



sefa

# Impact Report

2019

# Our Story

Sefa (Social Enterprise Finance Australia) was established in 2011 when it was selected by the Australian Government to receive funding from its Social Enterprise Development and Investment Fund (SEDIF). On top of the \$10 million grant, another \$10 million was raised via equity investors and lenders.

Since then, we've unlocked more than \$80 million of capital from the impact investing sector. We've dispersed \$31 million in Sefa loans through 44 deals. Our work continues across impact areas including crisis & affordable housing, education, arts, community enterprises, Indigenous and disability organisations.



**\$80m  
Capital**



**44  
Deals**



**\$31m  
Loans**



# Our Mission

Sefa's *vision* is for purpose-driven organisations to have equal access to finance to be sustainable and maximise impact.

Our *mission* is to unlock social impact through financial solutions.



Community  
Enterprise



Food



Environment



Indigenous  
Development



Disability



Crisis & Affordable  
Accommodation



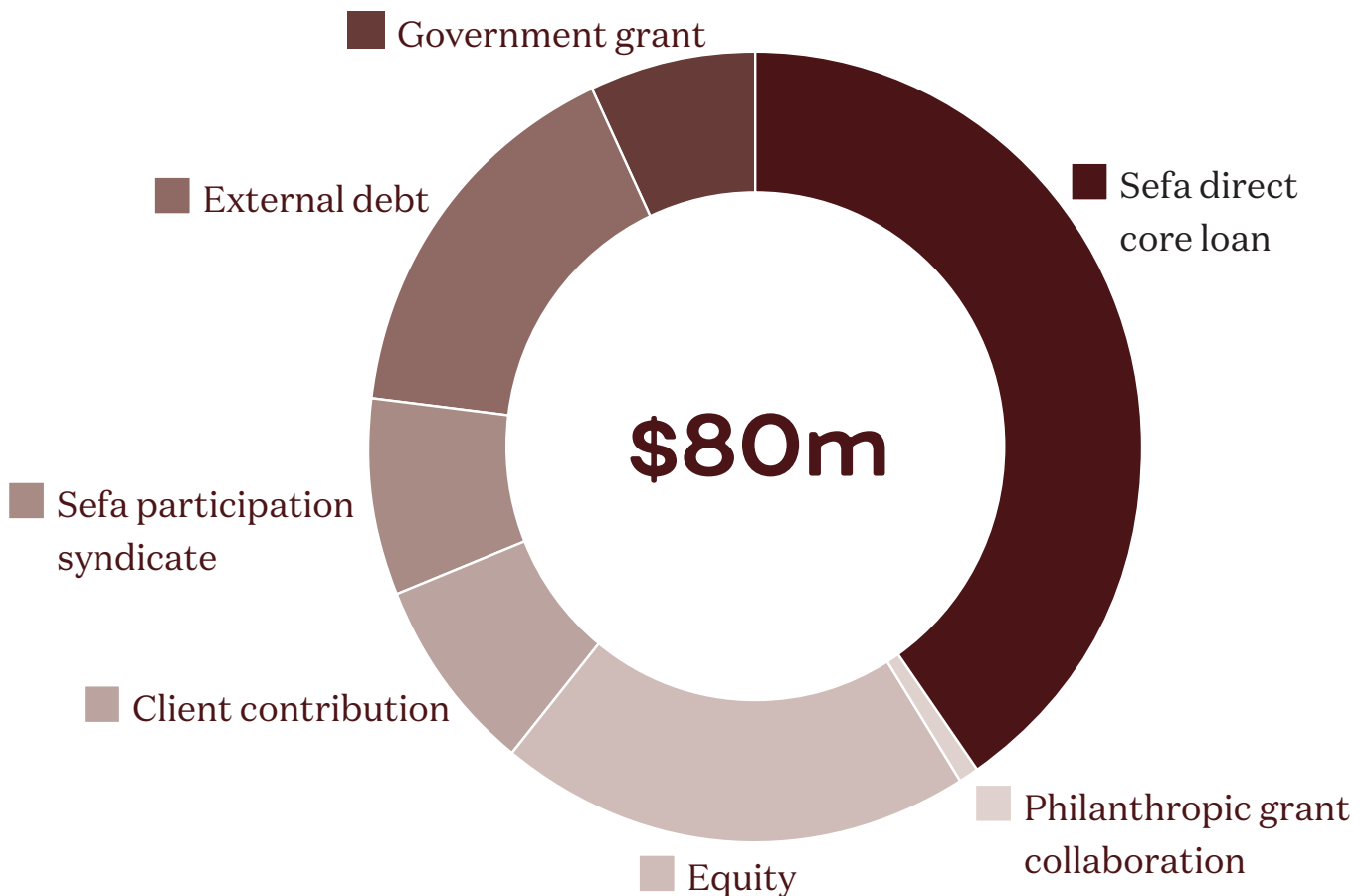
Education

## What Sefa Does

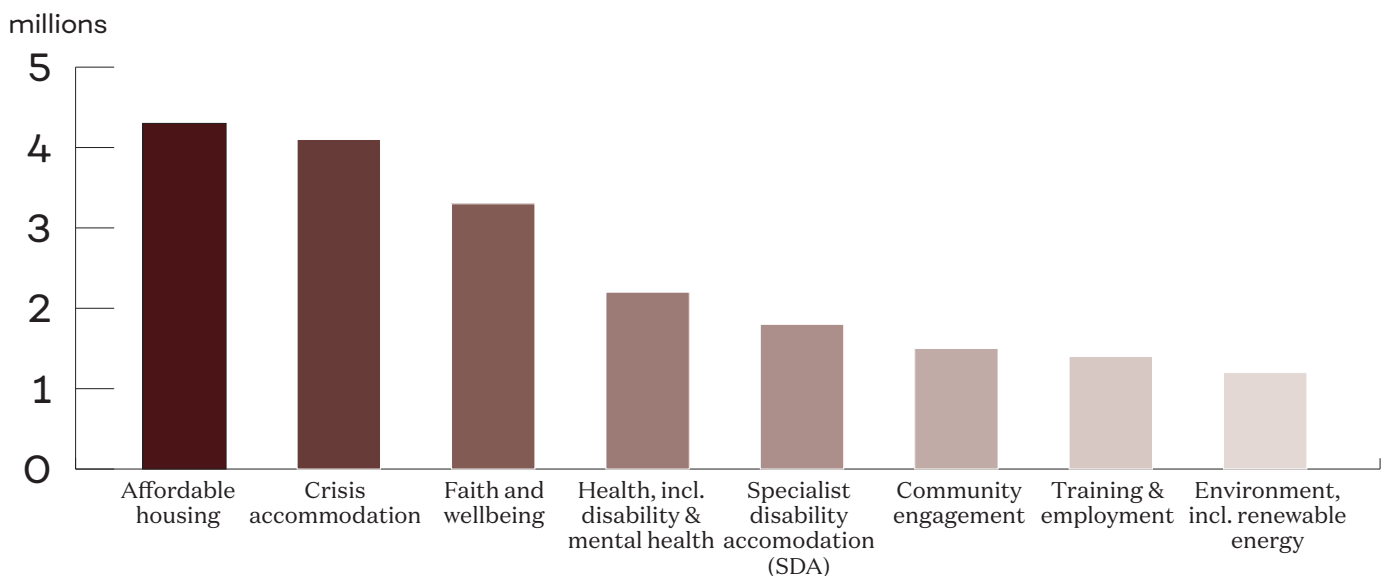
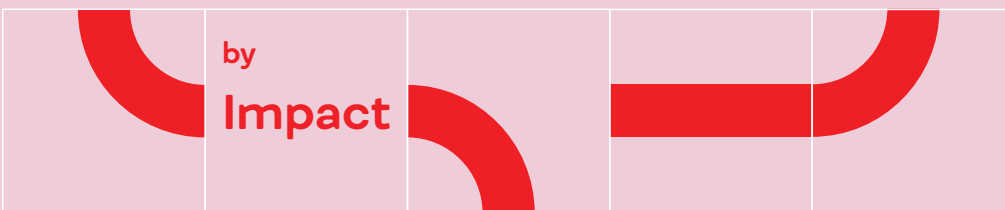
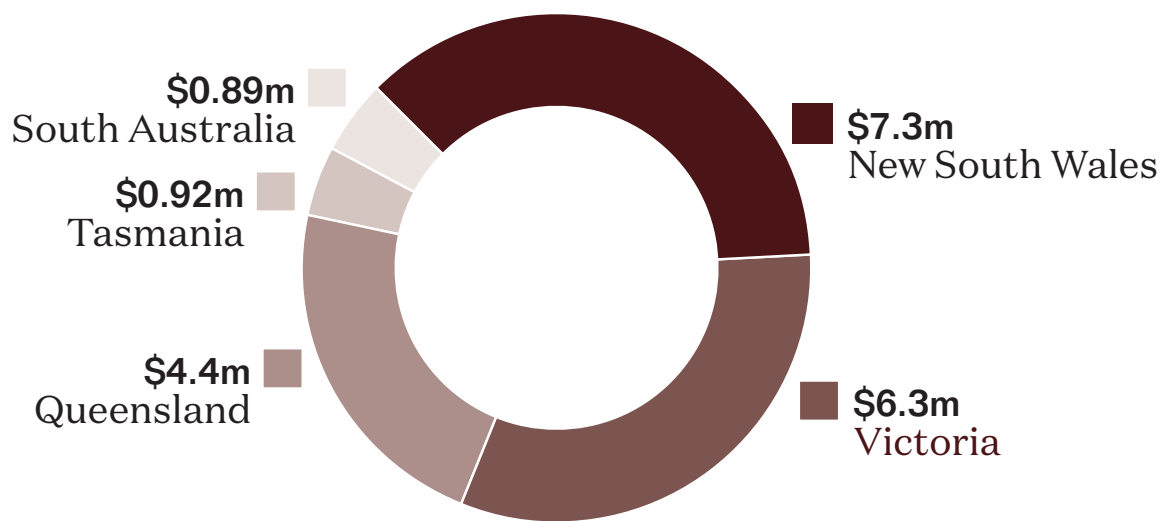
We help purpose-driven organisations understand and assess finance solutions, and find the right investors to back them.



## Impact Funding Unlocked



# Current Active Loan Portfolio





“Sefa took the time to understand our business model. We had been on this path for two to three years and we didn’t just want a bank, we wanted a partner.”

**ROBERT PEKIN,  
CO-FOUNDER & CEO, FOOD CONNECT**

# Nightingale Housing, Melbourne VIC

Nightingale Housing delivers sustainable housing that celebrates and supports the wellbeing of diverse resilient communities. Established as a catalyst for change, Nightingale’s core mission is founded on triple bottom line housing that embodies environmental, social and financial sustainability. Nightingale’s welcoming environment has proven to be particularly attractive to single, elderly women seeking community and has also encouraged introverted residents to engage with their neighbours.

## Outcome areas



Community Enterprise



Affordable Accommodation



Environment

“We sought out a lending partner that had similar values to our own, a lender that cared about community, that cared about sustainability and that cared about how their investment should support positive change. After meeting with Sefa for the first time, we knew we had finally found a funder that spoke our language.”

JEREMY MCLEOD,  
FOUNDER and MANAGING DIRECTOR  
[nightingalehousing.org](http://nightingalehousing.org)



The first  
**100% fossil-fuel-free**  
residential building in  
Australia.

**40** apartments  
directly  
financed  
by Sefa.

Providing commercial  
space to **1** social  
enterprise café  
training up to  
**3 young  
people** at a time.



**2** residential  
developments  
complete,  
**1**  
under  
construction.

Sold at up to  
**15% or  
\$100,000  
less** than  
comparable current  
market rates in the area.

# Independent Living Villages, NSW

Since being established in 2016, Independent Living Villages Ltd (ILV) directors (working voluntarily) have been committed to providing much needed purpose built disability housing. They have established themselves as thought leaders in the Specialised Disability Accommodation (SDA) market.

Outcome areas



Disability



Affordable  
Accommodation

“Sefa demonstrated a commitment to social enterprise that is not evident anywhere else.

Whilst acting like a traditional banker through the due diligence process, they took a view of what we were trying to achieve by changing the lives of the residents by giving them their new purpose-designed home. Sefa got it!”

LINDSAY KELLY, CEO and DIRECTOR  
[ilv.org.au](http://ilv.org.au)



Developed Specialised Disability Accommodation (SDA) at Werrington, Merryland and Blackheath to provide purpose designed homes to **35 residents** with high support needs or extreme functional impairment.

Reunited a family into a new home after one parent had been living a rehabilitation facility for **15 months.**

Transitioned several people from nursing homes and long-term hospital stay into their new **purpose-designed homes.**

Key contributor to the KPMG review of SDA, resulting commitment from National Disability Insurance Agency to make changes enhancing certainty, transparency and efficiency to support development of **28,000 SDA** nationwide.

# Providential Homes, Sydney NSW

Providential Homes provide food, clothing and shelter to thousands of people across Sydney each year. They offer a mixture of high quality crisis and transitional housing. Accommodation caters to both individuals and families, meeting their specific needs.

## Outcome areas



Crisis & Affordable  
Accommodation

“Our emergency accommodation model provides our guests immediate short term accommodation. This allows them to focus on securing housing within the private market with the peace of mind that they have support to do so.”

WARREN WEIR, FOUNDER  
[providentialhomes.com.au](http://providentialhomes.com.au)



Provides  
food, clothing  
and shelter  
to over  
**300**  
guests each week.



**98%** success rate  
in guests securing  
their own  
private  
rentals by the  
end of Providential’s  
transitional program.



Bookings for people  
escaping  
domestic  
violence  
**1,283**  
in one year.

Meals cooked and  
distributed  
**1,500**  
meals each  
week.



# Shopfront Arts Co-op, Sydney NSW

Shopfront is a youth-led arts co-operative focusing on developing young people’s creativity, confidence and communication. The co-op provides space where they come together to learn, share and bring their imaginations to life. Young people gain skills in artistic leadership and community building, becoming the next generation of creative content makers and community leaders.

## Outcome areas



Disability



Community Enterprise

“Sefa came on board right at the beginning of the process. We were able to leverage their support to obtain government funding, and then Sefa introduced us to the Vincent Fairfax Family Foundation. Sefa helped us to develop a really sound financial strategy. It really felt like a wonderful partnership between Sefa, VFFF and Shopfront, like we all had skin in the game.”

DANIEL POTTER, CEO  
[shopfront.org.au](http://shopfront.org.au)



With their new building project, supported by Sefa, Shopfront will be able to support an **extra 1,160 participants**, grow annual audiences by **140%**, and co-locate with **6 arts/community organisations** in the first year post-renovation.

Engaged  
**2,288**  
young people  
in programs  
and projects.



**11,076**  
audience members  
for exhibitions,  
performances and  
broadcast.



# Cage Youth Foundation, Redland Bay QLD

The Cage Youth Foundation exists to make a positive difference for local youth, families and people in crisis. They began by providing youth social events in Redland City (QLD) skate parks and schools. This evolved into a youth space and has since expanded to include education and training.

## Outcome areas



Community  
Enterprise



Education

“We are so appreciative of all of the support and advice provided to us by Sefa. They have been incredibly helpful over the last five years as we have navigated our way through the funding process, purchasing the property for our community centre, and the services we provide.”

LINDA GRIEVE, FOUNDING DIRECTOR  
[thecage.info](http://thecage.info)



More than  
**80 kids per week** engaged with a youth worker through various programs.

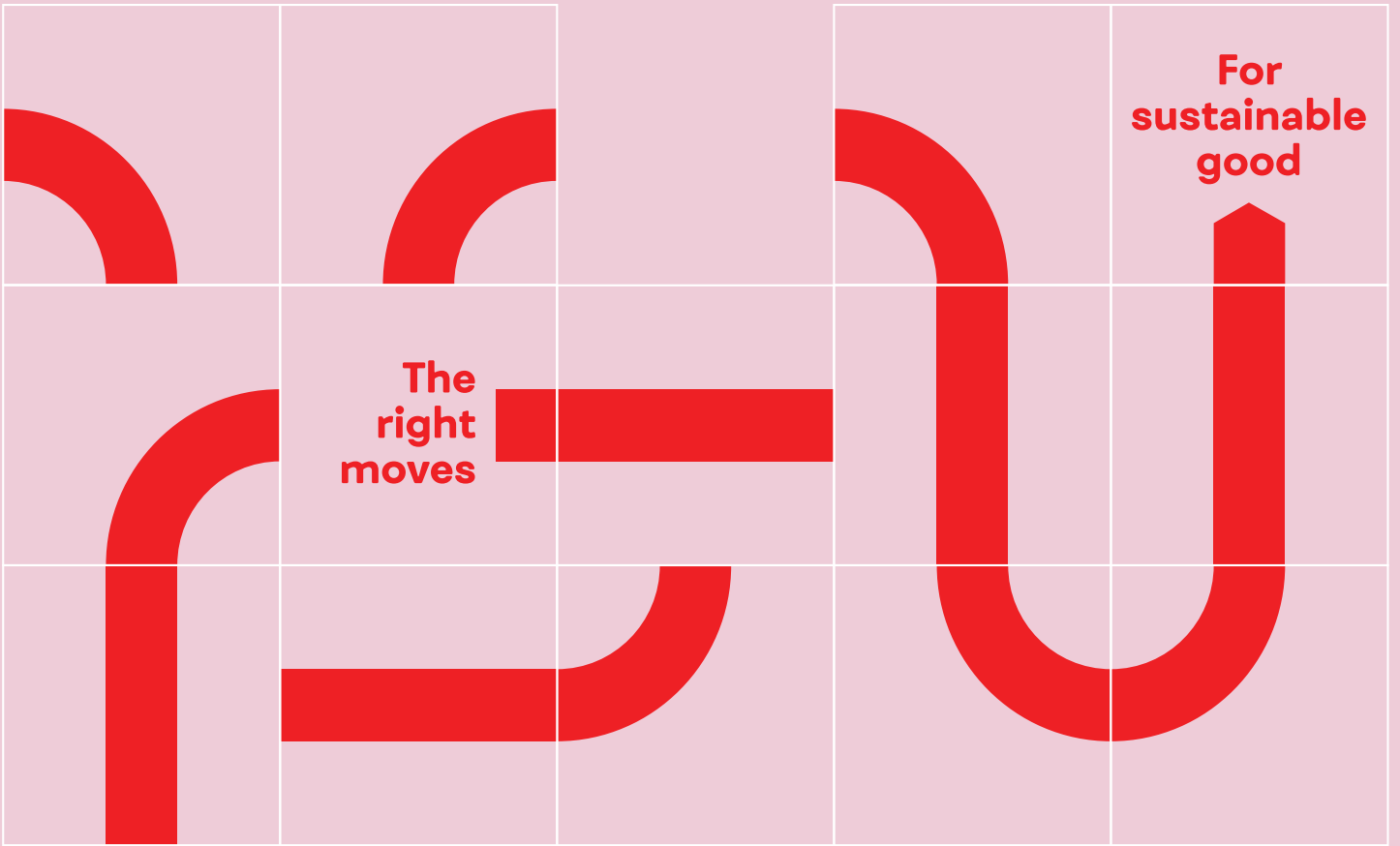
Food delivered to local families needing support:  
**15 children**  
and **30 families**  
per week.

**50-60** children per week at breakfast club, providing breakfast and a listening ear before school starts.



Counselling support to an average of  
**50** children,  
**12** adults and  
**4 family sessions**  
per month.





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[sefa.com.au](http://sefa.com.au)

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