

Uniting telcos in support of Australian communities in need



Annual Report 2018



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

Our two key streams of work are:

- Creating 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.



Contents

Chairman's Letter, CEO Report	3
Our Year In Review	4
Community Partners	6
Strategic Projects	8
Member Engagement	10
Financial Snapshot	11
How We Spend Our Money	12
Financial Summary	13
Board Structure	14
Members & Supporters	15

Chairman's Letter

Our ability to fundraise for our Community Partners relies on the generosity and social conscience of those within our industry. As always, we are astounded by the ongoing level of support – through both strategic and tactical programs – that fund the ever-growing important outcomes being delivered by our Community Partners. I want to extend sincere gratitude and appreciation to everyone that has been with Telco Together over the last year – our terrific team, Members, volunteers, fundraisers, skilled specialists, supporting partners – and last but not least, our Advisory Board and Directors, who volunteer their time and expertise to help the Foundation grow and achieve greater impact.

A special note of recognition is due to those Advisory Board members who have transitioned the role within their respective organisations: Geoff Horth, Tim O'Leary, Jason Brouwers and Michael Stanley. Thank you for your service to the Foundation; we could not have accomplished our goals without you.

A very special mention must be made for our founding CEO and now Executive Director, Renee Bowker. Renee has been the heart and soul of Telco Together since its creation just over 6 years ago. The millions of dollars raised for our Community Partners and key strategic projects such as Text Giving and Small Change Big Change have been driven passionately and capably by Renee and the loyal, hard toiling Telco Together team. Renee, now as a member of the Board and with an executive role focused on strategic projects, will continue to be a central figure at the Foundation, as we navigate through the next stage of our evolution, under the leadership of our new CEO, Antoine Acklin.

Our Foundation remains committed to the celebration and promotion of technology as an enabler of positive social impact and outcomes for disadvantaged Australians. Our Directors welcome Ashe-lee Jegathesan, Michael Parks, Andrew Findlay and Vanessa Hicks to the Advisory Board and Renee Bowker and Michael Stanley as Directors. These are exciting times within the industry as it continues to evolve. We are looking forward to the work in the year ahead and the continuation of working together to the benefit of our Community Partners and the charitable sector more broadly.



Vaughan Bowen,
Chairman

CEO Report

This report marks the end of our sixth year of operations, which presents a timely prompt to reflect on our achievements, challenges and address our future direction. Technology, one of our core pillars, continues to prove itself as a key enabler and driver of efficiency for businesses and further demonstrates its potential to generate significant, positive social outcomes when applied by Australian charities and the community issues they are tackling.

The Foundation's work supporting charities has evolved into The Skills Exchange program, bringing charities and skilled specialists together to solve problems, while increasing charity capabilities around the use of technology. The current format of the events involves charities pitching small scale technology problems that inhibit their day to day operations and efficiency. Our focus for the year ahead will be expanding the program to solve a larger scale problem and providing alternate delivery mechanisms (i.e. virtual platforms) for greater overall impact.

The Text Giving platform has introduced a new fundraising channel that leverages the billing relationship of mobile providers, whilst allowing a simple one-step donation. We have taken this platform live and expanded its capacity to an additional 500 charities. This is an exciting moment for Text Giving in Australia, as the opportunity to further support the charity sector has never been easier.

Our on-bill donation program, piloted through the Commander brand, has continued its rollout, and we have achieved over \$150,000 (over \$250k for the 2-year pilot) in customer donations during the FY17 period. This is a strong indicator of the potential of this program, and we are planning expansion of the program into other member organisations' brands.

Collaboration is a main tenant of our Foundation's core and we are proud to foster a forum for industry-wide community projects. To this end, we will launch an Industry Incubation Hub that will enable our industry to provide a single voice as they collectively address societal problems of today. Our excitement is matched only by the anticipation of our members and supporting partners.



Antoine Acklin,
CEO

Our Year In Review



July 2017

Telco Together celebrates 5-year anniversary at the ACOMM Awards

Over \$60,000 was raised for Telco Together at the annual industry ACOMM Awards night. Another \$6000 was raised at the Telco Together after party, sponsored by Mate Communicate and Inbox.



September/October 2017

Skills Exchange events held in Melbourne and Sydney

Successful Skills Exchange events were held in both Melbourne and Sydney, providing charities with the opportunity to pitch their IT and tech related issues to a room of ICT specialists.



November 2017

AGM and 5-year celebration

Telco Together's AGM and annual celebration event was held in Melbourne, featuring guest speaker Scott Harris from our Community Partner Beacon Foundation.



January 2018

Antoine Acklin joins Telco Together as new CEO

Antoine Acklin brings skills and expertise from the IT sector to consolidate the next phase of Telco Together's growth. He brings together his passion for both technology and charitable giving as the Foundation extends its momentum into future endeavours.



March 2018

www.telcotogether.org

The new Telco Together website was launched with a new, clean and easily navigated design.



April 2018

Axicom join as new members

Axicom join Telco Together and establish a calendar of employee volunteering events.



CommsDay Summit

Telco Together was once again the official charity partner at the CommsDay Summit dinner, with CEO Antoine Acklin MC-ing the two-day event. Thanks to generous support from attendees and sponsors, almost \$7000 was raised for Australians in need.



June 2018

Text Giving Pilot transitions to Open Model

Following a successful pilot, Telco Together worked with carriers to roll out the new open model program (launched in the new financial year).

Supporting Australians in need: Community Partners

During FY2017, Telco Together raised over \$340,000 for our four Community Partners, bringing the total amount since 2012 to over \$2.1 million. ReachOut, SecondBite, Red Dust Role Models and the Beacon Foundation are innovative Australian charities that work towards long-term solutions that create social change. We are proud to support their important contribution to helping Australians in need.



Beacon Foundation

The Beacon Foundation helps disadvantaged communities and those living in areas of high youth disengagement and unemployment.

Spotlight: MyRoad

Beacon Foundation's online mentoring program MyRoad has really taken off in the last financial year. More than 1,100 students participated from 51 schools around Australia. Seventy-two sessions were held, and 185 Mentors were available.

MyRoad is a 2-hour program run via video conference, allowing Beacon Foundation to deliver programs to areas of Australia where students have limited opportunities to engage with representatives of diverse industries, occupations and backgrounds.

- 84% of students said they had learnt new ways to think about what kind of future job or career would be right for them;
- 80% of students stated they had increased their resilience and felt better equipped to deal with stress and challenges;
- 81% of students thought the program had made them feel more work-ready.



ReachOut

ReachOut is Australia's leading online mental health organisation for young people and their parents.

Spotlight: ReachOut.com

In 2017, ReachOut launched a brand new platform providing a one-stop-shop for young people to connect to personalised support when they need it most. ReachOut Australia CEO Jono Nicholas was joined by Federal Health Minister Greg Hunt and Telstra CEO Andrew Penn to unveil the mobile-first platform, which was co-designed with 174 young people.

The new ReachOut.com platform connects young people to free, anytime help – and focuses on prevention, self-help and early intervention. It is designed for and with young people to ensure they can access timely, evidence-based support and guidance.

ReachOut is currently accessed by 1.58 million people every year and the new platform aims to reach an additional one million people over the next three years.





Red Dust Role Models

Red Dust is a health promotion charity with over 20 years' experience, focussed on improving the health and wellbeing of Indigenous youth in remote communities. Their mission is to work together to enrich lives, improve health and strengthen the future of Indigenous youth and families. They believe that good health is the key to a bright future and health outcomes can only be made possible through a two-way exchange with communities.

The focus of their Top End trip this year was NAIDOC week, "Because of Her, We Can!". It was a week of healthy activity with the Red Dust team facilitating inter-school sports days that included tuition from an Olympic athlete and a celebration day involving art, music, cooking, men's and women's business and a dance choreographed by another of Red Dust's role models.



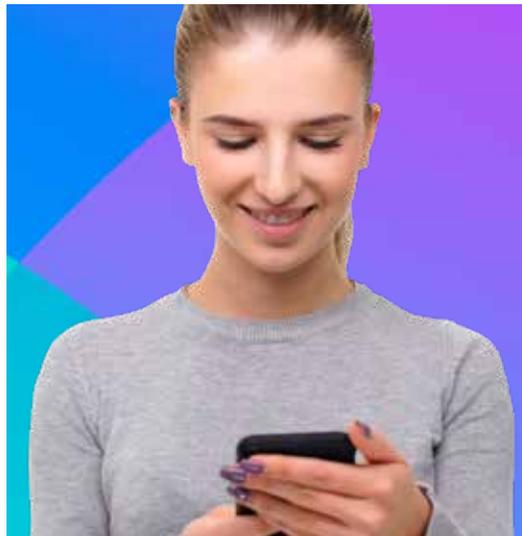
SecondBite

SecondBite provides access to fresh, nutritious food for people in need across Australia. They do this by rescuing and redistributing surplus fresh food, building community capacity in food skills and nutrition, and advocating for an end to food insecurity.

People affected by food insecurity are not just those sleeping rough. They are single parents, students, elderly people struggling to manage after the loss of a spouse, young people couch surfing, families on low incomes, and families in crisis. They are average Australians who are battling to make ends meet.



How We Help: Strategic Projects



text GIVING

Text Giving

www.textgiving.org.au

Following a successful two-year pilot, we are excited to open this innovative program to Australian charities and donors in the new financial year. Over the past 12 months, we have welcomed new aggregator Ansible to the program and launched the Text Giving website. We have continued to work with Telstra, Vodafone and Optus and the pilot charities to prepare for the broader program launch. The feedback and insights from the pilot have been valuable and will inform the future development of the program.

How it works

Although well-established overseas, Text Giving in Australia is new. The Text Giving platform uses the same technology (Premium SMS –PSMS) that has been successfully used for competition and voting lines in Australia. Text Giving allows donors to easily give \$5 to a registered charity by texting a campaign keyword. The donation is added to their next phone bill.

Small Change Big Change

If every phone user in Australia donated just \$1 per month on their phone bill, what a difference could be made to support disadvantaged Australians! Commander is the first to trial Small Change Big Change to customers, with over \$150,000 (over \$250,000 for the 2-year pilot) for people in need so far, thanks to the generosity of Commander customers. We are exploring how this program can be expanded to other carriers.



**SMALL CHANGE
BIG CHANGE**

Helping Australians in Need

Skills Exchange

In FY2017, the Skills Exchange was cemented as a regular event in Melbourne and Sydney. These free, unique networking evenings offer charities the chance to pitch their communications/ technology problems to a room full of enthusiastic skilled professionals.

Interested in Skilled Volunteering?

Register your interest at telcotogether.org/SkillsExchange



Commander and the Raise Foundation

"I'm the owner of the Commander Centre in Sydney; we're responsible for providing business communications solutions to an array of businesses across NSW. The Skills Exchange is a forum where charities get to pitch their challenges to a number of tech oriented businesses that are part of the Telco Together Foundation. They listen to those challenges that the charities have and then we match up appropriately to be able to sort them out. What motivated us to go to the Skills Exchange was really to be able to help - to give back in some shape or form. We've done team volunteering before, but the Skills Exchange meant we could really offer the same skilled assistance that we're used to offering businesses."

Peter Durning, CEO Commander Centre

"I wholeheartedly recommend charities to get involved with the Skills Exchange. It's extraordinary for nonprofits like us who work really hard to keep our costs down. We run on the smell of an oily rag, and to be honest, technology gets prioritized quite low. We have 56 staff but they're all part time and they all work from home. We use remote technology – there's emails all over the place, everyone uses their own device, and we have nothing consistent in our organization. What Commander offered to us was to be able to bring everything together, make everyone be able to talk to each other, and give us some IT support. And this gift has been the gift that keeps on giving. It's been amazing."

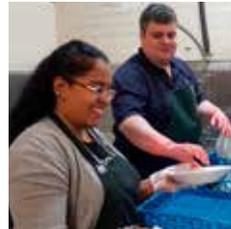
Vicki Condon, CEO Raise Foundation



How We Help: Member Engagement

We help to promote a culture of philanthropy across the telco industry by creating volunteering, fundraising and workplace giving opportunities for our member organisations.

In FY2017, we organised 26 volunteering events for member organisations including: Vocus, Cisco, Equinix and Ericsson. Over 200 telco employees donated their time to charities such as Ronald McDonald House, Conservation Volunteers, The Salvos, CERES, Foodbank and the Exodus Foundation.



"There was nothing more satisfying than seeing the smiles on the faces of those people less fortunate than myself. It felt so great to be able to give back and contribute time to a community initiative that truly does make a difference. I feel blessed to work for a company so committed to volunteering." *Vocus volunteer*



Financial Snapshot

\$2.1 Million Raised in 5 Years For Community Partners

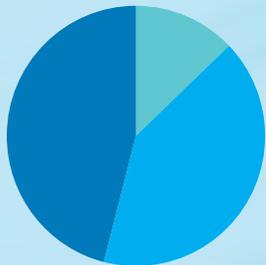
Our ability to fundraise for Australians in need continues to build momentum, attracting generous contributions from those within our industry year after year.

100% of funds raised through industry, member and staff fundraising events go directly to our Community Partners.

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, as well as donations facilitated by the Foundation's text giving short code, that is directly passed on to charities.



Total Revenue Breakdown

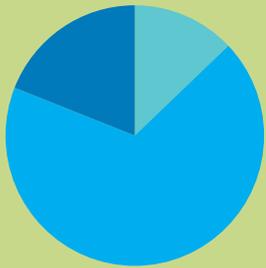
- \$354,411 Fundraising Revenue
- \$311,700 Corporate Donations
- \$97,965 Other Revenue



How We Spend Our Money

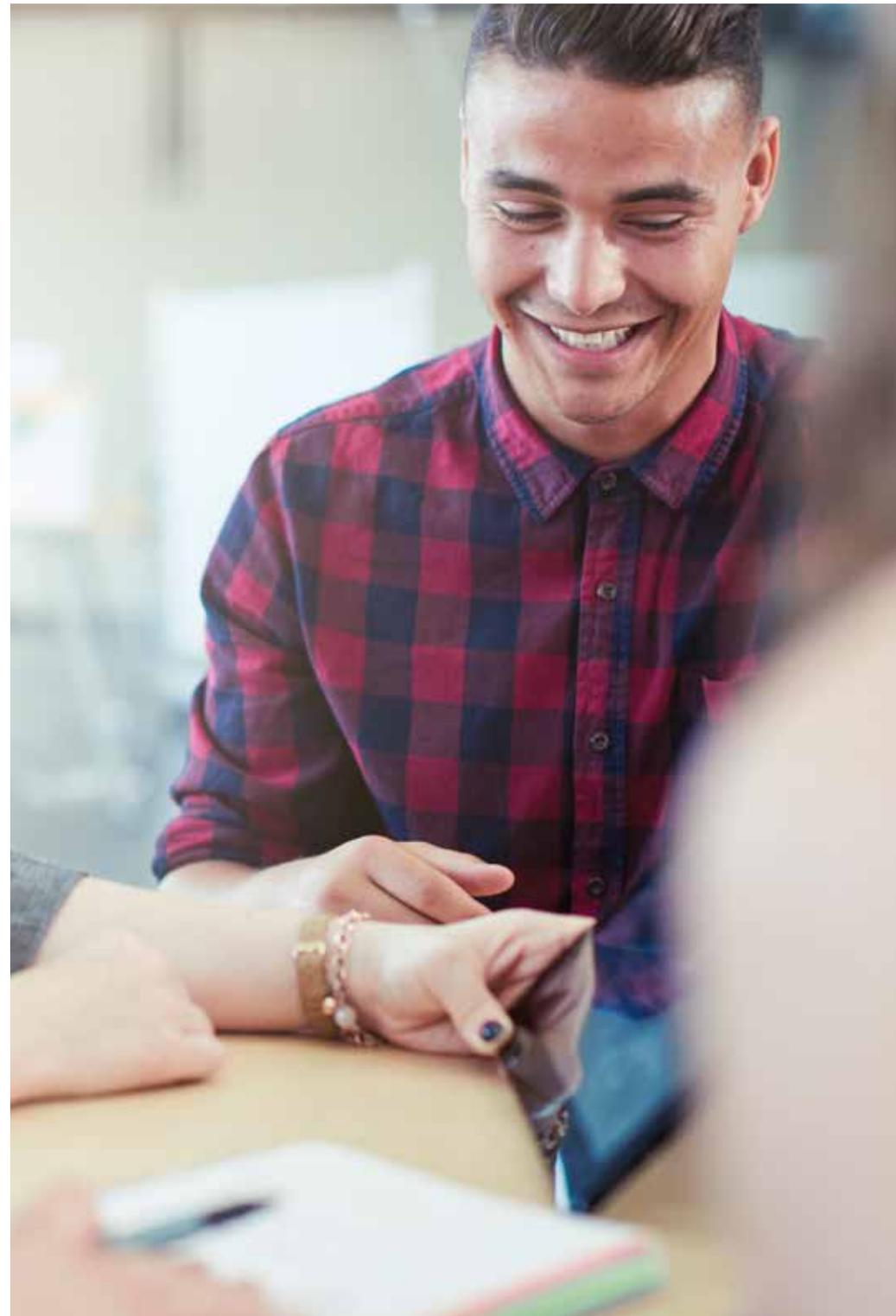
Foundation Costs

The costs of the Foundation are covered by Corporate Donations from our Members, however the Foundation has a strong focus on cost control, and benefits from many generous organisations providing pro bono support.



Major Expenses Breakdown

- \$85,028
Fundraising Expense
- \$304,445
Foundation Staff
- \$57,612
Admin Costs



Financial Summary

Summary Income Statement Year ended 30 June 2018

	2018	2017
Fundraising Revenue	\$354,411	\$519,980
Distributions to Community Partners	\$300,000	\$420,000
Operating Revenue		
Corporate Donations	\$311,700	\$309,736
Other Revenue	\$97,965	\$92,738
Total Operating Revenue	\$409,665	\$402,474
Operating Expenses		
Staff	\$304,445	\$268,532
Fundraising Expenses	\$85,028	\$112,075
Administrative Costs	\$57,612	\$49,733
Other Expenses		
Total Operating Expenses	\$447,085	\$430,340
Surplus/Deficit	\$16,991	\$72,114

100% of Fundraising Revenue is distributed to Telco Together Community Partners. Any difference between Fundraising Revenue and Distributions to Community Partners is due to the final disbursement falling outside of the reporting period. Other Revenue includes donations made by Friends of the Foundation that relate to costs of pro bono services provided, as well as donations facilitated by the Foundation's text giving short code that is directly passed on to charities. Variance in Year Over Year fundraising revenue is attributed to the omission of a significant fundraising event.

Summary Balance Sheet Year ended 30 June 2018

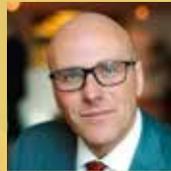
	2018	2017
Assets		
Cash and Cash Equivalents	\$188,995	\$159,289
Accounts and Other Receivables	\$69,192	\$76,068
Other Assets	\$2,228	\$2,778
Total Assets	\$260,415	\$238,135
Liabilities		
Accounts and Other Payables	\$36,371	\$30,964
Provisions	\$25,203	\$38,007
Total Liabilities	\$61,574	\$68,971
Net Assets	\$198,841	\$169,164

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

Board Structure

Board of Directors

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



Vaughan Bowen



Renee Bowker



Jackie Solakovski



David Shewring



Phil Cornish



Michael Stanley

Advisory Board

The Board is supported 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.



Bob Mansfield



Vaughan Bowen



Andrew Buay



Vanessa Hicks



Ashe-lee
Jegathesan



Michael Parks



Paul Robertson



Andrew Findlay



Cameron Boardman

Thank you to Geoff Horth, Tim O'Leary and Jason Brouwers

Members & Supporters

Launched in July 2012 with 10 founding members, Telco Together now has 27 member organisations. We continue to receive generous support from a variety of generous individuals and organisations many who have been with us from day one donating money, time, knowledge and skills to make the Foundation a success. Without these individuals and organisations, we could not have achieved what we have over the past five years.

Platinum Benefactors

Bowen Family Trust
 Larry Kestelman
 Max Bowen
 Deloitte
 Brentnalls SA

Members



Friends



Frank Acland
 John Adgemis
 James Anderson
 Elie Ayoub
 Enrico Manuel Antonio
 Marcello Barbaro
 Rolf Bertchinger

Andrew Branson
 Richard Branson
 Campbell Burns
 Ralph Candiloro
 Scott Carter
 Alistair Carwardine
 Adrian Catanzariti

Chris Chan
 Philip Cornish
 Mauro De Girolamo
 Peter Durning
 Graham Evans
 David Fazio
 Jordan Grives

James Harb
 Aaron Haydon
 Geoff Horth
 Brian Ianson
 Darryl Inns
 Larry Kestelman
 Grant Lee

Stuart Lee
 John Loschiavo
 Hamish Mogan
 Carolina Nunn
 Tim O'Sullivan
 Rob Parcell
 Claude Pinto

Sachin Rathi
 Boris Rozenvasser
 Jigar Shah
 Jeff Skeggs
 Bevan Slattery
 Gary Suefome
 Ryan Thomsson

Peter Thornton
 James Ward
 David Werdiger
 Daniel Whitford
 Steve Wicks
 Eric Wickstrum
 James Wills



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