 300+ alumni. An estimated 6,000 people will benefit from the grassroots programs we collectively funded this year.



INSPIRED MORE GIVING

Through 9 TFN crowdfunding events across Australia, over 1,250 people came together to create connections and direct more than \$1.2 million to grassroots programs. Through 15 'Powered by TFN' events we have facilitated an additional \$2.3 million for the sector.



INTRODUCED MORE WAYS TO GIVE

After a successful pilot at the Social Enterprise World Forum in September 2022, we introduced mobile pledging at all of our events, allowing guests to pledge directly from their phones, expanding our potential for broadening our reach and exploring new event formats.



DEEPENED COMMUNITY CONNECTIONS

TFN cemented our commitment to place-based giving, supporting 3 regional giving events that raised \$200,000 for 9 local for-purpose programs. New partnerships in Wagga Wagga and Ballarat expanded our ability to support regional Australia and deepen community connections.

2023 marks a decade of The Funding Network in Australia.

Together, we can create a bigger stage, a louder voice and a dedicated fanbase for grassroots programs. With your support, we can nurture the next generation of Giving Heroes, share more stories of impact and shine a light on innovative solutions to our biggest social issues.

OUR VISION

A generous and inclusive society where everyone can thrive, and everyone can contribute to a better world.

OUR PURPOSE

To ignite grassroots giving for impact.

OUR MISSION

To build the capacity of grassroots non-profits, deepen the culture of giving and facilitate greater community engagement.

Note: Figures used throughout this review are for the year ended 30 June 2023 unless otherwise stated

A MESSAGE FROM THE CHAIR

When I became chair of The Funding Network in 2020 it was because I felt a strong connection to TFN's vision of a generous and inclusive society where everyone can thrive, and everyone can contribute to a better world. In 2023 as we celebrate a decade of igniting grassroots giving, that connection feels stronger than ever before. TFN's connection to social impact in Australia is one of abundance; of catalytic growth that underpins some of this country's greatest for-purpose success stories.

This year I was reminded so keenly of why TFN exists and how it works to create a more robust philanthropic sector in Australia. I have watched as some of Australia's brightest new changemakers took the stage for the first time, sharing their stories and accessing that much needed seed funding. I watched as Noel Lim from Anika Legal pitched for a second time at our 10th Anniversary event and funded an entirely new part of their innovative legal service in Melbourne. I was filled with pride watching TFN CEO Kristen Lark share our vision for the future and awed by the way our network came together to show their support.

Thank you to the many people and organisations that have joined our social change movement across the past decade - the ripple effect has had an extraordinary impact on those in need while strengthening the ability of grassroots non-profits to deliver life-changing services.

TFN works in a way that is so simple and effective. We remove barriers to philanthropic capital allowing Australian changemakers' innovative programs to flourish. By minimising the risk and uncertainty associated with supporting lesser-known organisations, we significantly alter the course of the chosen organisations presenting at our events, as well as the giving behaviors of the attending individuals. The ongoing social impacts of this cannot be underestimated.

I am incredibly proud to be part of a giving community that has funded 324 grassroots non-profit programs and fuelled the trajectory of thousands of social entrepreneurs. Thank you to the many people and organisations that have joined our social change movement across the past decade - the ripple effect has had an extraordinary impact on those in need while strengthening the ability of grassroots non-profits to deliver life-changing services.

Let our collective dedication to promoting social change persist in uplifting those who require support and remain a vital source of happiness and optimism as we enter our next decade of impact.

Sincerely,



Shaun Kamler
Chair



A MESSAGE FROM THE CEO

My first year as CEO was one full of gratitude, reflection and joy.

I am filled with gratitude for the strong foundations and the incredible contributions of the many people who made TFN's first decade of impact possible. Celebrating TFN's 10th Anniversary provided many beautiful moments of reflection on all that has transpired since those very first pilot events in 2013 and on the ongoing evolution that fuels our ever-growing network. Joy has remained at the heart of TFN and is the unifying thread that binds us together. Whether we were in Wagga Wagga, Melbourne or Brisbane, the joy of giving, community and connection shone brightly.

2023 provided the opportunity to celebrate our collective impact and share our vision for the decade ahead. Thanks to the incredible generosity of our network and an increase in self-generated revenue, TFN finished FY23 in a stronger position than when we entered. Overall revenue was up slightly over the prior year while total expenses were down, delivering a small surplus for the year and increasing our net assets. It is from this position that TFN will embark on our next chapter.

Our plans for the future are bold. In our next decade, we want to drive high-impact grassroots giving at scale - inspiring 50,000 people to give, directing more than \$50 million to grassroots initiatives, developing 5,000 changemakers and improving 5 million lives.

Our number one strategic priority is to Inspire Grassroots Giving. This will see us evolve our Flagship program to focus on key areas that address entrenched disadvantage: First Nations, Equity & Inclusion, Thriving Young People, and Regional & Local Communities.

Our plans for the future are bold. In our next decade, we want to drive high-impact grassroots giving at scale - inspiring 50,000 people to give, directing more than \$50 million to grassroots initiatives, developing 5,000 changemakers and improving 5 million lives.

Our second strategic priority is to Build Capacity & Capabilities. This means providing ongoing support to our alumni through development and networking opportunities and providing a platform for them to learn from each other, share their impact and reach broader audiences.



Underpinning these two strategic priorities are three enablers: evolving our funding model, increasing ecosystem collaboration and strengthening our infrastructure. You can expect to see evidence of our commitment in each of these areas in the months ahead.

To those who donate your time or money, spread our message or make introductions that further our impact, we honour and thank you. We are so glad you are part of The Funding Network.

Sincerely,



Kristen Lark
Chief Executive Officer



A DECADE OF IMPACT

10 years of social change

2023 marks a decade of The Funding Network in Australia.

The Funding Network inspires grassroots giving through storytelling, live crowdfunding and capacity building. We provide compelling social change projects addressing entrenched disadvantage with access to a network of people and organisations who want to contribute to and create a better world. Our first decade of impact reinforces that the TFN effect lasts far beyond the participant's initial experience.

"I love these events, I love the opportunity to see first hand some of these grassroots organisations that we can make such a great impact on."

Jo Hastings
Katrina Sparkle Foundation, TFN Donor Network



"It was a really exciting event. It was really wonderful to see so many from our team and from the community get involved. I'm really excited to see the difference this will make to some really important grassroots organisations."

Steve Black, Insignia Financial, TFN Donor Network



"I love the TFN model - I love that they provide a platform for grassroots organisations to share their work with philanthropists and the community. 10 years ago I started as an occasional volunteer but now I'm attending as an audience member - it's amazing to be at a face-to-face event, chatting to other passionate givers and hearing from 3 incredible grassroots organisations."

Denise Cheng GAICD
National Manager, Active Philanthropy at Equity Trustees,
TFN Donor Network



"It's just a lot of energy in the room, everyone's excited, everybody's laughing, everybody's opening up their wallets. It's just that collective vibe and that enthusiasm for the projects!"

Darrel Wade
Co-Founder & Chair, Intrepid Travel, TFN Event Partner



"The TFN model is a great way to connect charities and potential donors in a direct and engaging way. It's one where donors can hear directly from the charity on how the funds will be used and the impact, and then join together to co-fund the project in a fun, and collaborative way. It builds on the feeling of community – that a community of givers can support a charity delivering real impact to those in need!"

Julie Long
Corporate Citizenship Lead, Accenture, TFN Event Partner

85% of donors surveyed reported an increase in their giving behaviour.

64% of donors surveyed continued to support grassroots charities after the event.

75% of first-time donors surveyed now give in some capacity.

39% of first-time donors surveyed now give regularly.

By 2030, TFN aims to unleash Australia's Capacity for Good:

Facilitating

\$50 million

for

**1,000 social
change initiatives.**

Building capacity for

5,000 changemakers

inspiring

50,000 people

to give.

Impacting

5 million lives

for the better.





TFN continues to revolutionise the fundraising landscape in Australia, and will continue to do so into the next decade. We take pride in igniting generosity through dynamic and joyful giving experiences, resulting in a remarkable \$26.2 million directed to charitable projects.

What sets TFN events apart is their transformative impact. Our crowdfunding events have a proven track record of fundamentally reshaping participants' perspectives on community giving. We don't merely encourage attendees to donate; we inspire them to become integral members of a new and dynamic culture of philanthropy.

By establishing an effective communication bridge between donors and grassroots organisations, TFN serves as the catalyst for a community's active involvement in driving social change. Ultimately, TFN events inspire a mindset shift that fundamentally revolutionises the way individuals perceive and engage with the act of giving.

The transformative impact for our Alumni

For the 324 social change entrepreneurs who have pitched at TFN events, their involvement has played an important role in getting them to where they are today.

"If we hadn't pitched at TFN in 2013, Malpa may never have grown in the way it has. What that first event did was give us that seed funding so many new charities need. TFN believed in us and helped resource us and that's given us the springboard to go on and develop into what we've become today"



Don Palmer,
Malpa, TFN Alumni 2013



"TFN was pivotal for us. It was at that point where we went from that young start-up idea to something that was gaining traction. Pitching at TFN provided validation that we were on the right track."

Samantha Payne
Co-founder, Pink Elephants Support Network, TFN Alumni 2020



TFN CROWDFUNDING EVENTS

Inspiring grassroots giving

TFN's Flagship live crowdfunding events build bridges between business, philanthropy, everyday Australians and the social sector to transform compassion into action.

Through these carefully curated events, TFN provides a platform for grassroots non-profits and social enterprises to share stories of impact, build support and raise vital funds. In FY23, TFN delivered 9 Flagship events including our 10th Anniversary crowdfunding event where TFN also pitched for funding. Through 2 virtual, 5 in person and 2 hybrid events, TFN demonstrated the power of collective giving in action raising over \$1.2M for 27 grassroots programs.

HOW TFN'S FLAGSHIP PROGRAM MODEL WORKS



KEY HIGHLIGHTS

Financial Year 2023:

A CATALYST FOR CHANGE

As we celebrated 10 years of impact in Australia, TFN reflected on the incredible impacts of support over the past decade, celebrating the many success stories that got their start at a TFN event.

IN-PERSON EVENTS RETURN

After years of COVID-19 restrictions, FY23 saw in-person events return with 7 of our 9 events delivered in-person and watching parties at all virtual events.

THE NEXT GENERATION OF GIVERS

We held our second TFN Giving Heroes event, with 376 kids engaged in fundraising activities in the lead up to the event culminating in a family-friendly virtual event with watching parties around Australia.

INCREASED CAPACITY BUILDING

With your support, we funded 27 grassroots programs and provided growth opportunities to our network of more than 250 active alumni.

DIGITAL TRANSFORMATION

Our web-based pledge capture and display platform was rolled across all events, offering donors the ability to pledge directly from their phones and transforming the way our donors choose to give.

PLACE BASED GIVING

We supported two new communities - Wagga Wagga, NSW and Ballarat, VIC, to experience their first TFN events and United Way Glenelg delivered their fourth regional partner event.



TFN FLAGSHIP EVENTS - IMPACT AT A GLANCE

12 MONTHS TO 30 JUNE 2023



9 FLAGSHIP EVENTS



1,110 ATTENDEES



211 DONORS CONNECTING WITH ORGANISATIONS AFTER EVENTS



45 LEADERS COACHED



\$1,193,685 FACILITATED



\$460,816 REPORTED POST-EVENT LEVERAGE (FINANCIAL, PRO BONO AND IN KIND)



27 NON-PROFIT PROGRAMS FUNDED

IN CONVERSATION WITH...

Amelia Pickering Prison Network, Victoria

Women & Girls
Melbourne, October 2022
\$33,473 raised



once they walk out those prison doors to begin their lives again. While Amelia recognises there are many pathways for women to gain employment after leaving prison, most of them are easy fixes without the support in place to make them a lasting opportunity.

That's why Prison Network is partnering with employers to develop systemic change within employment settings for these women. These partnerships are about developing relationships

Women who have been incarcerated are more stigmatised than men, according to Amelia Pickering CEO at Prison Network, an organisation that has been providing support for women and their families for over 75 years. Considering trauma and abuse is the driver of incarceration for many women in prison, the dignity that Prison Network provides by travelling with the women in and beyond prison is life changing.

Prison Network pitched at the Women and Girls TFN event in October 2022 and raised \$33,473 for the innovative approach they are developing to support women to make lasting changes



that support women to get work, keep work and thrive in work by skilling workplaces to be good fits for the women who want to work with them. Learning to work in a supportive environment is essential to learning to live again. Since receiving funding from TFN, Prison Network is building their employer network and their workplace programs.

Amelia grew up in South Africa where the advantage and disadvantage often sat starkly right beside each other. She grew up wanting to change the world, now she realises that even if it's just a little bit that you can do, that it's important. When she reflects on the attitude to giving in Australia, she notes there is a long way to go in philanthropy.

Like other TFN Alumni, Amelia reflects on her experience with pitching at TFN and grassroots funding in glowing terms. "While other funding acquisition was about extensive grant applications and ticking boxes and fitting into what they want you to be, TFN enables you to authentically tell your story that resonates right there in the room."

The joy and energy that she found gave her a moment of reflection on the work that she was doing. "My work can be challenging and bleak," reflects Amelia, "and to be part of something that allows me to feel this encouragement about the work we do is really wonderful to be a part of."

Australians are incredible when there is a disaster and we can see the issue, but for disadvantage that is hidden, or embedded in unfair and damaging stigma - it's a much harder sell.



IN CONVERSATION WITH...

Marcus Watson
BackTrack Youth Works
Social Enterprise World Forum
Brisbane & Online, September 2022
\$82,617 raised

Marcus Watson, newly appointed CEO for the BackTrack network, has taken some time away from the working dogs on the BackTrack farm in Armidale to tell us about how he became involved. Many years ago, Marcus worked as a mechanical engineer in Ballina and had a friend who was doing street work with young people in that community. When the opportunity arose to drive the night bus, Marcus agreed to take it on, beginning a lifelong love of being at the coal face of youth work. He has since worked in juvenile justice and understands just how important

it is to get to these kids before they find their way there.

Marcus grew up in a family business run by his grandfather who lived the ethos that BackTrack promotes - to ensure work opportunities are made available to those that would otherwise not get them. "Work is what gives us pride and sense of meaning in our lives, not to mention a means to survive," he says. "I feel like young people learn so much through the trade and apprenticeship process. It can be a rite of passage to learn who you are."

“**Work is what gives us pride and sense of meaning in our lives, not to mention a means to survive. I feel like young people learn so much through the trade and apprenticeship process. It can be a rite of passage to learn who you are.**”



Marcus reflects on the relationship that BackTrack has had with TFN over a number of years. Their last pitch, to an enthusiastic crowd at the Social Enterprise World Forum in Brisbane, raised over \$82,000. "It was so incredible to meet that many people - effectively it's a year's work done at that one TFN event."

Trust-based giving is something Marcus is passionate about, "Trust-based giving is at the heart of what we like to do. We build a connection, trust and understanding with all our relationships." The connections that emerged from the TFN experience have been

significant for BackTrack, especially in the last 12 months. And while the funding is crucial, it's also the pro bono support and that has made a really big impact on what they're doing.

It takes an organisation like BackTrack who consistently turn up every day for young people to chip away at barriers and build sustainable opportunities and consistent care that make this difference. And now with 8 organisations in the BackTrack network, Marcus hopes TFN can be a rite of passage for each of them, providing a crucial ingredient to establish those important connections and sharpening the vision of what they aim to do.

ANTICIPATED IMPACT



AMINATA MATERNAL FOUNDATION

August 2022
\$34,151

Train 10 new midwives to safely deliver 1,500 babies and enable 1,500 mothers to survive to raise their children.



CLASSROOM OF HOPE

August 2022
\$28,376

Build two classrooms in Lombok, Indonesia with sustainable materials following 2018 earthquakes.



THE COVA PROJECT

August 2022
\$26,791

Deliver over 1,000 menstrual cups, education and training materials for girls in Uganda.



BALLARAT FOUNDATION

August 2022
\$19,350

Provide financial assistance to programs with new solutions in Ballarat to break the cycle of homelessness.



BALLARAT MEN'S MENTAL HEALTH

August 2022
\$25,550

Provide services to 230+ vulnerable men with mental illness and 90+ grocery cards to men with mental illness who are in financial hardship.



EUREKA MUMS

August 2022
\$21,450

Assist local families (approx. 3,418 disadvantaged children and caregivers) with the baby goods and equipment they need to ensure that their child is safe in the home and the car.



BACKTRACK YOUTHWORKS

September 2022
\$82,617

Employ Tenterfield-based youth worker to support 15-20 young people.



CLEAN SLATE CLINIC

September 2022
\$63,237

Support 10 people in rural areas to safely detox and conduct program evaluation.



LOOP UPCYCLING

September 2022
\$69,327

Deliver 6-month employment-ready program for 38 women from refugee and migrant backgrounds.



HERSPACE

October 2022
\$18,523

Provide wellbeing & mental health recovery services to 30 women who have experienced modern slavery.



FITZROY LEARNING NETWORK

October 2022
\$20,822

Provide 500 hours of employment to women from ethnic backgrounds.



PRISON NETWORK

October 2022
\$33,473

Enable 10 women to gain meaningful employment while supporting 10 companies to employ women leaving prison.



BEAUTIFUL BUNCH
March 2023
\$37,076

Provide 13 additional trainees in 2023 and an additional 22 trainees in 2024.



BRIDGE IT
March 2023
\$52,436

Employ wellbeing coordinator to support 40 young people with therapeutic activities.



IMPACT FOR WOMEN
March 2023
\$46,365

Deliver health and wellbeing project for victims of family violence.



BLOSS - RIVERINA PREGNANCY & BABY LOSS SUPPORT
March 2023
\$26,300

Provide 10+ families with support packages and counseling services after losing a baby.



CAREVAN WAGGA
March 2023
\$21,073

Provide between 100 - 500 meals a week ensuring local people receive at least one, and often multiple meals per week.



PRO PATRIA CENTRE
March 2023
\$24,224

Provide 13 additional trainees To renovate the kitchen to bring it up to industry standard.



ANIKA LEGAL
May 2023
\$89,671

Implement a new program to support 300 renters to navigate their debt and assist to access safe housing.



DEADLYSCIENCE
May 2023
\$105,811

Equip 2,000 Indigenous students in remote and regional communities with Indigenous science knowledge.



HOTEL ETICO
May 2023
\$102,876

Provide employment and training to 12-15 young people with a disability across 2 hotel sites per year.



CRAZY IDEAS COLLEGE
May 2023
\$22,477

Deliver 'Future Ready' programs in two schools in Victoria, engaging 80 young people at risk.



NAIRM MARR DJAMBANA
May 2023
\$23,100

Fund the training and employment of 2 new First Nations team members in their catering business.



TALENT BEYOND BOUNDARIES
May 2023
\$31,600

Providing employment opportunities for 15 Afghan women, allowing them to migrate to Australia with their families.



BIG GROUP HUG
June 2023
\$14,290

Provide 350 kids living in poverty with boxes of essential items including underwear, socks and toiletries.



ID. KNOW YOURSELF
June 2023
\$14,776

Provide 15 Aboriginal children living in foster care with food and accommodation at IDKY's Concrete to Country cultural camps.



ONE BALL
June 2023
\$14,663

Engage 100 kids from diverse cultural backgrounds in a soccer program to improve their confidence and well-being.

BUILDING THE CAPACITY OUR ALUMNI

TFN is committed to supporting for-purpose grassroots organisations before, during and after they pitch at our Flagship events.



TFN CEO Kristen Lark presenting at Hotel Etico's 2023 graduation ceremony.

Everything we do is geared toward building their capacity by helping them access the funds, skills, connections and resources they need to thrive. With a growing community of more than 250 active alumni, TFN provides ongoing opportunities for professional development, skills building and networking.

Highlights of TFN's FY23 Alumni Program:

This year the Alumni program has focussed on building Alliance partnerships with people and organisations that regularly provide their skills, experience and expertise.

- Over \$250,000 in pro bono support was received from Alumni including PR, legal support, and mentoring.
- 33 Alumni received pro bono support from our network.
- 41 non-profit leaders from our Alumni attended TFN workshops.
- 6,603 beneficiaries supported through Alumni programs funded through TFN crowdfunding events in FY23.

In addition, Grants Galore, our monthly communications is sent to all Alumni providing information on upcoming open grant opportunities, professional development workshops and seminars being held in the sector and special partner offerings. Our Alumni cohort is highly engaged, with over 50% consistently opening these Grants Galore emails and a further 15% engaging with the opportunities regularly.

A highlight for the TFN Team is the regular visits to our virtual team meetings by Alumni - it is heartwarming and exciting to learn how much progress and the social impact our Alumni are having in the community following.

TFN is the gift that keeps on giving...there are no words that can capture the true significance of your contribution to our journey. At critical times in our history, The Funding Network was there, from the seminal moment of meeting our first seed funders through to several other transformative moments over the last 3 years. THANK YOU!

Andrea Comastri, CEO, Hotel Etico



IN CONVERSATION WITH...

Noel Lim
Founder, Anika Legal
TFN 10th Anniversary Event
Sydney & Online, May 2023
\$89,671 raised



Noel Lim, founder of Anika Legal, is part of a growing number of young and vulnerable Australians who will likely never own a home. The once touted 'Australian Dream' of securing a piece of land is no longer in reach for the majority of Australians and renting a home that you can raise a family in, long term, is a real and present concern for millions.

Deciding that making a significant dent in this enormous social issue was more important than a job in the corporate sector after finishing his law degree, Noel developed a pilot for a social enterprise that would address this lack of access to basic justice for renters and Anika Legal was

born. It's an organisation that provides practical legal education for law students, supported by local Universities and the legal community, and then connects them to the people who desperately need their support.

Noel pitched first at a TFN event in 2019 and initially raised \$25,200, and presented what was then an established but fledgling social enterprise model. What he received, he says, from that night presenting to the TFN community was not only the initial capital to really test the concept and to bring it to life, but the unquantifiable impact of belief in what he aspired to do. "The reason we need innovation from agile grassroots

social enterprises like Anika is due to the scale of the problem," he says. "Just look at the issue of access to justice. Half the world's population can't access any kind of justice and we're not going to meaningfully address this by doing the same thing that we've always been doing."

Earlier this year, Noel pitched at the TFN 10th anniversary event and raised a further \$89,671 to continue expanding the work Anika Legal does in the sector. Today, Anika Legal employs six staff and has developed partnerships with the community and industry to ensure the scale and impact of their work; supporting hundreds and hundreds of tenants to have their human rights and dignity upheld.



“What the funding does at the start is hard to quantify because it's more than that dollar value. It gives you the opportunity to try something new that no one is doing and build a case for all the great things you believe you can achieve. It means you can build a strong foundation for everything that comes from that into the future.”

In addition to the support on the evening, the TFN team has kept in touch to offer further opportunities and help in this new, exciting period of growth for our team. Our year would look very different had we not taken part in this phenomenal opportunity, and we are very grateful for all the work TFN does in supporting early-stage organisations like ours to thrive.

Jane Marx
Founder, The Beautiful Bunch
Equity & Inclusion
Melbourne, March 2023
\$37,076 raised



Nearly three years ago, Jane Marx was enjoying the rewards of building a successful non-profit hospitality business with young women from refugee backgrounds who were experiencing barriers to employment. The business was going from strength to strength and was ready to scale. They had just moved into the space at the front of the building where she now sits, ready to take on their next giant step. But, virtually overnight, the pandemic hit and the world shut down. A heavily pregnant Jane had to think quickly to make sure that the women who had been relying on her for their livelihoods would not be lost to this moment.

Some might call it a silver lining that The Beautiful Bunch was born out of a pandemic but, in reality, it was the grit, determination and skill of the 'founder spirit' that ensured its safe passage. Recognising that hospitality would not be a viable business for some time, Jane decided to focus on a smaller aspect of their business that had always resonated with the women who worked with them. Jane sat side by side in the codesign of The Beautiful Bunch with the women who had been her employees only days before and they taught themselves the finer art of floristry by watching youtube clips and reading everything they could get their hands on.

Like so many non-profit founders, there is an incredible drive, integrity and passion in Jane because the business is important on many levels. First and foremost, it seeks to address huge social inequity through the mentoring and support of women from refugee backgrounds

to find ongoing and substantial employment; and secondly, it is a business that strives for success through quality and innovation.

The Beautiful Bunch emerged into the market during the time that online flower sales had grown by 512% in Victoria. That floral b(l)oom was of course limited to the darkness of the lockdowns in Melbourne, but that same grit, foresight, and determination has ensured that this floristry business with the hugest of hearts and most important of missions, has adapted and developed to keep the only not-for-profit floristry business in Victoria heading in the right direction.

When The Beautiful Bunch were selected to pitch as part of the Equity and Inclusion event at Evans & Partners in March 2023, Jane had the opportunity to share the ingenuity and plans for future growth beyond online sales and toward working in the event space. With the help of a passionate group of grassroots givers, the event raised over \$37,000 to move toward that goal. This faith and the trust in their endeavours along with incredible supporters emerging beyond the event who have since invested money, time and insight will ensure that The Beautiful Bunch will continue to grow and scale for many more years.

Equity & Inclusion Event Partner, Melbourne, March 2023

Evans & Partners worked in collaboration with TFN for the first time in 2023 to present our Equity & Inclusion event from their offices in the heart of Melbourne's CBD.

After being impressed by other TFN events they had attended, Paul Benveniste and Philip Anglin from Evans & Partners ultimately chose to partner with TFN due to the unique way the event experience galvanised ongoing relationships between the pitching organisations and the donors who attended.

"We had experienced first hand TFN's ability to execute these events and gain extraordinary engagement between the partners and the non-profits," explains Paul.

Corporate partnerships play a pivotal role in advancing TFN's mission to enable funding for grassroots organisations that would typically lack such opportunities. And for Paul and Phil, this partnership is mutually beneficial, with TFN events recognised as a practical means of involving the Evans & Partners employees in a

broader ideological perspective. "As a firm, we actively encourage staff to dedicate their time to community led initiatives," they confirm. "This is not just a line in our mission statement. This is driven by our staff and encouraged as part of the ethos of management and the firm."

"The calibre of the organisations presenting was a key contributor for us, with the added benefit of staff on the selection panel giving real transparency to the whole process," explains Phil. "On the night, we ran with the

momentum to ensure the funding objectives were achieved and every program got what it needed." The extraordinary atmosphere generated that evening has left an enduring impact on the entire staff at Evans & Partners, who have fostered ongoing connections with the three nonprofit leaders whose programs were funded through the event. "It has been great to receive updates on the charities and how the funds raised have made a difference," says Phil. "That ongoing connection has been really important for us."



Paul and Phil's top 3 tips to share with other corporate organisations looking to engage their workforce in giving events:

- 1. Get involved at all levels.**
Visibility is key, and staff on every level need to be involved and invested in the success of the event.
- 2. Work with TFN through the process.**
From having members on the selection panel, drumming up support of their peers at work and engaging with key stakeholders who will find the event engaging on the night.
- 3. Work out what is important for your organisation.**
There are a lot of different needs in the community, decide which issues resonate with your organisation as a group and work with TFN to fund NFPs that address those issues.

REGIONAL & LOCAL COMMUNITIES PLACE-BASED GIVING

Providing hands-on support and guidance to regional community partners to run their own collective giving events in their local areas.

Vibrant, resilient and connected communities are essential to Australia. TFN seeks to support local and regional communities by supporting partners on the ground (often community foundations and/or business leaders) to deliver the TFN model featuring local grassroots organisations addressing their area's greatest needs, placing local people at the centre of decision making and deepening community connections.

In 2023 TFN partnered with WDF Accounting + Advisory, Hume Bank and Macarthur Real Estate Agency to bring our vibrant, live crowdfunding model to Wagga Wagga for the first time. WDF Accounting and Advisory's Andrea Bradley said the event presented a wonderful opportunity for the region to

support the finalists and experience the exciting live crowdfunding format. "We are so thrilled to be able to be part of bringing the community together to help these organisations who do such important work continue to thrive," she said. "And to be able to do it in such an exciting format like live crowdfunding - and in a regional New South Wales first - is an added bonus."

This inaugural regional crowdfunding event was a huge success with more than 100 guests attending the evening, and the three finalists - Pro Patria Centre, Carevan Wagga and Bloss Riverina Pregnancy and Baby Loss Support - sharing in \$72,645 in funding support. While each of the finalists will use the funds for their individual programs, they all

share a common theme; to benefit the local community and directly change the lives of people in need. For Jack Hillis from Bloss Riverina, the event was transformational. "Thursday night was a night that I will never forget! What an opportunity for our small charity to share what we are doing in the local community," he enthuses. "The energy in the room at the first ever Pitch Up Wagga left me with goosebumps and I'm continually reflecting on the moment and having to pinch myself that it happened. I'm sure the first ever Pitch Up Wagga will be remembered forever!"

The three event partners have joined forces again with TFN and Pitch Up Wagga Wagga will return to the region on 21 March 2024.



“Putting on such a unique event that has not previously been seen in Wagga was a little nerve racking at times but we knew that people in Wagga have a reputation for being generous. The night exceeded our expectations and we couldn't be happier to know that we have all come together to help expand the important work of Bloss, Carevan and Pro Patria as they support more people in our local community.”

Annette Davies, WDF Accounting

GIVING HEROES

NURTURING THE NEXT GENERATION OF GIVERS

Giving Heroes is a platform aimed at nurturing the next generation of givers, providing young people the chance to take action and raise funds for causes they care about.

In 2023, Giving Heroes once again introduced young people to the joy of giving and laid a strong foundation for lifelong giving behaviours.

With Waratah Education Foundation providing matched funding and Moose Toys hosting a watching party and also contributing, it was a joy to see so many young people doing chores, baking cupcakes and donating their pocket money to help other kids in need.

As our Giving Heroes platform and sponsorship profiles remain active into FY24, the fundraising efforts of kids and school groups have continued, further growing the total raised for Big Group Hug, One Ball and ID. Know Yourself.

“The dedication of the children and young fullas (the awesome superheroes) who drove the fundraising for Giving Heroes was truly remarkable. Through the funding we received from their efforts we were able to provide an enriching experience for our Mentees at our Concrete to Country camps, fostering personal growth, cultural exchanges and giving these kids the opportunity to deeper understand themselves and the world around them.



This generosity and belief in the power of our cultural camps has made a significant difference in our Mentees. We are immensely grateful for the support from the TFN community and the young Giving Heroes and look forward to continuing this incredible partnership as we work together to create a brighter future for all.

Galangoor nyin (thank you)!”

Isaiah Dawe, ID Know Yourself



“Giving Heroes gave us a platform and to give the children enrolled in our care the opportunity to fundraise for something they felt passionate about. We chose ID Know Yourself as we wanted to extend on our learning from Reconciliation and NAIDOC Week and give back to Aboriginal and Torres Strait Islander communities. Our kids loved getting involved and working together to fundraise, creating items to sell including baked treats and bookmarks and even designing posters to inform the school community of our fundraiser.

Our kids were able to work on a shared project collaboratively over an extended period and gave us the opportunity to provide leadership opportunities for children and invite our families to engage in the fundraising. We are excited to extend on this and look forward to participating again next year!”



Kate Lienert, Crown St OOSH



\$43,729
raised for kids charities.



376
kids engaged in fundraising activities across Australia through Giving Heroes.



465
kids expected to be impacted through the funded programs.

FUELLING OUR MISSION

Events & Workshops

Client Events & Workshops for Larger Non-Profits, Corporates & Foundations FY23

To bring even more people together for good, TFN offers our live and virtual events model and pitch coaching workshops to the broader philanthropic sector, companies and local government. This provides a revenue stream to TFN, helping to reduce our dependence on philanthropic funding while supporting the broader non-profit sector and deepening the culture of giving in Australia.

In FY23, TFN supported organisations large and small as they sought to engage their donors and meet their fundraising and engagement targets. With audiences and speakers from around the world, these crowdfunding events powered by

TFN ranged from life-changing interventions in rural Africa to facilitating a charity dinner that inspired \$1 million in kind, pro bono and cash donations to build a new youth accommodation.

Returning clients in FY23 included Good Return, Murrumbidgee Primary Health Network, Property Industry Foundation, RSPCA NSW, Sage Foundation, Sir David Martin Foundation, The Life You Can Save Foundation, Women for Change and World Bicycle Relief. TFN also partnered with Social Impact Hub to host two pre-screenings of the upcoming documentary Uncharitable and raise funds for the supporting social impact campaign.

What we offer:

LIVE CROWDFUNDING EVENTS POWERED BY TFN

We upskill and support corporate and non-profit clients to run their own 'powered by TFN' live crowdfunding events by sharing our expertise, methodology and key elements of success. Delivered virtually, in-person or both, these events engage, educate and inspire donors at a fraction of the cost of traditional fundraising events. TFN guides clients through the entire experience.

PITCH COACHING WORKSHOPS

Our workshops help social change leaders perfect the art of pitching and storytelling, ultimately to engage new audiences and secure more funding. Every presenter at our events is provided pitch coaching by one of our experienced coaches. We also offer standalone workshops to non-profit leadership teams, boards of directors and community foundations.

GRANT-MAKING EVENTS

TFN's grant-making events provide an engaging way to get the local community involved in the allocation of grant funds to organisations addressing local needs. This empowers the local community to be part of the decision-making process and create a deeper sense of connection. Similarly, companies can engage and empower their employees to participate in the grant-making process by inviting them to choose how their foundation's grant dollars are distributed and providing opportunities to contribute both their time and their money to causes they care about.

INDEPENDENT SELECTION PROCESS

TFN can assist in facilitating an independent selection process by supporting an open call for application, facilitating a selection panel and conducting a due diligence review.

POWERED BY TFN IMPACT AT A GLANCE

12 MONTHS TO JUNE 2023



15 POWERED BY TFN EVENTS



1,578 ATTENDEES



37 PROGRAMS FUNDED



\$2,444,839
GENERATED/GRANTED



21 PITCH COACHING
WORKSHOPS



129 LEADERS COACHED

POWERED BY TFN CLIENT SPOTLIGHT **WOMEN FOR CHANGE**

When Women for Change was established in 2016, it was with the mission to empower women through education. They believe that if you educate a woman, you change a community, lift up a country, and open the possibility of a better future for all of humanity. Women for Change utilised the TFN live crowdfunding model in May this year to raise awareness and financial support for a number of local tertiary education projects across the world, each with their own unique story of transforming women's lives and communities.

For Kylie Maddern, then General Manager of Women for Change, the style of a TFN event is uniquely suited to the Women for Change

projects. "The TFN event style is a very inclusive way for people to learn about what we do and to engage in supporting the students," explains Maddern. "The power of 'all of us' to make a difference in the lives of young women through education is fully evident and the virtual event delivery allows them to direct their donations to the students that they identify with the most."

Bringing together communities and being able to show the tangible outcomes of funding support is key to the success of any funding event for Women for Change. And the TFN model which actively bridges the distance between funders and recipients makes the experience more enriching and engaging.

"We are confident that the live crowdfunding style will bring the audience joy which in turn prompts them to support where they can at the event," confirms Maddern. "And this then trickles down to further support at a later date without any obligation."

The social impacts of the global Women for Change projects funded through the TFN partnered event in May have been truly remarkable:

23 young women in Indian orphanages are completing a tertiary qualification to provide them with a direction for their future and avoid them being evicted

onto the streets when they turn 18.

25 young women in Mumbai, India are completing the second year of their university studies as well as completing additional job readiness programs such as computer skills, english proficiency and interview skills to get them job ready and more competitive for intern positions.

20 young women from marginalised communities in Kathmandu, Nepal are receiving a quality education studying Year 11 (Plus 2) learning subjects such as law and health science which would otherwise be beyond their reach.



Kylie's top three tips for grassroots non-profits growing their funding networks and scaling their offering:

1. Help your donors to understand how their support makes a difference by bringing them as close as possible to the beneficiaries of their donations. **Allow them to feel why donating is important.**
2. Encourage your donors to join with you in a community of supporters to work together with you to improve outcomes. **Make them feel that they are part of your team.**
3. **'Dream Big'** - set your goals and make them happen.

LOOKING AHEAD

A Catalyst for Change

For the past 10 years, TFN has been a disruptive innovator to the way philanthropy systems practice. We have connected more than 23,000 people to 550 for purpose programs, very often catalysing new money into the sector and creating connections that last long into the future.

Our collective giving model focuses on building the capacity of under-funded, place-based grassroots non-profit organisations across Australia who deeply understand the social fabric of the vulnerable communities they represent and the systemic forces at the root of social problems.

MULTIPLIER EFFECT

By giving to and through TFN, funders can impact a broader number of social change initiatives and pool their resources with other like-minded people and organisations.

COLLABORATIVE

Our collaborative approach connects businesses, philanthropy, local communities and government to accelerate change. We provide opportunities for people to learn about social issues, give in meaningful ways and deepen community connections.

BEHAVIOURAL CHANGE

TFN's engaging event experience spreads the joy of giving and influences giving behaviour both in the moment and over the long-term, deepening the culture of giving in Australia.

ACCESSIBLE GIVING

TFN provides a vehicle for all Australians - regardless of their income level - to incorporate giving as a way of life by providing an event-based vehicle for giving, volunteering and ongoing engagement. This aligns with the ambitious, yet achievable goal championed by the Hon. Dr Andrew Leigh MP and Philanthropy Australia to double giving in Australia to 1.6% of GDP by 2030.



KEY FOCUS AREAS

Drawing on the insights gained over our first decade of impact, we believe TFN can deepen our contribution and galvanise support to address entrenched disadvantage by organising our efforts around key focus areas.

We will be working in collaboration with key partners and stakeholders around each focus area to ensure our collective efforts realise the greatest societal return. In addition to our Flagship Events and ongoing Alumni program, TFN will create opportunities for our network to share ideas and learn from each other through thought leadership and connector events.

PRELIMINARY EVENT SCHEDULE

THRIVING YOUNG PEOPLE

Melbourne & Sydney, March 2024

EQUITY & INCLUSION

Sydney, May 2024 & Melbourne, June 2024

FIRST NATIONS

Melbourne & Sydney, August 2024

LOCAL COMMUNITIES

Pitch Up Wagga Wagga, March 2024

Give Where You Live Geelong, August 2024

United Way Glenelg, September 2024

Canberra Grassroots, September 2024

Queensland Grassroots, October 2024

**This is a preliminary event schedule and is subject to change*

THRIVING YOUNG PEOPLE

We will support and champion community-driven collaborations for young people that bring together the right individuals, resources and ideas aimed at breaking cycles of disadvantage and reducing inequalities.



EQUITY & INCLUSION

We believe all people should have equal access to employment, education and economic opportunity and that a sense of belonging and well-being is essential for people to reach their full potential and contribute to a thriving society.



FIRST NATIONS

Aboriginal and Torres Strait Islander people have the knowledge, skills and the ways of working to best respond to their community needs. We are committed to a fair and equitable Australia that recognises and respects our First Nations people and will support programs that are focused on improving health, education, and economic inclusion for First Nations people and communities across Australia.



LOCAL COMMUNITIES

Vibrant, resilient and revitalised remote, rural and regional communities are essential to Australia. We seek to support these communities and, where possible, engage local partners to deliver the TFN model, ensuring local people are at the centre of decision making and showcasing community-led solutions.

FINANCIALS

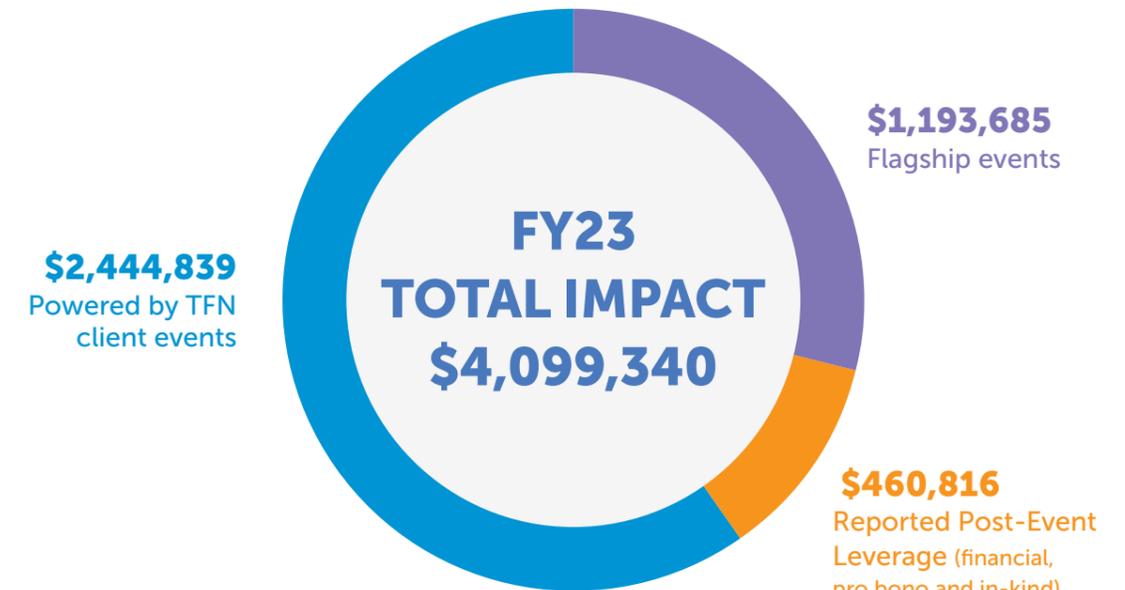
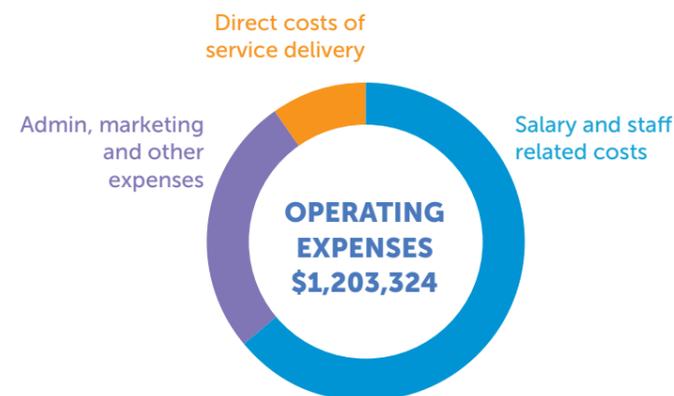
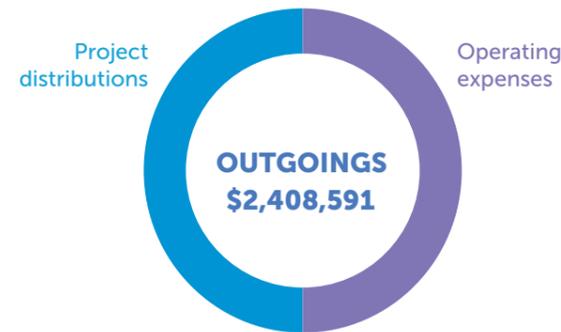
These accounts are an extract from our audited annual financial statements for the year ended 30 June 2023, which are available on request.

| | 2023(\$) | 2022(\$) |
|---|------------------|------------------|
| REVENUE | | |
| Pledges at events* | 1,302,908 | 1,268,311 |
| Capacity building services and other income | 255,695 | 225,726 |
| Government support - federal and state | 0 | 67,193 |
| Donations and grants | 879,651 | 858,974 |
| Interest | 9,106 | 2,155 |
| Total Revenue: | 2,447,360 | 2,422,359 |

| | 2023(\$) | 2022(\$) |
|------------------------|------------------|------------------|
| OUTGOINGS | | |
| Project distributions | 1,205,267 | 1,194,606 |
| Operating expenses | 1,203,324 | 1,333,053 |
| Total Outgoings | 2,408,591 | 2,527,659 |
| Surplus/(Deficit): | 38,769 | (105,300) |

| | 2023(\$) | 2022(\$) |
|--|-----------|-----------|
| BREAKDOWN OF OPERATING EXPENSES | | |
| Salary and staff related costs | 771,196 | 917,416 |
| Admin, marketing and other expenses | 315,143 | 319,713 |
| Direct costs of service delivery | 116,985 | 95,924 |
| | 1,203,324 | 1,333,053 |

| | | |
|---------------|----------------|----------------|
| Equity | 845,708 | 806,939 |
|---------------|----------------|----------------|



Note: TFN only processes payments for its Flagship events and select regional and client events. Numbers for events where TFN did not process payments are estimates only and based on data provided by partners, clients and alumni.

*Includes all events where TFN processed payments.

OUR PEOPLE

OUR BOARD



Shaun Kamler
Chair



Melissa Abu-Gazaleh
Director



Jordan Griffiths
Director



Liza-Jayne Loch
Director



Bill Marynissen
Director



Lesley Symons
Director
(through July 2023)



Meaghan Lynch
Co-Company Secretary



Louise Roberts
Co-Company Secretary

OUR TEAM



Kristen Lark
CEO



Andrea Heffernan
Director,
Purpose & Impact



Madeline Alderuccio
Purpose & Impact
Coordinator



Seb Bown
National Partnerships
& Events Manager



Rabia Lockwood
Marketing &
Communications
Manager



Isabel-Marie Valencia
Events &
Communications
Coordinator

We are grateful to PwC Australia for providing low bono solutions to optimise our governance and financial operations.

CONSULTANTS & ADVISORS



Emily Carr
Pitch Coach



Lisa Cotton
Co-Founder
& Advisor



Richard Duncan
Pitch Coach



Eleanor Hewitt
Consultant



Rob Irving
Pitch Coach



Patrick Lindsay
MC & Pledging
Facilitator



John Loebmann
Pitch Coach,
MC & Pledging
Facilitator



Julie McDonald
Advisor



Veronica Milsom
MC & Pledging
Facilitator



Jacinta Parsons
MC & Pledging
Facilitator



Fae Robinson
Pitch Coach



Sue Stewart
Office Coordinator
(volunteer)



James Valentine
MC & Pledging
Facilitator



Matt Wicking
Pitch Coach,
MC & Pledging
Facilitator

OUR SUPPORTERS & PARTNERS

2023 Network of Support

As a true collective, TFN relies on the generosity and support of our network: everyday Australians, philanthropists, foundations, businesses, non-profit organisations and social enterprises that share our passion to create social change. Thank you for making our work possible.

Major Funding Partners & Supporters

5point Foundation
Accenture
AMP Foundation
Bill Manos
Clare Murphy Fund
Evans5 Fund
Fairness Fund
Hantomeli Foundation
Harris Charitable Foundation
Heather & Bill Webster
Helping Hand Fund
Lesley & John Grenshaw
Macquarie Foundation
Mulder Family Foundation
Osborn Family Fund
Rob Keldoulis
The Snow Foundation
Vasudhara Wild Woman Fund
VivCourt Trading

Event Hosts & Matching Partners

AMP Foundation
ASX
Be BlueRock Foundation
Australian International Development Network (AIDN)
Deloitte
Evans & Partners
IOOF Foundation
Moose Toys
Morgans Foundation
Waratah Education Foundation
Wheelton Philanthropy

Event Supporters

Australians Investing In Women
Clayton Utz
Philanthropy Australia
Queensland Community Foundation
Shadforth Financial Group
Social Enterprise World Forum
Social Impact Hub
White Box Enterprises

Regional Partners

Ballarat Foundation
Give Where You Live Foundation, Geelong
Hume Bank
Into Our Hands Foundation, Wangaratta
MacArthur Real Estate
United Way, Glenelg
WDF Accounting & Advisory

Pro Bono & Alliance Partners

Allens Lawyers
Baker McKenzie
Blue Rock
Clayton Utz
Communteer
Fundraising Force
Good2Give/Workplace Giving Australia
Hall and Wilcox
Kilfinan Australia
KPMG
Lynxx
Non-Profit Alliance
Parkour Consulting (Emily Carr)
QUT, The Australian Centre for Philanthropy and Nonprofit Studies
Small Nonprofit Alliance
Tanarra Social Purpose
Vu Consulting

Clients

ActionAid
AMP Foundation
City of Sydney
Ecstra Foundation
Good Return
Kids First
Mummy's Wish
Murrumbidgee Primary Health Network
Nadia & Alf Taylor Foundation
Property Industry Foundation
RSPCA NSW
Sage Foundation
Taronga Conservation Society
Sir David Martin Foundation
Women for Change
Woodards Foundation
World Bicycle Relief
Youth Live4Life



GLOBAL IMPACT

TFN Australia is part of a global network that includes affiliates in 20 countries around the world.

The Funding Network was founded in the UK in 2002 and introduced in Australia in 2013 by Lisa Cotton and the late Steve Lawrence AO.

To date, the global network has raised over £17 million, with £9.8 million in the UK. These funds have supported the work of 2,500 small non-profit organisations around the world and improved the lives of tens of thousands of their beneficiaries.

GET IN TOUCH

thefundingnetwork.com.au

Alumni: rootsofchange.org.au

Giving Heroes: givingheroes.com.au

Email: info@thefundingnetwork.com.au



THE FUNDING NETWORK
AUSTRALIA

