



**Connecting2Australia**

Community + Business + Work + Training + Accommodation  
A registered NDIS service provider

# Annual Report 2017-2018

Creating  
opportunities



**Connecting2Australia**





# OUR PURPOSE

To meet the expectations and requirements of each person and to assist them in their life's journey.

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# FROM THE CHAIRMAN

**Looking back over the past year, I am regularly amazed at the continued growth and diversity I have seen take place.**

We have provided a wide range of services to over 500 disability affected clients with over 200 clients taking up supported employment opportunities across our 12 sites in Victoria.

The implementation of the NDIS continues to provide challenges to both our staff and clients but I am greatly encouraged by the transition rates that indicate we are well advanced and in a much better position than many others within the Disability Services sector. As at the end of this financial year C2A had 10 sites moved across to NDIS funding.

Financially, we are operating very well, with the only liabilities being current operational costs and a surplus that will enable us to continue to look at opportunities for growth and diversity.

This diversification will include the construction of accommodation for disabled members of our community and has the backing of the City of Frankston and financial support from the Rotary Club of Frankston Sunrise.

While some preparatory work has been undertaken on this project we are awaiting clarification of NDIS legislation on housing classification and how it may affect C2A financially.



We are in Year Three of our current Strategic Plan and shortly the Board and senior management will meet with Australian Strategic Services to work on the next three year plan.

Of course none of the above could have been achieved without outstanding leadership backed by a strong management team and dedicated, capable staff.

Of necessity, we have seen some staff changes in the past year and while this creates some extra work initially, I believe our current team is operating at a very high and satisfactory level.

One of the greatest challenges we have had to face in this financial year, albeit at the end of the year, has been the retirement of Mike Anderson, who has been CEO for over 14 years.

Mike has guided us through countless changes, both to the Disability Services industry, the ongoing requirements of sourcing additional qualified and suitable staff, legislative changes, taking on other service providers and expanding our scope of operations, dealing with unions, keeping up with changing expectations and the implementation of the NDIS.



From a single site operation, then known as Woorinyan, we have grown to an organisation that now operates over 12 sites, providing a range of services that were not really considered 14 years ago.

Mike has done a fantastic job over the years, and is highly respected within C2A and indeed across the whole Disability Services sector.

Keith Mortimer, C2A Executive General Manager Commercial and Corporate Services, was appointed Chief Executive Officer for C2A with the appointment to take effect at the start of the new financial year. The Board of Governance looks forward to working very closely with Keith and to the continued growth of the organisation.

We acknowledge the outstanding contribution of two of our Life Governors, Mrs Dot Simmonds and Mr John Nash, who passed away during the year.

They will be sadly missed and remembered for their ongoing support of C2A.

I must also express my gratitude and thanks to the Board of Governance Directors who have given freely of their time, expertise and support to C2A over the years, and particularly over the last 12 months. Sincere thanks also to our donors and volunteers who help us make a true and real difference to the lives of others.

The Board are committed to implementing the Strategic and Business Plans that have been put in place to ensure that C2A is able to continue to provide the high level of training, support services and employment services that have established us as a 'provider of choice' and a leader in our sector.

Alex Anderson JP: CJSJ: FICDA  
**Chairman, Board of Governance**



L-R: Keith Mortimer (Executive General Manager Commercial and Corporate Services), Alex Anderson (Chairman, Board of Governance), and Mike Anderson (CEO).





## FROM THE CHIEF EXECUTIVE OFFICER

**Connecting2Australia (C2A) is a registered NDIS provider and not-for-profit organisation focused on the integration of youth and adults living with disability and/or disadvantage into the workforce and/or community through development, training and support.**

Operating since 1953, C2A is experienced, passionate and committed to the successful and ongoing integration of our clients into the wider community. C2A operates across 12 Victorian locations offering a range of services including:

- Connecting2Community
- Connecting2Work
- Connecting2Business

I am pleased to report that C2A has had another successful year in many areas including a new name, a new marketing strategy, a new web page and marketing materials. C2A finalised the move to its new head office and training centre at 362 Nepean Highway Frankston. This move allows for expansion of its training facilities, particularly the transition to employment area.



As this is my last CEO report, I take this opportunity to say thank you to everyone at C2A for your support and hard work that has allowed the organisation to grow and prosper whilst creating opportunities for persons with a disability and/or disadvantage.

Upon reflection, C2A had a successful year with many positives. It currently provides services to over 500 customers with a disability in Connecting2Community, Connecting2Work and Connecting2Business activities across all C2A sites and will continue to improve by providing more options for its stakeholders.

The NDIS is now in its full implementation phase with C2A sites at Thomastown, Bendigo, Wonthaggi (2 sites), with Traralgon and Knox having now almost completed the transition of their customers to NDIS funding.

The Frankston, Mornington and Seaford sites will move to NDIS funding as of the 1st July 2018. This involves over 180 customers who have to be assessed and moved to an NDIS contract of service. Under the NDIS, case managers will negotiate with parents and carers to ascertain eligibility and provide a resource package based on the information provided by customers' parents and carers.

I recommend that customers, carers and parents think about what services they may require and where and when the service is to be delivered. Please contact one of our C2A sites for additional information.



L-R: Kerry, Tiana, C2A Coordinator Jack Sharpe, Jeanine, C2A CEO Michael Anderson and Mornington Peninsula Shire Mayor Bryan Payne at C2A Mornington site.

In June 2018, C2A won a tender to deliver open employment under Disability Employment Services (DES) for the Mornington Peninsula region. This will commence on the 1st July 2018 and will allow C2A to offer more diverse services to persons living with a disability who may wish to seek work opportunities in their community. C2A is now the only DES provider for the Mornington Peninsula region awarded the DES contract specialising in intellectual disabilities.

C2A also negotiated a new contract with JJ Richards at its Bendigo site which now employs 12 of our customers 5 days a week in recycling.

Our partnership with Cleanaway Australia continues to grow with additional grounds maintenance work awarded to C2A at its Clayton sites. C2A has over 100 contracts, including Victoria Police, creating supported employment opportunities to over 200 people with disability across the state.

It is pleasing to report that during 2017-2018 financial year C2A passed all of its quality assurance audits for customer services.

C2A is also up to date with its 2016-2020 Strategic Plan implementation which also includes the possibility of accommodation in the future.

The organisation has had a very successful financial year with a healthy surplus which will allow the organisation to use this surplus to purchase unfunded capital requirements for the benefit of its customers.

All of these great outcomes would not have been possible without the commitment and input of the excellent staff at C2A and the Board of Governance for its oversight in ensuring that budgets and legal requirements are completed and adhered to in accordance with all regulations.

Special thanks must be extended to all of our volunteers who gift us with their time and generate invaluable additional income to help purchase equipment that is not funded by the government. We are most grateful for your hard work and support in making a difference and creating opportunities.

It has been my privilege to have been the CEO at C2A for the last 14 years and I wish everyone every success in the future.

Mike Anderson  
Chief Executive Officer





## ACROSS THE ORGANISATION

**C2A aims to be a provider that maximises choice and control for its participants to help achieve the overall NDIS aspirations of increased social and economic participation for people with disability.**

In future under the NDIS, C2A will be providing services to our customers as per their service agreements 365 days per year! We look forward to supporting customers and their families in their transition to NDIS. From an organisational perspective, it has been a busy year full of change and new opportunities. To quote Tony Robbins, "Change is inevitable. Progress is optional".

New systems and practices were utilised in our IT information structure throughout the year to ensure staff were connected across our sites. Opportunities for staff to participate in training via e3 learning modules and to conduct meetings/training via Skype video cameras were also established.

The last financial year reflects our willingness to embrace continued change - increasing our customer base and providing existing customers with more choice and opportunity, broadening

our contracts to provide diverse employment opportunities for our customers, reviewing and redeveloping our practices, and moving to a partnership hub mentality.

In September C2A moved to its new Head Office and Connecting2Work Training Centre at 362 Nepean Highway in Frankston. The premises are light and airy with loads of available space to accommodate future growth in staff numbers. The downstairs training centre is well attended and put to good use by our C2W participants.

After months of development, Connecting Skills Australia 'officially' became Connecting2Australia (C2A) with a brand new logo and look. With the roll out of NDIS, C2A customers and their connections will now have greater choice so we needed to be at the top of their list.

Developed in consultation with the talented Pier Marketing, the new logo design comes from a feeling of optimism and possibility. Using warm colours it is constructed from rays of the sun that rise up and reach across to form the shape of Australia.

Rollout of the new signage and branding across all sites and vehicles was commenced early in the year, no small feat across 12 individual sites.

The talented work crew at C2B Bendigo were responsible for screenprinting the workwear provided to our supported employees, to help ensure C2A presented a consistent and professional image when out in the workplace.



The C2A website was also upgraded as part of our new look with new functionality and easy to navigate information. The new website can be viewed at [www.connecting2australia.org.au](http://www.connecting2australia.org.au)

A suite of brochures have also been developed and printed that showcase the diversity of the organisation and help promote us to the wider community. C2A is one of the few providers able to offer programs across three different 'arms' of the sector:

Connecting2Community  
Connecting2Work  
Connecting2Business

With no capital funding available from the government and C2A now having to cover those expenses, C2A always looks for ways to minimise costs and maximise savings. Part of that strategy is to consider solar power for all our buildings and move to hybrid vehicles wherever possible.

Newly created roles filled by experienced staff will help ensure C2A is ready to face all of the new challenges the sector will face in the future.



# OUR VOLUNTEERS

**For community organisations like C2A, volunteers are our lifeblood. But the statistics show volunteering is a nation and industry wide epidemic, supporting not only local communities, but also the Australian economy.**

In 2016, an estimated total of 932 million hours was volunteered. Research demonstrates that volunteering yields a 450% return for every dollar invested. Nationally, this is an estimated annual contribution of \$290 billion.

C2A is extremely grateful for the gift of time, energy and passion given to us so freely by our volunteers. Be it helping with our Connecting2Community group activities, or working in one of our three opportunity shops, our volunteers are literally worth their weight in gold. To us they are priceless.

In July, Lisa Mills received an award from the City of Frankston and Impact Volunteering in recognition of her volunteer service to C2A and dedication to the Frankston community.

Lisa started with C2A Frankston in 2013 looking to assist in volunteer work. Having a solid background in disability and special needs care, Lisa was welcomed on board to assist in programs with our participants.

Over the past four years Lisa has volunteered 12 hours every week, involving herself in many different activities including meals assistance, helping participants to be involved in activities or even just to have a chat. Congratulations Lisa!

C2A boasts three opportunity shops (Mount Eliza, The Pod in Morwell and Cooinda in Traralgon) that collectively generate over \$250,000 each year in additional income which is used to support the organisation, particularly with the purchase of much needed capital equipment.

Their efforts and contribution go a long way to ensuring our ongoing financial viability - it is a community partnership in every sense of the word.

At 'The Pod', some of our Traralgon participants also work at the shop doing everything from stocking shelves, sorting donations and getting very creative with their window displays.

A creativity award must go to Cooinda for its Christmas Tree made out of thongs.

C2A would like to thank each and every one of our volunteers for their ongoing efforts and in particular, our heartfelt appreciation must be extended to the tireless Op Shop coordinators:

**Derek Allan**  
**Keitha Lewis**  
**Sandra McCauley**  
**Lyn Noske**



Top to bottom:  
Mt Eliza Op Shop  
with its new signage,  
two of our Traralgon  
participants working  
at The Pod.  
Left: The new street  
presence of the  
Cooinda Opportunity  
Shop in Traralgon.



***Volunesia (noun):***  
that moment you forget  
you're volunteering to help change lives,  
because it's changing yours.



# SOME INTERESTING FACTS



## Connecting2Australia Victorian sites

Connecting2Community (C2C)  
Connecting2Work (C2W)  
Connecting2Business (C2B)



**\$115,000**  
on new equipment for our supported employees

# A LITTLE ABOUT THE NDIS

**NDIS stands for National Disability Insurance Scheme. It is the new way of providing support to people with disability in Australia.**

The NDIS provides people with disability the support they need to live an ordinary life.

Unlike previous systems, the NDIS provides people with disability the choice of how, when and where the support they want is delivered to them. NDIS participants are in the driver's seat, and can choose what works best for them.

The kinds of support that are funded through the NDIS are things that help people with disability live the same kind of life as others in the community. They include things like wheelchairs, home modifications or therapies like speech therapy or occupational therapy. The NDIS also funds things like personal care or assistance to get out and participate in activities in the community.

The scheme is currently being rolled out in stages across Australia. By 2020, approx 460,000 people with disability will receive help through the NDIS.

## WHY IS THE NDIS SO IMPORTANT?

The NDIS is a ground-breaking, once-in-a-generation change to the way people with disability are supported in Australia. It is a social reform on the same scale as the introduction of Medicare or compulsory superannuation.

### The NDIS is fundamentally different to previous systems in three ways.

1. NDIS support is based on individual need. There is no need for people to prove they are more deserving than anyone else. Everyone who has a disability that has a significant impact on their daily life will receive "reasonable and necessary" supports to help them live an ordinary life.

Under the previous system – a shortage of funding meant many people missed out, and those that did get help rarely got enough. The NDIS is expected to change all this and give people reassurance that help will be there when they need it.

2. The NDIS puts people with a disability in control. People with disability can use their NDIS funds to choose how, when and where support is delivered, and in the ways that works best for them. This is different to the previous system, where people with disability had little choice and had to take whatever was offered.

3. The NDIS is an insurance scheme, not a welfare system. The scheme will invest and invest early in people with disability, to improve outcomes later in life. This is not only good for people with disability, but also reduces the cost of the scheme over the long run. The NDIS is there for every Australian living with a disability.

### Disability won't happen to everyone but it can happen to anyone, anytime.

All Australians deserve the peace of mind that comes with knowing that support will be there if they need it. And all Australians will benefit from the more diverse, inclusive community that the NDIS will help build.







# LEARNING LIFE SKILLS

**At Connecting2Australia, we believe in assisting young people and adults living with disabilities and/or disadvantage to live life to the fullest. Our Connecting2Community programs are offered at four C2A sites: Frankston, Mornington, Traralgon and Wonthaggi.**

Whether that means trying new things, meeting new friends or learning new skills, C2A offers a wide and diverse range of individual and group support programs and activities to help our participants reach their goals within their respective local communities.

We can't mention them all, but here are some of the year's highlights, news, happenings, and programs from across our C2A Connecting2Community sites:

## PROGRAMS

When the weather was warm, C2A Frankston participants jumped back into the full swing of sailing when they met with volunteers from Sailability at Mornington Pier. Participants also continued their community inclusion by helping deliver Meals on Wheels throughout the Frankston area. Another run was granted this year due to the high demand of C2A participants wanting to volunteer.

Every Tuesday the crew work out at Prime Gym in Langwarrin. They travel together, independently pay for themselves and, with the help of either a gym instructor, C2A staff member or student placement, begin their individually developed programs including repetitions, riding the exercise bike or boxing.



Mornington participants enjoyed their Upcycle Art Program where they utilise recycled materials to create colorful pieces of art. Mt Martha Rotary purchased tools, materials and paints for use in the Mornington Man Cave.

Participants at Traralgon enjoyed working at The Pod Opportunity shop serving customers, sorting through donations and stocking the shelves. Budding artists from Traralgon C2C submitted eight paintings at the Mirboo North Art Show with five being purchased.

Wonthaggi participants raised over \$1108 at their Annual Trivia night with the proceeds being donated to the Phillip Island Wildlife Rescue Shelter. In February the Wonthaggi Catering Group were asked to provide food for 70 guests at a 50th birthday party at the Inverloch Angling Club.

C2A Facilitator Leigh Phillips retired after working for 21 years with many of the Wonthaggi participants.

## BUILDINGS AND EQUIPMENT

Mornington Peninsula Shire opted to enter into another seven year lease for the Racecourse Road site which has been leased to C2A since 1977. Approximately 50 people currently use the Mornington site on a daily basis, supported by a team of 10 staff members who are all local residents.

Traralgon also had their lease at 23 Dunbar Road renewed for another eight years. Upgrades were undertaken at Traralgon with two changing room hoists being installed.

At Wonthaggi a new electric hybrid car (Camry) was purchased to support our 1:1 customers. The new vehicle has proven to be more economical and offers many environmentally friendly features. Part of C2A's future planning includes integrating more hybrid vehicles into our fleet and installing solar panelling on site wherever possible.







## GETTING JOB READY



Connecting2  
Work

**Getting a job can be the ultimate goal for many attending C2A. The Connecting2Work (C2W) program is perfect for those who want to enter the workplace but need some training and support first to achieve that goal.**

With the relocation of C2A's training facility to Head Office in Frankston, the C2W participants are enjoying their brand new facility with loads of space and natural light.

In February, a member of the Frankston CFA came and spoke on fire safety and what's involved in becoming a fireman. Everyone was excited to see the fire truck roll into the car park.

Participants who are approaching the driving age or wishing to learn to drive are assessed for road readiness. A huge thank you must be extended to Jerome Breen Driving School. Jerome has played a major part in our Learn 2 Drive Program for the past couple of years assisting our young people with their Learners and P plates.

Congratulations to Jay (photo on left) for passing his driving test and getting his P plates and with his part time work at a local tyre company he is now an independent young man. It was a big and positive year for Jay and C2A is very proud of everything he achieved.



C2W participants also attended a Safety Awareness and Staying Safe - Speak Up seminar where they learnt more about stranger danger and how to handle the dangers of society.

Six participants who participated at the Mens' Shed through our BRACE Program created two wooden herb boxes that were presented as a gift to the owners of the One Pear Tree cafe in Frankston. Eventually C2W participants will maintain these planter boxes where fresh herbs will be grown for use in the cafe.

The C2W site at Oakleigh was closed and amalgamated with Bayswater, with all participants being offered the same roles at the new site.

Throughout the year C2W, participants have experienced a range of local work placement opportunities. These pathways enable participants to realise their life goals and aspirations of employment, whether it be open, supported or volunteer.

Over the year, C2A had 20 Connecting2Work participants in job placements with 7 of those opportunities turning into paid work.

Special thanks to the following businesses that supported C2A with work placements:

- Bridgestone Frankston
- C2B Horticultural Seaford
- C2B E-Waste
- City Life Opportunity Shop
- Coles Carrum Downs
- Coles Oakleigh
- Blue Note Music
- Bruarong Aquarium
- Frankston Library
- Frankston and Seaford Lawn Bowls
- RSPCA Opportunity Shop
- Whole Foods Melbourne
- Xplode Fitness Frankston



Disability™  
Employment  
Services

## DES TENDER WON

Disability Employment Services (DES) is the Australian Government's employment service that helps people with disability find employment and keep a job.

In the last financial year, C2A won the tender and became the only DES provider on the Mornington Peninsula awarded the DES contract specialising in intellectual disabilities. DES providers help people with disability find work and keep a job. It's our role to prepare and train our participants to gain the work they want and provide ongoing support as needed.

There are real benefits when employing someone with disability— more than just filling a job. According to the Australian Safety and Compensation Council 2006, JobAccess 2016 employees with a disability are:

**RELIABLE** - on average people with disability take fewer days off, take less sick leave and have a higher retention rate than other workers

**PRODUCTIVE** - once in the right job, people with disability perform equally as well as other employees

**LOWER RISK** - people with a disability have few compensation incidents and accidents at work in comparison with other employees

**GOOD FOR BUSINESS** - people with a disability build strong relationships with customers and boost staff morale and loyalty. They also enhance the company image among staff, customers and the community.







# ALL IN A DAY'S WORK

**OPPORTUNITY (noun): a time or set of circumstances that makes it possible to do something.**

C2A is all about creating opportunities for our participants in every aspect of their lives. Our Connecting2Business (C2B) programs operate from Bendigo, Knox, Mildura, Thomastown and Seaford.

Bendigo C2B finished fitting out their production shed to create a dedicated space for producing sewn garments and offering screen printing services. C2B staff and customers were supplied with new workwear featuring the new C2A logo that was screenprinted on to nearly 400 individual garments by the talented Bendigo crew.

Bendigo C2B began a collaboration with Bob Boutique, a gorgeous shop in Bendigo that specialises in selling products made locally and in Australia. Products made by C2A supported employees such as adult and childrens' clothing and pillow cases will now be stocked instore. Each item features a swing tag that tells a brief story on a different supported employee who contributed to the production of the garment.

As well as growing produce for sale in the market garden, creating bath bombs and jewellery for sale at a Moonlight Market, and undertaking a vast number of domestic and commercial garden maintenance jobs, Bendigo C2B landed a new recycling contract with JJ Richards that employs 12 C2A participants per day. The lease on the Gittens Road site was also extended for another 8 years.

Mildura C2B experienced an increase in their regular cleaning jobs and commenced cleaning a number of Department of Housing properties, some of which are left in a less than desirable state and one property in particular which was left in an indescribable condition. The Mildura Kimptons crew rolled up their sleeves and got stuck into the work without complaint or objection and received well-deserved Certificates of Appreciation for their efforts.



The Mildura crew made front page news for its community work. A partnership with Lower Murray Water (LMW) had been a boon for the water authority's Waterwise Community Garden with LMW staff and C2A working side by side to prune, replant and mulch sections of the community space.

Knox C2B were kept busy throughout the year with police car washing, recycling work with Cleanaway, undertaking small mailouts and assembly jobs. They also tackled and tamed two of the Ascot Group gardens in one day with great results and worked assembling the C2A Information Packs to be distributed across all sites.

Thomastown C2B started washing vehicles at the newly built Mernda Police Station. The car washing team come together every fortnight to ensure the police cars are in pristine condition. The gardening maintenance crew worked hard at local schools in the area (10 schools per week in fact).

Seaford C2B carried out a variety of contract grounds maintenance and gardening work across the Mornington Peninsula, with clients including local schools, Telstra exchanges, State Government departments and large corporations such as Cleanaway and Villaworld. One long time relationship is with Frankston RSL which thanks the crew each year with a Christmas Lunch.

Wonthaggi C2B continued its long standing partnership with RACV Inverloch for grounds maintenance with new machinery being purchased to increase efficiency. Other works include Department of Housing grounds, local shire cemeteries and local contracts.

C2A offers a wide range of full-time and part-time employment opportunities through supported employment options as well as supporting participants with their job applications for any employment they chose to undertake (NDIS funding permitting).







## LOOKING TO THE FUTURE

**For people with disabilities, access to suitable accommodation is generally limited. Many people are still inappropriately accommodated in institutions, often because of the lack of other options. Access to private sector housing is often limited by cost. Access to public housing is becoming more difficult, and taking longer to obtain, for all applicants.**

Housing is an important issue for the National Disability Insurance Scheme (NDIS). Affordable, stable housing is needed to support people with disability in achieving their life goals and aspirations. Currently there is a waiting list of over 11 years for housing/ accommodation for people living with a disability.

With this in mind and looking to the future, C2A in conjunction with the Frankston Sunrise Rotary Club are proposing to build 16 individual units in a block at the rear of C2A's site at 32 Cranbourne Road in Frankston to provide accommodation for people with a disability who reside in the Frankston area. C2A owns the land and it is currently zoned Residential.

This pilot project would enable people with a disability from C2A to have their own home in their own community. Initial concept sketches have been drawn up by Frankston business MSM & Associates as to how the project might look. The project is currently on hold while the NDIA conducts a review regarding funding eligibility and criteria around accommodation, resulting in current plans/drawings/concepts possibly needing to be reviewed and refined to ensure C2A meets the criteria to ensure our residents receive the appropriate funding support under the NDIS.



The state and territory disability ministers met about housing in February and talked about if the NDIS should cover housing, and if so, in what way. People with disability and their families — should have the opportunity to choose where and with whom they live on an equal basis with others in the community, and they should not have to stay in a particular living arrangement if they choose not to.

Funding partnerships are in place and C2A will continue to source additional funding opportunities going forward. C2A thanks the Frankston Sunrise Rotary Club for their support of this exciting initiative for the people of Frankston who are living with a disability.



Creating  
opportunities



## Financial Statements

as at June 30, 2018





# TREASURER'S REPORT



Connecting2Australia (C2A) achieved a trading surplus for the 2018 year of \$943,788 (2017 \$1,335,390).

While less than in 2017 this is a good result considering the issues of incorporating new services into the C2A organisation and the introduction of new systems required for the continuing rollout of the NDIS. It reflects the dedicated work of the Chief Executive Officer and all staff including our supporters and volunteers. The majority of the surplus has been reinvested in the improvement of facilities for the benefit of clients.

At 30 June 2018, C2A's net assets had grown to \$16,774,678 up from \$15,830,890 at 30 June 2017. This places C2A in a strong position financially to meet future financial challenges including the continuing rollout of the NDIS and the resulting uncertainty of future cash flows.

The most significant items in the statement of Profit or Loss and other Comprehensive Income are Grant Income and Salary Costs. The movement in these items is highlighted in the attached graph and compared to total expenses over the last 8 years.

The comparison graph clearly indicates that Government funding falls short of covering total expenses. This situation is ongoing and is likely to be accentuated under the National Disability Insurance Scheme.

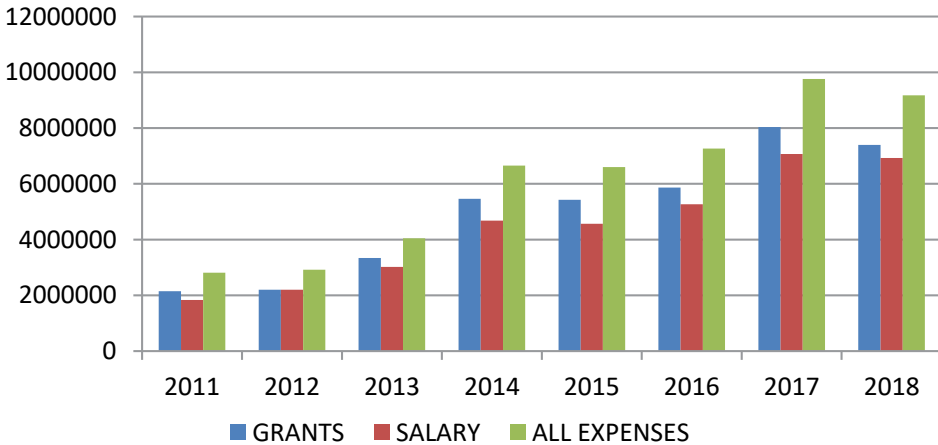
C2A is working to diversify its income sources to ensure that it is able to continue to provide its much needed services.

The other graphs indicate where our income is currently derived from and where it is spent.

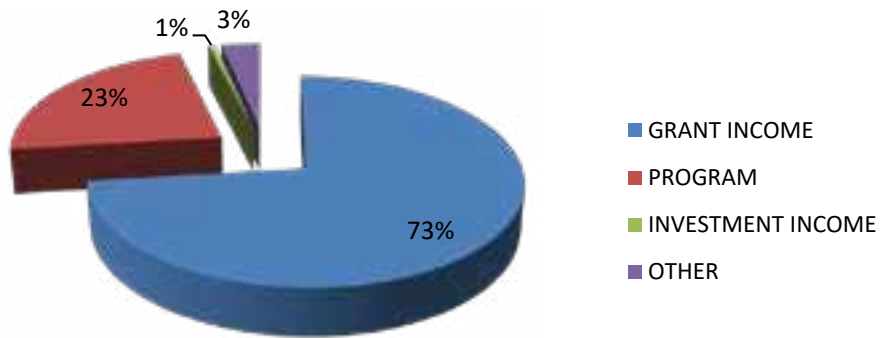
The full details of C2A's operating result are set out in the detailed financial report.

Greg Waterland  
Hon. Treasurer

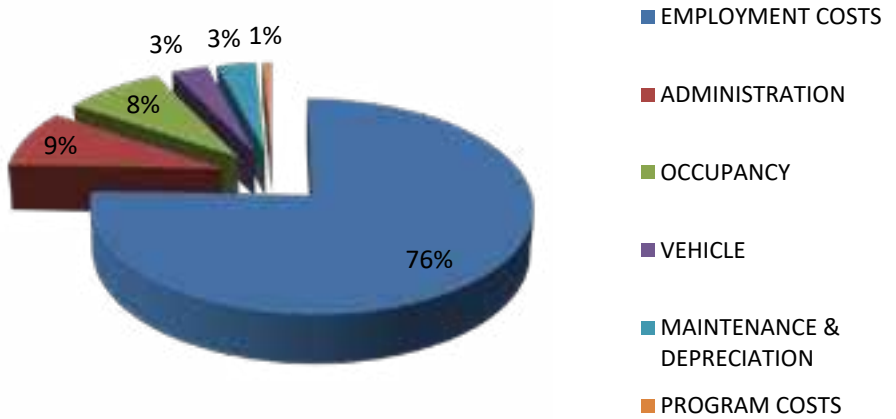
COMPARISON GRANTS, SALARY AND TOTAL EXPENSES



SOURCES OF INCOME



EXPENDITURES



Economic growth  
doesn't mean anything  
if it leaves people out  
- anonymous



# EXTRACTS FROM FINANCIAL STATEMENTS



## AUDITOR'S INDEPENDENCE DECLARATION

To Connecting Skills Australia Limited,

In accordance with the requirements of section 60-40 of the *Australian Charities and Not for Profits Commission Act 2012*, as lead auditor for the audit of Connecting Skills Australia Limited for the year ended 30 June 2018, we declare that, to the best of our knowledge and belief, there have been:

- i) No contraventions of the independence requirements of the *Australian Charities and Not for Profits Commission Act 2012* in relation to the audit, and;
- ii) No contraventions of any applicable code of professional conduct in relation to the audit.

Dated at Frankston on the 1<sup>st</sup> of October 2018

SHEPARD WEBSTER & O'NEILL AUDIT PTY LTD  
Certified Practising Accountant  
Authorised Audit Company No 415478  
434 Nepean Highway Frankston 3199, PO Box 309 Frankston Victoria 3199  
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DAVID A SZEPFALUSY  
DIRECTOR

# EXTRACTS FROM FINANCIAL STATEMENTS

CONNECTING SKILLS AUSTRALIA  
ABN 67 877 349 510

DIRECTORS' REPORT  
30 JUNE 2018

## Directors' Benefits

Since the end of the previous financial year no Director of the Company has received or become entitled to receive a benefit, other than:

- (a) a benefit included in the aggregate amount of emoluments received or due and receivable by Directors shown in the financial statements, or
- (b) the fixed salary of a full-time employee of the Company or of a related body corporate,

by reason of a contract made by the Company or a related body corporate with the Director or with a firm of which he is a member, or with a Company in which he has a substantial financial interest.

## Directors' & Auditor's Indemnification

The Company has not, during or since the end of the financial year, in respect of any person who is or has been an officer or auditor of the Company or a related body corporate, indemnified or made any relevant agreement for indemnifying against a liability incurred as an officer, including costs and expenses in successfully defending legal proceedings.

All Directors of the Company are covered by a Directors and Officers liability insurance policy covering claims in respect of breach of duty, breach of trust, neglect, error, misstatement, misleading statement, omission, breach of warranty or authority, or other act wrongfully committed.

## Auditor's Declaration

A copy of the auditor's independence declaration as required by Section 307C of the Corporations Act 2001 is set out on the next page.

On behalf of the Board

A Anderson – Director

G Waterland – Director

Signed at Frankston on this 1<sup>st</sup> day of October 2018



# EXTRACTS FROM FINANCIAL STATEMENTS

Statement of Financial Position as at 30 June 2018

	Note	2018 \$	2017 \$
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	2	4,555,691	2,654,815
Trade & Other Receivables	3	575,245	1,596,354
Financial assets	4	10,730	10,209
Other current assets	5	50,237	69,720
Assets Held for Sale	9	850,000	850,000
<b>TOTAL CURRENT ASSETS</b>		<b>6,041,903</b>	<b>5,181,098</b>
<b>NON CURRENT ASSETS</b>			
Fixed Assets	6	12,709,817	12,165,892
<b>TOTAL NON CURRENT ASSETS</b>		<b>12,709,817</b>	<b>12,165,892</b>
<b>TOTAL ASSETS</b>		<b>18,751,720</b>	<b>17,346,990</b>
<b>CURRENT LIABILITIES</b>			
Trade and Other Payable	7	1,004,983	656,230
Provision for Employee Entitlements	8	904,585	676,444
<b>TOTAL CURRENT LIABILITIES</b>		<b>1,909,568</b>	<b>1,332,674</b>
<b>NON-CURRENT LIABILITIES</b>			
Provision for Employee Entitlements	8	85,084	183,426
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>85,084</b>	<b>183,426</b>
<b>TOTAL LIABILITIES</b>		<b>1,994,652</b>	<b>1,516,100</b>
<b>NET ASSETS</b>		<b>16,757,068</b>	<b>15,830,890</b>
<b>EQUITY</b>			
Reserves		122,738	122,738
Retained Profits		16,634,330	15,708,152
<b>TOTAL EQUITY</b>		<b>16,757,068</b>	<b>15,830,890</b>

# EXTRACTS FROM FINANCIAL STATEMENTS

Statement of Profit and Loss and other comprehensive income for the year ended June 30 2018

	Note	2018 \$	2017 \$
<b>Continuing Operations</b>			
Grants Revenue		7,394,156	8,036,962
Contract and Client Income		2,318,637	2,629,990
Donations Received		6,785	9,624
Interest Received		62,730	81,725
Profit on disposal of assets		3,818	39,725
Other Revenue		329,772	299,094
<b>Total Income from continuing operations</b>		<b>10,115,898</b>	<b>11,097,120</b>
Employee benefits expense		(6,927,226)	(7,070,029)
Administrative Expenses		(372,025)	(461,070)
Depreciation, amortisation and impairments		(424,462)	(386,555)
Bad and Doubtful Debts		(12,651)	(16,460)
Occupancy expenses		(772,148)	(949,776)
Equipment and Maintenance		(304,303)	(302,958)
Program, Materials & Catering Expenses		(71,924)	(68,651)
Vehicle expenses		(281,766)	(488,987)
Loss on disposal of assets		(1,660)	-
Other expenses		(21,555)	(17,244)
<b>Total Expenses from continuing operations</b>		<b>(9,189,720)</b>	<b>(9,761,730)</b>
<b>Profit from operations</b>		<b>926,178</b>	<b>1,335,390</b>
Acquisitions and Mergers	18	-	1,862,208
<b>Profit before income tax from Continuing</b>		<b>926,178</b>	<b>3,197,598</b>
Income tax expense		-	-
<b>Profit after income tax from Continuing Operations</b>	1(k)	<b>926,178</b>	<b>3,197,598</b>
<b>Other Comprehensive Income:</b>			
Items that may be reclassified subsequently to profit or loss:			
Movement in the Asset Revaluation reserve		-	35,185
Items that will not be reclassified subsequently to profit or loss:		-	-
<b>Total Comprehensive Income attributable to members of the entity</b>		<b>926,178</b>	<b>3,232,783</b>





## BOARD OF GOVERNANCE

### ALEX ANDERSON - Chairman (Director since 2009)

A regular Army Officer in the British Army from 1960-1969, Alex brings a wide range of skill sets to his position as Chair including organisational skills, business development, strategic planning, industrial relations, Health/Safety/Environment, Marketing and Business Leadership. Alex managed Drake International Operations in Australia, New Zealand and South Africa from 1970-1979 and is the Director/Owner of AJS Consulting since 1985. He has also been a Board Member for Rotary International, Legacy, Order of Saint John of Jerusalem Knights Hospitaller.

### GORDON FRANKLAND - Vice Chairman (Director since 2012)

With an intensive background in building and construction, Gordon was a member of the Housing Industry Association from 1980 until 2014 and Regional Executive Victoria Committee Member from 1980 to 2002 as well as Technical Committee Member from 1980 to 2014. He has also spent many years giving back to his community. He was a member of the Frankston Jaycees from 1972 – 1988 before joining Frankston Central Rotary Club in 1990 until 2006. He joined the C2A Board in 2011.

### GREG WATERLAND – Treasurer (Director since 2000)

Greg is a long-standing member of local accounting firm Flinders Partners with previous time spent with a second tier firm in Melbourne. Greg is a registered company and Self Managed Superfund auditor and recognised leading consultant in the field of superannuation. Leisure time is spent with family and taking long walks with the four footed family members.

### CHRIS ANGERER (Director since 2002)

Chris is an Orthopaedic Footwear Practitioner who started his own practice in 1989 in Frankston and also consults in NSW and the NT. His business is a registered provider for the NDIS. Chris is a Member of the International Society for Prosthetics and Orthotics, Sports Medicine Australia and Orthotech Australia. He was instrumental in establishing competency standards for his profession and served on the Board of his association. Chris has been a member of Rotary since 1993, serving in a wide variety of positions and joined Woorinyan (now C2A) in 2001.

### TIM CROWE (Director since 2012)

Tim Crowe has 40 years experience in the construction and property sector and is currently a senior development executive with Vicinity Centres which is a top 20 ASX company and one of the largest shopping centre owners in Australia with over 80 centres nationally. His role is developing strategies for key assets in the portfolio. In the five years Tim has been at Vicinity he has undertaken a \$150 million development at Cranbourne Park and a \$350 million development at Mandurah in WA.

### CAROLYN PARKER (Director since 2017)

Carolyn is an independent company director. She was previously Managing Director of the privately owned property investment entity Kador Group for 25 years. Carolyn has an Honorary Doctorate in Business from RMIT University as well as a Bachelor of Business from RMIT. She is a member of the Australian Institute of Company Directors, a member of CPA Australia and a Fellow of the Financial Securities Institute of Australia and has held a number of Board or Committee positions with a range of organisations.

### TERESA SEALEY (Director since 2010)

Over 39 years of professional experience in the field/s of disability, health and community services. Her personal and professional journey set her passion and commitment to making a difference, whether it be large or small.

### Retirements

C2A wishes to acknowledge and thank retiring Board Directors Ian Gardner and Deb McMahon for their expertise, professionalism, enthusiasm, commitment, passion, time and support over their many years of involvement with the organisation.

You will be missed in a multitude of ways and our appreciation for your contribution is truly immeasurable.

*Leadership is the capacity to translate vision into reality.*



# ACKNOWLEDGEMENTS

## Life Governors / Hon. Life Members

Mrs B Bevan	Mr M Ongarello
Mr G Delany	Mr B Petrie
Mrs E Hamilton	Mrs A Phyland
Mrs C Nash	

## Acknowledgements

C2A gratefully acknowledges the contribution of the following organisations, community groups and individuals. Together we are making a difference.

- |  |  |
|--|--|
| <ul style="list-style-type: none"><li>• Centenary Park Golf Club</li><li>• CFA</li><li>• Frankston Sunrise Rotary Club</li><li>• Mt Martha Rotary Club</li><li>• Ritchies IGA Community Benefits</li></ul> | <ul style="list-style-type: none"><li>• St Luke's Uniting Church Morwell</li><li>• The Victorian Priory of the Sovereign Order of Saint John of Jerusalem, Knights Hospitaller</li><li>• Wonthaggi and Inverloch InterChurch Council</li></ul> |
|--|--|

## Community Partnerships

C2A is most appreciative of the support shown to our Connecting2Business program by the following organisations.

- |  |  |
|--|--|
| <ul style="list-style-type: none"><li>• Allied Scientific Products</li><li>• Bass Coast Shire Council</li><li>• Bob Boutique Bendigo</li><li>• Bulleen Heights School</li><li>• Cleanaway Operations</li><li>• DEDJTR - Regional Facilities</li><li>• Department Health and Human Services</li><li>• Eltham East Primary School</li><li>• Ewastec Pty Ltd</li><li>• Fitzroy North Primary School</li><li>• Frankston RSL Sub Branch</li><li>• J.J. Richards &amp; Sons</li><li>• K.F.C. - RG Restaurants</li></ul> | <ul style="list-style-type: none"><li>• Kimpton Builders</li><li>• LaTrobe University Bendigo Campus</li><li>• Marymede Catholic College</li><li>• Mildura Base Hospital</li><li>• Mt Eliza North Primary School</li><li>• RACV Inverloch</li><li>• Scope (Aust) Ltd</li><li>• St Thomas More Primary</li><li>• Templestowe College</li><li>• Uniting Agewell Victoria</li><li>• Victoria Police</li><li>• Villa World Developments</li><li>• Watsonia Heights Primary School</li><li>• Westgarth Primary School</li></ul> |
|--|--|



*Giving is more than just making a donation. It's about making a difference.*





## CONTACT US

### HEAD OFFICE

362-364 Nepean Highway Frankston  
1300 111 212

### CHIEF EXECUTIVE OFFICER

**Michael Anderson**

### EXECUTIVE GENERAL MANAGER COMMERCIAL & CORPORATE SERVICES

**Keith Mortimer**

### TEAM LEADER - COMMUNITY DEVELOPMENT, CHOICE & COORDINATION

**Di Kelly**



#### Connecting2Community

32 Cranbourne Road FRANKSTON  
311 Racecourse Road MORNINGTON  
23 Dunbar Road TRARALGON  
64-80 Murray Street WONTHAGGI



#### Connecting2Work

363-364 Nepean Highway FRANKSTON



#### Connecting2Business

26 Corporate Boulevard BAYSWATER  
33 Gittens Drive STRATHDALE (BENDIGO)  
121 Victoria Street EAGLEHAWK (BENDIGO)  
Factory 2/12A Hynes Court MILDURA  
9 Apsley Place SEAFORD  
49 Latitude Boulevard THOMASTOWN  
109-123 White Road WONTHAGGI

#### OPPORTUNITY SHOPS

MT ELIZA 16B Ranelagh Drive  
MORWELL 43 Buckley Street  
TRARALGON 15 Seymour Street





# Connecting2Australia

Community + Business + Work + Training + Accommodation  
A registered NDIS service provider

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