



THE FUNDING NETWORK  
AUSTRALIA

# ANNUAL REVIEW

FINANCIAL YEAR 2024

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**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 11 years, TFN has facilitated over \$29 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.

## Impact to November 2024



**192**

Live Crowdfunding Events



**\$29.9 Million**

Facilitated\*



**24,890**

Guests

**2,256**

Leaders Coached



**595**

Programs Funded

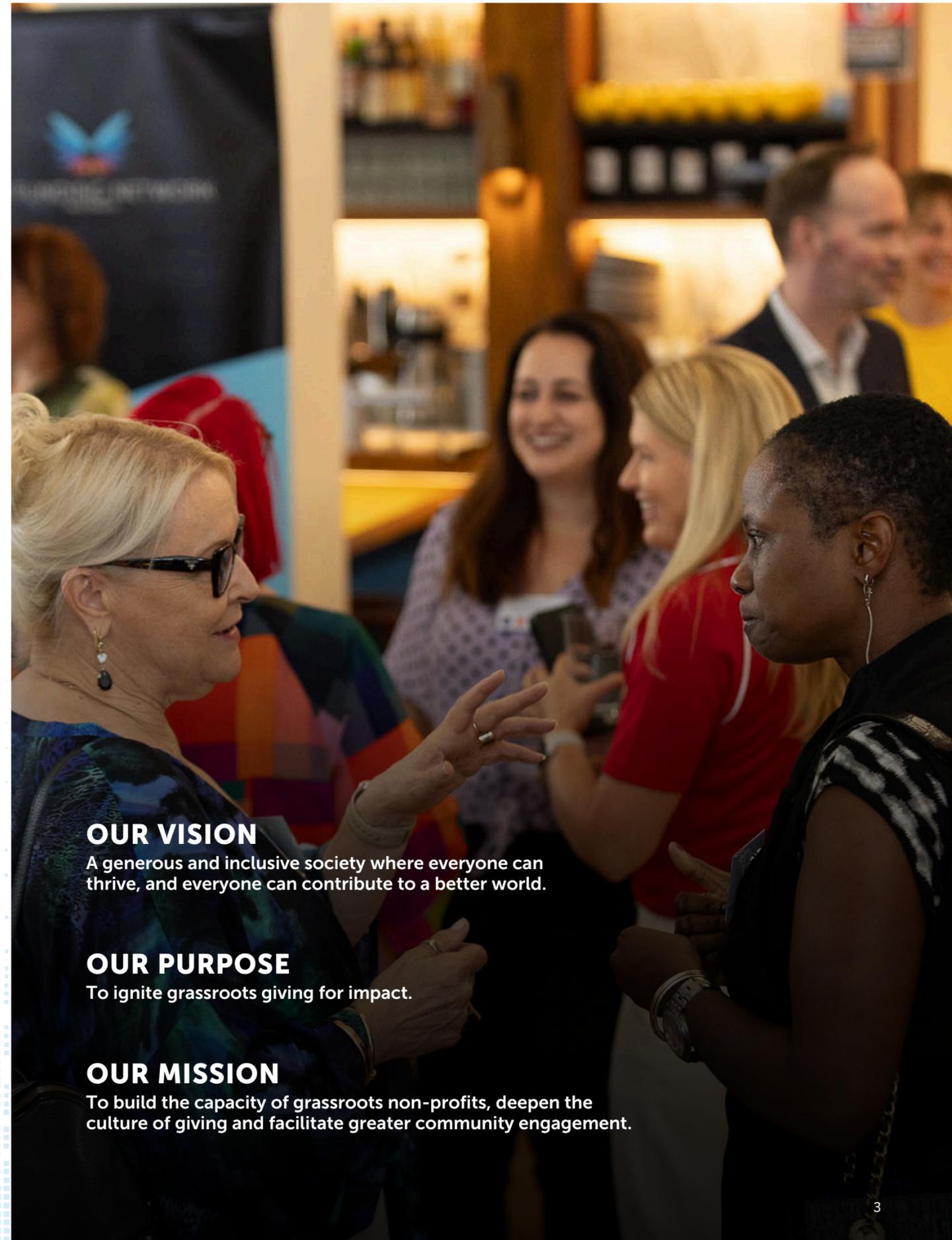


**\$1.2 Million**

Pro Bono Support for our Alumni



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



### 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.

# A message from the Chair and CEO

**Dear Friends and Supporters,**

FY24 marked a year of transition for TFN. The shift in our Flagship program to focus on key issue areas and a sharpened focus on our Alumni program and measurement framework are expected to deepen our impact while strengthening our ability to garner support for TFN and the organisations we serve.

In FY24, eight Flagship events across Australia inspired \$932,527 in pledges to grassroots programs and our Alumni network reported \$1.45 million in financial, pro bono and in-kind support. When combined with our regional partner and powered by TFN events, our total impact was \$4,957,031. The power of TFN has always been about more than just raising funds; it's about catalysing lasting change. These numbers embody the essential support and capacity building TFN provides to grassroots organisations addressing entrenched disadvantage.

While TFN's overall impact remains strong, our FY24 financial performance was negatively impacted by a challenging macroeconomic climate and changes in

funding cycles. A decline in revenue – including pledges at events, capacity building services and donations and grants – resulted in a loss of \$349,640 for FY24. In response, TFN will continue recalibrating our operating model and fee-for-service offerings, seeking to diversify our revenue streams and build new partnerships to expand our client base.

As we continue to navigate this complex environment, collaboration and innovation will remain core tenets of our approach. It is a pivotal moment for TFN, one that underscores the importance of sustaining the support networks we have built together. The need has never been greater - for TFN and the grassroots organisations working to improve the lives of those in need.

Your support fuels a growing social movement of people, communities and solutions that lift up countless others. We are immensely grateful to our network for making this work possible. Together, we can continue to amplify the voices of grassroots leaders and create enduring ripples of positive change.



With gratitude,

Shaun Kamler  
Chair of the Board

Kristen Lark  
Chief Executive Officer

# 2024 marks the beginning of our next decade of igniting grassroots giving in Australia.

The Funding Network (TFN) serves as a catalyst and amplifier for grassroots organisations, empowering them to expand their impact and thrive. By fostering innovation, collaboration, and sustainable growth, we elevate these organisations and bring attention to their successes, inspiring others to get involved and support their missions. Your partnership helps us strengthen the platform for grassroots programs, giving them a louder voice and a larger community of supporters.

**Together, we can shape a brighter, more inclusive future by investing in grassroots organisations helping people in need.**

## FY24 in Numbers



**17**  
Live Crowdfunding Events

**139**  
Leaders Coached



**\$3.5 Million**  
Facilitated\*

**47**  
Programs Funded



**1,567**  
Guests

**\$1.1 Million**  
Additional Donations Reported After the Event



**8,431**  
People Impacted by Funding Support

**\$380,540**  
Pro Bono Support for our Alumni



*\*Includes funds raised at our Flagship, regional partner, and Powered by TFN events.*

## FY24 was a year of transformation for TFN...

### Grassroots Giving: A Catalyst For Change

In FY24, TFN Flagship events raised funds for 24 grassroots organisations. We coached 139 non-profit leaders and supported 245 active Alumni through our dedicated professional development program. An estimated 8,431 people will benefit from the grassroots programs we collectively funded this year.

### TFN Alumni: Starting Small And Growing Strong

For the 270+ social change entrepreneurs who have pitched at TFN flagship events, access to funding at these events and ongoing capacity building through the Alumni Program has been invaluable. Currently, 70% of TFN Alumni are now considered medium or larger by the ACNC, which is a testament to TFN's skill and diligence in selecting the most promising grassroots initiatives and supporting them to thrive.

### Impact Areas: A Collaborative Approach for a Thriving Australia

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 four focus areas: Thriving Young People, Equity & Inclusion, First Nations and Local Communities.

TFN DONOR NETWORK

**Your compassion  
changes lives...**

# Thriving Young People

We 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.

In FY24, programs featured empowered children and young people and supported improving health and well-being, access to quality education, school to work transition, and employment to achieve social connectedness, personal significance and emotional wellbeing.

**\$288,148**

dollars raised supporting an estimated

**2,362**

young people around Australia.



Ocean Mind, Thriving Young People Alumni, 2024

# Grassroots programs supported:



## Confit Pathways

Sydney, March 2024

**\$50,605**

Goal: Create online hubs to provide virtual mentoring to regional communities in NSW and across Australia.



## Consent Labs

Sydney, March 2024

**\$51,976**

Goal: Expand their youth-led consent education into regional and remote schools in NSW.



## Mountain Track Youth

Melbourne, March 2024

**\$40,540**

Goal: Purchase an excavator to expand their social enterprise offering, supporting the ability to bring in more young people into the program.



## Ocean Mind

Melbourne, March 2024

**\$44,245**

Goal: Extend their therapeutic surf programs to the Mornington Peninsula, supporting the growing need for mental health support.



## Strong Mothers

Sydney, March 2024

**\$49,437**

Goal: Support their multi-year full wrap around program that provides long term support for First Nations mothers and their babies.



## Worthy Cause

Melbourne, March 2024

**\$51,345**

Goal: Allowing additional participants into their employment program, helping more young people experiencing barriers to employment



# Hands up for lasting impact

CONSENT LABS

THRIVING YOUNG PEOPLE, 2024

**When Angelique Wan co-founded Consent Labs with Joyce Yu in 2016, their mission was simple but ambitious: create a society where young Australians understand and engage in respectful relationships free from violence.**

"Consent Labs is a not-for-profit with a bold vision," Wan explains. "We are working towards an Australian society where young people can engage in respectful relationships...free from experiences of violence." Today, the organisation delivers comprehensive consent and respectful relationships education in schools, universities, and communities, reaching thousands of young people across Australia.

With demand growing, Consent Labs faced a significant hurdle in expanding its programs to rural and regional schools, which often lack resources for such initiatives. When Wan pitched

at The Funding Network's Thriving Young People event in Sydney, it opened the door to that expansion, securing critical funding to reach communities that otherwise might not have access to this essential education. One standout project enabled by this funding was a trip to Emmaville Central, a small school in a remote New South Wales town with fewer than 500 residents. "With the funding that we got from TFN, we were able to go out to Emmaville Central and do a comprehensive program with their entire high school, which was so fantastic," Wan shares. For the facilitators, the experience was unforgettable. "They've both labeled it as one of their favourite facilitations of all time."

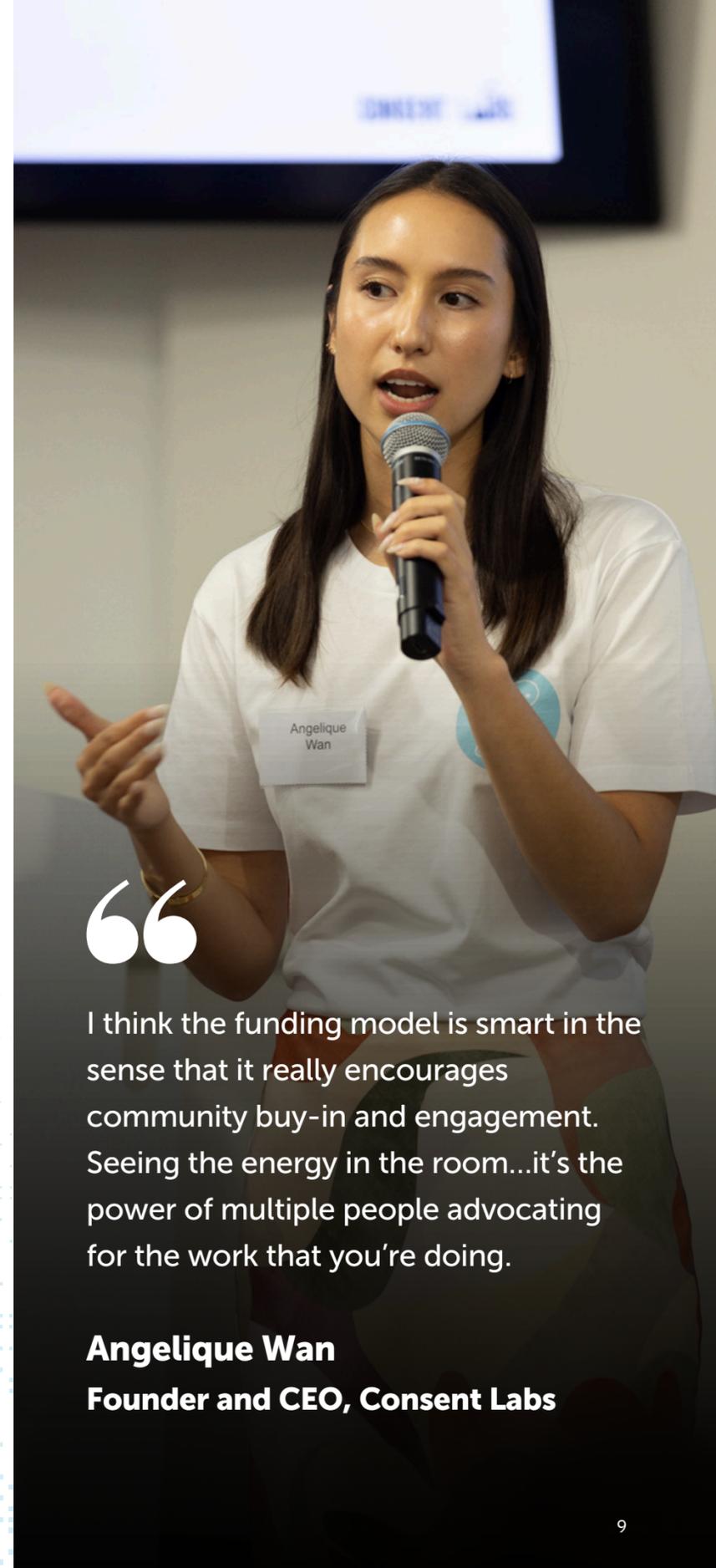
Beyond Emmaville, Wan has been thrilled by the warm reception Consent Labs has received from other schools, particularly in Victoria. "The reception from Victorian schools has blown us all

away," she says, noting that much of the demand comes from regional areas rather than metropolitan hubs. As Consent Labs expands, it underscores the widespread need for respectful relationships education, not only for students but for teachers, parents, and entire communities.

Wan attributes the organisation's success, in part, to the power of community-backed funding models like those fostered by The Funding Network (TFN). "The funding model is smart in the sense that it really encourages community buy-in and engagement," she notes. Unlike traditional funding channels, TFN's approach connects donors directly with the people and stories behind grassroots causes, fostering a shared commitment to social impact. "Seeing the energy in the room...it's the power of multiple people advocating for the work that you're doing," Wan explains.

Since launching in 2016, Consent Labs has grown from a team of two passionate volunteers to an organisation of 40 dedicated employees. Their impact is significant and growing: Consent Labs is nearing an impressive milestone, with nearly 100,000 young people educated just as Australia celebrates the International Day of Consent. Reflecting on this achievement, Wan says, "It feels surreal to say that we've educated that many people. Like that's a massive impact number."

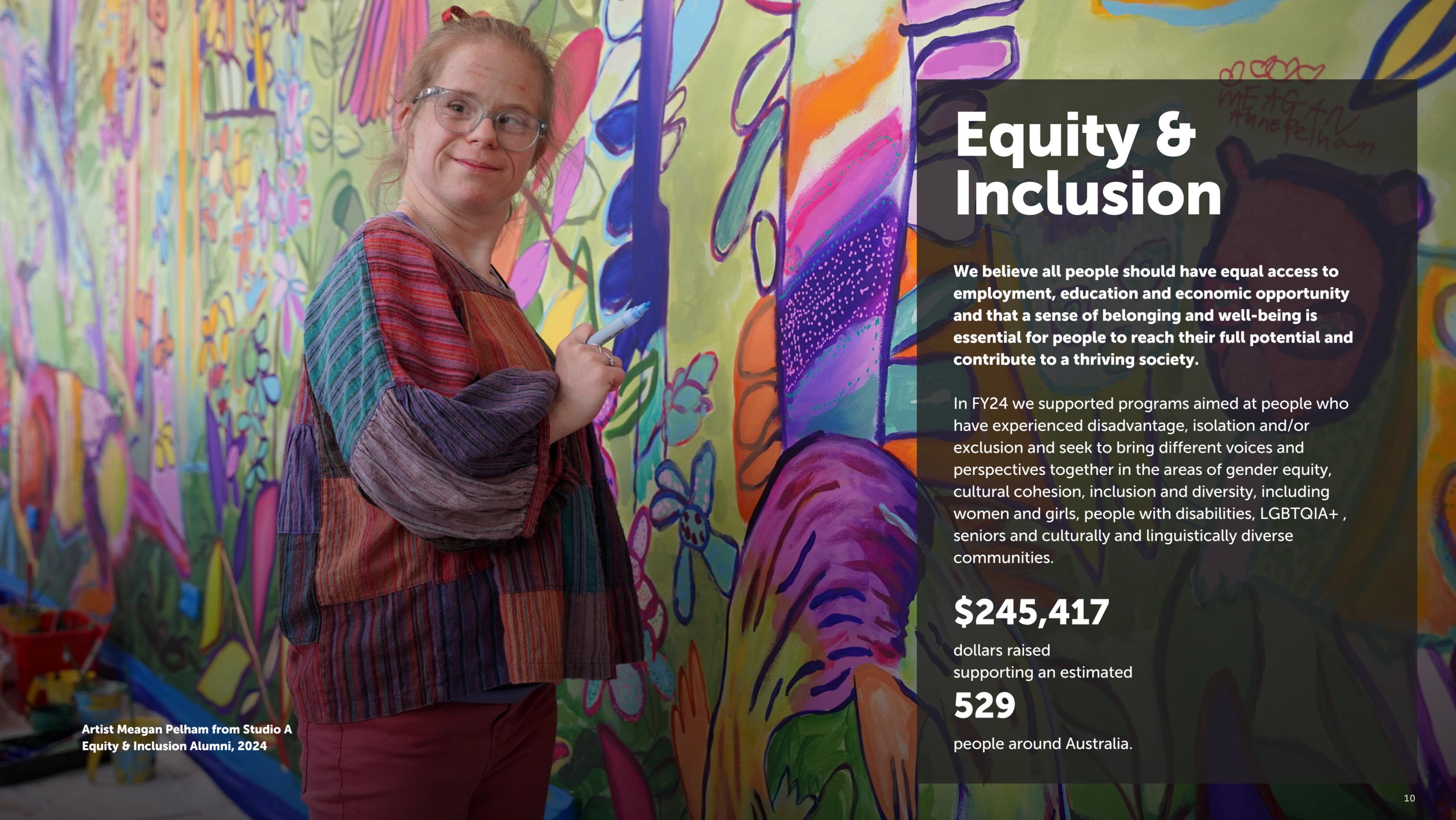
The journey of Consent Labs illustrates the transformative power of grassroots support for catalysing social change. As Consent Labs continues to scale and expand, its work remains a vital step toward a future where respect, consent, and safety are the norms for all young people.



“

I think the funding model is smart in the sense that it really encourages community buy-in and engagement. Seeing the energy in the room...it's the power of multiple people advocating for the work that you're doing.

**Angelique Wan**  
**Founder and CEO, Consent Labs**



# 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.**

In FY24 we supported programs aimed at people who have experienced disadvantage, isolation and/or exclusion and seek to bring different voices and perspectives together in the areas of gender equity, cultural cohesion, inclusion and diversity, including women and girls, people with disabilities, LGBTQIA+ , seniors and culturally and linguistically diverse communities.

**\$245,417**

dollars raised supporting an estimated

**529**

people around Australia.

Artist Meagan Pelham from Studio A  
Equity & Inclusion Alumni, 2024

# Grassroots programs supported:



## 4 Voices

Sydney, May 2024

**\$35,440**

Goal: Support the 'Change can start with a Cuppa' program to allow their outreach van (Snowflake) to operate in 8 locations near the Sydney CBD.



## Olivia's Place

Melbourne, June 2024

**\$24,000**

Goal: Establish a local hub in the LaTrobe area, allowing them to support more families through the highs and lows of pregnancy and early parenting.



## Beyond DV

Brisbane, June 2024

**\$24,560**

Goal: Support the recovery and healing of 25-30 children affected by domestic family violence through the HOPE 4 Life program for one year.



## Malpa Project

Melbourne, June 2024

**\$25,150**

Goal: Employ two experienced Aboriginal staff to join their Young Doctors for Life project, training children to be health ambassadors in their communities.



## Coral Sea Foundation

Brisbane, June 2024

**\$21,495**

Goal: Offer Indigenous women from Townsville/Palm Island the chance to deepen their sea country knowledge and monitoring skills.



## Enabled.VIP

Brisbane, June 2024

**\$20,825**

Goal: Polish and scale their online platform as a high-quality mentorship platform for people with disability to become entrepreneurs.



## **Studio A**

**Sydney, May 2024**

**\$34,300**

Goal: Complete a Creative Manifesto, the first artist and disability-led training guide of this kind in Australia.



## **The Freedom Hub**

**Sydney, May 2024**

**\$34,897**

Goal: Expand their employment pathways training programs to reach even more survivors of modern day slavery.

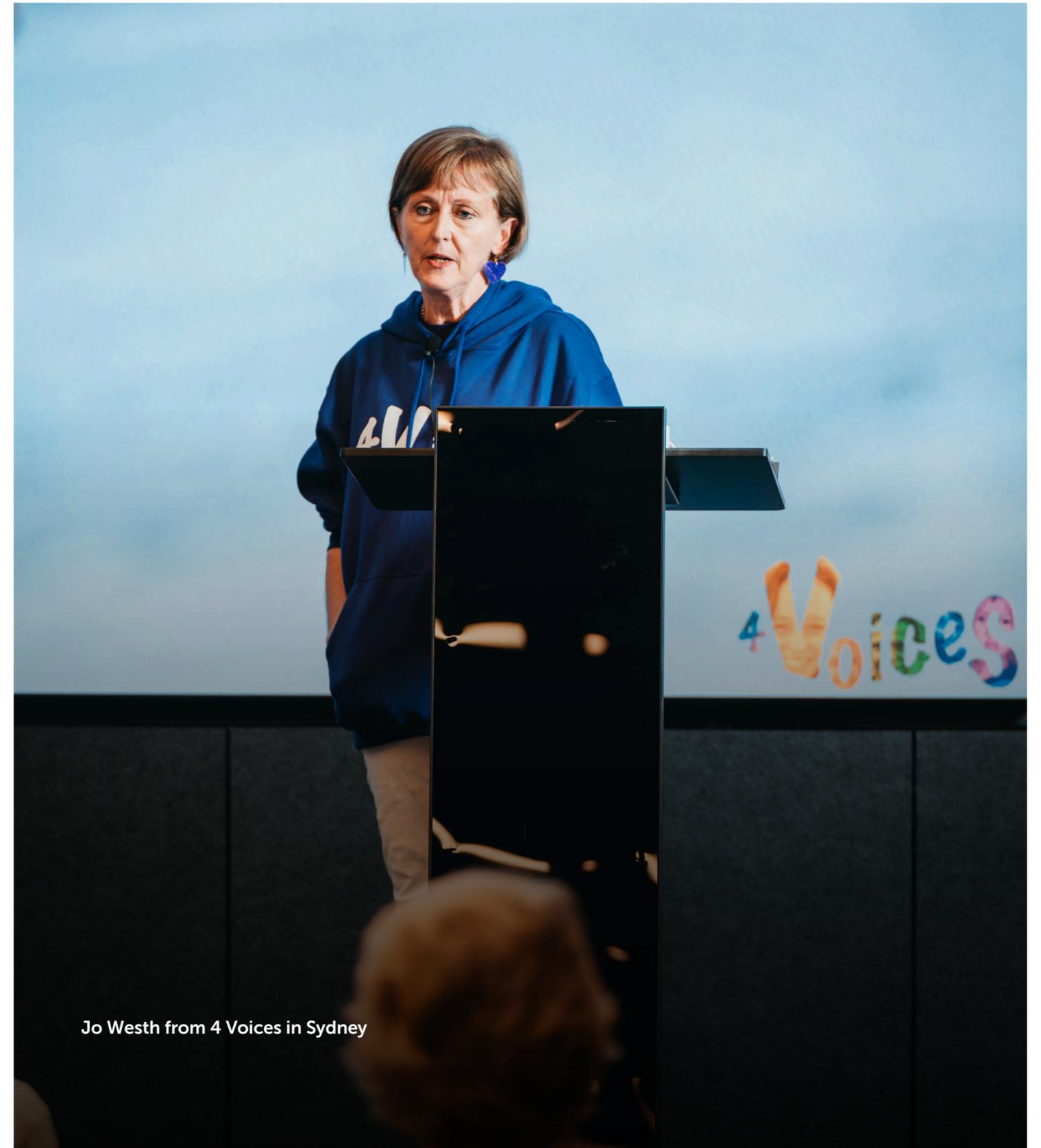


## **TOM: Melbourne**

**Melbourne, June 2024**

**\$24,750**

Goal: Develop their most in-demand prototype, a communication book stand for wheelchairs and desks, benefitting 50 students with disabilities.



Jo Westh from 4 Voices in Sydney



# Empowering Inclusive Innovation

TIKKUN OLAM MAKERS: MELBOURNE  
EQUITY & INCLUSION, 2024

**At Tikkun Olam Makers: Melbourne (TOM), innovation and community collaboration go hand in hand.**

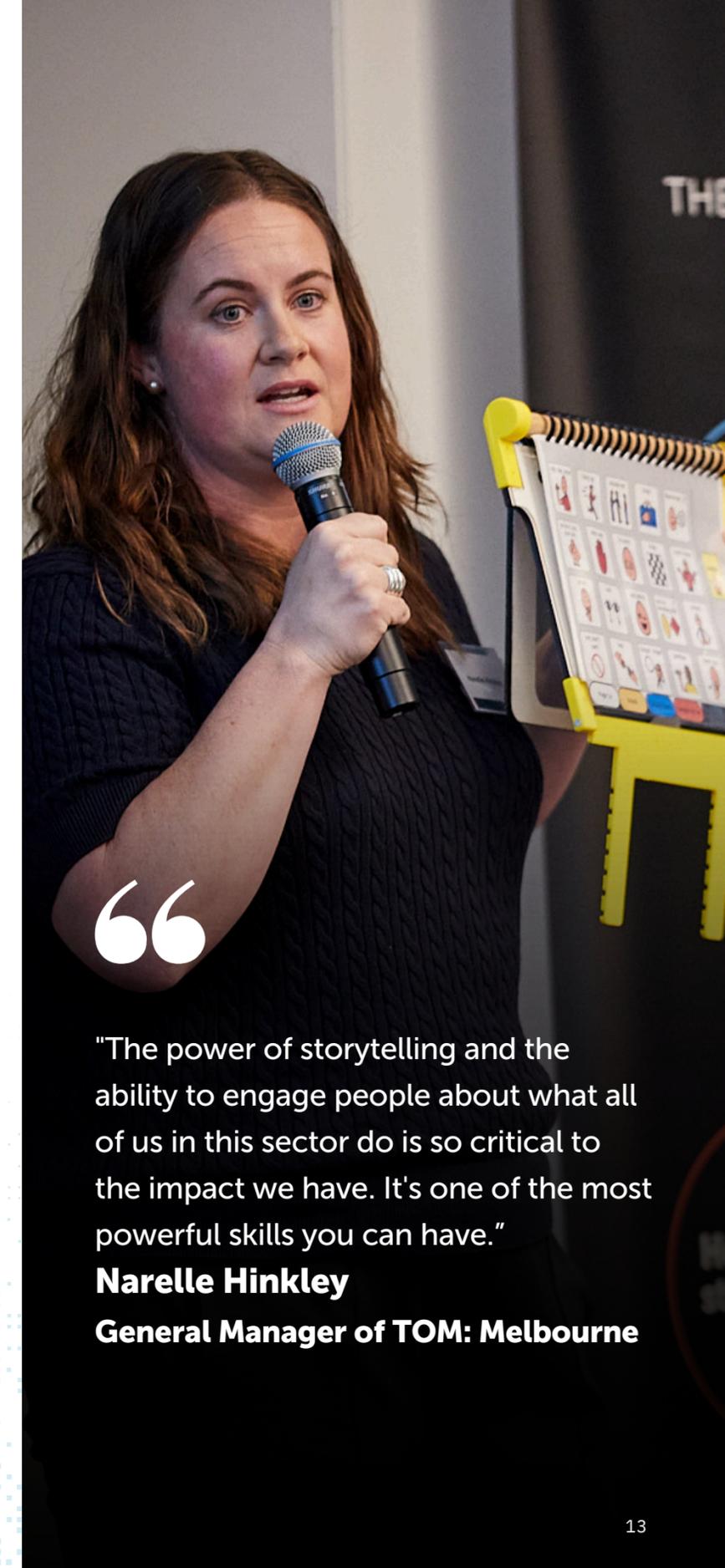
TOM connects individuals with disabilities, known as “need-knowers,” with skilled volunteers, “makers” to develop practical, custom solutions to daily challenges. With The Funding Network’s (TFN) support, TOM has expanded its reach and made significant strides in the assistive technology sector, benefiting from both funding and visibility.

Financial backing through TFN’s Equity & Inclusion event in Melbourne in March allowed TOM to develop prototypes like its communication book stand, created for students with communication needs. “The funding is quite interesting in that the more funding you get, it feels like the more funding you can get,” shared TOM General Manager Narelle Hinkley. This foundational support enables TOM to continue

scaling solutions that reflect user needs, preparing products for broader release.

TFN’s network has opened doors to new partnerships and enduring community relationships. Narelle emphasised that this support has led to meaningful, ongoing relationships within and beyond the disability community. “It’s that network that starts as a result,” she explained, underscoring how TFN’s support goes beyond grants by fostering connections that amplify TOM’s mission and impact. This blend of financial backing and relationship-building has positioned TOM as a leader in inclusive, grassroots innovation, thanks to the collaborative power of TFN’s community.

TOM’s impact demonstrates the unique power of TFN’s funding model, which bridges financial support with community-driven innovation. The relationships formed through TFN have allowed TOM to foster enduring collaborations that amplify its mission. “Thank you for the opportunity to pitch through TFN, and for your ongoing encouragement,” Narelle expressed. She credits these partnerships with helping TOM scale its projects and deepen its outreach, allowing TOM to remain focused on practical, human-centred innovation that addresses real needs in the disability community.



“

“The power of storytelling and the ability to engage people about what all of us in this sector do is so critical to the impact we have. It’s one of the most powerful skills you can have.”

**Narelle Hinkley**  
**General Manager of TOM: Melbourne**

# Local Communities

**Vibrant, resilient and connected communities are essential to Australia. We seek to support local and regional communities by supporting partners on the ground 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 FY24, TFN supported events in Wagga Wagga and Brisbane as well as a special event in Melbourne that featured international development projects in Kenya, Cambodia and Papua New Guinea. Our regional partnership with Give Where You Live Foundation Geelong continues to activate impact in their local community, raising over \$105K at their seventh Pitch Up event in September 2024.

**\$325,560**

dollars raised  
supporting an estimated

**5,450**

people in communities around the world.

TFN Brisbane, October 2023

# Grassroots programs supported:



## Big Brothers Big Sisters

Wagga Wagga, March 2024

**\$21,045**

Goal: Sponsor and train six new mentors to expand their program within the Tumut community.



## Ladybird Care Foundation

Brisbane, October 2023

**\$32,100**

Goal: Expand their program in rural Queensland through employing an indigenous specialist



## RMHC - Southwest NSW

Wagga Wagga, March 2024

**\$18,165**

Goal: Renovate their facilities to continue supporting and giving over 150 families a home-like environment.



## Save Our Supplies

Brisbane, October 2023

**\$26,506**

Goal: Purchase an additional delivery vehicle to collect an additional two tons of clean hospital waste each week.



## Rural Outreach Counselling

Wagga Wagga, March 2024

**\$15,495**

Goal: Launch the 'Movies with Mates' project designed to bring communities together outside of crisis.



## StandbyU Foundation

Brisbane, October 2023

**\$32,801**

Goal: Deploy more than 20 StandbyU Shields to vulnerable children and women across Queensland.



# Connecting Regional Communities

**BIG BROTHERS BIG SISTERS, TUMUT REGIONAL COMMUNITIES, 2024**

**Big Brothers Big Sisters in Tumut (BBBS), is transforming young lives through one-on-one mentorship.**

Located in regional NSW just outside of Wagga Wagga, the Tumut program of BBBS provides friendship-based mentoring for vulnerable young people aged 7-17. Regional communities like Tumut face unique challenges when it comes to accessing funding networks, making Pitch Up a vital opportunity for organisations like BBBS to reach new audiences and supporters. "I thought I might be the outsider as the only non-Wagga organisation," Emma Peacock, Mentoring Coordinator with BBBS told us, "but I was absolutely blown away when we raised the most money out of all three." The \$21,000 raised at the event allowed her to create six new mentor-

mentee matches, expanding the program's impact in the community. "That's six kids whose lives are now hopefully changed for the better," Emma remarked, noting how essential it is for young people to have mentors who consistently show up, no matter what.

Crucially, the Pitch Up event introduced Emma to a broader local network of support, with people reaching out to ask how they could continue supporting the program. Emma recalled one woman who couldn't attend but later called to offer a \$1,000 personal donation after learning about Big Brothers Big Sisters. "She has continued to donate and invested herself into our story," Emma shared, illustrating the ripple effect of community support that extends well beyond a single event. This type of sustained, relationship-

focused engagement resonates deeply with Emma, who values long-term commitments in both mentorship and community support. "That's what I value: long-term relationships," she said, drawing a parallel between her work with Big Brothers Big Sisters and the lasting connections fostered by TFN.

Emma's experience highlights the importance of visibility and storytelling for regional non-profits. "Having an event like Pitch Up gives you a platform to reach a wider audience outside your usual channels," she explained. This exposure not only amplifies the work of Big Brothers Big Sisters but also attracts new supporters and advocates who are moved by the program's mission.

As Emma continues her work, she reflects on the unique resilience of regional communities like Tumut, where challenges such as the cost of living, bushfires, and COVID-19 have tested the local spirit. Despite these hardships, Emma is constantly inspired by her community's generosity and support. "People still give what they can," she said, underscoring the power of local engagement and the commitment to supporting one another.

Through Pitch Up, Big Brothers Big Sisters has gained not only essential financial support but also the community connections that ensure long-lasting impact.



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"I really appreciate that TFN and Pitch Up didn't just end with the event. There's been a relationship ever since. That's what I value: long-term relationships... It's great to work with people who share that mindset."

**Emma Peacock**  
**Mentoring Coordinator, Big Brothers Big Sisters, Tumut**



## **Bright Futures Child Aid**

**International Development,  
August 2023**

**\$61,814**

Goal: Provide physiotherapy training to mothers of children with disabilities in Kenya to enhance their ability to support their child's development.



## **Cambodia Rural Students Trust**

**International Development,  
August 2023**

**\$56,149**

Goal: Provide clean water, sanitation, and health education to rural high schools in Siem Reap.



## **Grass Skirt Project**

**\$61,485**

**International Development,  
August 2023**

Goal: Deliver a sport-based leadership program in Papua New Guinea, teaching about gender equality and reduce violence against women.



**International Development event in Melbourne, 2023**

Bernadene Voss, CEO from Big Group Hug  
attends the TFN Network Connector in Melbourne, 2023.

TFN ALUMNI NETWORK

**Starting small,  
growing strong.**



# TFN Alumni Program

A CATALYST FOR CHANGE

**The combined benefits of fundraising, skills development, and networking provided by TFN are integral to the sustained growth and success of our non-profit Alumni.**

Since 2013, TFN has connected over 23,500 people to 557 purpose-led programs, very often catalysing new money into the sector and creating connections that last long into the future.

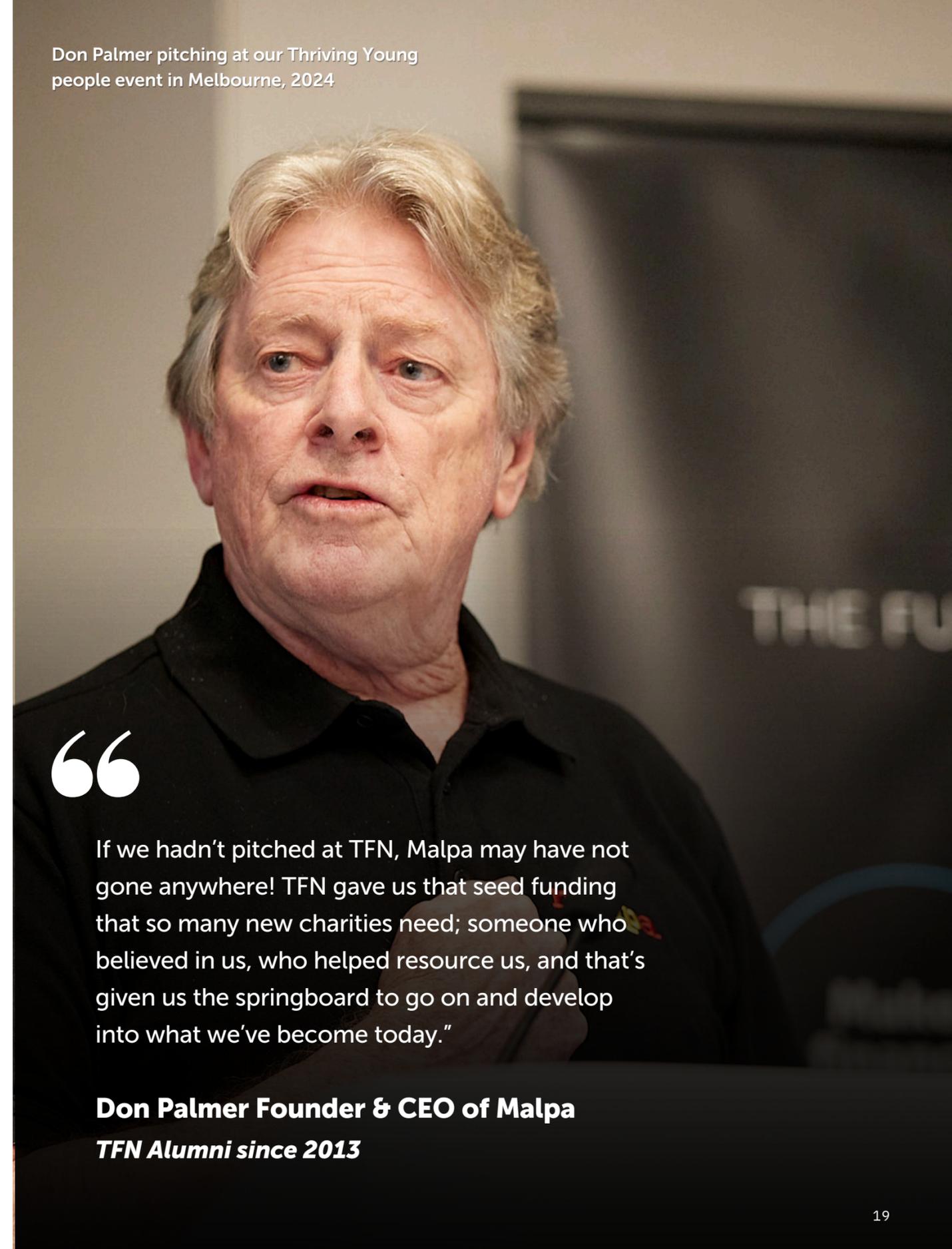
For the social change entrepreneurs who have pitched at TFN flagship events, access to funding at the event and ongoing capacity building through the Alumni Program has proven invaluable:

- 79% of Alumni reporting professional development benefits.
- 67% noted increased organisational capacity.

Key components of the program include pro bono support, alliance partnerships, and networking opportunities. 70% of TFN Alumni are now considered medium or bigger by the ACNC, with 26% considered Large or Extra-Large - a testament to TFN's skill and diligence in selecting the most promising grassroots initiatives, and supporting them to thrive.

**In FY2024, 87 social change leaders from our network of 245 active Alumni accessed 14 pro-bono opportunities offered by our Alliance partners with a total value of \$380,540, alongside donations from within our network totalling over \$1 million.**

Don Palmer pitching at our Thriving Young people event in Melbourne, 2024



“

If we hadn't pitched at TFN, Malpa may have not gone anywhere! TFN gave us that seed funding that so many new charities need; someone who believed in us, who helped resource us, and that's given us the springboard to go on and develop into what we've become today.”

**Don Palmer Founder & CEO of Malpa**  
**TFN Alumni since 2013**



# Supporting Arts with Purpose

**STUDIO A**  
EQUITY & INCLUSION, 2024

**Studio A, led by Artistic Director & CEO Gabrielle Mordy, is redefining what's possible in the art world by creating pathways for artists with intellectual disabilities to showcase their talent.**

Studio A, a non-profit based in Sydney, first pitched at a TFN event in 2016. That seed funding enabled the Studio to grow and scale their impact. "That initial funding allowed us to employ people with intellectual disabilities," Gabrielle shared. Within a year, this support led to the creation of 3,000 square meters of public art, amplifying the visibility and impact of Studio A's artists.

TFN's model fosters not just financial support but also lasting connections. Relationships initiated through TFN events often turn into something more substantial and long-term. Gabrielle recounts how a donor who supported Studio A through that first TFN event years ago returned recently to commission new art. "These relationships have longevity and depth, which is a significant aspect of TFN's model," she noted, underscoring the importance of continuity and trust in building a robust support network.

Beyond funding, TFN's training in storytelling and pitching has been transformative for Studio A. Gabrielle spoke passionately about how honing

her storytelling abilities has been crucial in securing ongoing support and awareness. "The power of storytelling...is so critical to the impact we have," she explained. "It's one of the most powerful skills you can have."

The TFN model stands as a benchmark in grassroots funding, empowering organisations like Studio A to expand, innovate, and engage in meaningful, lasting ways. Through the combination of financial support, network building, and skill development, TFN continues to be instrumental in Studio A's journey, proving that the right resources can create an enduring positive impact.

## Gabrielle's Three Top Tips for Grassroots Non-Profits

### **Embrace Lifelong Learning:**

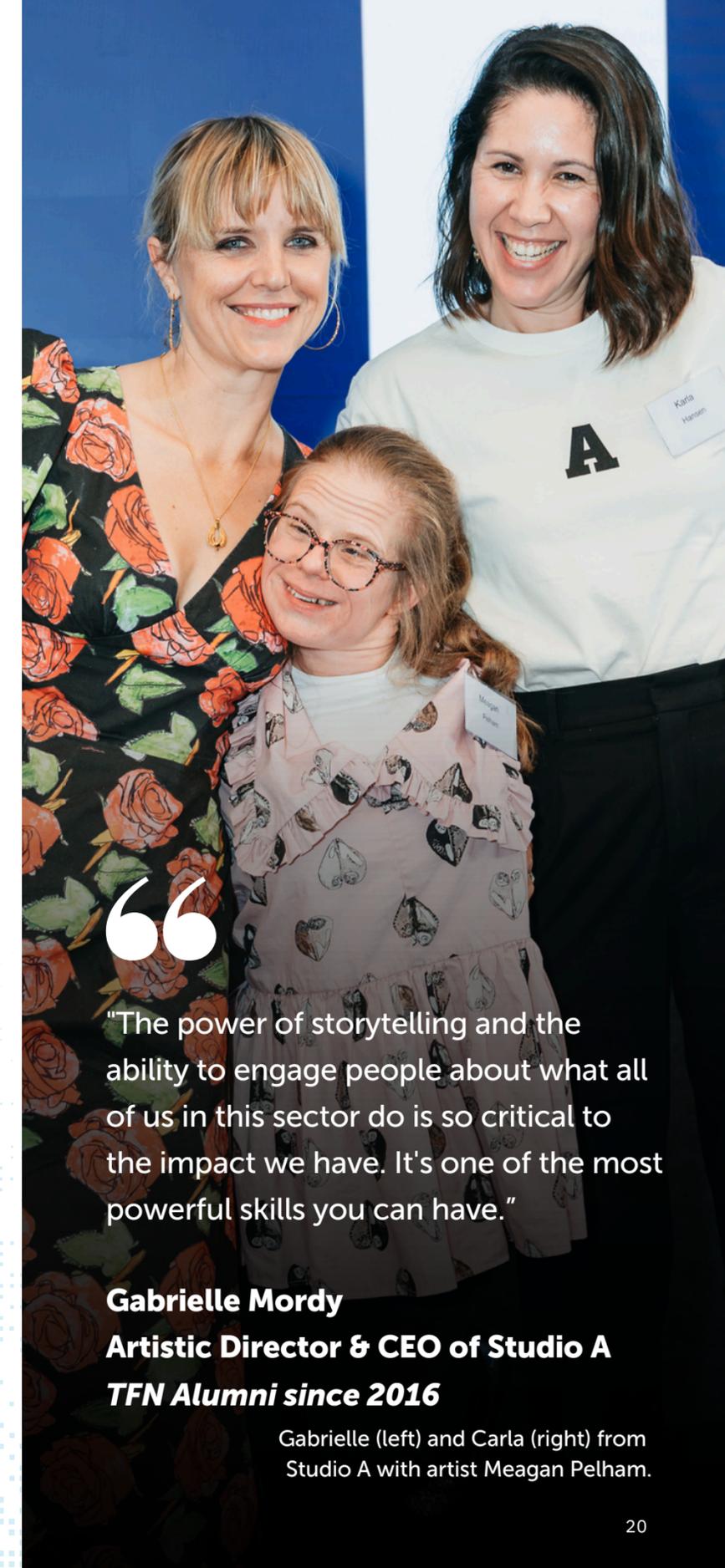
Continuously improve your storytelling and communication skills.

### **Build and Nurture Relationships:**

Value connections for long-term support and partnerships.

### **Invest in Quality:**

Quality resources and assets provide a strong foundation for growth and professionalism.



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"The power of storytelling and the ability to engage people about what all of us in this sector do is so critical to the impact we have. It's one of the most powerful skills you can have."

**Gabrielle Mordy**  
**Artistic Director & CEO of Studio A**  
**TFN Alumni since 2016**

Gabrielle (left) and Carla (right) from Studio A with artist Meagan Pelham.



# A Recipe for Social Change

**WORTHY CAUSE**  
THRIVING YOUNG PEOPLE, 2024

**When Rick Cohen founded Worthy Cause, his vision was clear: create a program where food could be a bridge to self-sufficiency and empowerment for vulnerable people.**

Inspired by his own experiences, Cohen sought to build a social enterprise that could provide essential support for individuals from backgrounds similar to his, offering them the opportunity to build stable lives. "Worthy Cause started as an idea to use food as a way to support and help vulnerable people... helping them move toward stable, self-sufficient lives," he reflects.

The Melbourne-based social enterprise offers employment training in hospitality to individuals facing barriers to stable employment. In March 2024, Worthy Cause pitched at The Funding Network's (TFN) Thriving Young People event, where Cohen shared his story and appealed for

funding. The result? \$50,000 to expand Worthy Cause's kitchen program, enabling 15 participants to engage in on-the-job training that could transform their lives. This funding covered participant wages, allowing Cohen to onboard people more quickly than he otherwise could. "Without that funding, we wouldn't have had the resources to keep supporting them. They may have slipped through the cracks," he says. Instead, the program provided a safe environment and invaluable resources, empowering participants to succeed.

Since the pitch, Worthy Cause has reached its participant capacity, with seven new trainees completing the program. Six have already moved into employment, a testament to the initiative's effectiveness. "It's rewarding to see someone who wasn't capable of maintaining a job at first, now succeed and grow," Cohen notes, recalling

one participant whose journey had been particularly challenging. This young man, who joined the program with significant personal struggles and a history of instability, would have struggled to retain a conventional job. "There were times when we considered removing him from the program early on because it didn't seem like he was committed," Cohen admits. However, the funding support received at the Thriving Young People event allowed Worthy Cause to stay the course with him. Today, this participant is employed, responsibly supporting his family, and on a stable path forward.

Beyond the funding, Cohen emphasises the unique impact of TFN's event model, where bringing funders and non-profits face-to-face, allows direct and meaningful engagement. "What I really like about TFN's approach to fundraising is that it connects community members and allows them to directly support a cause through a personal story," he explains. This format allows funders to create an emotional connection to the cause. "For donors, being able to look someone in the eye, make a promise, and then come back and say, 'Thanks to your help, this is what we've achieved,' is a powerful feeling."

The impact of Worthy Cause extends beyond immediate employment; it transforms lives. As Cohen and his team continue to expand their reach, they are reminded of the strength that comes from community-backed support, and the life-changing impact it can have for those who need it most.



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"What I really like about TFN's approach to fundraising is that it connects community members and allows them to directly support a cause through a personal story... It gives people like me the opportunity to get up in front of a group and share our story, allowing them to make a more informed, emotional decision about where they want their funds to go.."

**Rick Cohen**  
Founder, Worthy Cause



POWERED BY TFN

**Inspiring others  
to ignite impact.**

AirTrunk: Ignite Your Impact  
Powered by TFN, August 2024



# Powered by TFN

**TFN offers our crowdfunding event model and professional development workshops to the broader non-profit sector. These fee-for-service offerings reduce our dependence on philanthropic support and are helping us evolve our funding model and increase sustainability.**



Our crowdfunding events work to engage, educate and inspire donors at a fraction of the cost of traditional fundraising events. By leveraging the power of collective giving and storytelling, and centring the impacts of funding and the lived experience of the presenters, stakeholders are connected with the presenting non-profits on a deeply personal level



Our Impact Storytelling workshops incorporate pitch coaching and presentation practice alongside 1:1 coaching. They are renowned in the sector for giving participants the skills to effectively communicate their unique value proposition and strengthen their capacity to secure better funding partnerships.



“

**What makes a TFN event so impressive is the storytelling and the opportunity everyone has to give and contribute. The audience gets to see firsthand the impacts of their funding and listening to these stories gives them a vision of what they can achieve if they all work together.**

**Kate Mills**  
**CEO, Property Industry Foundation**



# Collaborating to Change Lives

**HUNTER NEW ENGLAND CENTRAL COAST  
PRIMARY HEALTH NETWORK  
POWERED BY TFN, 2024**

**In Australia's Hunter, New England, and Central Coast regions, suicide rates are devastatingly high, highlighting the urgent needs for innovative suicide prevention programs. In partnership with The Funding Network (TFN), the Hunter, New England Central Coast Primary Health Network (HNECC PHN) launched a community-driven funding initiative called Pitch Night. Through this model, community members directly participated in funding decisions, supporting impactful programs across suicide prevention and intervention.**

The Pitch Night enabled HNECC PHN to allocate nearly \$1 million in funding to four key programs, each focused on mental health intervention and suicide prevention. Francesca Groves, HNECC PHN's Suicide Prevention Regional Response Coordinator, emphasised the importance of community involvement: "We wanted to explore innovative solutions that engaged local communities." This approach allows community members, many of whom have personal connections to these issues, to guide funding to the programs that resonate most deeply.

TFN's Powered by TFN model alleviates logistical challenges, allowing organisations like HNECC PHN to focus on their mission without the burden of event management. Francesca shared, "The model allowed us to work with professionals in the crowd-funding space, alleviating the stress and worries of managing the logistics." This partnership frees resources and expertise for expanding critical services into communities.

One participant, Samson, who attended Pitch Night, expressed his enthusiasm for the community-led process: "Being the ones who are able to decide where that money goes – I think this is the way it should be done." The model empowers the local community, making funding a collaborative effort where all stakeholders have a voice.

The collaboration between HNECC PHN and TFN demonstrates how community engagement can shape impactful mental health and youth support initiatives. "It's about injecting our money back into the community, for the community," Francesca noted, underscoring how the Powered by TFN model builds lasting, community-led change.

Through live crowdfunding, the Powered by TFN event model ensures that the people affected by these issues are directly involved in funding decisions, helping to create programs that reflect the true needs and values of the community. Through this innovative model, TFN and HNECC PHN are providing essential support and creating opportunities for young people to thrive.

## **Non-Profit Case Study Top Blokes: Supporting Young Men Through Mentorship**

Among the funded programs at the HNECC PHN Pitch Night was Top Blokes, an organisation dedicated to improving the mental health and resilience of young men.

Top Blokes' programming builds emotional intelligence and promotes open discussions about masculinity. With the funds from Pitch Night, Top Blokes expanded its reach, connecting with more schools and providing critical mentorship programs for at-risk youth.



# Our People

## OUR BOARD



**Shaun Kamler**  
Chair



**Melissa Abu-Gazaleh**  
Director



**Jordan Griffiths**  
Director



**Liza-Jayne Loch**  
Director



**Bill Marynissen**  
Director



**Meaghan Lynch**  
Co-Company  
Secretary

## OUR TEAM



**Kristen Lark**  
CEO



**Andrea Heffernan**  
Director of Purpose  
& Impact



**Vicki Norton**  
Director of Engagement



**Seb Bown**  
National Partnerships &  
Events Manager



**Rabia Lockwood**  
Marketing &  
Communications  
Manager



**Madeline Alderuccio**  
Purpose & Impact  
Coordinator



**Isabel-Marie Valencia**  
Events &  
Communications  
Coordinator



**Asad Abbasi**  
Finance Officer

## CONSULTANTS & ADVISORS



**Emily Carr**  
Pitch Coach



**Lisa Cotton**  
Co-Founder & Advisor



**Richard Duncan**  
Pitch Coach



**Rob Irving**  
Pitch Coach



**Julia Limb**  
Pitch Coach



**John Loebmann**  
Pitch Coach, MC &  
Pledging Facilitator



**Jacinta Parsons**  
MC & Pledging  
Facilitator



**Fae Robinson**  
Pitch Coach



**James Valentine**  
MC & Pledging  
Facilitator



**Matt Wicking**  
Pitch Coach, MC &  
Pledging Facilitator

## GOVERNANCE

TFN Australia is committed to best-practice governance and processes that enhance our effectiveness and ensure transparency and accountability to our stakeholders. TFN is a Public Benevolent Institution (PBI) and registered as a charity with the Australian Charities & Not-for-Profit Commission (ACNC), constituted as a public company limited by guarantee, called The Funding Network Australia Limited (ABN 75 166 134 774), which has deductible gift recipient status, item 1. We are grateful to PwC Australia for providing low bono solutions to optimise our governance and financial operations.

# Our 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.

## Catalyst Partner

AMP Foundation

## Platform Partners

Accenture

Harris Charitable Foundation

Macquarie Group Foundation

The Snow Foundation

## Capacity Partners

Clare Murphy Fund

The Frederick Mulder Foundation

Hantomeli Foundation

Manos Foundation

Pinnacle Foundation

## Event Hosts & Matching Partners

Accenture

AMP Foundation

Atlassian

Australian International Development Network

Barr Family Foundation

Clayton Utz

Deloitte Foundation

Evans & Partners

Gabo Foundation

Hupert Foundation

Intrepid Foundation

Keeble Family Foundation

Morgans Foundation

Waratah Education Foundation

## Event Supporters

Free to Feed

Payments Consulting Network

Plate It Forward

Queensland Gives

SEMZ Property Advisory & Project Management

Swinburne Philanthropy and Social Impact Alumni Sub-Fund (SPSIA)

The Funding Network, International

VivCourt

## Regional Partners

Give Where You Live Foundation, Geelong

Hume Bank

MacArthur Real Estate

United Way, Glenelg

WDF Accounting & Advisory

## Pro Bono & Alliance Partners

AJ Tennant

Allens Lawyers

Baker McKenzie

Blue Rock

Data4Good

Emergent Futures

FundraisingForce

Grantful

Workplace Giving Australia

Hall & Wilcox

Kilfinan Australia

KPMG

Lynxx

NonProfit Alliance

Parkour Consulting

QUT, The Australian Centre for Philanthropy and Nonprofit Studies

Small Non-Profits Alliance

Social Venture Partners Melbourne

Tanarra Social Purpose

The Commons

Vidzero

Vu Consulting

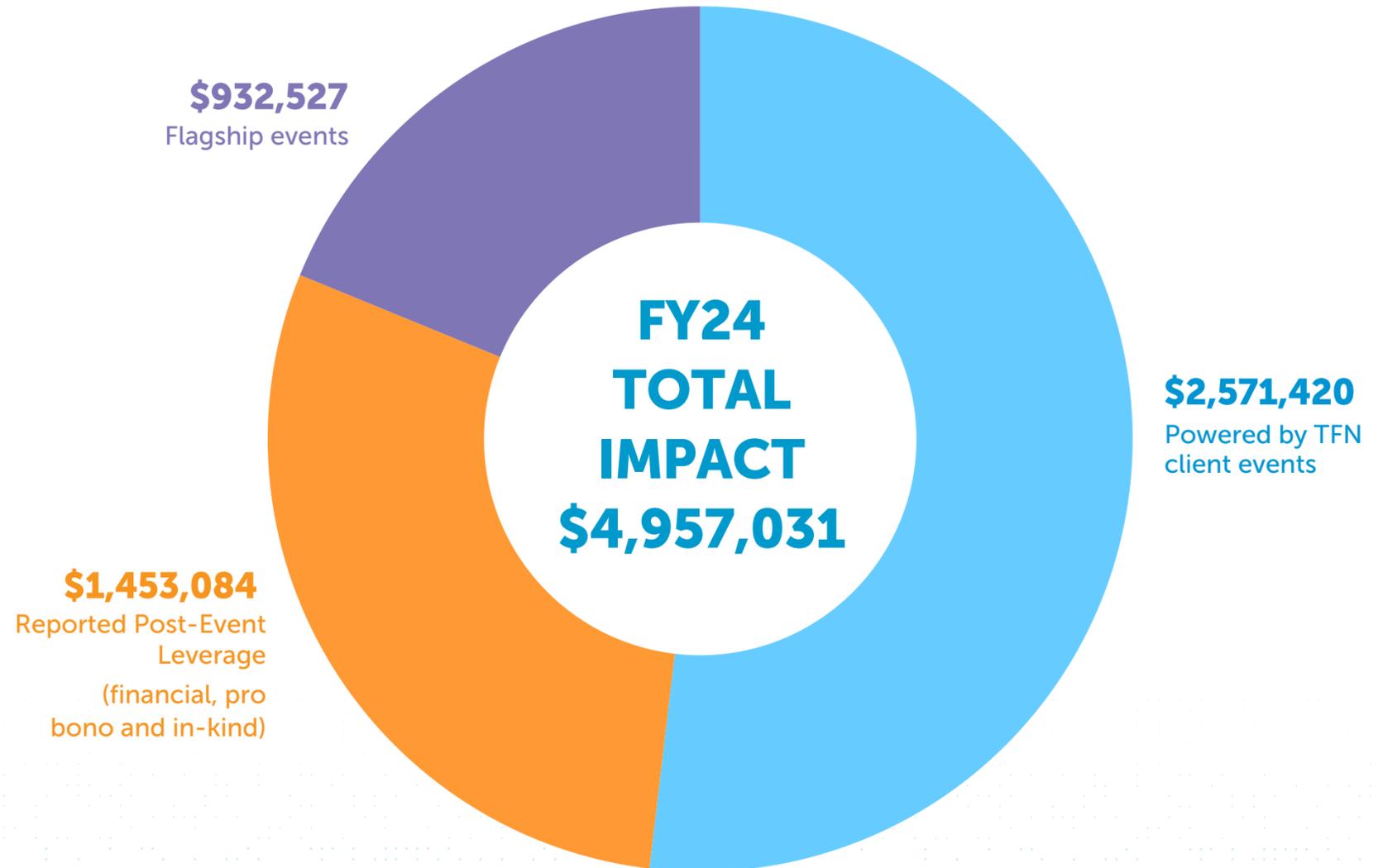
# Financial Statement

These accounts are an extract from our audited annual financial statements for the year ended 30 June 2024, which are available via the ACNC and on request.

REVENUE	(\$)2024	(\$)2023
Pledges at events	939,238	1,302,908
Capacity building services and other income	149,689	255,695
Donations and grants	672,584	879,651
<b>Total Revenue:</b>	<b>1,761,511</b>	<b>2,438,254</b>

OUTGOINGS	(\$)2024	(\$)2023
Project distributions	857,641	1,205,267
Operating expenses	1,274,382	1,203,324
<b>Total Outgoings:</b>	<b>2,132,023</b>	<b>2,408,591</b>
Interest Income	20,872	9,106
<b>Surplus/(Deficit):</b>	<b>(349,640)</b>	<b>38,769</b>

BREAKDOWN OF OPERATING EXPENSES	(\$)2024	(\$)2023
Salary and staff related costs	886,018	771,196
Admin, marketing and other expenses	237,819	315,143
Direct costs of service delivery	150,545	116,985
<b>Total Operating Expenses</b>	<b>1,274,382</b>	<b>1,203,324</b>
Equity	496,068	845,708



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.



## GLOBAL IMPACT

**TFN Australia is part of a global network that includes affiliates in 18 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 £19.6 million, with £10.2 million in the UK. These funds have supported the work of 2,649 small non-profit organisations around the world and improved the lives of tens of thousands of their beneficiaries.

# We're unleashing Australia's capacity for good.

TFN is the largest grassroots giving platform in Australia, inspiring everyday Australians to engage in a culture of giving. **And there's so much more that we can do.**

Your support is essential for TFN to continue to be a major catalyst for growth for the most innovative social change initiatives of the next decade.

**DONATE TODAY**



[thefundingnetwork.com.au](http://thefundingnetwork.com.au)

Alumni: [rootsofchange.org.au](http://rootsofchange.org.au)

Giving Heroes: [givingheroes.com.au](http://givingheroes.com.au)

Email: [info@thefundingnetwork.com.au](mailto:info@thefundingnetwork.com.au)

