



*The Village Chief's Hut in Papua New Guinea (as evidenced by the matting on the floor)*

# *Microlend Australia Limited*

ABN 25 166 836 415

## Annual Report 2016

Current Projects are located in:

Uganda,

Mongolia

Pakistan

Kenya and

Zimbabwe



Proposed projects for 2016/17 are in:

Cambodia/Vietnam

Papua New Guinea and

Sri Lanka

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## About Microlend Australia

### Our mission

## Ending World Poverty

Our mission is to glorify God, by assisting the poor and impoverished in setting up various business enterprises, so that they can enjoy basic human rights, a reasonable living standard and become self-sustaining.

### Background

## Poverty – The current situation

Number of people involved	Living conditions
<ul style="list-style-type: none"> <li>3 billion+ people (nearly ½ of world population)</li> </ul>	<ul style="list-style-type: none"> <li>Live on less than \$2.50 a day</li> </ul>
<ul style="list-style-type: none"> <li>1.3 billion+ people</li> </ul>	<ul style="list-style-type: none"> <li>Live on less than \$1.25 a day (extreme poverty)</li> </ul>
<ul style="list-style-type: none"> <li>Children: 1 billion</li> </ul>	<ul style="list-style-type: none"> <li>Live in poverty</li> </ul>
<ul style="list-style-type: none"> <li>Children: 22,000</li> </ul>	<ul style="list-style-type: none"> <li>Die each day due to poverty</li> </ul>
<ul style="list-style-type: none"> <li>1 billion+ people including</li> <li>Children: 400 million</li> </ul>	<ul style="list-style-type: none"> <li>Lack adequate access to clean drinking water, 443 million school days p.a. missed due to unclean water yielded illness</li> </ul>
<ul style="list-style-type: none"> <li>165 million children (2011) under age 5</li> </ul>	<ul style="list-style-type: none"> <li>Stunted (reduced rate of growth and development) due to chronic malnutrition</li> </ul>
<ul style="list-style-type: none"> <li>870 million people</li> </ul>	<ul style="list-style-type: none"> <li>Do not have enough food to eat</li> </ul>
<ul style="list-style-type: none"> <li>Children: 2 million per annum died of preventable diseases like diarrhoea and pneumonia</li> </ul>	<ul style="list-style-type: none"> <li>Too poor to afford proper treatment</li> </ul>
<ul style="list-style-type: none"> <li>Children: 19 million (2011)</li> </ul>	<ul style="list-style-type: none"> <li>Remain unvaccinated</li> </ul>
<ul style="list-style-type: none"> <li>1.6 billion people (about 1/4 of world population)</li> </ul>	<ul style="list-style-type: none"> <li>Live without electricity</li> </ul>
<ul style="list-style-type: none"> <li>80% of world population</li> </ul>	<ul style="list-style-type: none"> <li>Lives on &lt;\$10 a day</li> </ul>
Amount of funds required	purposes
<ul style="list-style-type: none"> <li>\$40 billion</li> </ul>	<ul style="list-style-type: none"> <li>It is estimated that about \$40 Billion of capital would be required to eliminate world poverty over a 20 to 30 year time frame through the use of microfinance strategies</li> </ul>



“Overcoming poverty is not a task of charity; it is an act of justice. Like slavery and apartheid, poverty is not natural. It is manmade and it can be overcome and eradicated by the actions of human beings.”

-Nelson Mandela

## Who are we?

# A Not-for-profit organisation and registered charity

## MICROLEND AUSTRALIA LTD

ABN 25 166 836 415

### Eliminating World Poverty through the use of Microfinance

**Microlend Australia Ltd** was formed on the 19<sup>th</sup> November 2013. Microlend Australia Limited's vision is to eliminate world poverty by providing microfinance to the impoverished for any proposed project that meets the above-mentioned aim. To improve the likelihood of success, Microlend has sought existing support groups in those developing countries that may be able to assist in the establishment and structure of these new ventures. Ideally each of these new ventures become profitable to the point where it is able to meet business expenses, provide a better living standard to its owners, as well as be able to repay its finance/debt obligations. Upon return of the finance provided, and any profits that may be applicable, it is then the intention to reuse these funds for the next venture

It also plans to expand these charitable activities both Nationally and Internationally by forming Microfinance Branches throughout Australia and the rest of the Western World. The idea is to seek like-minded individuals that would like to form a group, and then conduct similar microfinance activities in developing nations. Microlend Australia Ltd and its branches activities will include:

- the gathering of donations from the public,
- the micro financing of these funds to the poor and
- the monitoring of the loan and business activities

## Preceding Partnership

### MICROLEND

ABN 47 397 051 058

### Providing services in Charity, Business Management & Finance

Before Microlend Australia Ltd was established, the principals Ralf and Anne Schroers established a partnership called Microlend in 2011. This Business still is in existence today and, apart from its Business management and finance activities, has established over 2000 microfinance businesses amongst the poor in its own right. Whilst most of the charitable activities are now focused on Microlend Australia Ltd, some of the existing older microfinance centres are still managed directly by Ralf & Anne.

## Messages from the Board

### President's report

It is with pleasure that I am able to provide this annual report of Microlend Australia Ltd as this period represents the first financial year that we have been able to operate on a fully operational status.

### Compliance and Administration

Although Microlend Australia Ltd was created the 19<sup>th</sup> November 2013 it has taken quite some time for us to attain our status as a registered charity (17<sup>th</sup> June 2014) to receive our tax exempt status on earnings as well as GST. In January 2016 we then also obtained our status as a Public Benevolent Institution (PBI) which then allowed us to receive our deductible Gift recipient status (DGR) in March of this year. This now makes it possible for our generous donors to receive tax deductions on their contributions. Needless to say, we are excited to have obtained this recognition from the Australian Charities and Not for Profit Commission (ACNC) and look forward to achieving our goal to be a substantial player in helping eliminate poverty.

There have also been some changes to our Board by the addition of two new Board members who have provided Microlend Australia with an increased capacity in the legal and accounting areas. The addition of these two Board members, Mr Angelo D' Angelo and Mr George Ferizis, also provides Microlend Australia Ltd with an increased level of impartiality and accountability in the running of our organisation.

Microlend Australia Ltd wants to become a driving force throughout the world towards the cause of eliminating world poverty. The world's inability to share our good fortunes, the existence of obscene inequality between the wealthy and the poor, extremes between luxury and abject living conditions, differences in gluttony and starvation, are difficult to comprehend. Worse still, the simple indifference of most people towards addressing this problem, is probably one of humanity's worst indictments. To the volunteers and supporters of Microlend Australia, the misery and horror that poverty causes are simply intolerable. Hence the creation and growth of this organisation.

We hope that all the people who read this Report will feel similarly compelled to take action in some shape or form. (See our "how can you help" chapter if you would like to participate)

### So what has been achieved this financial year?

**The creation of one additional Branch in Tamworth.** This team of people are an absolute delight to have as an addition to Microlend Australia. In just a very short time they managed to get 19 active members/volunteers who are all helping towards the cause of eliminating world poverty. Their initial foray is in assisting people in Papua New Guinea and several field trips have already been made.

**Increased staffing / volunteers at Head Office and existing Branches.** The Microlend Narellan branch has now increased its membership from 3 to 7 members. We also now have some part time staff in the fields of IT, accounting and administration.

Revenue has increased to \$267,344.98 for the financial year. This has finally enabled us to establish new sites throughout the world and provide funding towards these organisations. The existing 'Microfinance sites' we have are in Zimbabwe, Uganda, Kenya, Pakistan and Mongolia. These centres in turn have been able to create **122** new businesses bringing the total number to 573. This of course is the true test as to whether our charity is working and you will see that this represents a spectacular increase when compared to last year's efforts.

### What are the challenges ahead?

Probably the largest challenge ahead for the 2016/17 year will be the issue of securing some corporate sponsorship. Our ventures into this area have been surprisingly difficult. Approaches to churches, clubs and associations were typically unsuccessful due to existing commitments by these organisations, and government guidelines that encourage funding towards domestic projects only.

We are also suffering from a shortage of volunteers within our Head Office, especially in the areas of marketing and IT technology. Hence our capacity to communicate with the public has been somewhat

restricted which is unfortunate as there is a great need for us to communicate our message to as many people as possible.

Another challenge is maintaining of integrity of the overseas funding centres especially in the areas of cronyism, education, and loan repayments. The provision of continued education with these various centres is essential, and funding and resources in these areas is still lacking. Additionally, these types of problems are exasperated by economic downturns and civil unrest. For example Zimbabwe is currently experiencing a drought and hence is experiencing famine, as well as some political and social unrest.

We are also still seeking to increase the number of Branches throughout Australia. Whilst it was extremely pleasing to see the establishment of our Tamworth Branch, we are still seeking to establish representation outside of New South Wales.



Finally, my wife and I would like to thank the members, volunteers and generous donors of Microlend Australia Ltd ,and in particular the Branch executives of Microlend Narellan, Microlend Futures and Microlend Tamworth.

Ralf Schroers

CEO

Microlend Australia

## Tamworth Branch Presidents report 2016

The first meeting was held on 7th December 2015. A committee was formed, comprising a President, Treasurer, Secretary, Overseas representatives & fundraiser committee members. It was decided we would be assisting the people of the Southern Highlands, in Papua New Guinea, concentrating on the people in Kip & the Lai Valley. Providing a library for the new secondary school in Kip. Providing hospital beds & other necessary medical equipment for the new medical centre & hospital, providing a theological library for pastors & youth leaders of Lai Valley, also providing Bibles for Church members in the Lai Valley.

We aim to raise \$50,000.00 with a street stall during Country Music Week, a dinner with a high profile speaker, auction and an open garden afternoon with a walk and selling plants etc.

In February 2016 three of our members visited the village of Kip & the Lai Valley to investigate the needs of the people of Kip. It was decided that we would buy a container, which would be transported to PNG - the container would be filled with desks, books, theological educational & general literature & medical equipment.

On 23rd April 2016, a meeting of committee members was held, this was followed by a fundraiser of a High Tea, PNG crafted items & other wares.

Tuesday 26th July, 2016, the committee members were given a complete overview from our three members (Paul Sullivan, Colin & Helen Pearce), who worked & visited the areas we are involved in. They also had to make sure that the container did, eventually, arrive safely in Kip.

Working in such a remote area of PNG we face many challenges, with remoteness, hazardous roads that are at times impassable, broken bridges, vehicles that are unroadworthy & not made to stand up to the precarious conditions. Plus robberies along the highlands highway are also a regular occurrence.

Secretary

Lesley Hood



## Narellan Branch Presidents report 2016

### MEMBERS.....

This was an issue again this year, that is lack of. It was highlighted by the cancellation of our involvement in October at the Men and Machines event, due to no helpers. We did see our November meeting welcome Robyn Collins , who also agreed to become the Branch secretary. Bravo! By February 2016 we had an extra three folk join. (out of six possibles)

### WINDOWS OF HOPE MONGOLIA.....

By February 2016 there were 10 business projects up and running for 5 months and repayments happening, although one recipient changed from clothing to mobile phones without reference to the manager or Trustees. Fortunately he is making his repayments but we cannot have this happen again. By June 2016 business projects 14 and 15 were financed from repayment monies and so recycling the original monies.

### BRANCH NEWS.....

We have come up with a Vision and a Business statement for the next five years and also looked further at exposure in the market place. TAX DEDUCTABILITY STATUS.....Microlend Australia , our mother organisation, gained this as a Charity on 18<sup>th</sup> April , 2016. Very exciting!

### FUNDRAISING.....

Our main event this year was the Poverty Dinner at the Civic Centre on the 17<sup>th</sup> September. The night raised over \$20,000 dollars with 95 people being in attendance. A big thankyou to Annie Schroers, who gathered the bulk of the donations used for the silent auctions and raffle prizes. We were delighted to have Debi Patnaik from India, who is the International Workshop Coordinator for Microlend Australia, as our key note speaker. Planning for our second dinner is to be at the Catholic Club , Campbelltown on 26<sup>th</sup> August, a Friday evening with Doug Ferris as our MC. The evening will show case our projects in Mongolia . Annie was unavailable to help gather donations this time round, so we divided the responsibility up with two folk looking after Camden, two folk looking after Narellan and one looking after the car industry. It will be interesting to see how this works.

Regards ,



Royston.



## **Futures Branch Presidents report 2016**

### **CURRENT**

Microlend Futures currently has a group of 4 members. We share the same goals and objectives of our head office Microlend Australia to help eliminate world poverty. In the past year we have gone through the "forming and storming" phase. With two committed fund raisers joining our Branch, we are excited to progress into the "norming and performing" phase.

### **ACHIEVEMENTS**

We met up regularly to discuss the directions of our Branch and eventually agreed on the organisation of a charity dinner in April 2016. With the tremendous effort of our Head Office, members and fellow volunteers, we had guests of over 150 and raised A\$27,000 during the night. Thanks to the generous support of our guests, donors and sponsors as well as our teams of lovely volunteers filled with passions and persistence to help make a difference to the world!

### **NEXT MISSION**

In the year to come we are planning our next charity high tea event. Hopefully, and with God's will, our passion to fight for the under privileged would sustain us to go further for those in need.

### **CHALLENGES**

Cambodia, our intended serving country, is still recovering from decades of war and internal conflict burdened with modern factors like corruption. We have just received confirmation from local non-governmental organisation that, for us to set up a presence in the country, the government is charging prohibitive set up fees of US\$25,000. If this regulation stays, we have no choice but reluctantly to consider changing our serving country. For internal challenges, we need to recruit at least two more members to enable a healthy and self-sufficient working team to support our forthcoming projects.

### **AMBITIONS**

Our ambitions in the coming year are to raise A\$50,000 to provide small loans and support to more families and children so they can enjoy their basic human rights. Better so, they could eventually thrive and follow the same steps to support their own fellow people.

Though with unavoidable issues and limitations, we believe with faith we would continue to march on and make a difference to the world, no matter how little it might be. One day when there are various branches being set up, and numerous working bees in full force, our dream, or everyone's dream, of a better world will come in place.

Elsa Hwang  
President  
Microlend Futures branch



## Our organisation

▪ Head office	▪ Microlend Australia Ltd was set up in November 2013. It is currently run and funded by individual volunteers throughout Australia.
▪ Branch 1	▪ The Microlend Narellan branch was set up on the 6 <sup>th</sup> December 2013 and is organizing overseas co-ordinating centre in Mongolia.
▪ Branch 2	▪ The Microlend Futures branch was set upon 5 <sup>th</sup> April 2014 and is organizing overseas co-ordinating centre in Cambodia and / or Vietnam.
▪ Branch 3	▪ The Microlend Tamworth Branch was set up on the 26 <sup>th</sup> February 2016 and is organising an overseas co-ordinating centre in Papua New Guinea
▪ Current overseas co-ordinating centres	▪ Microlend Australia Ltd has set up 6 overseas co-ordinating centres in Zimbabwe (2), Uganda, Kenya, Pakistan and Mongolia.
▪ 2016-17 proposed overseas co-ordinating centres	▪ We are planning to set up 3 more overseas co-ordinating centres in Papua New Guinea, Sri Lanka and Cambodia / Vietnam.
▪ Existing Microlend business enterprises	<ul style="list-style-type: none"> <li>▪ 10 businesses in Mongolia</li> <li>▪ 4 businesses in Pakistan</li> <li>▪ 36 businesses in Uganda</li> <li>▪ 41 businesses in Kenya</li> <li>▪ 32 businesses in Bulawayo, Zimbabwe</li> <li>▪ 450 businesses in Mutare, Zimbabwe (Note 446 of these were established before being adopted by Microlend Australia)</li> </ul>
▪ People we serve	▪ Under developed countries with people living below the poverty line.
▪ Why do we do what we do	<ul style="list-style-type: none"> <li>▪ To assist the poor and impoverished in setting up various business enterprises,</li> <li>▪ Stop people including children from dying due to poverty.</li> <li>▪ Maintain basic human rights, living and education standard,</li> <li>▪ Break poverty cycles.</li> </ul>
▪ Volunteers	▪ All our people with Microlend Australia are volunteers. As it is still in its infancy stage, we desperately need more volunteers to help assisting people out of poverty and provide a better environment for our children and future generations to come.

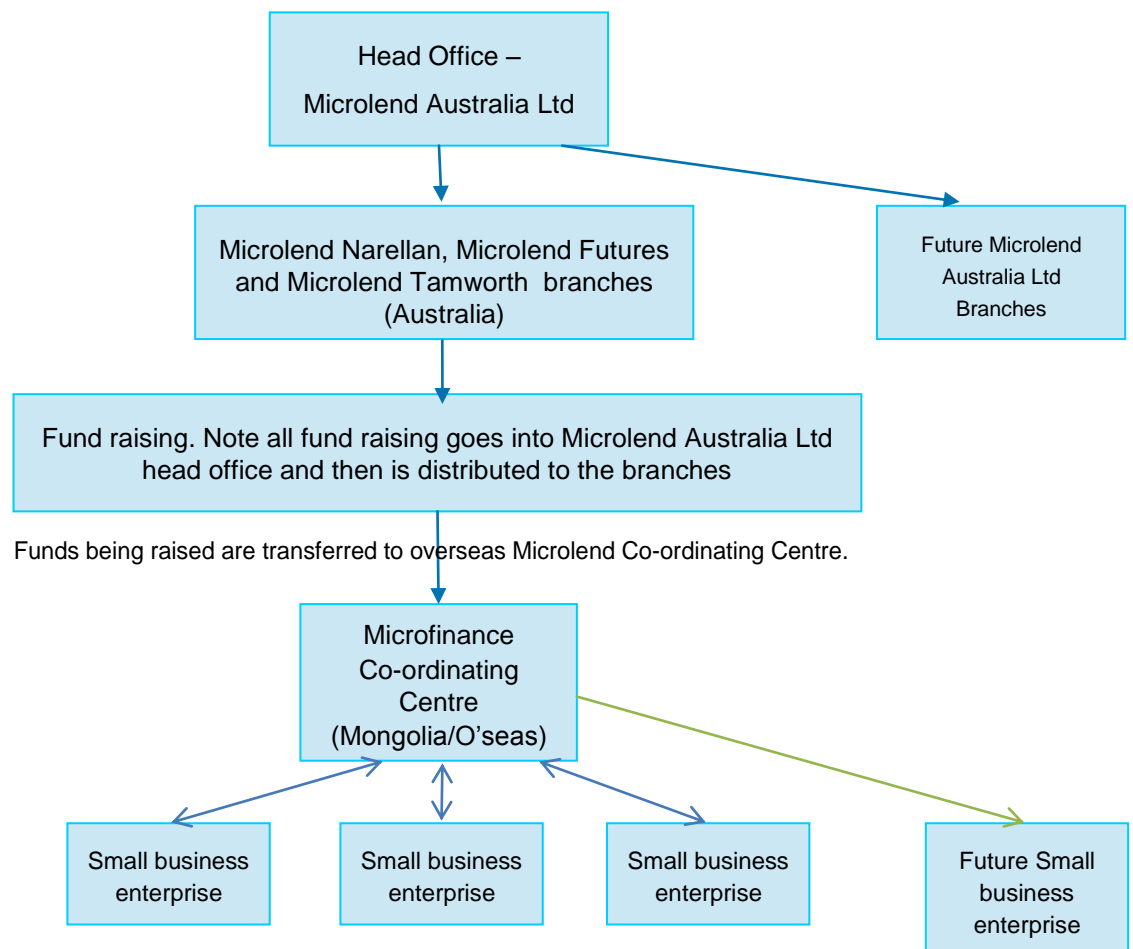
## Microlend Australia Ltd structure

We aim to eliminate world poverty over a 30 to 40 year time frame. The work required needs to be multiplied by various Branches.

Funds being raised are transferred/ donated to overseas Co-ordinating Centres, who then lend the funds to start the various small business enterprises among the poor.

### How does it work?

## Microlend Australia structure



Monies are lent out to the new business venture. Upon repayment of the loan, funds are lent out again to the next venture.

## Sample success stories from around the world

### Africa

#### Mandhla: The AgriBusinessman

Hi! My name is Mandhla. I come from Zimbabwe. I am 28 years old and still single. ☺ My parents are both retired, mom was a school teacher and dad is a Seventh Day Adventist pastor. I went to High School at a time when the Zimbabwean economy was crashing and



our currency was dying out. My parents struggled with their meagre salaries to pay fees for us six children. They quit their jobs which were not sustaining any more, to stay home and farm instead. They suffered very much. I worked hard on my education and vowed to help my parents as soon as I got a job. I finished University with a Bachelor Degree in Agribusiness in 2011. My excitement was short lived as I soon discovered that there were no job prospects at all. I tried trading, even cross-border trading, it was hopeless. Too many people were already doing it and those with a lot of capital had better prices and more potential for thriving. I tried gold panning. The licenced mine owners never paid us except for the food they gave us. This also was a hopeless option. I came back home to embark on horticulture. I dug a little earth dam behind my parent's home and used it off rain season to water the crops. From November through March the crops were rain-fed, but thereafter I would irrigate from the little earth dam by hand until about August when it dries up. When it thus dries I would do poultry with the profit from horticulture. Water was still a challenge because the nearest borehole is 10km away. In 2014 when the little dam dried up around July and my crops were withering, I was so discouraged and stressed out. Then I heard about Pastor Sally and small business loans. I went to see her at ALFA offices and she handed me over to Blessing Ncozana, the Loans Officer. I applied for a loan to drill a borehole and equip it. I waited for four months, thus lost all my crops, but eventually the loan money came. There were a few challenges with the drilling but I am glad to say that by God's grace I am now irrigating my crops with overhead sprinklers. I am earning a profit of US\$2500 a month from both poultry and horticulture. I am still solving some teething problems with equipment and inputs, but success is assured. My life is on rail and my future is very bright. I have already employed a few young people from the surrounding villages. I have got big plans for the future. I am very happy, fulfilled and hopeful. One of the most exciting spinoffs is that villagers are now fetching drinking water nearby. They purchased a 5000lt tank installed it and are contributing electricity costs.

***Long live MicroLend !!!!!***

## Running a Piggery in Uganda

Our Ugandan project is less than a year old and that area probably ranks amongst the most economically disadvantaged that Microlend Australia has ventured into. Below are some photos and feedback of a piggery we financed. I hope you will enjoy it.

Kagoya piggery Project is on top of its operations. 2 pigs were purchased and at the moment, 1 was sold and 2 more pigs were bought some money invested in a garden of maize and cassava, some money was used for loan repayments, and now another pigs is pregnant meaning very soon, it will be producing many more piglets.

The business owner is very appreciative and she said that, she is now able to meet a most of her basic needs as she even sells some small fish.



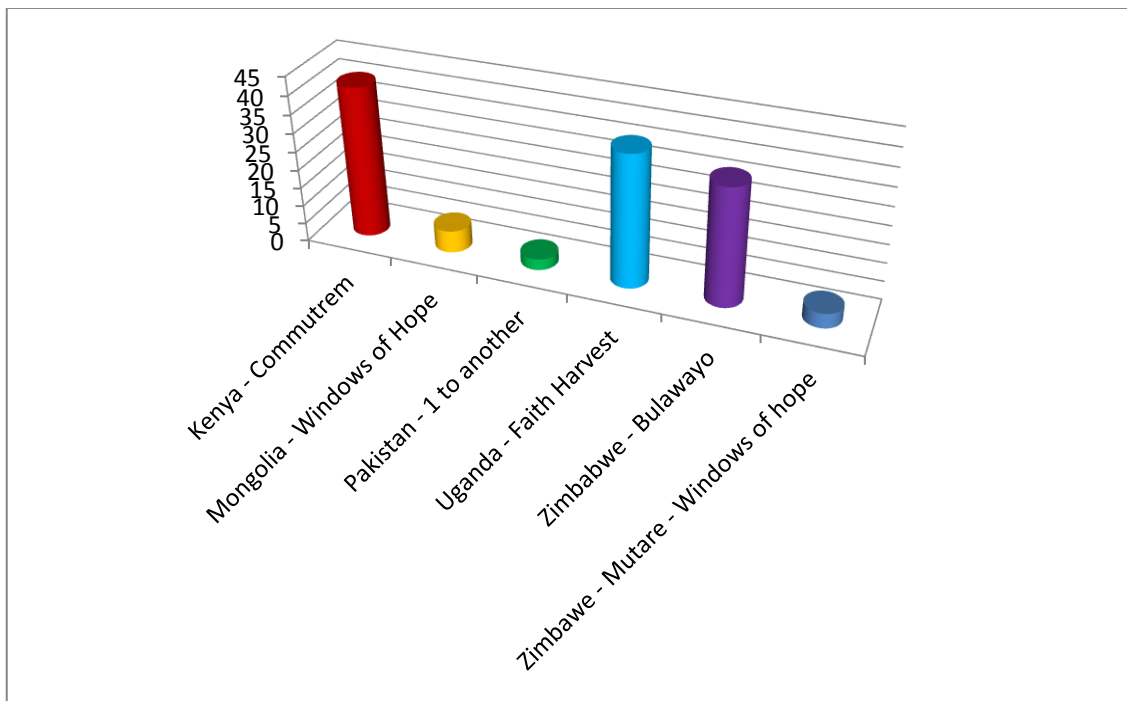
Cute Eh?  
 Don't worry!  
 They have more than one pig.  
 They seem to be very well trained!



### Number of new businesses established 2015 / 2016

Microfinance centre	No of previously established Businesses	No of new businesses	Total to date
Kenya - Commutrem	0	41	41
Mongolia - Windows of Hope	4	6	10
Pakistan - 1 to another	1	3	4
Uganda - Faith Harvest	0	36	36
Zimbabwe - Bulawayo	0	32	32
Zimbabwe - Mutare - Windows of hope	446	4	450
Total	451	122	573

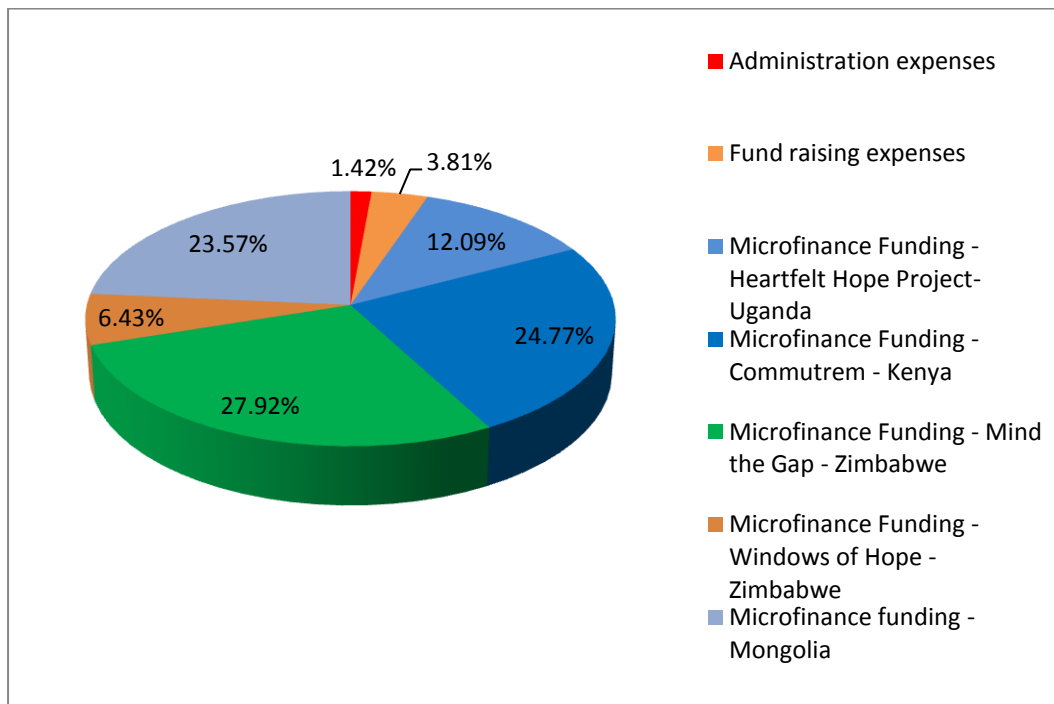
**Note:** Windows of Hope in Mutare is an existing Microfinance centre that was established by Ralf & Anne Schroers on a personal basis in 2012. Since then 446 new businesses were created prior to Microlend Australia Ltd partnering with Windows of Hope in May 2016.



## Our administration and overseas project expenses

### Expenditure Break up Microlend Australia Limited 1 July 2015 to 30 June 2016

Administration expenses	\$2,854.61	1.42%
Fund raising expenses	\$7,686.65	3.81%
Microfinance Funding - Heartfelt Hope Project- Uganda	\$24,370.45	12.09%
Microfinance Funding - Commutrem - Kenya	\$49,927.39	24.77%
Microfinance Funding - Mind the Gap - Zimbabwe	\$56,270.00	27.92%
Microfinance Funding - Windows of Hope - Zimbabwe	\$12,959.27	6.43%
Microfinance funding - Mongolia	\$47,500.00	23.57%
<b>Total Operating Expenses</b>	<b>\$201,568.37</b>	<b>100.00%</b>



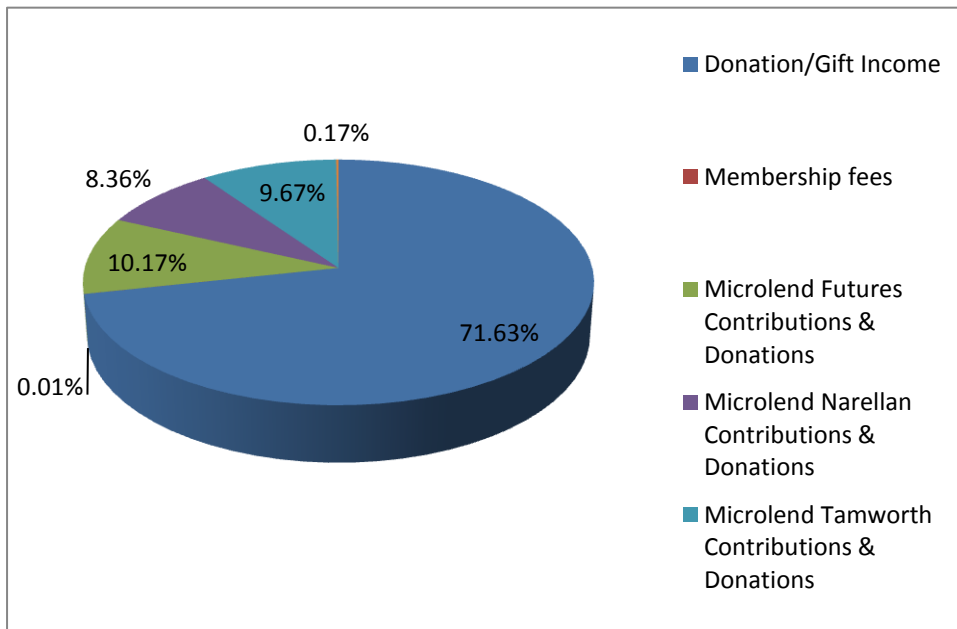
#### NOTES:

- It is pleasing to see that less than 6% of funds are needed for Administration and Fund Raising Expenses which means almost all of the funding is directed to poverty-relieving projects on the ground.
- This is primarily achievable through:
  - Pro-bono support of partners and volunteers in office related duties. There are no paid Staff
  - Donation of time and resources related to fundraising activities – venues, food, prizes etc
  - Commitment and passion of Microlend Teams

## Our Income and fund raising activities

### Income Break up Microlend Australia Limited 1 July 2014 to 30 June 2015

Income	\$	%
Donation/Gift Income	\$191,820.98	71.63%
Membership fees	\$23.00	0.01%
Microlend Futures Contributions & Donations	\$27,235.00	10.17%
Microlend Narellan Contributions & Donations	\$22,375.00	
Microlend Tamworth Contributions & Donations	\$25,890.60	
Interest Income	\$447.93	0.17%
Gross Revenue	\$267,792.51	81.98%
Less Operating Expenses	\$201,569.27	
Retained earnings	\$66,223.24	



#### NOTES:

- Fundraising was achieved through various fund raising events run by the Microlend Australia Branches as well as from one significant personal donation. The clear weakness in this structure is the lack of corporate sponsors that are urgently required to truly expand this to fully operational global scale

## Challenges ahead

While the work of Microlend Australia Ltd is satisfying and rewarding, the scope of the problem of poverty world-wide can be daunting.

Our focus though, is to tackle the enormous problem of poverty – one project at a time. Each project that is funded and launched, begins the cycle of breaking down the past, and bringing new hope, new skills and new possibilities to individuals and communities. Every successful project that is implemented, means the funds are repaid, and recycled into new projects.

In order to continue to enhance Microlend's capacity to fund projects it will need to face the following challenges:

### Funding /Income Streams

Currently our capacity to develop contacts and assess viable projects on the ground is far outstripping our capacity to generate funds for distribution. As an example, for last year the funding requirement for our projects were as follows:

Name and details of Project	Current 2016 budget	Current (expected) available funding	Surplus/ Shortfall
Zimbabwean centre – Bulawayo district. Due to recent droughts many of the young and old are suffering from starvation due to food shortages. Our focus here is to create agricultural ventures.	\$ 50000.00	\$56,270.00	\$6270.00
Ugandan centre – Tororo district – started on 12 <sup>th</sup> November 2015 . The people in this area are probably the poorest of our current projects. The Ugandan centre aims to provide finance to some 78 Individual projects in the first 12 months. 23 of which have been started	\$ 50000.00	\$24,370.45	\$25,629.55
Kenya centre – Commutrem CBO. Established on the 20 <sup>th</sup> May 2015. This centre has established 31 new businesses to date. It is going very well and has so far had no loan defaults.	\$ 50000.00	\$49,927.39	\$72.61
Pakistan – Multan district. This is an area that suffers from oppression of all minority groups, with Christians and Hindus being amongst the poorest of the poor. Modern day slavery amongst these groups is not uncommon	\$ 50000.00	\$ 0.00	\$50,000.00
Mongolia – Arhangai district. This is run by our Microlend Narellan team. Special challenges in running this centre are the language barriers and the extreme cold weather.	\$ 50000.00	\$47,500.00	\$2,500.00
Cambodia (New Project). This is run by our Microlend Futures team located in central Sydney. We are planning on establishing a new centre in Cambodia sometime this calendar year.	\$ 50000.00	\$30,981.19	\$19,018.81
Papua new Guinea (New Project). This is a project run by our Microlend Tamworth branch. They are confident that they will be able to raise the 1 <sup>st</sup> years required loan capital of \$50000.00 through local fund raising activities and local clubs and associations	\$ 50000.00	\$33,718.66	\$ 0.00
Total	\$350000.00		\$97,220.97

Clearly, as can be seen from the Table above, we were not able to meet our targets which meant that many people were disappointed, or simply have to wait for another year. To make things worse, we have identified at least a further 40 potential sites (in Africa alone) that could do with our assistance. Clearly, due to current financial constraints and capacity, we are unable to assist them.

**A serious corporate sponsor (or a combination of) would greatly assist in this aim.**

Hence raising funds has become our single largest focus at this stage. To do this we need to create a regular income stream by:

- Developing our relationship with regular supporters and sponsors
- Developing a relationship with corporate sponsors
- Building of more branches ( there is a possibility of a new one commencing in Tamworth

### **Business and operating systems**

As the organisation expands and grows, so the need for more sophisticated and structured support systems becomes important in order to sustain our capacity to deliver quality outcomes. Needs in the next period will include:

- Development of good marketing systems. Volunteers are desperately required in this area
- Development of I.T. – better website and interface with social media ( Facebook and Twitter ). Again more volunteers are required in this area so that we develop an improved and regular supply of information to our sponsors.
- Introduction of Bank Card facilities
- introduction of a cloud based administration platform. Using this will enable us to access our information from anywhere in the world, especially as our global focus expands

### **People**

- As the organisation expands and grows, so also is the need for increased capacity in our human resources. Important issues to address will be:
- Succession planning for key personnel
- Ongoing development and support of volunteers – both locally and internationally
- Support and development of on the ground Project Managers in order to manage and sustain quality of the projects engaged.



## How can you help?

Like all charities we have many requirements in order to function and grow. The most keenly sought after areas where we need help are:

- **Become a volunteer at our head office.** Specifically we need people or businesses to help in areas such as marketing, events management, fund raising activities, corporate governance and compliance, accounting, IT and webpage development. Please peruse the ensuing pages to see what is expected of a volunteer
- **Become a volunteer at one of our branches.** Better still create your own branch. Your main activities within a branch are fund raising activities, business modelling, overseas travel to the microfinance sites.
- **Corporate sponsorship.** This is the most important aspect of our fund raising activities. It is expected that this will form the mainstay of our capacity to help end world poverty.
- **Become a regular sponsor.** Becoming a regular sponsor gives us certainty of revenue. Hence we are able to budget more accurately for our future projects.
- **Donate any amounts of funds you wish.** One off contributions form a major part of our fund raising strategy. Even a small 'one off' contributions such as \$5.00 or \$10.00 are greatly appreciated.

Please contact us if you would like to do any of the above.

## Donations can be made by:

- Cash at an actual fund raising event
- By cheque – Please make the cheque payable to “Microlend Australia Ltd” and mail to  
Shop 16, 185 Airs Rd  
Leumeah NSW 2560
- By EFT to
 

Name of Bank:	Bendigo Bank
Name of Account:	Microlend Australia Ltd
BSB:	633 000
Account No:	153 208 970
- via eftpos using your credit card. Please ring 02 4627 5191 during business hours

Notes:

- If paying by eft please ensure you enter your name in the reference section
- **Donations are now tax deductible** for fund donated for \$2.00 or more. Please ensure you send us your address or email to receive your tax deductible receipt
- **Eftpos payment facilities** are also being developed and should soon be available on our webpage.

## How to become a volunteer of Microlend Australia Ltd or one of its branches

To become a volunteer of Microlend Australia Ltd or one of its Branches, you simply contact Microlend Australia Ltd and ask for an interview. Please note that whilst Microlend Australia Ltd is primarily a Christian based organisation, you do not have to be a Christian to become a member of it. We do however ask you to adhere to basic human principles as are outlined in the Bible. To give you a clearer outline, you may want to read our Branch Mission as outlined below:

### Our Branch Mission

Microlend Australia Limited has an aim to eradicate world poverty.

Microlend Australia Limited aims to do this by assisting the poor to set up sustainable business enterprises so they can enjoy basic human rights and a reasonable living standard.

The Narellan, Tamworth and Futures Chapters of Microlend Australia Limited have the same aim as its Head Office and would carry out work to achieve this mission in delegated regions and countries. We are motivated by the opportunity to seize every opportunity to be an instrument of God's love and his son Jesus Christ our saviour. Whilst there is no direct evangelism (we are not a church), Microlend Australia Ltd's activities may from time to time involve a component of direct and indirect pastoral support for all members and its beneficiaries.

By helping each other with your troubles, you truly obey the law of Christ. (Galatians 6:2)

### Fundraising:

Individuals, Churches, Community Service Clubs and Businesses can be sponsors of Microlend Australia Limited, or any of its Branches, provided their purpose and goods and /or services compliment the tenet and rules of Microlend Australia Limited.

All funds raised through fundraising activities have to be paid to the bank accounts of Microlend Australia Limited (not its branches' bank accounts). Microlend Australia limited then allocates funds to its Branches for the purposes of providing loan funds to the various registered entities.

# Financial report

## Balance Sheet Microlend Australia Limited As at 30 June 2016

	30 Jun 2016	30 Jun 2015
<b>Assets</b>		
<b>Bank</b>		
Microlend Aust Bendigo Bank	\$7,614.07	\$3,543.86
Microlend Narellan Macquarie	\$380.73	\$144.70
Microlend Pymble Bendigo Bank	\$30,981.19	\$3,679.58
Microlend Tamworth	\$33,718.66	\$0.00
<b>Total Bank</b>	<b>\$72,694.65</b>	<b>\$7,368.14</b>
<b>Fixed Assets</b>		
Office Equipment At Cost	\$1,213.50	\$316.77
<b>Total Fixed Assets</b>	<b>\$1,213.50</b>	<b>\$316.77</b>
<b>Non-current Assets</b>		
Community 21 Limited	\$10,000.00	\$10,000.00
<b>Total Non-current Assets</b>	<b>\$10,000.00</b>	<b>\$10,000.00</b>
<b>Total Assets</b>	<b>\$83,908.15</b>	<b>\$17,684.91</b>
<b>Net Assets</b>	<b>\$83,908.15</b>	<b>\$17,684.91</b>
<b>Equity</b>		
Current Year Earnings	\$66,223.24	\$11,290.70
Member Contribution	\$5.00	\$5.00
Retained Earnings	\$17,679.91	\$6,389.21
<b>Total Equity</b>	<b>\$83,908.15</b>	<b>\$17,684.91</b>

**Profit & Loss**  
**Microlend Australia Limited**  
**1 July 2015 to 30 June 2016**

**30 Jun 16**

**Income**

Donation/Gift Income	\$211,856.48
Membership fees	\$23.00
Microlend Futures Contrbns	\$23,890.00
Microlend Narellan Contrbns	\$22,375.00
Microlend Tamworth Contrbns	\$9,200.10
<b>Total Income</b>	<b>\$267,344.58</b>

**Gross Profit**

**\$267,344.58**

**Plus Other Income**

Interest Income	\$447.93
<b>Total Other Income</b>	<b>\$447.93</b>

**Less Operating Expenses**

Accounting/Bookkeeping Fees	\$802.50
Bank Fees	\$386.80
Business Insurance	\$900.81
Commutrem - Kenya	\$49,927.39
Directors liability Insurance	\$764.50
Fund Raising expenses - Futures Branch	\$7,686.65
Heartfelt Hope - Uganda	\$14,570.45
Heartfelt Hope Project- Uganda	\$9,800.00
Microfinance funding - Mongolia	\$47,500.00
Mind The Gap - Bulawayo - Zimbabwe	\$56,270.90
Windows of Hope - Mutare - Zimbabwe	\$12,959.27
<b>Total Operating Expenses</b>	<b>\$201,569.27</b>

**Net Profit**

**\$66,223.24**