

IMPACT REPORT 2016

SEFA
INNOVATIVE LENDING
COMMUNITY • ENVIRONMENT • INDIGENOUS

SEFA seeks to be at the forefront of the social finance landscape in Australia, whilst building a sustainable business. SEFA directly delivers on its vision and mission primarily across three areas:

- Providing new additional financial resources to an under-resourced sector;
- Creating innovative social finance solutions that unlock sustainability and scale; and
- Capacity building to bring additional value to the sector beyond the dollar.

This year we have revamped our Impact Report into a more easily digestible format. This has enabled us to clearly demonstrate the remarkable impacts, across many areas, that our loan partners are achieving.



5

YEAR ANNIVERSARY

In SEFA's fifth anniversary year we are very proud of the high level of Social Impact we have achieved, directly, through our operations and indirectly via loan recipients.

B

CORP CERTIFICATION

SEFA is particularly delighted to have attained B Corp Certification to really push the boundaries on our operational impacts.

This involved a detailed and rigorous process that holds SEFA to account in regards to its own social, environmental and cultural impacts. Certified B Corporations meet high standards of social and environmental performance, transparency, and accountability.

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NEW LOANS UNDERTAKEN

In 2016 SEFA undertook nine new loans. The key impact areas that the loans will benefit include affordable funerals, mindfulness and wellbeing, affordable housing, indigenous training and employment, holistic education, faith, community and refugee services.

Direct Impact



B Corp Certification

SEFA is thrilled to have secured B Corp certification in July 2015.

There are over 1,900 Certified B Corporations from more than 130 industries in 50 countries with 1 unifying goal – to redefine success in business.

Certified B Corporations meet higher standards of social and environmental performance, transparency, and accountability.

Unlike traditional corporations, Certified B Corporations are legally required to consider the impact of their decisions not only on their shareholders, but also on their stakeholders (e.g., workers, suppliers, community, consumers, and the environment).

Some specific areas B Corp looks at in their accreditation process include;

- How does the organisation incorporate social and environmental goals into its mission statement and decision making process?
- How regularly does the Board of Directors review social and environmental performance on at least an annual basis?
- Internal and external financial transparency?
- How does the organisation address its operational impact?
- What sort of attention is given to the impact of the procurement companies?

In addition to our B Corp certification SEFA is actively trying to reduce its environmental footprint. This is difficult in a rented commercial office space, however we are doing what we can.

Some of the activities SEFA undertakes to improve our operational impacts include;

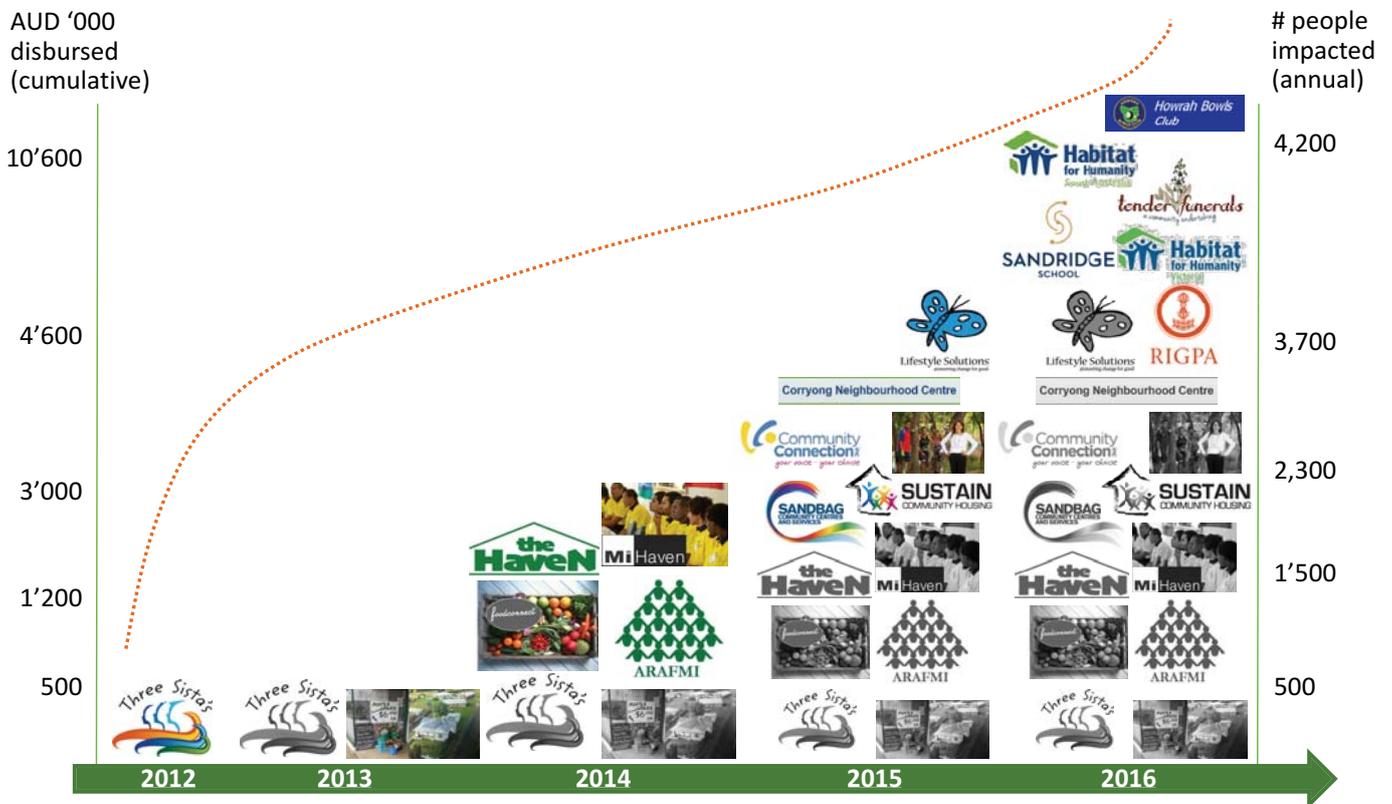
- Purchase recycled and sustainable office supplies e.g. Who Gives a Crap unbleached toilet paper.
- Use mission aligned professional services e.g. Salvos Legal, Accounting for Good.
- Source business cards by Words with Heart (staff cards resulted in 70 hours of female education in the developing world.
- Company-wide recycling and recovery programme.
- Use reclaimed office furniture.
- 100% of AUM specifically targeting B Corp impact target areas.
- Offset travel via the Aboriginal Carbon Fund – This involves cool controlled savanna burning instead of hot burns at the end of the rainy season. This not only reduces the release of carbon into the atmosphere, it also aids in biodiversity protection. Money raised from the Fund goes to the Aboriginal Communities in northern Australia to manage the savanna burning process.

Indirect Impact

Impact Report Metrics

In addition to creating direct impact, SEFA makes a valuable contribution to the wider social ecosystem in Australia through collective impact with partners and clients. SEFA indirectly delivers on its vision and mission primarily through the SEFA Loan Portfolio and the impact created through clients.

Using the power of business to solve social problems



Notes:

- As at Dec 30 2016 – further \$5.5m awaiting drawdown and \$1.8m awaiting acceptance; and
- Number of people impacted significantly vary based on business model of supported organisation and type of loan and therefore does not linearly increase with AUD disbursed.

Myrtle Park Retirement Inc.

(YOLLA, TASMANIA)

Myrtle Park Retirement Homes is a community run association that provides affordable housing in rural Tasmania, enabling independence, and the ability for retirees to remain within their communities.

OUTCOME AREAS:

- » IMPROVED MENTAL HEALTH AND WELL BEING
- » SOCIAL INCLUSION



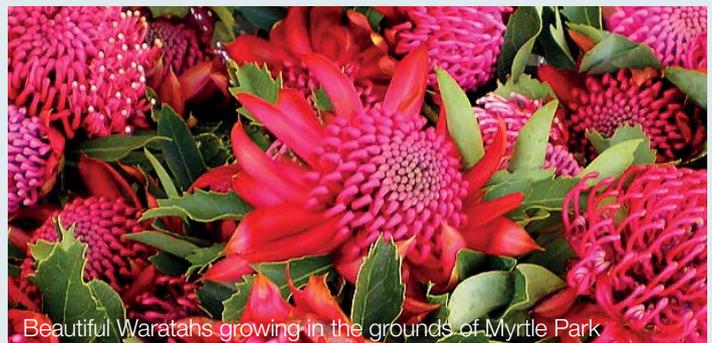
13
RETIRES
ABLE TO STAY
IN THEIR OWN
COMMUNITIES

DUE TO AFFORDABLE
AGED CARE
ACCOMMODATION

6
AFFORDABLE
HOUSING UNITS

“Mainstream finance companies were unwilling to back a project that was commercially marginal, despite having significant positive social outcomes. SEFA understood what we were trying to achieve and supported us all the way.”

*Malcolm McOnie,
Myrtle Park Retirement Inc.*



Beautiful Waratahs growing in the grounds of Myrtle Park



King Street Haven

(CABOOLTURE, QLD)

King Street Haven is a long-standing, community-supported organisation that provides safe, sustainable and affordable crisis accommodation in the Caboolture area, north of Brisbane, Queensland.

OUTCOME AREAS:

- » ACCESS TO ESSENTIAL SERVICES
- » EMPOWERMENT
- » SOCIAL INCLUSION
- » PROVISION OF CRISIS HOUSING

CAN HOUSE UP

TO **20**
PEOPLE
ACROSS **4**
PROPERTIES



Habitat for Humanity (HFH)

(VIC, SA, NSW)

HFH help low-income families achieve the dream of building and owning their own safe, secure home.

OUTCOME AREAS:

- » EMPOWERMENT
- » ADOPTION OF POSITIVE FINANCIAL BEHAVIOURS
- » AFFORDABLE HOUSING CREATED
- » FINANCIAL ASSISTANCE
- » TENURE SECURITY

18 NEW
AFFORDABLE
COMMUNITY HOUSING
DWELLINGS



“The Lord Mayors Charitable Foundation is committed to increasing affordable housing and reducing homelessness so it’s very fitting that the Affordable Housing Loan Fund’s first agreement is with Habitat for Humanity, Victoria. Having secure housing will provide a stable base for many low-income families and is likely to lead to better educational and employment outcomes and to stronger social networks.”

*Catherine Brown CEO,
Lord Mayors Charitable Foundation*



Sandbag

(BRISBANE, QLD)

Sandbag's social enterprises seek to build a strong, resilient and active community and have a particular emphasis on supporting people who are isolated or disadvantaged, including the disabled and those suffering from domestic or family violence.

OUTCOME AREAS:

- » SOCIAL INCLUSION
- » LONG TERM HEALTH IMPROVEMENTS
- » URBAN REDEVELOPMENT
- » IMPROVED WELL-BEING



DOMESTIC VIOLENCE
COUNSELLING:

1300

HOURS OF
COUNSELLING

DOMESTIC VIOLENCE
COUNSELLING:

129

WOMEN AND
CHILDREN
SUPPORTED

SKILLING AND
PATHWAY PROGRAMS:

70%

EMPLOYMENT
OUTCOMES

NATIONAL DISABILITY
INSURANCE SCHEME:

30

INDIVIDUALS
WITH A DISABILITY
SUPPORTED

"Our reliance on government grants has been reduced. Thanks to SEFA, we can now respond to actual local community needs rather than the government's perception of what those needs are."

Chris Fisher, Sandbag



Corryong Neighbourhood Centre

(Corryong, VIC)

Corryong Neighbourhood Centre has used a SEFA loan to purchase a bakery business that now creates opportunities for employment, workplace training and additional income for the local community.

OUTCOME AREAS:

- » PERCEPTIONS OF IMPROVEMENT IN SELF ATTRIBUTES SUCH AS CONFIDENCE, SKILLS AND EMPLOYABILITY
- » SOCIAL INCLUSION FOR PREVIOUSLY UNEMPLOYED
- » INCREASED EMPLOYMENT OUTCOMES FOR ALL IN THE COMMUNITY

24
JOBS
CREATED

5
PEOPLE
TRAINED



“SEFA have been incredibly helpful in the funding process and we look forward to working with them to show our small, rural community the benefits of social enterprise”

Sara Jenkins,
Business & Education Coordinator CNC



Food Connect

(BRISBANE, QLD)

Food Connect delivers seasonal, organic food direct from farmers in south-east Queensland to customers in Brisbane, minimising environmental impact as they do it.

OUTCOME AREAS:

- » CONSERVATION OF BIODIVERSITY
- » 89 FARMERS REMUNERATED FAIRLY
- » ARTISAN SUPPLIERS SUPPORTED
- » REDUCED CO₂ EMISSIONS



**ENVIRONMENTAL
IMPACT**
THROUGH EFFICIENCY

Environmental improvements through efficiency measures – redesigned delivery runs to incorporate wholesale, home and retail deliveries, saving time and fuel.

CO₂
EMISSIONS
REDUCED
10%
THROUGH SOLAR
PV INSTALLATION

EFFICIENCY THROUGH SUB-LEASING

Food Connect also has three businesses sub-leasing their commercial kitchen, which is making better use of kitchen appliances.

“SEFA took the time to understand our business model. We had been on this path for two to three years and we didn’t just want a bank, we wanted a partner. Now we’ve got one who wants to be here for the long haul.”

Robert Pekin, Co-founder & CEO, Food Connect



MiHaven
(FAR NORTH QUEENSLAND)

MiHaven is a construction company and registered training organisation located in FNQ. MiHaven provides apprenticeships and certificates in construction and warehouse logistics to chronically unemployed indigenous Australians who complete the course.

OUTCOME AREAS:

- » **UNEMPLOYED TRAINED**
- » **EMPOWERMENT**
- » **SOCIAL INCLUSION**
- » **INCREASED EMPLOYMENT OUTCOMES**



APPRENTICESHIP PROGRAM:

107
INDIGENOUS
LONG TERM
JOB SEEKERS
PARTICIPATED

ACCREDITED SKILL TRAINING:

100%
COMPLETION
RATE



20%
OF GRADUATES
REMAIN
IN LONG TERM
EMPLOYMENT
MANY GO ON
TO FURTHER STUDY



Disengaged from education and having limited prospects for the future, Casey Bounghi, originally from Yarrabah, Cairns, has recently secured an apprenticeship with local construction and training company, MiHaven.

Along with a dozen others, Casey enrolled in February 2016 in a Certificate I in Construction course offered as part of VET in Schools by MiHaven Training. Students of the College, many of whom have been previously involved in either crime or drugs, were given the opportunity to work with experienced tradesmen and trainers during the course and for some, a chance to work alongside the MiHaven construction team on live job sites. Strong role models coupled with firm, respectful guidance and the opportunity to develop relevant workplace skills provided the catalyst for Casey to develop a career pathway in construction.

During training, Casey's passion for working with his hands and his ability to be a positive influence on his peers developed considerably. Both at school and

at home, it became clear that this young man was beginning to take charge of his future. Grandparents, Paul & Doris, who have supported Casey throughout, are delighted at the outcome and proud to see Casey taking on the responsibility of an apprenticeship. An angry young man on his last chance has now become a source of hope and inspiration for his whole community.



Sandridge School

(MELBOURNE, VIC)

Sandridge School is an independent, co-educational school that provides learning with a central focus on global community understanding and ethical citizenship. The education on offer is a type of internship for entrepreneurial thinkers and future social impact change agents.

OUTCOME AREAS:

- » IMPROVED QUALITY OF EDUCATION
- » ENHANCEMENT OF FACILITIES AND SERVICES
- » SOCIAL INCLUSION

120
CHILDREN AT ANY TIME
BENEFITING
FROM A HOLISTIC
EDUCATION FOCUSING
ON ETHICAL CITIZENSHIP



“Sandridge was imagined and built by the teachers who now run it. SEFA helped provide critical start-up capital and heartfelt support to bring the Sandridge School to life.”

Dr Jeanne Shaw, Co-Founder and Principal of Sandridge School



Tender Funerals

(PORT KEMBLA, NSW)

Tender Funerals is a community run affordable and culturally sensitive funeral service provider based in Port Kembla near Wollongong, NSW, established October 2016.

SEFA was able to partner with Vincent Fairfax Family Foundation to support Tender as a new community venture.

OUTCOME AREAS:

- » COST SAVINGS
- » JOBS CREATED
- » EMPOWERMENT

25
LOW COST
AND CULTURALLY
SENSITIVE FUNERALS



“SEFA worked with us to ensure we have a sound business model and to develop a relationship with the Vincent Fairfax Family Foundation. SEFA really believed in and backed our vision despite all of the challenges that we faced getting the project off the ground.”

Jenny Briscoe-Hough, General Manager, Our Community Project Inc.

“The free flowing communication between the three organisation, and SEFA’s willingness to share its insights on financials, streamlined the Foundation’s processes and opened the door for collaboration in our newest strategic program-impact investment.”

Jenny Wheatley CEO, Vincent Fairfax Family Foundation



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