Uniting telcos in
support of Australian
communities in need

M2 GROUP

GLOBE TELECOM

AAPT

VOCUS communications

vodafone

'yes' OPTUS

Community Telco

NBNCo

informatel

CISCO

iinet connect better

Alcatel·Lucent

telcoinabox

skybridge

AGGREGATO

Smart Business Telecom

TelcoTogether FOUNDATION

Annual Report 2013

The **Telco Together Foundation** is a unified platform enabling the telecommunications industry to make a significant social contribution within Australia.

> Creating strategic community projects that build on telecommunications technology, reach and resources to support the community.

> Promoting community engagement through the industry by increasing social awareness and creating more opportunities for volunteering, fundraising and workplace giving programs.

At any given time, almost 750,000 young Australians experience mental health difficulty
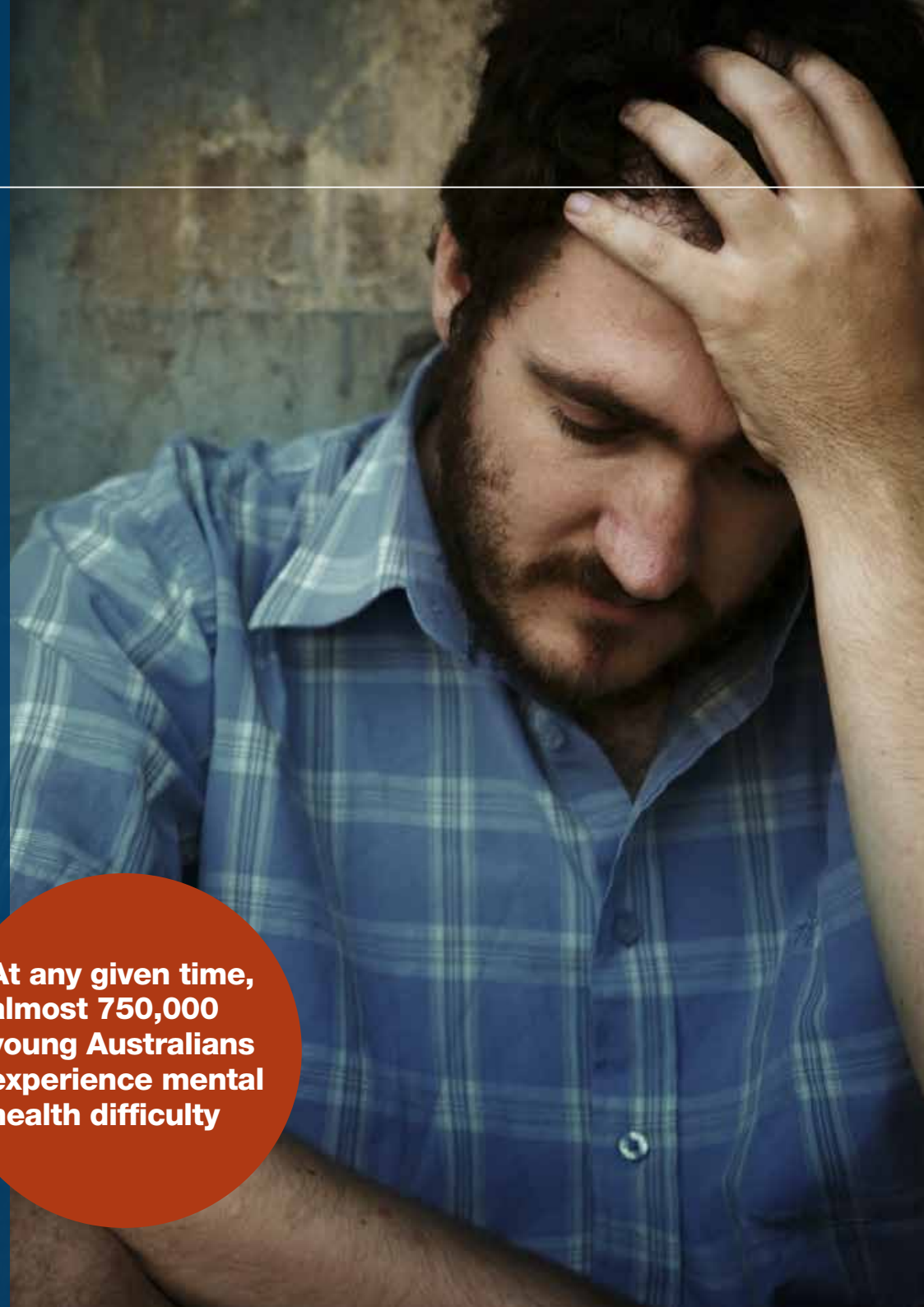
Chairman & CEO Report

We are delighted to have reached this important milestone in the Foundation's evolution. Telco Together was established as a collaborative vehicle for the telecommunications industry to make a positive social contribution within Australia, and the end of our first year of operations is an excellent time to reflect on the vast opportunities available through this unique industry Foundation.

Opportunity

Communications technology is a key enabler for businesses and has enormous potential to generate positive social outcomes in the not-for-profit space. Global trends such as micro-volunteering and mobile giving have already demonstrated this potential. As an industry, we are in a unique position to assist with the adaption of communications technologies to produce positive outcomes in the community.

In addition to the power of technology, our industry has over 25 million customer relationships, and a wide range of skills and capabilities held by over 75,000 telco employees - presenting significant opportunities to add value to the community through skilled volunteering and cause marketing.

These opportunities are realised through the creation of our strategic Community Projects, with the Foundation facilitating collaboration across member organisations to develop initiatives that address needs in the community. We are pleased to be launching two such initiatives in late 2013 (see page 4 for more detail).

Year One Achievements

The level of industry support over the last 12 months has led to some great results (see blue circle above right). People at all levels of the industry have demonstrated a real appetite for increased community engagement - whether through donations at industry events, team fundraising participation, or interest in volunteering. We now have 16 member organisations, representing over 20,000 employees and 13 million customers, providing an outstanding platform to launch future initiatives.

The Year Ahead

Our focus for the year ahead is to further develop our portfolio of strategic Community Projects by deepening our understanding of the challenges faced in the community space. We will also continue to drive community engagement across the industry through fundraising, volunteering and workplace giving programs.

We would like to sincerely thank our members for their support, and the Advisory Board members who have helped shape the Foundation's strategic direction to date. We would also like to thank the people working within the industry for their enthusiasm for the cause, and we encourage you to contact us directly if you would like to be more involved.

We look forward to continuing our journey towards a better Australia.

Vaughan Bowen
Chairman

Renee Bowker
CEO

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Year One Review

JULY

Telco Together officially launched by Senator Stephen Conroy at the telecommunication industry's 2012 ACOMM Awards, Sydney.
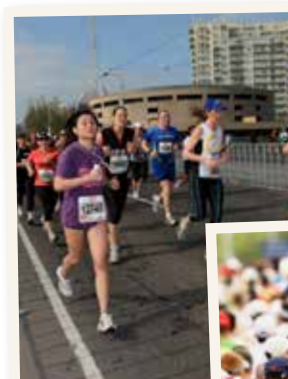
NBN Co. Chief Executive
Mike Quigley, appointed
Chairman of the Foundation's Advisory Board.

$65,000 raised for Telco Together by senior telco executives attending the 2012 ACOMM Awards.

OCTOBER

Telco Together Melbourne Marathon team raise over **$25,000** & recognised as the 'Top Fundraising Team' for the event by GoFundraise.

NOVEMBER

4 Community Partners appointed as joint beneficiaries from Foundation member fundraising activities.

Key components considered during selection process;

• impact of community programs

• transparency of operations

• financial responsibility.

First Annual General Meeting and Advisory Board Meeting held.

JANUARY

Telco Together and GiveEasy launched Tasmanian Bushfire Appeal, to raise over **$9,000** for affected communities through the Red Cross.

300+ volunteers enabled to assist recovery efforts.

FEBRUARY

The Internet Industry Association (IIA) generously added a Telco Together fundraiser to its 2013 Gala Dinner, raising **$12,000** in just two hours – a united internet industry effort for social good.

M2 Channel Partners at the M2 annual dealer conference raised **$45,000** for Telco Together via a charity fundraiser.

100 + dealers, wholesale partners and M2 senior executives took part in this innovative charity challenge.

APRIL

Telco Together Kilimanjaro Challenge launched.

20 telco adventurers will climb the world's tallest freestanding mountain to raise money for communities in need.

JUNE

Inaugural Rock Aid event in Sydney raises **$4,000**, while inspiring a new generation of telco rock musicians to release their talents on stage.

2nd Advisory Board meeting takes place. Community projects green-lighted include Apps4Change and an on-bill donation pilot.

How we help

Telco Together is a united industry effort, representing a unique opportunity to develop innovative community programs requiring industry collaboration to be successful.

Our two streams of work involve developing wide-reaching community projects, and promoting community engagement across the industry.

STRATEGIC COMMUNITY PROJECTS

Telco Together facilitates the application of the telecommunications industry's skills, technologies and resources to create community projects that make a significant positive social impact. Our first two community projects include;

Facilitating the use of mobile technology in a charitable context:

Mobile technology is used widely in business to communicate with customers, generate revenue, and improve service delivery. Australian charities are currently missing out on many of these benefits due to a variety of factors, including prohibitive costs, lack of knowledge, and equal access.

Telco Together has developed the **Apps4Change** program, to facilitate the use of mobile applications for improving service delivery and fundraising outcomes for charities. This program will be launched in late 2013.

We are also in the process of developing a program that facilitates donations through **Premium SMS** technology.

On-bill donations pilot program

With over 25 million bills being distributed monthly to customers, a significant opportunity exists to enable small donation amounts on monthly telecommunications invoices.

Telco Together has developed a program that facilitates this donation mechanism, and has the potential to raise significant funds in support of disadvantaged communities.   A pilot program will be launched in late 2013.

Over 1 million Australians do not have enough to eat everyday.

2 PROMOTING COMMUNITY ENGAGEMENT ACROSS THE INDUSTRY

With over 75,000 employees working within telco organisations, we are providing practical ways for people to get more involved in the community by creating fundraising, volunteering and workplace giving programs.

Telco Together 2013 survey of telco staff across 5 states revealed;

CAUSES
Disadvantaged Youth is the primary area of concern (21% of respondents), followed by Mental Illness and Homelessness (19% respectively)

FUNDRAISING

47% want to take part in more fundraising events

25.7% already fundraise outside of work

16.5% already fundraise at work

VOLUNTEERING

73.1% would like to volunteer more, of this;

29.6% don't have enough time and

21.1% don't know where to start

ROCK AID
SATURDAY JUNE 15TH
LOCAL ROCK NIGHT FEATURING THE HIPS & THE HUMMERS
PLAYING TO HELP AUSTRALIAN COMMUNITIES IN NEED

FUNDRAISING

The Foundation's calendar of events includes a diverse range of activities from industry award raffles to innovative events such as Rock Aid Sydney.

"My experience volunteering with Red Dust Role Models in Yuendumu provided a rare glimpse into some of the daily challenges faced by remote Indigenous communities, especially when it comes to basic health and learning. It was an opportunity to learn and experience another side of Australia that I may never have seen."

Matthew Crippa,
Voice Engineer Primus Telecom

Who we help

The Foundation supports Australian communities in need.

We have four Community Partners that were selected after completing a rigorous due diligence process that considered factors such as impact of programs, financial responsibility, and transparency of operations.

Foundation fundraising activities directly support our Community Partners, whose programs work within the areas of mental health, homelessness, social inclusion and Indigenous communities.

MENTAL HEALTH

One in five Australians will suffer from a mental illness during their lifetime.

Suicide remains the leading cause of death among young people aged 14 -25.

Telco Together is helping young people with mental health issues by supporting the Inspire Foundation.

INDIGENOUS COMMUNITIES

Health issues are one of the biggest problems facing Australian Indigenous communities, with poor health affecting education, employment and quality of life.

Healthy Living Programs conducted by Red Dust Role Models, use sport & music to engage Indigenous youth, and are key to improving health outcomes for these communities.

SOCIAL INCLUSION

The settlement process of migrants and refugees is crucial to help new Australians learn English, deal with separation from family and community, understand cultural differences, gain employment and be able to contribute to society.

We're reaching out to newly arrived Australians by supporting Sports Without Borders, an innovative program using sport as a way of bringing communities together.

HOMELESSNESS

Every day one in 200 Australians are homeless, and don't know where their next meal is coming from. Meanwhile, Australians waste $5.2 billion of food per year.

Telco Together is helping to redistribute the food to those in need by supporting Secondbite.

Members

OUR MEMBERS

The Foundation is a member-based organisation, with strategic direction and outcomes driven by members.

Members include telecommunications service providers that are keen to increase the charitable contribution of the industry.

Launched in July 2012 with 10 Founding Members, Telco Together now has 16 members, representing a combined reach of 20,000 staff and 13 million customers.

FRIENDS OF THE FOUNDATION

The following organisations & individuals are Friends of the Foundation due to their generous Pro Bono support and financial contributions.

Non-Corporate Members

• Bowen Family Trust

The following individuals have also been recognised as Friends of the Foundation due to their support:

• Bevin Slattery
• Boris Rozenvasser
• Carolina Nunn
• Darryl Inns
• Geoff Horth
• John Allerton

• Marcello Barbaro
• Philip Cornish
• Rob Parcell
• Scott Carter
• Steve Wicks

Board Structure

BOARD OF DIRECTORS

The Board of Directors is the primary governance body, overseeing areas of fiduciary responsibility such as risk management & compliance, financial management & reporting, investment strategies and organisation performance.

Chairman: **Vaughan Bowen** Co-founder & Executive Director at M2 Telecommunication, Chairman at Aggregato, Director at Health.com.au

Director: **Jackie Solakovski** Partner at Lander & Rogers Lawyers

Director: **David Shewring** Partner at Ernst & Young

Director: **Philip Cornish** Founder and former Director at Vodafone Australasia

Company Secretary: **Renee Bowker** Chief Executive Officer at Telco Together Foundation

ADVISORY BOARD

The board is suported by an Advisory Board that convenes twice yearly to consider the strategic direction of the Foundation, and to make recommendations on the Foundation's activities, including the range of Community Projects.

Mike Quigley
Chairman of Telco Together Advisory Board
Former Chief Executive Officer, NBN Co.

Vaughan Bowen
Chairman, Telco Together Foundation

Paul Robertson
Chairman, Social Ventures Australia
Director, Financial Markets
Foundation for Children

Rob Parcell
Managing Director,
Optus Wholesale & Satellite

Geoff Horth
Chief Executive Officer,
M2 Group

Renee Bowker
Chief Executive Officer,
Telco Together Foundation

"This was my first ever volunteering experience so I wasn't sure what to expect, but it was a really exciting and rewarding experience. As a member of the industry, I was inspired by the fact that so many of my industry colleagues are interested in helping the community as well. I really felt part of a united initiative that has so much potential to make a real difference, a fantastic night."

Loan Phan, member volunteer at the ACOMMs fundraising raffle

Financial Snapshot

Telco Together Foundation is a public company limited by guarantee, acting as trustee for a Public Ancillary Fund – Telco Together Fund.

All financial transactions relating to the Foundation's activities occur through the Public Ancillary Fund. As such, the following pages include financial information relating to the Telco Together Fund Financial Report for year ended 30th June 2013.

A full copy of these financials, as well as the Telco Together Foundation financials can be found online at www.telcotogether.org.au.

The financial statements have been audited by Deloitte, who have provided an unqualified opinion.

TYPES OF REVENUE

Corporate Donations are those donations received from member organisations to cover the running costs of the Foundation.

Fundraising Revenue is all revenue received from general fundraising activities across the industry – see below for more detail.
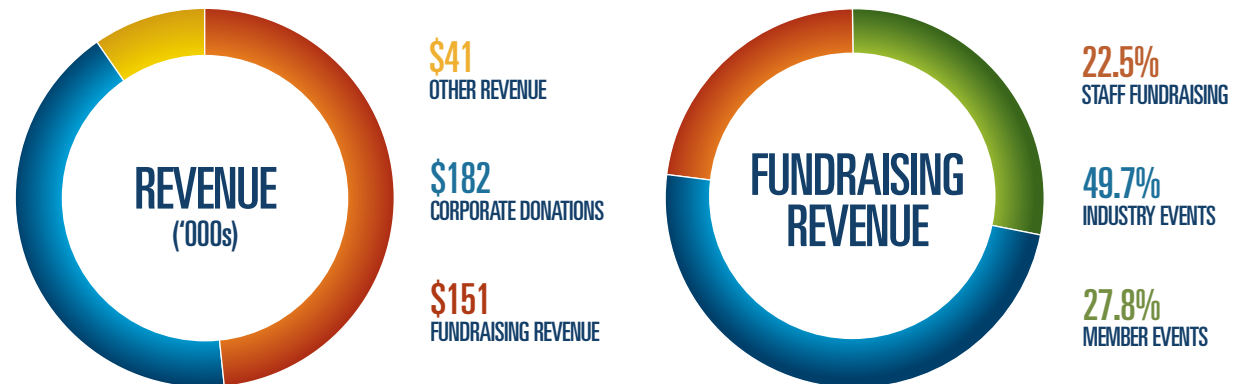
Other Revenue includes donations made by Friends of the Foundation that relate to the costs of pro bono services provided.

TYPES OF FUNDRAISING

Industry Events include funds raised at industry conferences, dinners and awards nights e.g. ACOMM Awards, IIA Gala Dinner.

Member Events include funds raised at corporate events held by members e.g. M2 Dealer Conference.

Staff Fundraising include funds raised through grassroots activity such as workplace raffles and sporting event participation.

REVENUE
('000s)

$41
OTHER REVENUE

$182
CORPORATE DONATIONS

$151
FUNDRAISING REVENUE

FUNDRAISING REVENUE

22.5%
STAFF FUNDRAISING

49.7%
INDUSTRY EVENTS

27.8%
MEMBER EVENTS

Where does our fundraising revenue go?

The Foundation distributes all money raised through fundraising activities to community organisations that deliver programs providing support to disadvantaged communities within Australia.

In 2012 – 2013, our fundraising revenue was $150,000. All fundraising revenue, excluding emergency relief funding, was distributed to our Community Partners, as detailed on page 6.

The Australian Red Cross was the sole beneficiary of funding relating to emergency relief.

CAUSE AREAS

- 24% INDIGENOUS COMMUNITIES
- 24% SOCIAL INCLUSION
- 24% HOMELESSNESS AND FOOD SECURITY
- 24% MENTAL ILLNESS
- 6% EMERGENCY RELIEF

Note: any difference between Fundraising Revenue and Disbursements in the Financial Reports are due to the final disbursement occurring subsequent to 30 June 2013 in the 2013-2014 Financial Year.

How do we spend our money?

The Foundation has a strong focus on cost control, and benefits from many generous organisations providing pro bono support.

This figure includes some pro bono services that were invoiced, with the financial value of such services donated.

SUMMARY
OF EXPENSES
('000s)

$25
FUNDRAISING EXPENSES

$64
ADMINISTRATION EXPENSES

$166
STAFF COSTS
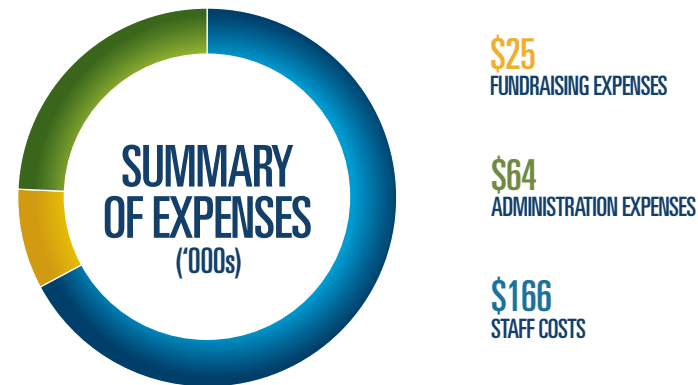
PRO BONO SERVICES PROVIDED BY:

Auditors	Accounting	Legal Service	Graphic Design	Video Production	Web Support	Office Services
Deloitte	**Brentnalls SA**	**Lander & Rogers**	**ADMAD**	**Virtual Network**	**Web105**	**M2 Group**

Financial Summary

SUMMARY INCOME STATEMENT YEAR ENDED 30 JUNE 2013

	2013
Revenue	
Corporate Donations	$181,667
Fundraising Revenue	$150,900
Other Revenue	$41,305
Total Revenue	**$373,872**
Expenses	
Staff	$165,930
Fundraising Expenses	$25,178
Administrative Costs	$64,018
Total Expenses	**$255,125**
Surplus from Operations	**$118,747**
Distributions Paid	**$109,843**

SUMMARY BALANCE SHEET YEAR ENDED 30 JUNE 2013

	2013
Assets	
Cash and Cash Equivalents	$39,455
Accounts and Other Receivables	$18,158
Other Assets	$4,059
Total Assets	**$61,672**
Liabilities	
Accounts and Other Payables	$36,522
Provisions	$5,513
Total Liabilities	**$42,035**
Net Assets	**$19,637**

These reports are a summary of the audited accounts of the Telco Together Fund. A full set of these financials, as well as the financials of the Telco Together Foundation, can be found at www.telcotogether.org.au

Get Involved

There are so many ways to get involved and help our industry make a real difference. Here are some simple ways to get started.

- Complete our online survey
- Join our volunteer register
- Support a fundraising event
- Spread the word on social media
- Create a fundraising event
- Request a workplace visit
- Learn about communities in need
- Donate via workplace giving
- Share an idea or story
- Start fundraising at work

Visit www.telcotogether.org.au for more information.

Indigenous lifespan is 17 years shorter than the national average

Telco Together FOUNDATION

POSTAL ADDRESS

Telco Together Foundation
Level 10 / 452 Flinders St
Melbourne VIC 3000

ACN: 154 589 447

GENERAL ENQUIRIES

Phone: **03 9699 5644**
Email: info@telcotogether.org.au

www.telcotogether.org