

TIA Annual Report 2018/18



TIA. 

**EMPOWERING YOUTH,
INSPIRING BRIGHTER FUTURES**

ABOUT TIA.

TIA is a grassroots non-profit organisation working in Bolivia, South America.

We work with young people through their transition from state care into independence, because we believe they deserve a chance to show the world their potential. TIA means aunty in Spanish. We are a registered charity and an incorporated association in South Australia and a registered foundation in Cochabamba, Bolivia.

Adelaide-born Tessa Henwood-Mitchell started TIA as a 21-year-old after spending time volunteering in Bolivia and being profoundly impacted by the plight of children in state care. Nine years on TIA has helped hundreds of young people on their pathway to independence.

LETTER FROM THE CHAIR

Dear all,

Welcome to our annual report for 2017/18. TIA has had another strong year, growing our reputation for youth empowerment in Latin America. Tessa Mitchell-Henwood, the founder of TIA, continues to build connections and relationships around South America, including with UNICEF, Save the Children, Rotary, the Latin American Network and other not-for-profit organisations. She achieved a big win for us with a partnership with MariaMarina Foundation based in Switzerland. The foundation is now providing funding for our education programme for the next three years. You can read more about the reach of Tessa's tentacles in her Executive Director's report.

TIA's residency programme continues to help young people as they move into adult life by providing them with a home and structured support. It is wonderful to see some of our original residents, who left the programme in 2017, now sharing an apartment together and living independently.

Our work in Bolivia receives donations from around the world. Every single dollar makes a difference to the work we do on the ground. Our regular supporters in Australia, Westpac, Positive Group and Sentient Computing allow us to operate with a long-term focus. Thank you from the management committee, TIA staff and from our young people in Bolivia who feel the difference daily that your contributions make.

Events are another major source of funding for TIA. Once again Jennifer Blake and her multi-talented family hosted a succulent and generous asado in the Adelaide Hills. Another big fundraiser this year was the Latin Fiesta in Adelaide arranged by one of our volunteers, Andreine Adames, in collaboration with Norwood Rotary. The event was sold out and a great success for the attendees and for funds for TIA. We also hosted parenting and resilience specialist, Maggie Dent, who was in Adelaide to talk about handling adolescence.

I'd like to give deep thanks and acknowledgement of the work done for TIA by the management committee in Australia – Rob Spurr, Barry Mitchell, Laura Yazbeck, Lakshmi, Belinda Pratten and Emily McCarthy. Barry, in particular, manages a wide variety of jobs and responsibilities in Adelaide, holding both the executive team and the volunteers together. We were sorry to lose committee members Jennifer Blake and Gail Spark this year although they remain strong supporters of TIA.

We are always looking for volunteers in Adelaide to run events and help to fundraise. Please contact us if you would like to be involved.

Hasta la proxima!

Gillian

LETTER FROM THE INTERNATIONAL DIRECTOR

Hola lovely TIA supporters and friends,

Well, yet another year has gone by for TIA, and what a year it has been!

Every year when I sit down to write this letter, I feel an immense sense of pride about everything that TIA has been able to achieve since we began over nine years ago. Often when I give talks to various groups, I tell the starfish story, which basically is a story about a young man who is throwing starfish back into the ocean to save them one by one, because even if he can't save them all, to have even made a difference in just one life is worth it. I love this story because it resonates so well with what we do at TIA. We believe that even if we manage to change the life of just one of our young people, we have accomplished more than enough. Not that we stop at just one, quite the contrary, but it really puts our work into perspective when I think about all the lives we have managed to touch through the work of TIA.

In the last year alone, as you will see in this report, we have worked with more than 180 teens and young people in our various programs, making a difference in each and every one of their lives. Not only that, but we have also started taking steps towards trying to change the way that the system works for young people leaving care in Bolivia, with the goal to try to make lasting changes so that they receive better support upon leaving care.

These changes will impact the lives of the 30,000 children in care across the whole country. One of these steps is a training program for the staff in children's homes to teach them how to prepare teenagers for leaving care, which is a program that we intend to roll out across the whole country over the next couple of years. We also have partnered with a national university to conduct a research project in the four biggest cities in Bolivia (Cochabamba, La Paz, El Alto and Santa Cruz) which will shed light on the current situation for young people leaving care in Bolivia and to identify the gaps in services and support.

Our team is slowly growing over here in Bolivia, with two new part-time staff members joining the family at the beginning of this year. We also have moved office spaces...twice! We are now happy and settled in the new office and had a lot of fun making it feel like our own, painting a beautiful mural with our young people and some Chilean friends earlier this year.

We're eternally grateful for the continual support we receive from all over the world, and particularly from our supporters in Australia. I am extremely excited to keep growing TIA, making a difference one starfish at a time. You are all the reason that we can continue to do this amazing work. Thank you.

Abrazos grandes,

Tessa

EXECUTIVE DIRECTOR'S REPORT

Dear TIA friends and supporters,

The last year has seen a successful shift in fundraising focus, with, for the first time, significant funds being raised outside of the Australian context. This has potentially the ability to relieve pressure on the Australian operation, while providing much-needed ongoing funding.

On the other hand, it has been difficult to secure and retain key volunteers in our support base in Australia and this, in turn, has made fundraising, particularly through events and corporate marketing, more difficult. The middle part of this financial year presented a particular strain on funds. It will be important as we go forward to secure more recurring funding from both the corporate and individual sectors. Although externally sourced funds from overseas foundations greatly helps our ongoing projects, we continue to need base-level funding from Australia.

Towards the end of this year we heard our application for deductible gift recipient (DGR) status has been approved provisionally and we expect this to be confirmed later in 2018. This should help our efforts to secure and retain both corporate and individual donations.

It was wonderful to be able to welcome one of our young clients, Ramiro Guthmar, to Australia, as he and Tessa were invited to attend and contribute to the Create Foundation Annual Conference in Sydney in August 2017. This was a fantastic opportunity not only for Ramiro to experience a different culture and contribute his knowledge and ideas to a conference focusing on Youth from Out-of-home Care backgrounds, but for TIA management committee members, volunteers and supporters to hear first-hand from someone who has benefited from TIA's projects and programs in Bolivia. Ramiro and Tessa presented at the conference and, by all accounts, their contribution was received with great interest and enthusiasm. We were also able to hold a small social event in Adelaide at Mama Jambo to introduce Ramiro to our team and friends.

I also had the opportunity once again to visit Cochabamba, Bolivia, and learn more about our work there. We participated in an activity day of learning and fun attended by about 80 of our clients from a number of centres. Tessa, Ramiro and myself were also able to visit the Australian Ambassador to Peru and Bolivia, based in Lima.

Our fundraising efforts have been mainly focused on our corporate supporters, events and maintaining our regular donors. Westpac Bank continues to be a valuable supporter and, as in previous years, we were able to raise more than \$7,000 through our fundraising efforts at the bank through its generous employees, with the bank matching our efforts dollar for dollar. Westpac also continues to support TIA by providing premises for our storage and meetings and has allocated us a secure and comfortable meeting room. We are also exploring the possibility of working with a mentor supplied by Westpac in regard to our fundraising strategy.

Last year, we participated for the first time in the People's Choice Lottery. We were able to sell 2,000 tickets and raise \$4,000 and plan to repeat this in subsequent years.

Another very successful event was held at Norwood Town Hall and organised by Norwood Rotary in collaboration with one of our volunteers, Andreina Adames. The Latin Fiesta, with food, music and dancing, was sold-out and enjoyed hugely by the attendees - thanks to the very hard and thorough preparation work done by Andreina and the Rotary team, with help from our volunteers. In the end, with additional contributions from Rotary, \$9,000 was raised and distributed to TIA through Rotary in Cochabamba. Rotary has the intention of holding a similar event in the next year. We thank Rotary for their interest and very valuable help.

For the third year in a row, a very successful asado event was held at the home of Jennifer Blake and family, who very generously contributed their skills and contacts to hold another sell-out event. Michael Blake also generously contributed his time to hold further asado events as auction prizes. We raised around \$12,000 from this event. Sadly, this will be the last TIA asado, at least at this venue, as the Blakes have moved.

I would also like to acknowledge the ongoing and extremely valuable support we have received from the corporate sector - in particular Positive Group and Sentient Computing, both of whom continue to support TIA with regular and substantial donations and collections. Positive Group also supplied a venue for our planning day in March.

I would like to acknowledge the one-off and regular donations made by small businesses and individuals, which collectively represent the essential core of our funding and without which we would not be able to continue to

support the ongoing projects in Bolivia. I need to make special mention of the Nowland family, with young Finley now beginning his own online campaign to raise funds by offering to cut his hair!

I would like to note the efforts and contributions of our volunteers, particularly Sarah Burrage, Tiarne Cook and Andreina Adames. Thank you to our outgoing volunteers Maddy Broadbridge, Matt Scott, Sarah Jonas and Reagan Mahoney for their contributions and welcome Megan Voo back to our ranks. We have also welcomed the contribution of members of our management committee to our events and activities.

Finally, thank you to everyone who has contributed in any way to our cause this year. We look forward to another successful year of expanding and polishing our projects and programs; consolidating our support base in Australia; and contributing to the wellbeing and future prospects of our young target group clients in Bolivia.

Barry Mitchell

Executive Director


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MEMBERS OF THE COMMITTEE

Our Management Committee comprises seven highly qualified individuals who bring diverse expertise, skills and experience to TIA's governance and strategic direction. The members of the Management Committee as at the date of this report are set out below.



Gillian Bester
SC (Hons), FAIM

Chair | Member since November 2014

Gillian is a business consultant with more than 17 years' experience in business improvement, supporting change management initiatives and facilitating training.



Robert Spurr
BBus CPA GAICD

Secretary | Member since July 2015

Rob has more than 26 years' experience in senior finance and commercial positions across Australia, South East Asia and South America.



Tessa Henwood-Mitchell
BSocWk/BInSt AssocDegLang

International Director | Member since April 2009

Tessa is the founder of TIA Australia Inc and TIA Bolivia Foundation. She has over 10 years of experience working in international aid in Africa and South America.



Barry Mitchell
Lorem Ipsum

Executive Director | Member since April 2016

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Lakshmi Narayanan
CPA, MBA

Treasurer | Member since November 2017

Lakshmi is a certified public accountant with 24 years' experience in advising and managing commercial and financial governance.



Laura Yasbeck
BCom, BPsych(Hons), MPsych(Org&HF)

Committee Member | Member since November 2017

Laura is a Registered Psychologist with eight years' experience in organisational psychology consulting.



Emily McCarthy
Member Law Institute of Victoria

Committee Member | Member since April 2018

Emily is a legal resourcing specialist and lawyer, with more than three years of business strategy and management experience at a NewLaw firm, as well as a Telstra Business Woman Finalist in two categories in 2017.

FINANCIAL REPORT

Statement of Profit and Loss

	2018	2017	2016
Revenue			
Donations Individual Contributions	\$6,184	\$13,293	\$6,863
Donations Corporate Contributions	\$17,687	\$24,029	\$8,228
External Fundraising Income	-	\$606	\$2,020
Grants	-	-	-
Speaking Fees	-	-	-
Events Income	\$18,008	\$18,887	\$16,003
Other Revenue	\$264	\$4	\$1,446
Total Revenue	\$42,143	\$56,869	\$35,213
Expenditure			
IT Expense	\$265	\$281	\$242
Bank, EFTPOS and PayPal Fees	\$819	\$691	\$191
Legal Fees	\$200	-	\$225
Insurance Expense	\$1,034	\$1,098	\$804
Travel Expense	\$3,031	-	-
Professional Development	-	-	-
Cost of Goods Sold (COGS)	-	\$871	\$573
Event Costs/Other	\$7,333	\$1,632	\$1,518
Corporate Sponsor Costs	-	-	-
Project Valentia Transfers	\$38,191	\$44,189	\$37,870
Total Expenditure	\$50,873	\$48,762	\$41,243
New Profit/Loss	-\$8,730	\$8,106	\$6,210

Statement of Financial Position as at 30 June 2018

	2018	2017	2016
Assets			
Cash and Cash Equivalents	\$736	\$9,468	\$490
Inventory	-	-	\$871
Total Assets	\$736	\$9,468	\$1,361
Liabilities			
Total Liabilities	-	-	-
Equity			
Capital	\$736	\$9,468	\$1,361
Total Equity	\$736	\$9,468	\$1,361

Statement of Changes in Equity for year ended 30 June, 2018

	2018	2017	2016
Opening Balance	\$9,467	\$1,361	\$7,571
Profit / Loss for the year	-\$8,730	\$8,106	\$6,210
Ending Balance	\$737	\$9,467	\$1,361

AUDITOR'S REPORT ♥

OUR SPONSORS ♥

TIA survives due to the generosity of donors big and small.

We'd like to thank our corporate sponsors:



NEED WALKERVILLE ACCOUNTANTS LOGO



THANK YOU!

For more information on TIA, please visit our website at tia.org.au.

If you would like to be involved with TIA in any way, contact us at hello@tia.org.au.

**MUCHAS
GRACIAS. **
