

Uniting telcos in
support of Australian
communities in need



ANNUAL REPORT 2017

OUR IMPACT

TELCO TOGETHER FOUNDATION IS A UNIFIED PLATFORM ENABLING THE TELECOMMUNICATIONS INDUSTRY TO MAKE A SIGNIFICANT SOCIAL CONTRIBUTION WITHIN AUSTRALIA.

CHALLENGES

1 in 6

Australians have experienced food insecurity

66%

of Indigenous deaths occur before the age of 65, compared with 20% of non-Indigenous

1 in 4

young Australians experience mental health difficulty

Approx 30%

of young Australians are unemployed or underemployed



Funding SecondBite to rescue food and redistribute to vulnerable Australians.



Funding Red Dust to help break the cycle of poor health in remote Indigenous communities.

ACHIEVEMENTS

\$1.8million +

raised for our Community Partners

60 charities

supported through Telco Together programs – volunteering, Skills Exchange and Text Giving

4,000 hours

have been donated by our volunteers

70,000

telco staff making a difference together

22 member

organisations united for social good



Funding ReachOut to ensure young people in need of mental health support can get the help they need online anywhere and anytime.



Funding Beacon Foundation to help disadvantaged youth and those living in areas of high youth disengagement and unemployment.



ABOUT US

Telco Together Foundation is 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.

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CHAIRMAN & CEO REPORT

This report marks the end of our fifth year of operations, an exciting milestone for the Foundation and a good prompt to reflect on our achievements and where our future challenges lie.

One of the core pillars of our work is recognising that technology - as a key enabler and driver of efficiency for businesses - has the potential to generate enormous positive social outcomes when applied by Australian charities and the community issues they are tackling.

UNLOCKING SKILLS TO HELP CHARITIES

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 these events involve charities pitching small scale technology problems that inhibit their day to day efficiency. Our focus for the year ahead will be expanding the program to solve a larger scale problem for greater overall impact.

CONTINUED ROLL OUT OF TEXT GIVING

The Text Giving Pilot has also enabled charities around the use of technology - introducing a new fundraising channel that leverages the billing relationship of mobile providers, whilst allowing a simple one-step donation. At time of writing this letter, the final green light has been given by the carriers to roll this program out to an additional 500 charities. This is an exciting moment for text giving in Australia, and we are now planning the national roll-out of the program to the charity sector.

SMALL CHANGE BIG CHANGE

Our onbill donation program, piloted through the Commander brand, has continued its rollout, and we have achieved over \$100,000 in customer donations during the FY17 period. This is a strong indicator of the potential of this program, and we are now planning the expansion of this program to other member organisations.

IMPROVING LIVES THROUGH OUR COMMUNITY PARTNERS

We celebrate charities that have found a way to use technology to meaningfully improve the lives of those in need - and our newest Community Partner is no exception. Beacon Foundation work with schools, businesses and communities to help improve the employment prospects of youth in disadvantaged areas. Their online platform - eBeacon - is designed to allow their programs and impact to extend to schools in regional and remote areas.

Our ability to fundraise for our Community Partners relies on the generosity of those within our industry. As always, we are astounded by the ongoing level of support - through Small Change Big Change, workplace giving and donations at Member and industry events - that fund the important work done by our Community Partners. We've showcased some of their achievements for the year on page 6.

A sincere thanks to everyone that has been involved with Telco Together over the last year - our Members, volunteers, fundraisers, skilled specialists - 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.

We are looking forward to continuing to work with you in the year ahead.



Vaughan Bowen,
Chairman



Renee Bowker,
CEO

OUR YEAR IN REVIEW



First Skills Exchange Pilot - Melbourne

Our first Skills Exchange event, sponsored by Elabor8 at their Melbourne office, saw eight charities present challenges to more than 25 skilled ICT industry specialists.



October 2016

Text Giving Pilot Extension

Telstra, Optus, Vodafone and Telco Together extend the Text Giving trial for an additional 12 months.



November 2016

2016 AGM Event

The Foundation's AGM and annual celebration event for Members and friends was held in Melbourne at Ernst & Young featuring guest speaker Jim Mullan from our Community Partner SecondBite.

Sydney Skills Exchange Pilot

Six charities pitched their IT and tech related issues to a room of ICT specialists at our first Sydney match-making style pilot event, hosted by Nokia.

July 2016

2016 Communications Alliance & Comms Day ACOMM Awards

Over \$60,000 was raised for Telco Together at this prestigious annual telco industry event, with our inaugural ACOMMs after-party launched, thanks to event sponsor Amaysim.



Nokia Volunteer Week

Nokia and Telco Together partnered to create a week of volunteer opportunities for Sydney and Melbourne Nokia employees.



December 2016

Inabox Leadership Team Volunteer Day

In the lead up to the festive season, the Inabox Group senior leadership team volunteered at Exodus Foundation's Loaves & Fishes Restaurant in Sydney.



March 2017

Vocus Group Commence National Volunteer Initiative

Vocus Group commits to a national employee volunteer program with Perth, Sydney & Melbourne offices to engage in four events per year.



2017 Commander Conference

A select group of top performing Commander dealers continued their generous support for people in need, raising \$160,000 for Telco Together at their annual dealer event.



2017 Cisco Live Melbourne

Telco Together was Cisco Live Melbourne's charity partner for the fourth year running, resulting in \$25,000 raised for Australians in need and 1,000 hygiene kits packed for Indigenous children living in remote communities.



COMMSDAY SUMMIT 2017

April 2017

2017 CommsDay Summit

The Sydney CommsDay Summit once again invited Telco Together to their annual event, resulting in more than \$35,000 raised for Australians in need.



June 2017

More Charities Join Text Giving Pilot

Telco Together appoints five additional charities to the extended Text Giving pilot including the Fred Hollows Foundation, Royal Flying Doctor Service (QLD), Save the Children, Channel 7 Telethon Trust and Brisbane Bronco's Fund.



SUPPORTING AUSTRALIANS IN NEED

We continued to fundraise for our Community Partners - Reach Out, SecondBite, Red Dust Role Models and newly appointed Beacon Foundation.

These fantastic charities and social enterprises provide frontline assistance for people suffering from disadvantage. They prevent negative social and health outcomes through the provision of training and support programs and work towards long-term solutions that create social change. With more than \$1.8 million raised for Community Partners to date, we are proud to support their important contribution to helping Australians in need.



SecondBite exists to provide access to fresh, nutritious food for Australians in need by rescuing and redistributing surplus food, building community capacity in food skills and nutrition, and advocating for an end to food insecurity.

SecondBite rescued over 11 million kilograms of food this year and provided 22 million nutritious meals for vulnerable Australians – that's 60,000 meals each day – delivered through 1,300 community food agencies around the country.



Homelessness & food security



Red Dust delivers innovative health promotion programs and community development projects in partnership with remote Indigenous communities to help break the cycle of poor health.

Initiatives such as the Healthy Living program, Strong Young Man & Boys program, Cultural Exchange and Strong Young Women's program encourage Indigenous youth to learn more about health and make healthy lifestyle choices.



Indigenous health



ReachOut is Australia's leading online mental health organisation for young people and their parents. Available for free anytime and pretty much anywhere, ReachOut is accessed by 132,000 people in Australia every month. That's more than 1.58 million each year.

ReachOut's practical support, tools and tips help young people get through anything from everyday issues to tough times – and the information they offer parents makes it easier for them to help their teenagers too.



Mental health

INTRODUCING THE BEACON FOUNDATION

Our newly appointed Community Partner – Beacon Foundation – is a national non-profit organisation dedicated to helping disadvantaged youth and those living in areas of high youth disengagement and unemployment.

Beacon believes that every young person deserves a chance. They work with schools, businesses and communities to help inspire young people to think about careers and build required skills and experience for the workforce, long before they leave school.

Beacon's school-based programs and innovative online site, eBeacon, also provide unique opportunities for our Members and their employees to connect with schools in low socio-economic areas through unique online and face-to-face mentor experiences and workshops.

Beacon's work tackles the complex area of breaking multi-generational unemployment and they will assist over 15,000 young Australians from 120 schools and communities in 2017 alone.



“Beacon Foundation takes a preventative approach to youth unemployment and the range of societal hardships that stem from it.”

BEACON



HOW WE HELP

Part of our mission is to develop community projects that assist Australian charities by leveraging telco industry reach, communications and tech resources. In 2015, we launched Small Change Big Change and Text Giving pilots and this year we introduced The Skills Exchange, a series of skilled volunteer events that match ICT specialists with charities to solve problems.

TEXT GIVING

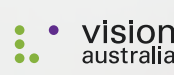
Text Giving is currently being trialled by 20 charities across Australia, thanks to Telstra, Optus, Vodafone and mobile engagement provider OpenMarket, who joined forces with Telco Together to launch this pilot in Australia.

Text Giving enables participating charities to include an SMS 'call to action', (e.g. "Text GIVE to 19 xx xxxx to donate \$5"), in their fundraising campaign materials. Inspired donors can then simply text the keyword, with the \$5 donation amount being charged to their mobile phone bill.

This pilot will run until October 2017, with plans for an open-model to be announced soon.



PARTICIPATING CHARITIES



THE SKILLS EXCHANGE

This skilled volunteering initiative is a series of match-making events that create a space for skilled specialists to help charities solve communications technology problems and increase technology capabilities. We are proud to say that 20 charities are now going through the program.

Trialled in 2016 and officially launched in 2017, each event has attracted a large number of ICT professionals from across our industry all keen to use their skills for social good. The event series will become a regular feature of the Telco Together event calendar and has been made possible thanks to generous sponsors such as Elabor8, Cisco, Ericsson and Nokia.

INTERESTED IN SKILLED VOLUNTEERING?

Register your interest at telcotogether.org/skillsexchange



“The Skills Exchange has unveiled an untapped generosity and extraordinary willingness of ICT professionals to share their skills with charities for social good.”

Participant, Raise Foundation



**SMALL CHANGE
BIG CHANGE**
Helping Australians in Need

Expanding charitable giving across Australia through on-bill donations.

Commander is the first to trial Small Change Big Change to its customers, with over \$100,000 raised for people in need so far, thanks to the generosity of Commander customers who understand that a little from a lot of people can make a real difference.



VOLUNTEERING & FUNDRAISING

WE HELP TO PROMOTE A CULTURE OF PHILANTHROPY ACROSS THE INDUSTRY BY CREATING VOLUNTEERING, FUNDRAISING AND WORKPLACE GIVING OPPORTUNITIES FOR INDUSTRY EXECUTIVES.

Incorporating a charity element into Member and industry events enables us to achieve phenomenal fundraising success for our Community Partners. Major fundraising events include the ACOMM Awards, the annual Commander dealer conference, Cisco Live Melbourne and the CommsDay Summit.

Volunteering grew substantially over the past year with more than 150 telco employees donating time to help charities such as Ronald McDonald House, House With No Steps, The Salvos, Foodbank and Exodus Foundation.



FINANCIAL SNAPSHOT

\$1.8 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

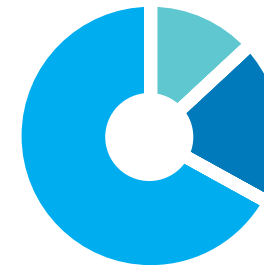
- \$519,980 Fundraising Revenue
- \$309,736 Corporate Donations
- \$92,738 Other Revenue

TYPES OF FUNDRAISING

Member fundraising includes funds raised at corporate events held by Members, including the Vocus Commander Conference and Cisco Live Melbourne, as well as revenue from the Small Change Big Change initiative.

Staff fundraising includes funds raised through grassroots activities and workplace giving.

Industry Events include funds raised at industry conferences, dinners and awards nights such as the ACOMM Awards and the CommsDay Summit.



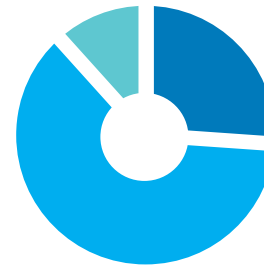
FUNDRAISING REVENUE BREAKDOWN

- 13% Staff Fundraising
- 20% Industry Events
- 67% Member Fundraising

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

- \$112,075 Fundraising Expense
- \$268,532 Foundation Staff
- \$49,733 Admin Costs



FINANCIAL SUMMARY

SUMMARY INCOME STATEMENT YEAR ENDED 30 JUNE 2017

	2017	2016
Fundraising Revenue	\$519,980	\$408,364
Distributions to Community Partners	\$420,000	\$391,085
Operating Revenue		
Corporate Donations	\$309,736	\$294,473
Other Revenue	\$92,738	\$39,447
Total Operating Revenue	\$402,474	\$333,920
Operating Expenses		
Staff	\$268,532	\$249,019
Fundraising Expenses	\$112,075	\$60,085
Administrative Costs	\$49,733	\$52,568
Other Expenses		
Total Operating Expenses	\$430,340	\$361,672
Surplus/Deficit	\$72,114	(\$10,473)

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.

SUMMARY BALANCE SHEET YEAR ENDED 30 JUNE 2017

	2017	2016
Assets		
Cash and Cash Equivalents	\$159,289	\$138,213
Accounts and Other Receivables	\$76,068	\$19,483
Other Assets	\$2,778	\$2,061
Total Assets	\$238,135	\$159,757
Liabilities		
Accounts and Other Payables	\$30,964	\$25,062
Provisions	\$38,007	\$37,645
Total Liabilities	\$68,971	\$62,707
Net Assets	\$169,164	\$97,050

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

Chairman
Executive Director at
the Vocus Group

JACKIE SOLAKOVSKI

Non-executive Director
Partner at Lander & Rogers
Lawyers

DAVID SHEWRING

Non-executive Director
Partner at Ernst & Young

PHIL CORNISH

Non-executive Director
Founder and former Director
at Vodafone Australasia

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

Chairman of
Telco Together
Foundation Advisory
Board



VAUGHAN BOWEN

Chairman,
Telco Together
Foundation



PAUL ROBERTSON

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



GEOFF HORTH

Chief Executive
Officer, Vocus Group



ANDREW BUAY

Vice President Group
Corporate
Social Responsibility,
Optus



MICHAEL STANLEY

Director of HR,
Vodafone



RENEE BOWKER

Chief Executive
Officer,
Telco Together
Foundation



TIM O'LEARY

Chief Sustainability
Officer, Telstra



JASON BROUWERS

Managing Director
Commercial Sales at Cisco
Systems

MEMBERS & SUPPORTERS

Launched in July 2012 with 10 founding members, Telco Together now has 22 members, representing a combined reach of 70,000 staff. We continue to receive generous support from a variety of community-minded 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.

MEMBERS



PLATINUM BENEFACTORS

Bowen Family Trust
Larry Kestelman
Max Bowen
Deloitte
Brentnalls SA
Deloitte
Brentnalls SA



FRIENDS OF THE FOUNDATION



Geoff Horth
Scott Carter
Bevin Slattery
Boris Rozenvasser
Carolina Nunn
Darryl Inns
Frank Acland
James Anderson
Jordan Grives
Andrew Branson
Richard Branson

Alistair Carwardine
Grant Lee
Eric Wickstrum
Daniel Whitford
Jigar Shah
John Adgemis
Tim O'Sullivan
Claude Pinto
James Wills
Larry Kestelman
Philip Cornish

Rob Parcell
Marcello Barbaro
Steve Wicks
Graham Evans
Campbell Burns
John Loschiavo
Enrico Manuel Antonio
Adrian Catanzariti
Sachin Rathin
Peter Durning
Aaron Haydon

Stuart Lee
David Werdiger
David Fazio
Peter Durning
James Harb & Elie Ayoub
Hamish Mogan
Brian l'anson
Chris Chan
Mauro De Girolamo
James Ward



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