

*Celebrating*

15  
years

SVA Annual Review 2016–2017



# 15 years improving the lives of people in need

2002  
Social Ventures Australia  
is established.  
Our story begins...

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# Who we are and what we do

Social Ventures Australia (SVA) is a social purpose organisation that works with partners to improve the lives of people in need.

Our range of services are designed to scale social impact, helping business, government and philanthropists to be more effective funders and social purpose organisations to be more effective at delivering services.



Through the work we do – across venture philanthropy, consulting and impact investing – we seek to create systems change that will enable people and communities to thrive. We build relationships with government and convene cross-sector networks to share insights from our work and build momentum for effective practice.

Venture Philanthropy	Impact Investing	Consulting
Funding, expertise and networks to transform high-potential organisations and incubate innovative ideas. Services for philanthropists to enable disciplined risk-taking and effective funding.	Debt and equity to fund growth of social purpose organisations or projects. Social impact bonds to fund and promote system-wide change.	Social impact strategy, implementation and outcomes management consulting for social purpose organisations, philanthropists, governments and businesses.
Strategy and advocacy		
Practical knowledge of key practice areas to inform SVA's provision of funding, investment and advice.		
Robust evidence base to share and inform policy and practice, to achieve system change.		
Marketing and partnerships, finance, people and culture, legal		
Trusted brand, exceptional systems and processes, focused on creating impact for our partners.		

**2002**  
year founded

**88**  
team members

**15**  
ventures supported in FY17

**10**  
years of SVA Consulting

**\$19m+**  
impact investment deployed in FY17

# Celebrating 15 years

The artwork to the right is by April Jones, a Gooniyandi woman from the community of Bayulu near Fitzroy Crossing in the Kimberley region of Western Australia. April is a senior artist at Marnin Studio, an SVA venture partner.

SVA commissioned the design to celebrate our 15 year anniversary, and the way that – by helping empower communities to make the change they seek – a positive ripple effect occurs, and all Australians benefit.

For SVA the design reflects our journey from small beginnings to the ever-growing impact of our work today.



## Board and Governance

### SVA Board



Paul Robertson AM



Adrian Appo OAM



Tanya Gilerman



Chris Harrop



Rob Koczkar



Daisy Mallett



Lisa Paul AO PSM



Richard Spencer

### SVA Members

Michael Traill AM  
AMP Foundation  
The Benevolent Society  
The Smith Family  
WorkVentures  
Tony Berg AM  
Elaine Henry OAM  
Bill Lawson AM  
Helen Liondos  
Rob McLean AM  
John Poynton AM  
Lynn Ralph  
Jane Schwager AO  
Carol Schwartz AM

### SVA Leadership Council

Michael Traill AM (Chair)  
Alison Deans  
Andrew Clifford  
David Jones  
David Vaux  
Gary Gerstle  
Michael Price  
Nigel Renton  
Paul Robertson AM  
Rob Keldoulis  
Robin Crawford  
Sarah Davies  
Shemara Wikramanayake  
Stephen Roberts  
Tony Mackay AM  
Yan Li Wang

# From the Chair and the Chief Executive Officer of Social Ventures Australia

This year marked 15 years since SVA was founded. Over the year we welcomed five new ventures to our portfolio, launched three new social impact bonds, completed 132 new consulting projects, and grew our team to 88 passionate professionals committed to a more equitable and inclusive Australia.

15  
years

5  
new venture partners

132  
consulting projects

3  
new social impact bonds

7  
government submissions



SVA's 2020 strategy is built around our conviction that more effective funding and more effective service delivery will result in a reduction in disadvantage. As we reflected on SVA's journey so far, we saw an opportunity to share what we had learned about effectiveness in the social purpose sector in a way that would strengthen our work, and the work of our partners, into the future.

This has resulted in the development of the SVA Fundamentals for Impact, a framework of 15 characteristics to enable organisations and funders to assess whether they are being effective and how they can do better.

And we've ramped up our advocacy work, driving an ambitious agenda in education and ensuring the leading practice we see across our work with partners is visible to government decision makers. This included lodging seven formal submissions to government inquiries over the year, a number of which were reflected in major government policy announcements.

We continue to learn from our partners and build our knowledge base across the SVA practice areas of education, employment, housing and First Australians, working collectively towards our vision for better outcomes in these areas.

Importantly, 2017 was the year of the Uluru Statement from the Heart, and SVA unequivocally supports that call for the establishment of a First Nations Voice enshrined in the Constitution.

In all we do, SVA is seeking to build an Australia where all communities thrive, and where everyone has a sense of belonging and empowerment.

It's a big vision, and one which will only be achieved in partnership with many others working towards a similar end. Achieving that Australia is a long way off, but we believe the pathway towards that goal is clearer than it was 15 years ago.

The framework is becoming a valuable resource for the sector, and we are also using it to help SVA better understand and improve its own impact. It is our intention to share this assessment in future impact reporting, to ensure that the achievements we celebrate in documents like this are indeed having the impact we intend.

For now, we are delighted to share highlights from FY17, our 15th year of operations, in this report.

We look forward to continuing to work together to support people and communities to thrive.

Paul Robertson AM  
Chair, SVA

Rob Koczkar  
Chief Executive Officer, SVA

# The SVA Fundamentals for Impact

In SVA's work across the sector over the last 15 years our observation has been that despite their best attempts, many funding and social purpose organisations struggle to clearly assess and articulate what it means to be 'effective', and it hampers their ability to improve outcomes for the people they serve.

**15 organisational characteristics** important for effectiveness in the social sector

The SVA Fundamentals for Impact offer a practical framework to help leaders answer critical questions about how their organisation is performing, and applying the framework can help them create a clear pathway towards improvement.

Grounded on SVA's own experience over 15 years, as well as the research and experience of many global practitioners and experts, the SVA Fundamentals for Impact are differentiated from other organisational effectiveness tools. The framework recognises that effectiveness in the social sector is determined by more than just internal capability, with client centricity and engagement with the ecosystem also important.

In all, there are 15 organisational characteristics that SVA believes – and the evidence shows – are important for effectiveness.

*'We've used many frameworks and tools in the past to guide our decision making and rate our progress. This is the best we have seen because it considers not only how to run an effective organisation but importantly, how critical it is to be client centred and aware of the system we are trying to influence.'*

Helen Liondos, Head of Sustainability & AMP Foundation



- CLIENT CENTRED
- EFFECTIVELY RUN
- ENGAGED WITH THE ECOSYSTEM

## The Melbourne Indigenous Transition School



The SVA Consulting team worked with the Melbourne Indigenous Transition School (MITS) as its priorities began to shift from proof-of-concept to scaling up. This is a juncture that many social sector organisations come to, and one that can be critical in terms of ensuring continued success supporting program participants.

Our consultants used the SVA Fundamentals for Impact with MITS to frame the challenges and opportunities this transition would bring, and to articulate a clear pathway forward for the organisation.

*'We came to SVA for an objective assessment of how well our organisation was placed to transition from start-up phase to one of consolidation and growth. Having the Consulting team walk through the SVA Fundamentals for Impact with us allowed us to identify which changes we should prioritise to improve our impact for our students and communities.'*

Edward Tudor, Executive Director, Melbourne Indigenous Transition School



We came to SVA for an objective assessment



# Our work this year

As part of our commitment to driving systems change, SVA focuses on developing partnerships in four areas:

Education



Employment



Housing



First Australians



We also engage in projects that support the social sector to deliver tangible positive outcomes for the people and communities they serve.

Our projects cut across these focus areas, which enables us to develop a deep understanding of the interaction between drivers of better outcomes for people experiencing disadvantage.

The following pages outline some of the projects we have worked on this year to progress our vision for a more inclusive and prosperous Australia.



# An education system that delivers for all

SVA has a vision of an Australian education system that develops the intellectual, social and moral wellbeing of young people, as well as contributing to the economic prosperity and social cohesion of the nation. This year our work towards this vision has included:

## Evidence for Learning – Growth and Advocacy

SVA continued to demonstrate how educational outcomes could be improved if more decisions about programs and priorities were made based on the best available evidence. This included advocating for an independent evidence provider, to help ensure all teachers have access to the information they need when making decisions about their teaching practice. This would in turn help to direct the growing education spend towards high-impact teaching practices.

SVA-incubated enterprise Evidence for Learning (E4L), the Commonwealth Bank and international partner the Education Endowment Foundation, have been running an intensive campaign involving direct government engagement, coalition building and leading public debate – in order to build support for a new Australian Education Evidence Broker.

In FY17 the campaign passed significant milestones, with more than 11,400 educators accessing the Teaching & Learning Toolkit four or more times and the Productivity Commission Inquiry into the Education Evidence Base adopting many of the recommendations from SVA's submissions. With the announcement of the Gonski 2.0 review explicitly referencing access to evidence, SVA is now poised to help improve education outcomes nationwide.



To read more about the work of E4L see the SVA Quarterly article 'Systems that learn: creating an education evidence ecosystem'.



More than **11,400** educators accessing the Teaching & Learning Toolkit four or more times



## Mimi's House – Venture Philanthropy Partnership

SVA is partnering with Mimi's House to help vulnerable children get a better start in life.

Mimi's House is a child-centred, whole of community, early intervention program in Moreton Bay Queensland. The program supports at-risk primary school aged children who are struggling to engage in learning and school. By creating a nurturing, safe, calm environment and through a structured mentoring program, Mimi's House supports the children to learn the life skills required to thrive and succeed in life.

Approximately 50% of the children in the program are Indigenous and/or Pacific Islander, with the remaining children from low socio-economic families.

With the support of the Queensland Venture Philanthropy fund of \$100,000 per annum over three years, the program expanded from three to five days to full capacity over the first year, to work with 50 children per annum (an additional 20 children per year).

The partnership with SVA also includes testing the efficacy of the program, formalising family and post-program support, and scoping out the service gap for appropriate education, social and emotional wellbeing support for the children.

Pending positive outcomes, Mimi's House will endeavour to replicate the model into other disadvantaged communities, helping to transform the way vulnerable communities engage with early primary education.

Approximately **50%** of children in the program are Indigenous and/or Pacific Islander, with the remaining children from low socio-economic families



### The SVA Bright Spots Schools Connection – STEM Learning Hub

The SVA Bright Spots Schools Connection (The Connection) is a network of high-performing school leaders based in low socio-economic areas. SVA developed this initiative to connect, support and advance the work the schools are doing to improve educational outcomes for disadvantaged students.

Working with the leadership teams in 50 schools, the Connection reaches 2,800 educators and approximately 30,000 students in Australia.

In seeking to accelerate improvement in educational outcomes, The Connection helps link schools with experts in academia, educational practice and the corporate world. This year, SVA was excited to announce a new three-year partnership with Samsung Electronics Australia to bring STEM expertise and support to The Connection schools.

The STEM Learning Hub saw an additional 15 schools added to The Connection, in communities where STEM resources are most needed. Hub schools are working together to understand how STEM can best be integrated into their education practice, equipping students with capabilities that are of ever-increasing importance for the work of the future.



The Connection reaches **30,000** students in Australia



### Woodside Energy – Community Investment Portfolio

SVA Consulting built on its relationship with Woodside Energy this year, working closely with the Corporate Affairs team to continue to build their capacity around how to screen and assess their community investment portfolio through the design, development and implementation of a prioritisation tool. This tool assists Woodside to make strategic decisions around which initiatives to support and ensures standardisation across the company. It also maximises the value and impact of community partnerships across geographical jurisdictions. SVA Consulting's support included training Woodside staff on how to use and update the tool in preparation for its roll-out across the entire organisation.

Woodside's single largest social contribution investment is the Woodside Development Fund. A \$20 million commitment over 10 years, the fund is focused on making strategic contributions to support early childhood development outcomes in the company's host communities both in Australia and internationally. Over the past year, SVA Consulting undertook two, six-monthly evaluations of the Fund to capture progress being made to date.

This year SVA Consulting also supported Woodside to establish a measurement, evaluation and learning framework for its entire social investment portfolio, working with the team to draft an overarching outcomes framework and suite of indicators as a first step on the journey

The collaboration is supporting Woodside to optimise its impact and ensure contributions are as effective as possible.



To read more on SVA's work with Woodside see the SVA Quarterly article 'Why and how corporate funders should manage to outcomes'.



### IMPACT STORY – SVA's Bright Spots Schools Connection



#### Working as a teacher or principal to improve outcomes for students in individual schools can feel isolating. But it doesn't have to be.

The Bright Spots Schools Connection (The Connection) works with exceptional leaders in schools in disadvantaged communities to improve student outcomes. It does this by bringing educators together, exposing them to best practice and innovative thinking from around the world, and giving them the chance to reflect on, and address common challenges. By connecting, leveraging and supporting the expertise in the education system, The Connection drives evidence-based action in these schools.

For Nicole Tainsh, the Assistant Principal of Granville East Public School in New South Wales, participating in The Connection made her realise there are many schools dealing with the types of challenges she and her colleagues had been wrestling with.

'I learned that the number one thing is that we are all dealing with common challenges. We're preparing students for a future that is relatively unknown,' Tainsh says.

The overwhelming majority of Granville East students, around 96%, speak English as their second, third, or fourth language. Like all schools participating in The Connection, Granville East has an Index of Community Socio-Educational Advantage (ICSEA) score below 1000, indicating that students have a below average level of educational advantage.

When the school became involved in The Connection, Granville East's leaders were looking to improve their relationships with students and parents, and ensure outcomes were consistent across the school.

'We've loved every minute of our involvement with The Connection. It's really given us a different perspective in our school. It's helped us to be part of something even bigger.'

'Schools are incredibly busy places. There's a lot going on, and a lot of competing priorities,' Tainsh says.

*'We've loved every minute of our involvement with The Connection. It's really given us a different perspective in our school.'*

'It sounds a little bit silly but... the luxury was time. Having days set aside, and milestones we were working towards. To step outside and look up a bit instead of looking down. That's been incredibly valuable to us.'



The Connection reaches **2,800** educators in Australia



# An inclusive employment market

SVA has a vision for an Australia where every person can participate in the community and economy in a way that is fulfilling to them. Specifically, we work towards creating opportunities for people with barriers to work – such as disability, homelessness, or intergenerational and long-term unemployment. This year our work towards this vision has included:

## BackTrack – Venture Philanthropy Partnership

SVA is working with BackTrack to build on its success supporting young people doing it tough in rural and regional communities.

BackTrack is a multifaceted service organisation covering the education, health, employment, housing and justice needs of young people on a flexible basis. BackTrack commits to supporting participants for as long as they need to build the resilience and skills to pursue positive life pathways.

## *SVA is supporting BackTrack to mentor communities across regional Australia*

BackTrack typically supports young men aged between 12 and 18 years old, around 75 per cent of whom are Indigenous. Programs include alternatives to classroom learning, skills-based training, opportunities to participate in paid employment, accommodation, behaviour therapy and wrap around case management services. 87 per cent of young people who graduate from BackTrack's programs do so into some form of education or employment.

SVA is supporting BackTrack to mentor communities across regional Australia to establish their own youth-services organisations that build upon the proven principles BackTrack has developed at its core Armidale-based operations. BackTrack is currently mentoring the communities of Dubbo, Bourke, Condobolin and Lake Cargelligo in Central Western NSW, and early signs indicate similar results as those proven in Armidale.



**87% of young people who graduate from BackTrack's programs do so into some form of education or employment**





### High Growth Jobs, Talented Candidates

SVA Consulting continued its work with the Australian Network on Disability (AND) and NSW Department of Family and Community Services on the High Growth Jobs, Talented Candidates program. This is part of the Employment Enablement Strategy to increase employment opportunities for job seekers with disability.

Working with these partners, SVA Consulting applied a co-design process to produce an overview of the current working environment for people with disability and a set of strategies for how to approach employer capacity development. In collaboration with AND, SVA Consulting undertook labour market research to identify high employment growth industries; identify businesses within the growth industries to target and partner with; and better understand the pipeline of job seekers skills, qualifications and capabilities.

Having put forward an evidence-based approach for building the capacity of business to employ people with disability, SVA Consulting is providing ongoing measurement and evaluation support to ensure that lessons are identified and addressed as they arise throughout the course of the pilot.

Using a demand-led employment approach requires cultural and practical changes within businesses to build their capacity to employ people with disability. This can take time. However, the initiative has so far successfully placed 39 people with a disability into employment as a result of 194 referrals. Over 150 people have participated in disability confidence training and eight employers participated in the program which signals a shift in the way employers view people with a disability.

### Industry Employment Initiative – Growth and Advocacy

SVA has identified that one of the keys to improving employment outcomes for vulnerable people in Australia is to get better alignment between demand – the growing sectors of the labour market – and supply – the young people looking for work.

In FY17, SVA's advocacy work focused on taking lessons from cornerstone 'demand-led' employment projects, the Industry Employment Initiative (IEI) and High Growth Jobs, Talented Candidates (HGJTC), to have these scaled or adopted as part of Government funded employment services. Having incubated the IEI five years ago, SVA contributed to the Victorian Government's Back to Work policy. With one of the original partners, Jesuit Social Services, SVA is now delivering 220 jobs through the IEI as a provider of the Jobs Victoria Employment Network (JVEN) program.

With both Commonwealth and State Governments continuing to roll-out employment programs, SVA also made submissions to the Commonwealth Government on how to take a demand-led approach to Disability Employment Services. Additionally, SVA was asked to participate in consultations on the design of the Commonwealth's \$96 million Try, Test and Learn fund to help develop new youth employment programs and improve outcomes-based contracting.

## IMPACT STORY – Industry Employment Initiative

### What does getting a job mean to a long-term job seeker?

'It's meant I've got a reason to get out of bed every day,' Bill\* says.

There are many contributing factors to long-term unemployment. Many people have little work experience; many face additional challenges as a result of extended exclusion from the labour market, including low self-confidence and limited work skills.

Skills and confidence are the keys to employment and both are elements addressed by the Industry Employment Initiative (IEI).

The demand-led employment program partners with industry to provide long-term unemployed people in Australia with support, training, and line of sight to ongoing employment with supportive employers.

*'It's 100% better. I'd rather do training than spend a month with no job.'*

For Bill, the opportunity afforded by the IEI was a job in hospitality at a Melbourne-based hotel of a global brand.

'I wouldn't have been able to get into a hotel job, I was a ratty looking person with damaged hair,' Bill says.

Bill participated in a three-week bespoke training program co-designed by the employer and the IEI. This program helped build his confidence, taught him industry-based content that was relevant to the role on offer, and included a personal presentation and grooming module which ensured that he met the five-star standards of the hotel.

It's the first real support, Bill says, that he received during his period of unemployment. His prior experience with job agencies had him doing little more than applying for jobs.

'It's 100% better. I'd rather do training than spend a month with no job,' he says.

A representative from one of the national IEI employer partners says that the IEI gives companies the confidence to look beyond a candidate's lack of experience.

'It's a more practical way of getting people into the business who genuinely want to work,' says the representative.

'The entire team and all partners were extremely passionate about it, and the level of support to the program and candidates was considerable. The pre-vocational training, I'd never see that done before. It was very helpful.'

The IEI continues to work with employers to create opportunities for long-term unemployed job seekers to participate in bespoke training with line of sight to ongoing employment.

The IEI continues to work with employers to create opportunities for long-term unemployed job seekers

\* The name of the IEI participants have been changed to respect their privacy. The image is representative only.



39 people with a disability placed into employment

Over 150 people participated in disability confidence training

Delivering 220 jobs through the Industry Employment Initiative



# A place to call home

SVA has a vision in which stable, appropriate and affordable accommodation is available for all people in Australia. This year our work in social and affordable housing has included:

## Aspire Social Impact Bond

SVA is working in partnership with Hutt St Centre, an Adelaide-based specialist homelessness services provider, and the South Australian Government on the Aspire Social Impact Bond (Aspire SIB).

The Aspire SIB funds the Aspire Program, an intensive case management program focused on providing housing, life skills and employment pathways for adults experiencing homelessness, based on a 'housing first' intervention model. The program aims to work with approximately 600 individuals, and is targeting a 15 per cent reduction in the number of days spent in hospital, a 15 per cent reduction in the number of convictions and a 50 per cent reduction in the number of emergency accommodation support periods for participants relative to a historic baseline.

SVA developed and implemented the Aspire SIB, including raising \$9 million in private investor capital for Hutt St Centre to establish and operate the Aspire Program.

The program commenced in July 2017 and will provide services for seven years. Collectively, this is expected to generate \$20 million in savings for the SA Government, while helping improve participants' health and wellbeing, and employment and social prospects.



**15% reduction** in the number of days spent in hospital

**50% reduction** in the number of emergency accommodation support periods



## National Housing Finance Aggregator

In SVA's Social and Affordable Housing Perspective paper, we noted that Australia has an estimated shortfall of 400,000 affordable and available houses for people on low-incomes, including a waiting list for social housing of more than 200,000 people. In FY17, SVA's housing advocacy focused on ways to bring more private capital into Australia's small community housing sector to help develop more affordable housing stock.

SVA worked with Macquarie Group and the housing sector to encourage the Commonwealth Government to create a National Housing Finance Aggregator, similar to a model in the United Kingdom. The aggregator would help bring down the cost and increase the duration of loans to Community Housing Providers, making billions of dollars available to the development of new social and affordable housing.

In late 2016 the Council of Australian Governments announced in-principle support for a new aggregator. This was later confirmed in the Commonwealth Budget with a commitment of \$53.5 million for a new Australian Housing Finance Corporation (including the aggregator), due to be launched in 2018.

## Life Without Barriers

The SVA-HESTA Social Impact Investment Trust invested in an affordable housing development with Life Without Barriers, providing safe, stable and accessible homes for people with disability in Toowoomba, Queensland.

Life Without Barriers supports children, young people and families, people with disability, older people and people with mental illness. They work with people who are homeless, as well as refugees and asylum seekers.

The homes developed through the SVA investment are located in areas with good links to transport and amenities and part of a larger community development. This enables tenants to live an independent life – in a safe place that they can call home – something that many of them have not been able to do before.



**\$53.5 million** for a new Australian Housing Finance Corporation

## Housing Plus – Outcomes Management Framework

Housing Plus engaged SVA Consulting to develop an outcomes management framework to help it understand its impact, how to improve it, and to support its sustainability as an organisation. The vision was to create a practical whole-of-organisation approach to measurement and evaluation, so that the impact of services can be evidenced to support funding and drive continuous improvement in service delivery.

Housing Plus works in communities in Central West and Western NSW and provides appropriate accommodation and integrated support services to help improve lives and create thriving communities. Housing Plus also focus on supporting people who are experiencing homelessness or domestic violence.

Working closely with the team at Housing Plus, SVA Consulting helped the organisation define its desired impact so it could clearly identify the outcomes it wished to achieve. Using these outcomes, the team developed key indicators that would allow Housing Plus to understand

the level of change occurring for participants, and measure its impact. SVA Consulting then created a visual reporting dashboard to allow Housing Plus to easily monitor ongoing changes and outcomes. The outcomes framework was developed to align with the NSW Human Services Outcomes Framework.

The framework will allow Housing Plus to make evidence-informed decisions about where to invest its resources to maximise its impact and better support participants.

*The framework will allow Housing Plus to make evidence-informed decisions about where to invest its resources to maximise its impact and better support participants*



## IMPACT STORY – Aspire Social Impact Bond



John\* had a long history of homelessness, bouncing between temporary accommodation, sleeping on the streets and in cars. Last year he was assaulted while sleeping rough and acquired a brain injury that led to an extended hospital stay.

This year John found a home thanks to the hardworking team at Hutt St Centre, an Adelaide-based specialist homelessness service provider.

Today John is still in his home, with ongoing support from the team at Hutt St. That support is made possible through the Aspire Program, funded by the Aspire Social Impact Bond (Aspire SIB).

Early in 2017 SVA, in partnership with the South Australian Government, launched the Aspire SIB, South Australia's first social impact bond. It provides Hutt St Centre with \$9 million in private investor capital to deliver a program that focuses on finding homes, and providing life skills and employment pathways for vulnerable people.

Hutt St Centre CEO, Ian Cox has been involved with the specialist homelessness service provider in some capacity or another for almost 30 years. The Aspire SIB, Cox says, provides a model which enables Hutt St Centre to provide ongoing support to people like John that isn't ordinarily possible.

'It allows us to be relentless in our approach,' Cox says.

'That's the beauty of the program, and what we love.'

*'Compared to our other programs, where we get lots of housing outcomes, but generally can't follow up for long enough. Here's a situation where we've been able to follow up.'*

'We're not going to give up on him. There may well be times where he may struggle with certain things, but we're able to be there all the way with him.'

The Aspire SIB has allowed Hutt St Centre to partner with Government to fund the Aspire Program on an outcomes basis, with investors providing the upfront capital and sharing in the risk if outcomes are not achieved.

*'We think the Aspire Program itself is quite transformational, but working with SVA has been quite transformational too. It's made us a far better organisation.'*

'It's made us more diligent, it's made us think a lot clearer about the data. It's refocused us on outcomes. A lot of our funding programs are generally output related. So having a program and getting refocused on outcomes and people has been fantastic.'



**\$9 million** to deliver a program that focuses on finding homes, and providing life skills and employment pathways for vulnerable people

\*The name of the Aspire participant has been changed to respect his privacy. The image is representative only.



# A reconciled Australia

SVA has a vision of a reconciled Australia, in which substantive rights and opportunities are guaranteed for all Australians. Achieving this goal requires institutional, policy, service and funding change – all with a focus on increasing First Australians' capacity for self-determination and self-governance. SVA has worked towards this change through a number of projects this year, including the following:

## Marnin Studio – Venture Philanthropy Partnership

Marnin Studio is an arts and therapeutic studio empowering women in the Fitzroy Valley to share their knowledge, strengthen their families and grow their ideas into a sustainable enterprise.

Through a three-year partnership, SVA is providing funding and capacity-building support to enable Marnin Studio to become financially sustainable and continue to offer healing and growth for the women and the community.

The partnership is also working to prove a sustainable community-led model of empowerment that can be leveraged by other Indigenous communities around Australia. By supporting Marnin Studio, SVA is testing a model for a local economy that leverages First Australians' strong cultural and country connections.

Over the past year, the partnership has helped increase sales revenue from the studio by 33 per cent, helping it to become financially sustainable. More women are participating in activities and seeing their participation as work-like activity rather than a therapeutic hobby. The partnership has also been recognised by Philanthropy Australia with the 2017 Indigenous Philanthropy Award.



Over the past year, the partnership has helped increase sales revenue from the studio by 33%, helping it to become financially sustainable



To read more about SVA's work with Marnin Studio see the SVA Quarterly article 'What makes for a collaborative philanthropic partnership'.





It is estimated that **230 children** will be reunified with their families, which is two and a half times more reunifications than would occur in the absence of the program

### Newpin Queensland Social Benefit Bond

The Newpin Queensland Social Benefit Bond (Newpin Qld SBB), Queensland's first social impact bond, aims to reunify children in out-of-home-care in Queensland, with their families. It funds the Newpin Program, which is an 18-month program designed to strengthen family engagement through parenting modules, therapeutic group sessions, and child development activities. The program is based on the model that underpins the Newpin Social Benefit Bond in NSW, however in Queensland it will focus on working primarily with First Australian families.

Working closely with UnitingCare Queensland and the Queensland Government, SVA developed and implemented the Newpin Qld SBB, including raising \$6 million in private investor capital to fund the roll out of the Newpin Program in three locations across Queensland.

Under the Newpin Qld SBB, it is estimated that around 230 children will be reunified with their families, which is two and a half times more reunifications than would occur in the absence of the program. In addition to the positive outcomes for participants and their communities, the program is expected to generate approximately \$58 million in savings for Government.

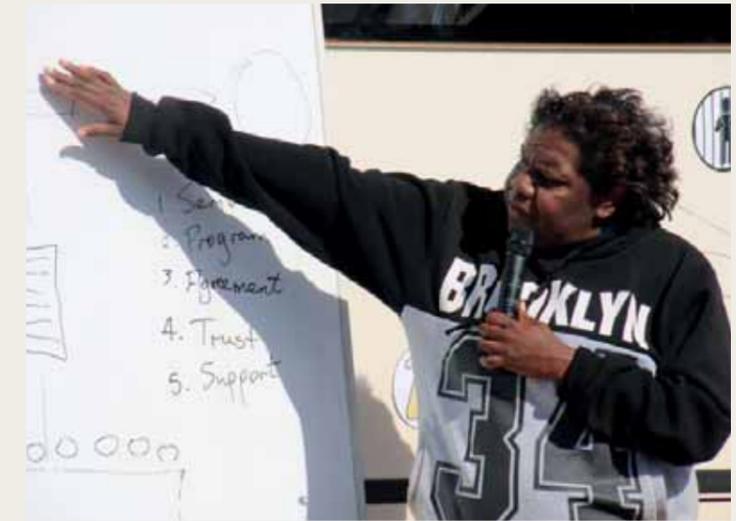
### Martu Leadership Program Evaluation

SVA is committed to developing long-term relationships with its partners and clients as we recognise that change requires perseverance and commitment.

SVA Consulting has worked with long-term partner Kanyirninpa Jukurrpa (KJ) for several years over a range of projects. This year one of those projects was to understand, measure and value the outcomes that the Martu Leadership Program achieved in its first three years. This enabled KJ to demonstrate the transformational value of the program for its participants to government, corporate partners and other stakeholders.

The Martu people are the traditional owners of a large part of central Western Australia, covering an area twice the size of Tasmania. The Martu Leadership Program is a community education and development program designed to build capacity and create opportunities in remote Western Desert communities.

The evaluation report produced by SVA has been a critical resource for fundraising efforts and government advocacy. By describing the changes that occurred as a result of the program using Martu language, the report also assisted KJ's capacity to communicate program outcomes to Martu. It has empowered the program participants themselves to advocate and present these findings to key system influencers, such as government and potential corporate partners.



The evaluation report enabled KJ to **demonstrate the transformational value** of the program





SVA is committed to building long-term relationships with its partners and clients

### Working on Country – Advocacy

Building on social return on investment analyses that SVA conducted in 2011 and 2014 of on-country programs delivered by Kanyirninpa Jukurrpa (KJ) in the Western Desert, SVA worked with the Department of the Prime Minister and Cabinet in 2016 to understand the cultural, social, economic and environmental outcomes of five different Indigenous Protected Areas (IPAs) and related ranger programs across Australia.

With a detailed understanding of the importance of Indigenous land and sea management initiatives, SVA focused its advocacy in FY17 on sharing those insights to ensure ongoing and increased funding for the federally funded IPA and Working on Country (WoC) programs and other state funded initiatives.

The Australian Government recently announced funding for the IPA program would extend until 2022, with a \$10 million boost in funding levels. The federal opposition and the Greens have adopted a policy stance to double the number of rangers working on country through the WoC program. The Western Australian and Queensland governments have each released recent expressions of interest to increase ranger jobs, following a \$20 million commitment from the incoming WA government.

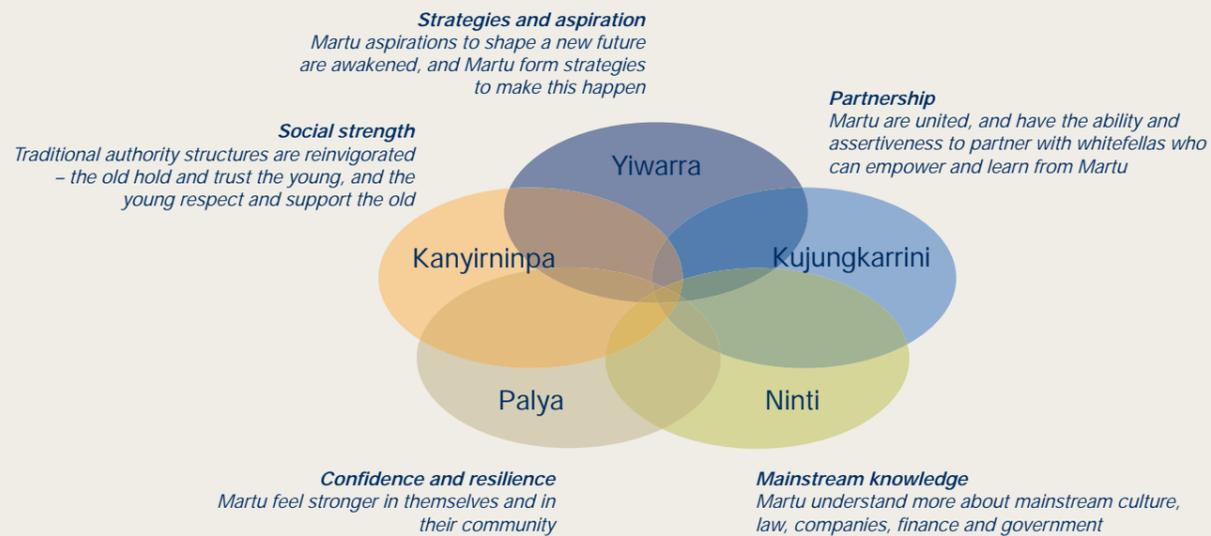


SVA's sphere of influence has even extended to Canada, where we helped to share learnings from the Australian Indigenous Land and Sea Management experience. This was instrumental in securing a \$25 million Canadian federal budget allocation to support a national Indigenous guardian network.



To read more about SVA's analyses of the Federal Government's Working on Country and Indigenous Protected Area programs see the SVA Quarterly article 'Healthy Country, Healthy People'.

### Outcomes for Martu Leadership Program



### IMPACT STORY – Kanyirninpa Jukurrpa



In more than 15 years working with the Martu people in Western Australia, Peter Johnson had never witnessed a meeting like the one he attended in September.

It was the annual general meeting of Kanyirninpa Jukurrpa (KJ), a Martu-run organisation Johnson co-founded and where he works and now serves as a non-voting advisory board member. It was the first time a formal company meeting had been almost entirely run by Martu, including presentation of financial reports, taking questions on corporate finances, conduct of elections and all general business.

The Martu were one of the last groups of First Australians to make contact with European Australians and are the traditional owners of a large part of central Western Australia which extends from the Great Sandy Desert in the north to Wiluna in the south.

Johnson says that meeting is one of many examples of the impact of the Martu Leadership Program, a KJ initiative which aims to equip young Martu men and women with the knowledge, skills, and confidence to take control of their future.

*'It profoundly demonstrated the shift in community capacity, the shift in confidence, the shift in taking control, and in empowerment, that comes from that program.'*

'The meeting lasted for two and a half hours, and this is not hyperbole, apart from the minutes being read, whitefellas spoke for 10 minutes, and 20-30 Martu spoke for the rest of the time.'

For the Martu people, leadership is not an individual attribute but a broadly spread communal function. With that in mind, KJ tasked SVA Consulting with the job of measuring the value and impact the program had on the Martu people, and the community more broadly. Using the Social Return on Investment methodology, the SVA Consulting team were able to help KJ articulate what the program was trying to achieve, and what it has done.

What was particularly valuable, Johnson says, was the fact that the SVA Consulting team was able to articulate the program in a way that was relevant for the Martu people, KJ, funders, and government. At the heart of the SVA Consulting team's evaluation was a diagram [see page 26] which, Johnson says, speaks to SVA's unique skillset. The diagram centred on five Martu words: Kanyirninpa (social strength), Yiwarra (strategies and aspiration), Kujungkarrini (partnership), Ninti (mainstream knowledge) and Palya (confidence and resilience).

'The diagram is utterly invaluable to us, because at the end of the day, nobody – whitefella or Martu reads an 80-page evaluation report,' Johnson says. 'It's really helpful to have external insights into what this program is doing. It resonates powerfully with Martu, but it also provides us with a sharp, clear focus, for articulating what the program is about to funders, and potential funders. The fact that the core of the diagram is five Martu words, of itself is revolutionary. SVA's capacity to represent it in that way, is a really singular talent and one that's been incredibly valuable to us.'



For the Martu people, leadership is not an individual attribute but a broadly spread communal function

# A more impactful social purpose sector

SVA believes that more effective funding and more effective services will result in a reduction in disadvantage in Australia. To that end we work with funders, service providers, thought leaders and policy makers to help build organisational and sector capacity to achieve social impact.

This year SVA had the opportunity to support a number of large government departments and agencies to become better at understanding and delivering outcomes for people accessing social services.



Over 15 years, SVA has developed a deep understanding of how to set, cost and measure outcomes for people experiencing social exclusion in Australia

## National Disability Insurance Agency – Information, Linkages and Capacity Building

The introduction of the National Disability Insurance Scheme (NDIS) has had significant implications for the way the disability sector operates and has required many service providers to adapt their operations. As part of the NDIS, the Australian Government introduced Information, Linkages and Capacity Building (ILC), an area focusing on building an individual's capacity to live an ordinary life and creating opportunities in the community to do so. The National Disability Insurance Agency (NDIA) engaged SVA Consulting to develop a toolkit that would build the capacity of the sector to prepare for the ILC.

Using a human-centred design process and working with design partner Republic of Everyone, SVA Consulting created a suite of online resources to increase the understanding of organisations in the sector of the ILC, improve their grant management skills, and improve their understanding and skills in measuring outcomes. To support this online resource, which has so far been accessed by thousands nationally, our team delivered in-person training to over 160 organisations.

SVA Consulting also worked with NDIA to develop the ILC outcomes framework to help define what success would look like for the area, allow them to monitor their progress against those outcomes and enable them to make evidence-based decisions.

## NSW Department of Finance, Services and Innovation

SVA Consulting was engaged by the NSW Department of Finance, Services and Innovation (DFSI) to help increase the NSW social service sector capacity to collaborate and manage to outcomes.

To achieve this, SVA Consulting developed an indicator library that identified short, long and 'shadow' indicators to allow NSW service delivery organisations to map their progress towards the Human Services Outcomes Framework that had been created through the Social Innovation Council.

Our team also developed a guidance document to help organisations understand how to use the indicator library and framework to adopt more outcomes oriented approaches.

Throughout the process SVA Consulting liaised with government departments, peak bodies and service providers to ensure the usefulness of these materials for the sector. The indicator library and guide are available for all organisations on the DFSI website and have already been used by several organisations to run workshops, review operations and take steps to increase their outcomes management capacity.



The NDIA engaged SVA Consulting to develop a toolkit that would **build the capacity of the sector**

## Victorian Department of Health and Human Services

The Victorian Government engaged SVA Consulting to help build its knowledge and capacity in outcomes measurement and outcomes-focused performance management. The Department of Health and Human Services (DHHS) delivers and funds a wide range of services for Victorians, including child protection, family violence services, drug and alcohol services, mental health, housing, disability, aged care and public health.

SVA Consulting conducted a wide-reaching literature review which has provided the Department with an evidence base for supporting outcomes focused measurement and performance management activities.

## Outcomes and Impact Advocacy

Over 15 years, SVA has developed a deep understanding of how to set, cost and measure outcomes for people experiencing social exclusion in Australia.

In FY17, SVA used the insights gained from early Social Impact Bonds and Consulting work on outcomes management, to try to help improve the way State and Commonwealth governments allocated money – to ensure it's invested in the policies and projects which deliver the greatest impact in people's lives.

As part of a comprehensive submission to the Treasury Discussion Paper on Social Impact Investing, SVA developed a blueprint for how the Commonwealth could foster a national market. Through engagement with both senior officials and relevant Ministers, we also helped to identify opportunities to use the Government's actuarial analysis of lifetime welfare liabilities to foster future impact investing – including through the Try, Test and Learn fund.

The Commonwealth responded in the FY18 budget with an initial \$30 million investment, specifically focused on both capacity building and in supporting State Government initiatives around homelessness. They also released a set of Commonwealth Principles for Social Impact Investing, setting the stage for a new generation of investments and a truly national social impact investing market.



Australian Philanthropic Services

Simple. Strategic. Rewarding.

## Australian Philanthropic Services

Originally established as a division of SVA in 2010, Australian Philanthropic Services (APS) became an independent entity on 1 July 2017.

APS has helped drive the growth of structured philanthropy in Australia: it establishes private ancillary funds (PAFs); offers a public ancillary fund, the APS Foundation; and provides grantmaking guidance and support. APS now works with over 300 individuals, families and business to support them with their philanthropy.

SVA is proud to have played a catalysing role in the APS story, and we look forward to watching their continued success and impact into their next chapter.

# Meet our team

Our people are our greatest asset. Their shared passion for reducing disadvantage, together with their deep expertise across the corporate, philanthropic, government and social purpose sectors are the foundations on which SVA's partnerships (and impact) are built. As our team grows – 49 people joined us over the year – so too does our commitment to making sure SVA is a fantastic place to work. Developing our people has become a core organisational focus, and this year we established a dedicated People and Culture team to help us achieve this goal.

Meet some of the talented individuals who joined us in FY17:



**David Williams**

David Williams joined SVA as an Executive Director in 2017, supporting Venture Philanthropy as well as strategy and advocacy. He has over 15 years' experience working in the private and for purpose sectors, spanning diverse roles from global senior management to field operations. His prior experience has included roles with international development organisation TechnoServe, and with Bain & Company.

*'(Deciding to work at SVA) was about finding an organisation and a platform that I can work with, or through, to maximise the impact I can have.'*

*'I had a very high bar. I did a lot of due diligence. Talking to networks, people I'd worked with before. The organisation had to have the potential to move the dial on a whole set of barriers facing people doing it tough.'*

*'This place really does offer that opportunity. At the most basic level it's contributing to a better Australia.'*



**Este Darin-Cooper**

Este is Director, Venture Philanthropy at SVA where she leads the selection, investment and support of innovative venture partners. Previously, Este was a member of the SVA Consulting team. Prior to joining SVA, Este was a lawyer practicing in financial services at top-tier law firms, before moving to the public sector, where she advised the public, private, start-up and non-profit sectors on the design and implementation of new data projects and initiatives.

*'I realised, if I'm going to spend my time doing something, then I should be doing something that makes our country a better, fairer place to live.'*

*'SVA had a really great reputation, and it also looked like an organisation where I could take my skills from both the business and the public sector to building a better Australia.'*

*'And more specifically somewhere that looks to address the root causes of the problem, rather than picking up the pieces after things go wrong.'*



**David Peiris**

David is the Head of Operations, Impact Investing and Practice Lead for Organisational Effectiveness at SVA. David began his career at Deloitte and has over 17 years experience, primarily in financial services. Prior to joining SVA, David spent eight years at BNP Paribas where he was Head of Compliance & Risk and Company Secretary at BNP Paribas Investment Partners. David has also lived and worked in the Solomon Islands as an Adviser to a local NGO.

*'My parents are immigrants, they came from Sri Lanka, so I've always been very conscious of the fact that there are people in Australia, and around the world, that have enough. But many more people don't have much. SVA is a place where I can use the skills I have from the corporate sector, to try and help out.'*

*'What really sticks out is how joyous it is when you're working with people that generally have the same set of beliefs or values as you.'*



**Katie Maskiell**

Katie is the Policy and Research Manager at Social Ventures Australia. She is responsible for monitoring evolving social policy debates, developing SVA perspectives and identifying strategies for new social innovation. Prior to joining SVA, Katie spent ten years working in public health policy and advisory roles for various government organisations in both Australia and the UK.

*'Because of the goodwill SVA has built in the sector, its reputation with government, you have a really good opportunity to influence from the outside.'*

*'You're aiming to improve the lives of the same cohort of people you're essentially working for in government, just through different mechanisms.'*

**SVA is a place where I can use the skills I have from the corporate sector, to try and help out**

**If I'm going to spend my time doing something, then I should be doing something that makes our country a better, fairer place to live**



# Meet our team



## Nathan Sowell

Nathan is a manager in SVA's Impact Investing team, focused on SVA's social impact funds. Prior to SVA, Nathan worked at KPMG in the United States and Australia across the Deal Advisory and Business Innovation teams.

*'I had worked in the corporate world, on very interesting things, but they weren't reaching their potential because people weren't focused on impact, they were driven by revenue and individual incentives.'*

*'There aren't many other organisations where you can combine the rigorous measurement of the corporate sector, with the values of the not-for-profit sector. It's that balance between having people who are driven, ambitious, and switched on, but allowing them to be focused on values, that makes SVA different.'*



## Hannah Bryant

Hannah is an Associate Consultant with Social Ventures Australia and has six years of experience working in the government and social sectors. Prior to joining SVA, Hannah worked at Reconciliation Australia, the Department of Employment and the Department of Prime Minister and Cabinet. Hannah is also a passionate educator and has spent a number of years teaching in both mainstream and alternative education programs.

*'I'm here because I want to work on projects I think are really interesting and because I believe SVA is making a difference.'*

*'What is really cool is SVA values my diverse skillset quite highly, because I don't think it is like that elsewhere. It's part of what separates SVA. Along with the way it applies high performance to problems that are important, and potentially haven't had that lens applied to them.'*

*'SVA's history, what it's actually done, and what I can see it doing – it's exciting to be part of that.'*



It's that balance between having people who are driven, ambitious, and switched on, but allowing them to be focused on values, that makes SVA different

# Simon Faivel reflects on 10 years at SVA



## 'This is my tribe.'

That's the first thing that springs to mind when SVA Consulting Director Simon Faivel reflects upon his time at SVA.

Ten years ago, just as the first iPhone was being released and John Howard's term as Prime Minister was coming to an end, Faivel was sitting in an office in Collingwood, sipping a cup of coffee on his first day at SVA.

*'I vividly remember those first couple of days. Being surrounded by a group of people with ridiculous profiles and experiences and, dare I say, were trying to do something more,'* Faivel says.

SVA was still relatively young, having been founded five years before in 2002. The consulting team, now 40 strong, was only just beginning. But its purpose then, as it is now, was clear – make a positive impact on the lives of people experiencing disadvantage in Australia.

*'When I began, I was part of the social impact team, and it's taken about four different forms since then, with different types of focus,'* Faivel says.

*'So there's been dramatic change and growth. In terms of what we do, and how we do things and our collective depth of understanding. But what's remained consistent throughout is the vibe and the spirit of what we're trying to do.'*

It's that spirit and purpose, and Faivel's desire to make an impact, that's kept him around for 10 years.

Faivel, who arrived at SVA with a philosophy degree and a background in corporate consulting with Accenture, says he's been able to maintain his intellectual curiosity thanks to the wide variety of challenges that come across his desk.

*'I hope I've been able to continue to work on making a positive impact on whoever I partner with and work with,'* he says.

*'What I've been able to work on and influence over my 10 years has continued to be significant.'*

Like the chance to work with Kanyirninpa Jukurrpa, which is helping the Martu Indigenous desert people build sustainable communities.

*'There's been so many great projects like that,'* he says.

*'There's been dramatic change and growth. In terms of what we do, and how we do things and our collective depth of understanding. But what's remained consistent throughout is the vibe and the spirit of what we're trying to do.'*

*'I've probably been involved in over 150 projects in my time at SVA. That joy and variety is a big part of what's kept me here.'*

Faivel is particularly appreciative of the fact SVA provided a supportive environment as his own family grew. During his time at SVA he's had three children, Zivia, Emunah, and Libby, now 8, 5 and 1 years old respectively.

*'It's a place where you can grow in your work, and also grow your family. Of course, my wife, Ilana, makes this all possible,'* he says.

*'That's pretty special.'*

I've probably been involved in over 150 projects in my time at SVA. That joy and variety is a big part of what's kept me here

# A growing network of alumni

While it is hard to bid farewell to beloved colleagues, we are always excited to see SVA staff taking what they have learned at SVA and pursuing new ways to make an impact. Among those becoming valued alumni this year were Ian Learmonth, Anna Crabb and Nick Harrington.

**SVA influences a lot of thinking from institutional investors and it's really taking the organisation and sector somewhere**



**Ian Learmonth**

**At SVA:** Executive Director, Impact Investing  
**Now:** CEO, Clean Energy Finance Corporation

*'It wasn't until I stepped away from SVA that I began to truly understand the organisation's standing within the community. I think one thing SVA should always remember, and probably underestimates, is just how influential and highly regarded it is, particularly across state and federal government.'*

*'SVA is a very progressive organisation. It's at the cutting edge of so many things. The organisation of social purpose companies, as well as the way it thinks about diversity, Indigenous affairs, social and affordable housing. I learnt a lot of things at SVA that I will carry with me for many years.'*

*'I think where SVA has got to in terms of social impact investing is really something. It influences a lot of thinking from institutional investors and it's really taking the organisation and sector somewhere.'*



**Anna Crabb**

**At SVA:** Principal, Consulting  
**Now:** Accelerator Lead, Global Sisters

*'My whole career had been consulting, telling people what to do. When I left SVA, I felt like it was the right time to get some hands-on program or service delivery experience.'*

*'Stepping away reinforced to me that the things SVA assesses – when investing, making recommendations to clients, and even through the due diligence done in venture philanthropy – those things are critical. And they do translate into what is possible for organisations to achieve.'*

*'I'm really proud to have worked at SVA, because I look at other SVA alumni that have gone on to do great things, and the credibility and respect they have in the sector.'*

*'The bonds that are created at SVA between team members are really strong.'*



As a young employee at SVA I was supported and given the opportunity to work with much more senior and talented staff



**Nick Harrington**

**At SVA:** Manager, Impact investing  
**Now:** Investment Manager, Yendys Capital

*'Probably what I'm most proud of about SVA, is how it instilled and solidified my own values system and philosophical approach to business.'*

*'And that still applies in my new role. I'm constantly asking, are the businesses we consider providing a product or service that is a credit to society? Do they look after their employees? Are they good corporate citizens? That was really cemented in me at SVA and I'll never lose that.'*

*'As a young employee at SVA I was supported and given the opportunity to work with much more senior and talented staff. This included being gifted with a lot of hands on experience, autonomy and responsibility.'*

*'This allowed me to walk away from SVA with real confidence when working with experienced people in the investment industry. I look back on my time at SVA very fondly.'*



## Thank you Richard

Richard Spencer has been at the heart of SVA since 2004, when he joined as a nominee director of one of SVA's founding members, The Benevolent Society. Richard continued as an independent director from 2012 and over the years has seen SVA go from a small, fledgling organisation with big ambitions, to today delivering significant system level change towards a better Australia.

Richard's deep expertise across the social and business sectors, along with his insight, generosity and profound sense of humanity has influenced and informed our work for the better. He has constantly grounded us in SVA's mission, encouraged us to reach higher, and willingly taken on additional responsibilities to contribute to SVA's success.

Richard is stepping down from the SVA Board at the end of 2017, having been appointed as a Productivity Commissioner. We're delighted that Australia will continue to benefit from his wisdom, with Richard most recently taking an important role in the NDIS review.



Richard's deep expertise across the social and business sectors, along with his insight, generosity and **profound sense of humanity**, have influenced and informed our work for the better



To read more about some of SVA's alumni and what they are doing now, see the SVA Quarterly article 'Once were SVA: where are they now'

# Financials

The financial information shown here relates to the core activities of Social Ventures Australia (SVA). SVA's revenue comes from generous philanthropic support provided by a variety of trusts, foundations, corporate and individual funders, combined with government grants as well as cost recovery and fee based income from our consulting and impact investing work. With a modest capital base SVA relies on continually generating fee based income and philanthropy to support our work.

## Income sources

SVA's core income for FY17 of \$17,416,747 was sourced from:

	2017	
	\$	%
Philanthropic funding and sponsorship	7,470,889	42.9%
Consultancy services	6,010,572	34.5%
SVA Impact Investing	1,280,718	7.4%
Government grants	1,923,412	11.0%
Investment and other income	731,156	4.2%
<b>SVA core income</b>	<b>17,416,747</b>	<b>100.0%</b>
<hr/>		
Add: Auspiced entities	2,603,275	
<hr/>		
<b>Total SVA Ltd income per audited FY17 financial statements</b>	<b>20,020,022</b>	
<hr/>		
Represented by:		
Total revenue	19,393,096	
Net finance income	626,926	
<b>Total income</b>	<b>20,020,022</b>	

The statutory accounts for FY17 were prepared on a broader base than the core activities shown in this Annual Review and include the following legal entities and associated 'for purpose' entities: Social Ventures Australia Limited, Australian Philanthropic Services Ltd, Australian Philanthropic Services Foundation Pty Ltd, School for Social Entrepreneurs Australia Limited (ceased operations in late 2016), Newpin SBB Pty Ltd, SVA Nominees Pty Ltd and SVA Nominees No. 2 Pty Ltd. Having been established by SVA in 2012, Australian Philanthropic Services Ltd became an independent entity on 1 July 2017.

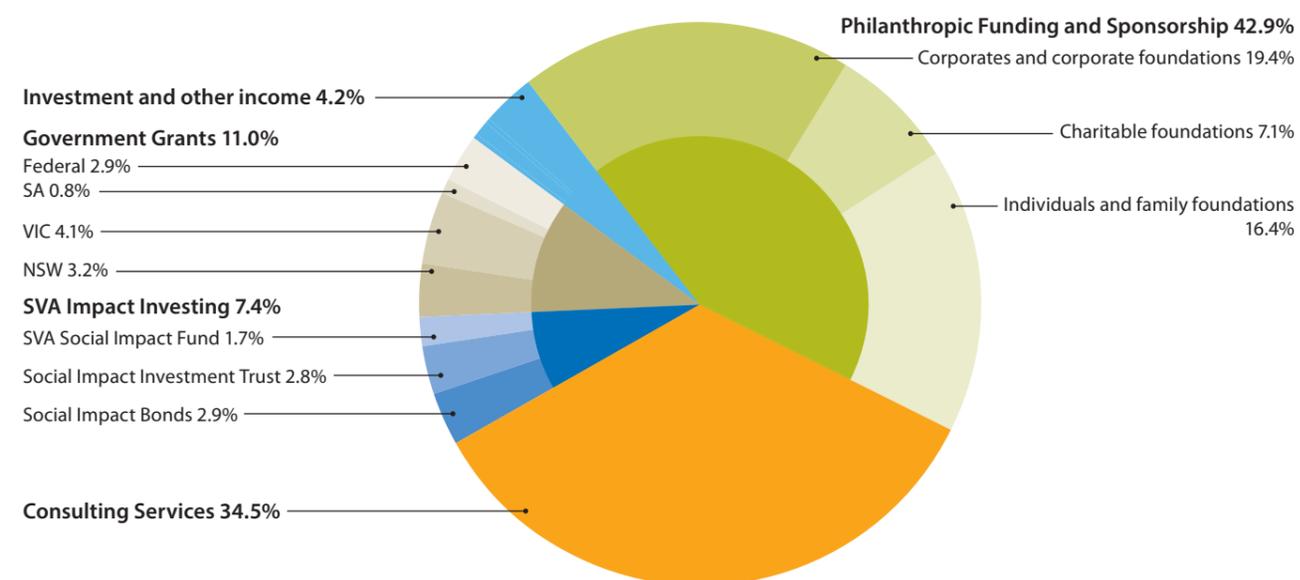
Social Venture Australia Limited's statutory accounts show a surplus of \$1,830,949 in FY17, reflecting many multi-year financial commitments received from funders for SVA core activities. The Australian Accounting Standards require donations to be recognised in the financial year that they are received, even when the donation relates to initiatives that continue beyond the financial reporting year. Multi-year funding commitments enable us to commit to longer-term projects and venture support, and increase the impact SVA can achieve for the people and communities we serve. We are pleased that more and more of our philanthropic supporters are choosing to give in this way.



SVA's audited financial reports are available at [socialventures.com.au/about/financial-information/](http://socialventures.com.au/about/financial-information/)

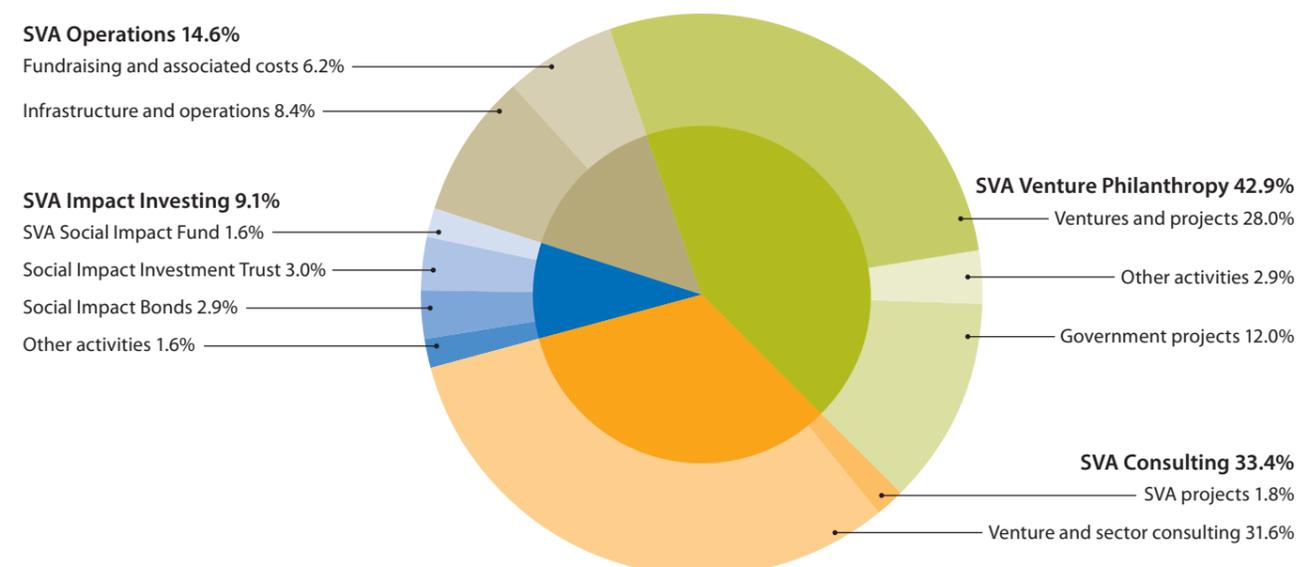
## SVA income in FY17

In FY17 SVA's core income of \$17,416,747 came from the sources shown:



## Where we applied income in FY17

SVA income is directed to our venture philanthropy portfolio, activity-based service business units, and to cover our operating costs. In FY17 SVA income was applied as follows:



# Thank you

The change SVA seeks does not occur overnight. Nor can it be done alone. The SVA team would like to offer sincere thanks to our supporters for making it possible for us to carry out this work. Our success is your success. **Thank you.**

## Charitable Foundations

Anonymous  
Bryan Family Foundation  
Eldon & Anne Foote Trust – Lord Mayor's Charitable Foundation  
Equity Trustees  
Impact Investing Discovery Grant – Supported by Philanthropy Australia & NAB  
Paul Ramsay Foundation  
Steel Family (Part of the Community Impact Foundation)  
The Ian Potter Foundation  
The Jack Brockhoff Foundation

## Corporate and Corporate Foundations

AMP Foundation  
Azure Capital  
Champ Private Equity  
Citi Foundation  
Commonwealth Bank of Australia  
EY Foundation  
Euroz Charitable Foundation  
Fidelity UK Foundation  
Google.org  
J.P. Morgan  
Macquarie Group Foundation  
Microsoft Australia  
Montgomery Investment Management  
Samsung Electronics Australia  
Third Link Investment Managers

## Government

Australian Government – Department of Social Services  
Department for Education and Child Development – South Australia  
Department of Education and Training Victoria  
Jobs Victoria  
NSW Department of Education  
NSW Department of Family and Community Services  
VicHealth – The Victorian Health Promotion Foundation

## Individuals and Family Foundations

4Bevans Foundation  
Alison Deans  
Andrew & Prue Kennard  
Anonymous  
Anthony Sweetman  
Bill & Heather Webster  
Cameron Foundation  
Carla Zampatti Foundation  
Chris & Gill Lee  
Chris Harrop  
Crawford Foundation  
Day Family Foundation  
English Family Foundation  
Frank Macindoe  
Gary Gerstle & Penny Gerstle  
Glenn Bates & John Ballard  
Greg Hutchinson  
Greg Pritchard  
Heather Doig & Rob Koczkar  
IJM Foundation  
J. Permsew Foundation  
JAAM Foundation  
Jamie Prell  
John English  
John Plummer  
John Sevier & Rebecca Gorman  
Jon & Caro Stewart Family Foundation

Liangrove Foundation  
Magnolia Foundation  
Metcalf Family  
Patrick Elliott  
Paul & Sue Bide  
Philip Robinson  
Quinn Femelle Private Ancillary Fund  
Richard & Lorena Uechtritz  
Richard Spencer  
Rob & Tina Lee  
Rob Keldoulis  
Rob Thomas  
Robertson Foundation  
Sally Foundation  
SG Foundation  
Shemara Wikramanayake  
Tanya Gilerman  
Tate Family Endowment  
The Antipodean Family Foundation  
The McClements Foundation  
The Vaux Family Education & Learning Foundation  
Tony Berg AM & Carol Berg  
Tony Osmond  
Tracker (Traill) Foundation

## Low Bono and Pro Bono

AHS Hospitality  
AICD  
Allen & Overy  
Allens  
AMES  
AMP Foundation  
ARM Architecture  
Ashmore Brown & Associates Pty  
Ashurst Australia  
Atlassian  
Australian Administration Services (AAS)  
Australian Hotels Association  
AVCAL  
Azure Consulting  
Bain & Company  
BDO Australia  
Bill Kernoczky  
Blue Mountains School of Hospitality  
Boccalatte  
Borello Graham  
Brigitte Smith  
Catherine Day & Associates  
Centre for Community Child Health  
Centre for Ethical Leadership  
Citi Australia  
Coach in a Box  
Coles Supermarkets  
Commonwealth Bank of Australia  
Credit Suisse  
CT Group Solutions  
Darren Smorgon  
Dave Cottle  
David Ansell  
Decision Design  
Deloitte Access Economics  
Dibbs Barker  
DoubleTree by Hilton Hotel Melbourne  
DrawHistory  
Elizabeth Tylich

Essential Media  
EY  
Four Points by Sheraton Melbourne Docklands  
Fowlstone  
Fraser Place Melbourne  
Gadens Lawyers  
Gilbert + Tobin  
Her Excellency the Honourable Linda Dessau AC, Governor of Victoria  
Herbert Smith Freehills  
Hotel Windsor  
In the Loupe  
Infoxchange  
Inhouse Printing  
Jackson McDonald  
Jala Design  
KA Lawyers  
Kara Frederick  
Kate Chaney  
Kernel Property  
Kevin Wallis  
King & Wood Mallesons  
KPMG  
Leading Hand Design  
Legal Vision  
Lord Mayor's Charitable Foundation  
Louise Giolitto  
Macquarie Group  
Mansion Hotel & Spa  
Marriot Hotels  
McCarthy Mentoring  
MDS Legal  
Meerkats  
Melbourne Marriott Hotel  
Microsoft Australia  
Mirvac  
Moir Group  
MPA  
Origin Foundation  
Pan Pacific Melbourne  
Paul Bide  
Perpetual  
Peter Rossdeutscher  
Pitcher Partners  
PwC  
QIC  
Rachel Black  
Samsung Electronics Australia  
Shannon Wolfers  
Simon Axworthy  
Square Elephant Design  
Taylor Fry  
The Bastow Institute of Leadership  
Thomson Geer  
Tourism Accommodation Australia  
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